**Redmond — The Little City that ‘Gets It’**

by RONNI WILDE — CBN Reporter

The Bend-Redmond area has been named the No. 1 Top 10 Best-Performing Small City in the nation for the fourth year in a row by The Milken Institute, and while Bend may take much of the glory for that accolade, Redmond has played no small part in the region’s growth — even in the midst of a pandemic.

The number of building permit applications Redmond has received in 2020 is up 18 percent over last year, permits issued are up 24 percent and total planning permits are up 15 percent. "The other stat that is important to look at is building permit valuation. I like this valuation because it captures everything being built and constructed, from small additions to new 50,000-square-foot facilities," says Deputy City Manager John Roberts. "This valuation is up 17 percent, or $17 million dollars. In light of the global pandemic, it’s like Redmond is living in the NBA bubble. Things are going well. It appears everybody is bullish on Redmond; our data points to this to be true."

As the world pivots to learn how to live with the changes brought about in 2020, individuals, families and businesses are leaving larger cities in search of quieter, more peaceful places. With people moving away from the big metropolitan areas, Redmond has seen explosive growth right alongside Bend. "I love what Frank Bonacquisti on KBND says: He calls Redmond the city that ‘gets it’! Our roads are good and our businesses are good. We are truly open for business; businesses come here and stay here," says Redmond Mayor George Endicott. "Since 2010, in our traded sector, we’ve had an 88 percent growth in jobs and an even higher growth in wages. No wonder we make top ranking with Milken."

**City of Redmond Spotlight — Pages 14-21**

**Door Opens to Bright Future for Brian’s Cabinets**

by SIMON MATHIER — CBN Feature Writer

Leading Central Oregon manufacturer Brian’s Cabinets has unveiled its new home in the shape of a 42,000-square-foot state-of-the art custom facility on Sockeye Place in Bend’s North East industrial sector.

The project, designed by locally based STEELE Associates Architects and built by Empire Construction & Development, has been in the works for some two years, after the cabinetry specialist outgrew its former 13,000-square-foot location off American Lane.

Brian’s Cabinets has garnered a reputation for crafting products of exceptional quality and value since its relatively humble beginnings as a two-person shop in 1977, and has evolved to become a prime manufacturer with cutting-edge production capabilities that has strived to stay at the forefront of its industry’s design and construction technology.

As one of the largest cabinet shops in the region, it is also one of the area’s more sizeable employers, with a current workforce of around 65 and an expanded capacity to potentially add ten more at the new facility, as needed.

Named for the original founder, Brian’s Cabinets was...
New Trails Planned
In & Around Discovery West Neighborhood

New recreational trails are in the works in the Bend neighborhood of Discovery West. One of the newest communities in the region, the development will be the home to several trails that will connect to the greater westside trail system.

Maps released by Bend Park and Recreation District show two key future trails: Discovery Trail, which connects to existing trails in Discovery Park and carries on to the west of the neighborhood toward Skyliner's Road; and Manzanita Trail, which provides multiple points of connectivity from the new neighborhood to the northwest.

Plans also include approximately 40 acres of open spaces and a new park. Timing for the new trails and other amenities is to be determined, and all conceptual plans are subject to change.

The Discovery West trail build-out is part of the Park District’s ten-year goal to have one mile of trail for every 1,000 residents in Bend. To meet this goal, 47 more miles of trail will be needed by 2028.

For more information on the planned trails, please contact Henry Stroud, HenryS@bendparksandrec.org or 541-706-6155.
discoverywestbend.com

Local Foundation Invests in COCC Students,
Boosts Tech at Madras Campus

With community access and student support as their paired objectives, two recently awarded grants from The Roundhouse Foundation to Central Oregon Community College (COCC), totaling more than $26,000, will help cover non-tuition program costs for many career and technical students as continued on Page 38 ▲

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HOT NEWS
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Deschutes County

Deschutes County is considering new building codes and land use regulations to protect communities from wildfire. Proposed changes could help make homes more fire-resistant and require homeowners to create defensible space around their homes.

Updating local building codes to make homes more fire-resistant could make new construction and some remodels more expensive because of new requirements for decks, siding, vents and other materials.

The proposed rules would only apply to homes outside of city limits in unincorporated areas of Deschutes County.

The Deschutes County Community Development Department invited residents to learn more about the proposed changes and provide feedback before the Board of County Commissioners in early 2021.

For more information on how to participate in the virtual community meetings, visit deschutes.org/wildfiremitigation.

SALEM

The Department of Administrative Services (DAS) and local governments can do more to ensure that expenditures under the CARES Act meet federal standards, according to a management letter issued today by Secretary of State Bev Clarno. The letter outlines findings from a real-time Audits Division review of local government reimbursement requests.

Coronavirus Relief Funds must be used for non-budgeted COVID-related expenditures incurred between March 1, 2020 and December 30, 2020. At the direction of the Legislature’s Emergency Board, DAS is paying reimbursements for $200 million in federal Coronavirus Relief Fund money to help Oregon’s cities, counties and special districts respond to COVID-19. Auditors selected a sample of reimbursement requests from 32 jurisdictions totaling $21.7 million, or 47 percent, of the total amount requested in the first round. The requests primarily covered employee leave and local government payroll related to COVID-19. Auditors evaluated requests for adequacy of documentation and allowability under federal Coronavirus Relief Fund expenditures.

"It is crucial this funding be used to help Oregon communities overcome the public health crisis," Secretary Clarno said. “Local governments are working hard on this, but the state can do more to ensure accuracy, transparency and adequate support for these funds.”

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AdvisorSmith’s newest study on the Cities With the Most Small Business Owners examined 259 cities in the U.S. to see which small, midsize and large cities had the most small-business owners. The COVID-19 pandemic has caused many challenges for small businesses, with many unfortunately having to permanently close their doors.

Our study used data from the U.S. Census Bureau’s September 2020 release to find the small, midsize and large cities with the most small-business owners. From our research, we discovered that Bend is the No. 2 small city with the most small-business owners.

Bend had 172.5 active small business owners per 1,000 residents. Nationally, small cities had an average of 47.7 small-business owners per 1,000.

There are a total of 34,095 active small-business owners in Bend.

Bend had more small-business owners than Medford (#61).

We got into more detail in our study here: advisorsmith.com/data/cities-with-the-most-small-business-owners.

advisorsmith.com
YesOMS Founder Taylor Mahony was honored to have the opportunity to be the only Bend-based company to participate in the 17th annual Bend Venture Conference, hosted by Economic Development for Central Oregon (EDCO).

“We were thrilled to have the chance to reach investors, as well as other like-minded entrepreneurs looking to make an impact,” Mahony said. “We enjoyed the event very much and would highly recommend it to other companies as well.”

The Bend Venture Conference is an annual celebration of entrepreneurship, innovation and connections, and it is one of the largest angel conferences in the United States. Over the past six years, more than $11 million has been invested in 38 companies. On October 15-16, 14 companies — including YesOMS — presented both in-person and virtually to a hybrid audience, and six companies were awarded a total of $593,000 in investments and cash.

The companies were divided into three categories: Growth Stage Competition was for companies that have a proven concept and initial revenues; Impact Competition for companies with an integrated social or environmental mission; and the Early Stage Competition for companies in the pre-revenue stage and in the process of testing their product in the market.

The winners were:

Growth Stage:

• PypeServer (Seattle) — Software that automates the cutting of industrial steel pipe for construction and industrial uses, was awarded $220,000.

• PetHub (Wenatchee, Washington) — A central hub to manage your pet’s life, helping owners share data safely while also finding trusted services and information, was awarded $100,000.

The Impact Competition:

• Biomotum (Portland) — Creators of a robotic ankle-assist device that offers a cost-effective, lightweight, portable and efficient way to improve mobility in those with movement disorders, was awarded $80,000.

The Early Stage:

• Cozera (Portland) — Creating verified digital identities for remote and in-
person identity verification, was awarded $50,000.

- MustDeliver (Portland) — A digital marketplace delivering industry-leading clarity, control and communication between shippers and drivers in the trucking business, was awarded $50,000.

Winner of the Portland Seed Fund and Elevate Capital Audience Award (awarded at EDCO’s September PubTalk):

- Masa (Portland) — The first online farmers’ market, bringing farmers’ markets to people via an online marketplace, won a $3,000 cash award.

EDCO’s Venture Catalyst Brian Vierra said the BVC LLCs raised more money from individual investors this year than ever before. “The Central Oregon investor community continues to grow, showing strong support for our entrepreneurial ecosystem,” Vierra said.

Mahony shared that YesOMS was one of five companies competing in the Early Stage Competition, and that he learned a great deal from listening to what other companies did to reach their goals.

“YesOMS is the future of the magical customer experience, at scale. We offer a platform for merchants and brand owners to offer a superior user experience to their customers through their own branded mobile application, and we are building the cashless, cardless, touch-free, skip-the-line experiences of the future,” Mahony said.

The idea for the company started when Mahony worked for PayPal. He lived in Bend and would travel to San Francisco for three days a month to work. He was standing in a long line at Philz Coffee when he saw people walking up to the counter, grabbing a coffee and walking out. He asked someone exiting how she was able to avoid the line.

“She told me that she ordered her drink today, and every day, ahead of time, on her phone, using the “Philz mobile app,” he said.

He tried the app the next day ordering coffee from his hotel. Instead of fumbling for cash or credit cards, the transaction was already completed, and his coffee was ready.

“I walked across the street to PayPal, where it was my day job to think of innovative solutions to solve people’s everyday problems. It was halfway across Market Street where I invented YesOMS,” he said.

When he moved to Bend four years ago, Mahony immersed himself in Bend’s culture, lifestyle and business ecosystem. He volunteered to be the president of BendTECH.

One of the biggest rewards of that association was the chance to work directly with EDCO on a lot of programs, services and efforts, “Mahony said. “I’ve seen how hard the good folks at EDCO work to support the local business community, both as a business owner as well as a co-working nonprofit volunteer. While it may be tempting to curl up under a rock until COVID passes, instead I would urge other Bend companies to reach out to EDCO now more than ever because EDCO provides companies with the tools to succeed in any environment.”

Mahony said YesOMS grew substantially through its experience at the Bend Venture Conference. “We honed our pitch and fielded countless questions about our business, our model, our projections and our general outlook,” he said, adding that attending the presentations provided his team with information and the motivation to reach their goals.

“CFO and Investor Betsey Nelson, for example, reminded us that trust is the most important factor between a company and their board, that boards should be diverse in thought and perspectives, and fully engaged with,” he shared. “From Paul Evers at Riff, we learned that innovation can be positive both for business and the environment, and that collaboration is one of the keys to growth.”

“In the end, we learned that lots of listening and our ‘the answer is Yes’ collective can-do attitude is what will help us grow and drive our success at YesOMS,” he said.
by ANN GOLDEN EGLÉ, MCC

This year has presented business owners, leaders and stakeholders with unprecedented challenges at every turn. From people we know and love becoming ill and dying from COVID to pandemic business closures to civil unrest to homeschooling to the ugliness of national and local elections, 2020 has taken its toll on us all.

This heavy and often deeply emotional toll exists within you as a leader and every member of your team. A Harvard Business Review (HBR) August 7, 2020, survey found that the mental health of almost 42 percent of business participants had declined since the COVID outbreak began.

Additionally, a 2018 American Psychological Association's Stress in America survey showed that more than 60 percent of participants called "today's political climate a significant source of stress." Things have gotten only nastier since then.

Recent months of nonstop political negativity and intensity have barraged you through your TV, radio, print publications and social media, as well as your colleagues and friends. Individuals on your teams may be divided. Some will be elated with the election results while it may take weeks or months for others to emotionally recover.

These stressors have also taken their toll on relationships and people have been on edge. Everyone has the right to express their opinions, yet this year strong criticism and anger have been expressed more loudly, openly and freely than at any time in the past. Conspiracy theories, false assumptions and half-truths have become the norm. Coworkers, friends and family members may not look at one another in the same way moving forward. Some relationships are likely to see employees struggle with anxiety, depression and burnout.

Where do you begin to support yourself and your team in healing? The good news is that you already have many of the tools you will need, the same tools that have made you a highly effective leader in the first place. Here are four of my top tips:

Be vulnerable. Though everyone knows the many challenges 2020 has presented, ignoring them is a mistake. It is not wise to pretend they have not happened and instead focus solely upon plans and projections. Talk first about the toll 2020, or specifically, this election may have had on you or your family. This heavy and often deeply emotional toll exists within you as a leader and every member of your team. A Harvard Business Review (HBR) August 7, 2020, survey found that the mental health of almost 42 percent of business participants had declined since the COVID outbreak began.

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Be vulnerable. Though everyone knows the many challenges 2020 has presented, ignoring them is a mistake. It is not wise to pretend they have not happened and instead focus solely upon plans and projections. Talk first about the toll 2020, or specifically, this election may have had on you or your family. Others will share more openly once their leader has been vulnerable. People need to feel heard, appreciated and valued. As a leader, you will know which of these ‘vulnerable' conversations to have in a group or private setting. Spend more time listening and asking questions than talking.

Build a culture of connection through check-ins. Intentionally checking in with each of your direct reports on a regular basis is more critical now than ever. That was an important but often underutilized motivational tool in pre-pandemic days. Now, with so many people working from home, it can be even harder to notice the signs that someone is struggling. In the HBR study with Qualtrics and SAP, nearly 40 percent of global employees said that no one at their company had asked them if they were doing OK. Those respondents were 38 percent more likely than others to say that their mental health had declined since the outbreak. Taking even a few minutes to check-in and encouraging others to do the same strengthens your company culture.

Encourage news and social media breaks. Encourage your team to take a break from their phones and the barrage of negativity of this past year. Challenge them to find new sources of entertainment, new pursuits and new ways to stretch and lean. One client encourages his team to locate new and close vacation spots for quick two-to-three-day retreats away from normal life — a cabin in the woods, trip to the coast or a mountain ski escape to a never-explored location. A few days away will work wonders for the mind, body and spirit. The key is to slowly move forward, not ruminating continually on the past. Acknowledge the challenges yet begin the process of letting go.

Plan for the future. Whatever the election results (national and local), our worlds will be different this January. As you plan for your business, please also plan for how each member of your team will excel. How can each grow and expand in their position? Or in a new position? What will keep them engaged, creative and thriving? An internet search shows many ways of measuring lost productivity due to COVID and obviously other factors this year. How will you, as their leader, create an environment for your team to flourish in 2021?

My experience in both being a leader and in coaching exceptional leaders over the past 20 years tells me to have complete faith in your ability to lead your team through the next few months of continued chaos. Know what you want and settle for nothing less. If there are individuals on your team who are not willing to move forward with this healing process, you know what to do. You and your team can either live in the heaviness of the past or move toward a brilliant future. Again, I have faith in you to make bold and decisive moves to heal your team.

Executive and Leadership Coach Ann Golden Eglé, MCC, has steered successful individuals to greater levels of success since 1998. Ann is president of Golden Visions & Associates, LLC, can be reached at 541-385-8887, ann@gavsuccess.com or GVSUCCESS.com. Subscribe to Ann’s internationally acclaimed ‘Success Thoughts’ e-zine on her website.
Tentsile, the leaders of elevated and portable Tree Tents and Giant Hammocks, launched the next generation of Tree Tents in 2020. Tentsile is continuously improving their products, through customer feedback, industry peers and in-house R&D. The new Gen 3 line provides a refresh and upgrade to the entire product range, and debuts a raft of new product developments plus the launch of Ground Conversion Kits for all Tree Tents so Tentsiles can now also be set up on the ground!

“We are always looking to push the boundaries of where and how our products can be used, enhancing usability and refining the designs to constantly improve them,” said Alex Shirley-Smith, founder of Tentsile. “The features and updates found in Generation 3 create an even better user experience, more comfortable habitable spaces to sleep in and new features to make life even easier when you’re camping.”

Highlights from the Gen 3 line include the introduction of the Safari Vista Tree Tent and the Safari Trillium Hammocks (Tentsile’s toughest and most enduring range) and the Ground Conversion Kits for each Tree Tent which allows them to convert into ground camping tents. New developments also include enlargement of the hatch entry way on the Stingray model, detachable under floor storage nets and zippable internal storage pockets introduced for all models and mesh pole sleeves for cross ventilation. Zero footprint felt tree protector wraps also come as standard with every Gen 3 Tree Tent and Hammock so you can elevate your adventure without the potential to damage bark on more delicate tree species.

All the top key features customers have come to expect from a Tentsile Tree Tent will still be a part of Gen 3 such as fully insect-proof, patented anti-roll-under floor strap system, multiple entry points and porches and of course, stackability.

“We’re confident that customers will love the new features of Generation 3. The increased interconnectivity of these modular systems means you can use your creativity to have fun combining tents, hammocks and accessories to make camps to suit your specific needs — creating multilevel set-ups for any number of people and unlike anything else on the market,” continued Shirley-Smith. Starting at $299, Tentsile’s Tree Tents and hammocks are portable, versatile and fun; designed for every type of adventure imaginable — from solo exploration, to family days out and backyard camping. The unique designs create a comfortable camp for all seasons, no matter what the ground conditions below.

Tentsile love trees and are committed to protecting the world’s forests and helping replant deforested regions around the world. For every tent purchased, they make a donation to plant 20 trees with partners: WeForest and Eden Projects. So far Tentsile have helped plant over 735,000 trees worldwide, and support a number of initiatives to help protect old growth resources.

tentsile.com • @Tentsile

by HANNAH HUGHES
purchased in 2003 by current owner Todd Hakala, who has strong roots in Central Oregon as a resident of Bend since early childhood.

Since taking over the helm, Hakala has overseen expansion of product offerings, adding the proprietary Evergreen line of kitchens, closets and garages (also manufactured in Bend), invested significantly in the latest equipment and developed relationships in the Portland, Seattle and Bay Areas, to foster further growth.

He added, “As a full-line cabinet manufacturer that specializes in custom designs with the ability to provide a comprehensive selection and price for any project in the home, we can offer countless options to personalize virtually any design concept, with even wider scope to cater to specifications engineered for an exact fit from the new facility.”

The majority of the new space is occupied by the main production area, featuring 40 foot ceiling height and voluminous natural light, thanks to elevated windows throughout the manufacturing facility, flanked by a showroom and offices on the ground level and a partial upper mezzanine overlooking the shop floor.

Other amenities include conference and meeting rooms, and an employee kitchen/break room featuring a glass-paneled overhead door leading to a generous outdoor patio.

Hakala said, “Our primary focus is on custom work, exclusively in the residential sector, and we have developed strong long-term relationships with a number of clients, including shipping to major customers in Northern California.

“We undertake around 30 to 40 projects a month in a wide range of sizes, and our people worked with the design team and Oregon Manufacturing Extension Partnership (OMEP) who specialize in promoting a ‘lean manufacturing’ operating...
Brian’s philosophy, to come up with the optimal layout and function for the new building to best meet our needs. Local OMEP consultant Dave Slavensky was also very helpful in this process.

“We went from 33,000 square feet to 42,000, but the former space had evolved into something of a ‘hodge podge’ fitting in to two previous existing buildings, so the new facility feels even more spacious due to the greater efficiencies that were built in.

“We have a strong core group of employees, many who have been with the company for ten to 15-plus years, and they are very happy with the new facility and expanded amenities.”

Hakala also paid tribute to Empire Construction & Development owner Kevin Spencer, who identified the 3.5-acre site and navigated several land use issues with the City of Bend towards the final outcome.

He said, “Originally, Sockeye was earmarked to be continued all the way to Lower Meadow Drive, but in the current day and age it didn’t really make a lot of practical sense, and Kevin was able to work with the City, whose flexibility in this case we appreciated, to satisfy modified requirements such as providing bike paths and so forth, so we could come up with a workable compromise.

“Kevin and his company were also very responsive every step of the way, and receptive to dealing with a number of challenges, including changing tack to accommodate sizeable spray booths and an extensive, sophisticated dust collection system.

“They also had to remove some 3200 yards of rock that were able to be re-used to flatten out the site, and along with Empire Construction as general contractor, we had a great group of subs that cared a great deal and it was a rewarding experience all-around that delivered an excellent facility.”

Project architect Adam Stephen observed, “Todd and his team were very well organized and the end results of how things made sense

continued on Page 12
Brian’s Cabinets New Facility

Continued from page 11

spatially were reflected in their preparation. They went through some 38 different iterations and the floor was taped out to scale regarding placement of equipment etc., so the final plant transition from the old to new facility was made as seamless as possible.

“There were a number of interesting dimensions to this project, including the electrical aspect which was a critical component of the overall layout.

“Todd engaged OMEP as the consultant to study function and flow - assembly being everything in a cabinet shop - and they were heavily involved in equipment and its positioning as part of optimizing the production line, which is as an integral part of the design.

“Elite Electrical then had to coordinate to ensure power connections synchronized with each piece of equipment with the
flow, as part of a very sophisticated mapping program. The purpose of the facility also required more power than in a typical industrial warehouse.

“Another important component was the extensive dust collection system fabricated by CSL Systems out of Eugene. It is a sophisticated process which pulls dust particulate from every corner of the plant, and actually Larry Scharf with mechanical engineers CEA Engineering hit upon pursuing Energy Trust incentives to re-use heat generated by the friction of the system, meaning Todd can heat the space virtually for free.

“The dust collection system is also much more efficient than the previous location, which had two relatively antiquated pieces of equipment for that purpose.

“Another important piece of the project is the showroom that is currently being finished out, which will give a great opportunity to bring clientele and showcase the product – cabinetry often being one of the biggest line items in any project.”

Hakala added, “We tried to do our homework as thoroughly as possible, including, for example, concentrating noisier equipment at one end of the building, and maximizing production line flow efficiency, and thanks to good preparation and the assistance of Keeco Crane, we managed to minimize downtime and move the entire plant inside a week!”

Energy Trust of Oregon was also involved in incentives for promoting energy efficiency in the plant, with sustainable elements including recycling waste materials for secondary wood products use, and utilizing dust collection friction return air for heating and cooling balance.

Economic Development for Central Oregon (EDCO) CEO Roger Lee added, “We have worked with Todd over the last 13 years regarding trying to help figure out room to expand.

“There have been a lot of twists and turns including economic fluctuations, but Todd has persevered, which is a testament to his intuitiveness. Bend Business Advocate Ben Hemson was also helpful in liaising with Kevin and the City on the planning front.

“We were glad to be able to assist with the new project, including navigating Enterprise Zone incentives, and are proud to have been involved in helping a great local traded-sector manufacturing company successfully stay and grow in Bend.

“The Brian’s Cabinets’ team has also embraced efficiency and effectiveness practices such as those espoused by OMEP through David, which is essential to maintain competitiveness and the ability to grow through lowering operating costs and improving productivity.”

About OMEP

OMEP draws on its team’s significant depth and breadth of real-world manufacturing experience bringing a thoughtful problem-solving approach to eliminating obstacles companies face. With roots in lean as a business operating philosophy, OMEP leverages these methodologies to provide solutions in Manufacturing Operations, Business Financials & Strategy and Organizational Development to be a source for growth and prosperity for Oregon manufacturers.

brianscabinets.com

BRIAN’S CABINETS
20780 Sockeye Place, Bend

Property Owner/Developer: Brian’s Cabinets
Contractor: Empire Construction & Development, LLC
Siteworx Start: XXX
Completion: October, 2020
Square Footage: 42,000 sq. ft.
Project Manager: Mark Meredith

Empire Construction & Development, LLC

Architect: STEELE Associates
Architects LLC

Project Manager: Adam Stephen, STEELE Associates
Architects LLC

Civil Engineer:
BEACON Civil Engineering & Land Surveying

Mechanical Engineer:
CEA Consulting Engineers

Landscaping:
Springtime Landscape & Irrigation

Subcontractors and Suppliers:
Redmond Spotlight

City of Redmond

Continued from page 1

Roberts says that the City of Redmond has a strong history of planning for growth, and has managed to stay in a growth trajectory despite some bumps along the way. “The most important document we have that guides our growth is our Comprehensive Plan. Our hope is to complete that by the end of the year. In updating the plan, we further refined, updated and polished our vision for the community. We stressed the importance of keeping our supporting plans current and updated, such as area plans and public facility plans,” he adds. “All the hard previous work put into these planning efforts is now evident. You can see it. The distinguishing trait of Redmond from a planning standpoint is that Redmond is good about being prepared to see it. The distinguishing trait of Redmond planning efforts is now evident. You can

“All the hard previous work put into these plans and public facility plans.” He adds, “We stress the importance of keeping our supporting plans current and updated, such as area plans and public facility plans.”

“He adds, “We are seeing creative ways of thinking in allowing businesses to keep their doors open. When people are pushed then we got struck with the pandemic.”

“Redmond worked really hard with them. The old hotel (SPC Redmond Hotel) reopened right in the middle of the pandemic. They chose to shut down, but reopened and are doing well. The City of Redmond worked really hard with them. The dream was to see the hotel reopen, then we got struck with the pandemic.” He adds, “We are seeing creative ways of thinking in allowing businesses to keep their doors open. When people are pushed to the wall, that’s when you really see some ingenuity and an outside-of-the-box approach. Some businesses are doing expansions. There is work out there.”

“Endicott agrees that building continues to fuel the Redmond economy. “We have several hundred building applications. Hayden Homes continues to grow. We also have two affordable housing projects. One we did in conjunction with the county. This will have 485 homes, half of which will be market-rate and half affordable. We are also doing 47 units downtown. The rent will be approximately $500 per month, subsidized. We have several hundred new apartment units going in,” he explains. “For years, we didn’t have any apartments, but suddenly, the industry determined that it was needed.” Most of the apartments, he says, are on the south side of town near Ridgeway High School. “Single-family units also continue to grow. In terms of COVID, the cost of lumber has doubled in the last few months, which is difficult. COVID has a habit of killing the goose that laid the golden egg. But the boom continues in Redmond in terms of building.”

“Sandie says that the beauty of a small town, especially during times of crisis, is the sense of community and connection the residents and business owners feel. “People really understand the importance of shopping local. They want to help, and this is what they can do. The sense of community is really strong. The chamber focuses on this by keeping people feeling connected and engaged. There is still the opportunity to network, but in different ways. We are still doing coffee clatters, but they are online now.” He adds, “We are trying to keep some sense of normalcy and tradition alive: that’s really what we’ve been focusing on. It’s easier to do that in a small town sometimes.”

“Community spirit is not the only beautiful thing that Redmond locals enjoy: Its geography is spectacular as well. Dry Canyon, with its steep canyon walls and varied scenery, is home to a combination of naturally preserved high-desert geological features and modern recreational amenities such as dirt and paved trails, a park that offers a pavilion, benches, picnic tables, water fountains, a dog park, tennis, pickle ball, softball and disc golf. Sweeping views of the Cascades and Smith Rock are visible from all parts of town, and the Crooked and Deschutes rivers flow through the area. In town, there is a nice mix of eateries and brewpubs offering just about any type of culinary experience desired. Art galleries, a movie theater and the Expo Center round out entertainment options. And of course, Redmond’s central location makes it highly accessible to the surrounding ski areas, lakes and other recreational features the region is famous for. Whereas the role of the chamber is traditionally to market all of these wonderful things Redmond has to offer, Sandie says that over the past nine months, the chamber has had to rethink this. “The big push now is in supporting existing businesses,” he says. “We are not any different than any other community. Some businesses have been impacted, some have not;” he says. “We’ve been working with those that took a hit to get the CARES act grants. We are trying to deal with each business on an individual basis to try to navigate this very unforgiving, uncertain time we are in.”

Attempting to stay on top of maintaining contact with the chamber’s more than 800 member businesses has been the greatest challenge they have faced during the pandemic, Sandie says. “I love the saying that we are all in the storm together but in different boats,” he says. “We try to call all our members, over 800 of them, and ask what they need. Some are doing great; some can’t pay the rent. Keeping on top of this, and keeping the available information out there up to date, is daunting at times, he says. “This is not a one-size-fits-all situation. Just imagine the Oregon Unemployment Office trying to deal with everyone all at one time. Then the places where people could get access to internet closed, like the library. The DMV closure was a problem too; how do people reapply for licenses?” As closures prevented people

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2) Fill out a membership form online.
3) Enjoy being a part of a vibrant community of fellow business leaders and know you’re making Redmond a better place to live!

THE REDMOND CHAMBER OF COMMERCE HAS BECOME AN INFORMATION HUB DURING THE PANDEMIC! PHOTO COURTESY OF THE REDMOND CHAMBER OF COMMERCE

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City of Redmond

Continued from previous page

from accomplishing basic tasks, Sande says the chamber became the information hub in Redmond. "We had to provide information and cover a tremendous span of needs and resources. The Chamber gets every question imaginable: like, when do hummingbirds come back to Central Oregon? This was an actual question we received, they wanted a date," he says with a laugh. "We used to keep a journal of questions we received—... we deal with it all."

The most rewarding aspect of the situation, Sande says, is that the chamber also got to distribute funding to struggling businesses. "When we've been able to help a business find the resources they need, like a grant, the response is pretty exciting," he says. "The Central Oregon Intergovernmental Council gave us a lump sum, then we got to issue the checks. The relief of people receiving the money was very rewarding. We were part of a team with the state, city and county. The state got money, gave it to the county through the COIC, then the chambers distributed the money. We were part of the wheels on the spokes."

During the down time in which tourism has been placed on the back burner, Sande says that the money coming in is marked for marketing has been used to revamp collateral materials. "We have a Visitor's Bureau with dollars coming in to market the community, but we are told not to do so. When we can start to market again, we will have new logos and a new website. We are using the down time to do some needed cleanup and reorganization." He adds, "We switched from marketing to helping businesses that deal with tourism survive so that when we do reopen, there will be restaurants to go to, shops to shop at and a robust community to come to."

"Real estate has just been booming" agrees Sande. "It has not slowed down. Interest rates have been incredibly low, so refinances are big. Every part of the housing industry is just hopping. There have been challenges, like not being able to have more than one trade on a property at one time, which put pressure on contractors to make sure everything was scheduled in a timely manner. And the fires are challenging the industry: Mills burned, so the price of lumber has gone way up. We've had a one-two punch and just constant challenges. But everyone is pulling together and rising to the occasion to meet the demands and get it done."

Sande says that even though the Chamber office is closed, the Visitor Center is open, and there is a front foyer where brochures are located. "The number of Visitor Guides and maps we are going through is unbelievable," he says. "On the tourism side, the resorts had a phenomenal season. As soon as a cancellation happened, another one booked the space. People were coming in from the Valley because they just had to get out for a change of scenery. That really helped maintain the room tax that counties and cities rely upon. This lessened the impact of the complete shut-down of tourism."

Endicott says that morale at the City employee level seems good despite the struggles brought about by COVID. "Our city manager (Keith Witcosky) is doing a yeoman's job. The whole parent thing, with parents trying to cope with the lack of daycare and the schools being closed, is challenging. But Keith has done a great job helping the staff balance that work-life conundrum. Keith got innovative with the staff to allow flexibility. Most of our meetings are virtual," he says. "Our downtown has been hit. Four of our restaurants, maybe more, have closed permanently. Small business is really hurting; they just don't have the business. The 50 percent capacity for restaurants and the 6-foot separation requirement is hard." Endicott says he is impressed with how creative some of the restaurants have gotten. "There is this weird rule; you can't sit at a bar unless the bar is up against a wall. So a lot of bars are building Plexiglas walls so that they now have a wall. Jersey Boys has done this. I was in Madaline's last night, and they've done it too," he explains. "They put in a combination of walls and Plexiglas so that they can have a denser seating capacity. It's quite interesting the innovations the businesses are applying. A lot of the local-based businesses are hurting though, like dress shops and bookstores. But the big box stores are booming. They have been just swamped; people are working on home projects. We've seen a lot of that going on. People are catching up on doing chores."

He adds, "A former community development director used to say Redmond is like Neapolitan ice cream. We have residential on the west, retail in the middle and industry on the east. We have a nice balance in town between those three." He continues, "We just know how to run a good city. We get it. We work very hard at the live-work-play balance."

endicott@cityofredmond.org
There was a time when Michael and Jessica Hart could never find a versatile gin to suit the various ways they enjoyed drinking it — neat, on the rocks or in a cocktail.

“We had somewhere in the neighborhood of 40 different gin bottles in our bar as we found each one had one to two uses,” Michael said. “One evening, Jessica suggested we make our own gin, and the rest is history.”

The Harts founded Gompers Distillery in 2012. They chose the name to honor Jessica’s grandfather, Herman Gompers, who was a Holocaust survivor from Holland, where gin originated. Michael said he was fortunate to know Herman for several years before he passed away in 2012.

“Herman and Deborah met just after World War II ended. They were the most loving, generous and inspirational people. They loved life, family and gin, and they were our inspiration,” Michael said. “They had an incredible upbeat outlook on life. We named the distillery after Herman, and his picture is on our labels and our secret bookcase room is named the Waterman room after Deborah.”

Family is a cornerstone in their business. Jessica and Michael work together at the distillery and often bring their two young sons to the office. Jessica’s dad, Jerry, began working with them in 2014 when he retired from the United States Navy as a commander and subsequently also retired from the Army Corps of Engineers.

After years of paying to use other facilities, they decided to open their own distillery in Redmond on April 2, 2019.

A retired attorney, Michael’s approach to learning how to make gin and vodka was knowing the flavor profile he and Jessica desired. They wanted to create spirits with their unique twist on them with the flavor, smoothness and versatility they enjoyed.

“We learned how to make gin and vodka by surrounding ourselves with people who know how to make it and the rest is history,” Michael said. “Since then, I have spent time with distillers and brewers and try to learn as much as I can about the process others use. I am grateful to the other distillers and brewers who share their knowledge and experiences.”

Each distiller and distillery has its own process and flavor profile, Michael shared, adding many distilleries do not even own a still.

“What makes our business unique is we are a family, woman and veteran owned distillery and the only distillery in Redmond,” Michael said. “We own an iStill which is made in Holland and fits in line with who we are and our distillery named after my Dutch grandfather-in-law and is the only iStill in Oregon. Instead of basing our business on creating numerous products and solely generating as much revenue as we can, we focus on creating spirits we love, sharing that passion with the public, and having fun along the way.”

Michael said being a craft distiller, family-owned small business and entrepreneur has its own challenges on a normal day. The pandemic has created an entirely new set of learning curves, including closing the tasting room in March. Plus they welcomed their second son this summer. They are hoping to reopen the tasting room on the weekends in November and have a bi-weekly farmer’s market to support other local businesses.

“Since March, we have had many more ups and downs then we should due to the pandemic and the state’s response including shutdowns and restrictions,” Michael said. “Even with challenges, I wake up every day knowing how lucky we are to run our own business, and that the public enjoys our spirits. I am always proud when I’m in a liquor store, restaurant or bar and see people enjoying Gompers Spirits as much as we do.”

Believing in supporting local businesses, Michael buys his ingredients from local farmers and uses only bottles and corks made in the United States. He also appreciates the incredible support he has received from local businesses, the Redmond Chamber of Commerce and EDCO.

“My advice to people considering starting their own business is that they won’t know everything going into starting a business so be prepared for highs and lows, successes and failures and the ride of a lifetime,” Michael said. “I wouldn’t trade this for anything and absolutely love being a craft distiller. To be successful you must be prepared to ride the highs and lows, learn from the successes and failures and always be willing to ask questions, seek help from people in the same industry and maintain a positive and happy attitude.”

gompersdistillery.com
Redmond Readies Infrastructure & Housing for Economic Growth

by TIM CONLON — Conlon Consulting Group

Economic Development leaders in Central Oregon see Redmond now, and in the near future, blessed with strong business growth — with available commercial real estate and plans for affordable housing. John Roberts, deputy city manager, says, in seeing forecasts for new employers and employees, “Our city has a long-standing history of planning ahead for decades. The roads, parks, water capacity and waste water collection and treatment construction projects has resulted from City Council leadership.”

Roberts’ summation encompasses Redmond’s 2018 Public Facilities Plan (PFP) and the 2020 Redmond Transportation Plan (TSP), part of the PFP.

He continues, “Transportation is the most challenging infrastructure component to plan for. The projects are expensive, particularly those that involve state highways. Funding is limited, impact on the public is significant; it is hard to predict the impact of outside factors. Traffic reductions due to a recession, pandemic or growth due to economic growth, all have a significant impact on revenue and scheduling. Technology changes also impact projects in negative or positive ways, but prediction is difficult.”

Included in the TSP are current projections such as the Airport Master Plan and the Trails Master Plan. Also included is the South Redmond Corridor Plan (SRCP). (See Rendering of the South Redmond Corridor Plan on this page.)

The South Highway 97 Urban Renewal District — that further identifies the SRCP — is being proposed to address issues of safety, mobility and economics in the southern part of the City. If approved next month, the South Highway 97 Urban Renewal District will focus on providing much needed infrastructure to improve safety along the corridor, as well as incentives to develop infrastructure for the South Redmond industrial lands south of the fairgrounds.

Chuck Arnold, Urban Renewal program manager, is a lynchpin in Redmond’s plans to provide affordable housing for current and future employees/residents. He says, “Perspective from staff is that we work incredibly hard to get there. I can’t speak citywide, but in the downtown core we are continually working with our housing development partners to ensure we have a variety of housing types. From market rate to workforce, we are aggressively seeking to provide housing for a diverse set of incomes and needs.”

Affordable housing includes:

- **Mid-town Place** (set to open spring, 2021)
  - Redmond Urban Renewal Agency provided grant assistance to HousingWorks.
  - Targeting for families earning approximately ($56,000 for a family of four.) This project has recently broken ground with 47 units.

- **Skyline Village**
  - Redmond works with its state and county partner agencies to realize Skyline Village, a project planned for NE Redmond. When completed, it will be the largest affordable housing project to date including 485 units with a mix of apartments, condos and single-family designs. Fifty percent will meet the “affordable housing” criteria.
  - Redmond residents will have their water, streets, waste water treatment, parks and airport needs met. If economic growth forecasts are realized, residents also will have new jobs available.
Kobold Brewing Thrives on Creativity & Friendships

by KRISTINE THOMAS — CBN Feature Writer

Kobold Brewing's story starts with a gift from a wife to a husband. When Steve Anderson retired after more than 26 years as an air traffic controller, Heather Anderson signed him up to take a How to Brew class at Central Oregon Community College. She never imagined how Steve's hobby would grow into an exciting business adventure. The Andersons are the owners of Kobold Brewing and The Vault Taphouse in Redmond. They moved to Bend in 2011 from Colorado to be closer to family members.

Discovering he had a knack for making good beer and receiving encouragement from his neighbors on Third Street, Steve took what he learned in his classes to design and build a two-barrel, nano-brewery. In 2015, he started Kobold Brewing and sold one keg at a time. Heather and Steve quickly learned they would need to expand to keep up with the demand for Kobold beers that have fun and creative names such as Oathbreaker Baltic Porter, 3rd Street Cred Red Ale, Crooked Fate IPA and Krazy Haze Hazy IPA.

Their decision to name it Kobold came from discussions drinking beer with their neighbors. “One of our neighbors tossed out the name Kobold, and we honestly had to look it up and see what a Kobold was,” Heather said. According to German folklore, a Kobold is a “mischievous household spirit who usually helps with chores and gives other valuable services.” “There are Kobolds called Biertsals, who would help out in the cellars and finish any tasks you didn’t get done during the brew day,” Heather said. “They would refrain from mischief and acts of treachery as long as you paid them with a daily jug of beer. We do have to explain our name a lot, but once we do, people seem to appreciate the creativity.”

In 2016, they purchased a building in downtown Redmond and opened The Vault Taphouse in 2017. Steve continued to brew beer on his two-barrel system in Bend, crafting award-winning beer, but he realized he needed a bigger system. In 2018, they purchased industrial space in Redmond and built a ten-barrel brew house.

“Transitioning from a two-barrel system to a ten-barrel system was a pretty big step, but again, we couldn’t even keep up with the demand at The Vault Taphouse, let alone try to sell our beer any place else,” Steve shared. “I didn’t really see us owning all that we do and being as busy as we sometimes are, but it has been a lot of fun and we’ve met such amazing people along the way.”

Tomahawk Electric

Continued from page 1

together because there aren’t any other options!” she says with a laugh.

The Finnells are so family focused that even the name of their first business stems from family. “Tomahawk Electric is named in honor of my dad, who we lost in 2017,” she says. “It’s a unique name, and sometimes we get questions on why it’s named that and if it’s politically correct.”

When the couple began Tomahawk, Tara says they envisioned that the two of them would run the company alone for a while. “We thought the business would be just he and I for the first five years. Clearly, there is nothing else to do. One happy story with the pandemic has been that we didn’t have to lay off a single employee. “The only affect the pandemic has had on us is in purchasing supplies. The production of parts has affected us due to the closing of warehouses,” she says. “But at first, we didn’t even feel it. People are working on their houses because there is nothing else to do. One happy story with COVID is that we had no layoffs.”

Tara says that in owning and operating their three businesses, the greatest challenge has been in finding electricians. “With Facebook going in in Prineville and the union going in, a lot of electricians who would work with us now work for the union,” she says. “There was a shortage of electricians to begin with.”

Despite the shortage of electricians, however, the Finnells have obviously figured out what it takes to build a successful team, and they plan to continue to grow their family of employees. Tara says, “Our goals are to be happy and successful and support our employees in any way we can, to have a happy workplace and to service all of Central Oregon and provide the best service we can. We are insanely busy,” she says. “Now, we own two electrical companies and a lighting store. We are insanely busy;” she says. Tomahawk, which is still located in Redmond at 3106 N Canal Boulevard, offers all phases of electrical work, specializing in custom homes, remodels, commercial endeavors and service. At Bend Lighting, there is a 3,000-square-foot showroom featuring products from more than 80 lighting manufacturers, and lighting services are available to homeowners, interior designers, architects and contractors. Quality Builders Electric is an electrical contracting service provider specializing in residential work ranging from small remodel projects to large custom homes. Bend Lighting and Quality Builders Electric are both located at 615 SE Glenwood Drive in Bend.

During the COVID pandemic, Tara says their businesses have remained robust, and they did not have to lay off a single employee. “The only affect the pandemic has had on us is in purchasing supplies. The production of parts has affected us due to the closing of warehouses,” she says. “But at first, we didn’t even feel it. People are working on their houses because there is nothing else to do. One happy story with COVID is that we had no layoffs.”

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Steve and Heather Anderson | Photos courtesy of Kobold Brewing
Saying Positive

Staying positive in the midst of a pandemic and during an election year can be quite the challenge. How are you doing with staying positive? At times, I can start to feel the weight and pull of negativity and then I think, nope, I am not going to be a casualty of all that is negative. I am by nature a positive person and I try to look for the silver lining in even the most challenging of circumstances. I remember from a very young age, my mother saying we get to choose the kind of day we have and we can choose to be happy. I choose to be happy every day and despite the virus and the mudslinging in the media, life is good and we are blessed to live in Central Oregon. Now, I know this is not to say that bad stuff does not happen, but how we chose to deal with it, makes all the difference. Helping those in need, staying positive when others need encouragement, volunteering, donating time, energy, creativity and even financial support to others, can all have a huge ripple effect. Most importantly just being kind all day and every day. I am reminded of the Rotary’s four-way test that was created in 1932 amidst the Great Depression. Rotary was just being kind all day and every day. I am reminded of the Rotary’s four-way test that was created in 1932 amidst the Great Depression. Rotary was concerned with promoting high ethical standards in their professional lives, but I cannot help but wonder if they were struggling, as we are now, to stay concerned with promoting high ethical standards in their professional lives.

Staying positive and I want you to know the Redmond Chamber is a powerful response without asking ourselves simple questions like these. I hope you are all concerned? Sometimes in our fast-paced world, we share our immediate all concerned? Will it build goodwill and better friendships? Is it beneficial to and has the power to make the world a better place. Is it the Truth? Is it Fair to positive. The four-way test they created I believe leads to better communication but I cannot help but wonder if they were struggling, as we are now, to stay concerned with promoting high ethical standards in their professional lives.

The community, Redmond’s first brewery/pub was Cascade Lakes Brewery, which opened their doors in 1994,” Sande said. “Since then, the Redmond brew culture has grown to embody the spirit of the community, providing a place to gather and to connect with friends and family.”

Kobold Brewing and The Vault Taphouse was voted in 2019 Business of the Year by the Redmond Chamber of Commerce. Steve and Heather love collaborating with local businesses and being involved with what’s happening in Redmond.

“With how small our operation is and how involved we are, we are able to listen to our customers and continually strive to improve our craft beers,” Steve said. Steve and Heather said their advice to new business owners is to make a five-year business plan. “Our venture has been way more work that we anticipated but also such a learning experience,” Steve said. “I would also say getting involved with the city and local chamber is key.”

The work keeps them busy, they said they are motivated by their customers and their employees. “Everything we do is guided by feedback from our loyal customers,” Steve said. “Our customers and neighbors in Redmond are what truly make this a fun business and what keeps us going. We have been so fortunate with our employees, and we know The Vault wouldn’t be what it is without them. Creating great, interesting beer and a friendly, welcoming pub was our goal and we feel like we hit the jackpot in Redmond.”

Kobold Brewing

Steve, 57, and Heather, 49, chose Redmond for their business locations because of the assistance they received from the city of Redmond, the Redmond Chamber of Commerce and Economic Development for Central Oregon (EDCO).

Redmond Chamber of Commerce Executive Director Eric Sande said the seven breweries in Redmond are Porter Brewing, Geist Beerworks, Kobold Brewing, Silver Moon Brewing, Wild Ride Brewing Co, Cascade Lakes Brewing and Initiative Brewing.

“We are not going to be a casualty of all that is negative. I am by nature a positive person and I try to look for the silver lining in even the most challenging of circumstances. I remember from a very young age, my mother saying we get to choose the kind of day we have and we can choose to be happy. I choose to be happy every day and despite the virus and the mudslinging in the media, life is good and we are blessed to live in Central Oregon. Now, I know this is not to say that bad stuff does not happen, but how we chose to deal with it, makes all the difference. Helping those in need, staying positive when others need encouragement, volunteering, donating time, energy, creativity and even financial support to others, can all have a huge ripple effect. Most importantly just being kind all day and every day. I am reminded of the Rotary’s four-way test that was created in 1932 amidst the Great Depression. Rotary was concerned with promoting high ethical standards in their professional lives, but I cannot help but wonder if they were struggling, as we are now, to stay concerned with promoting high ethical standards in their professional lives.

Steve and Heather said their advice to new business owners is to make a five-year business plan. “Our Ann Arbor Brewing is a vibrant part of the community. Redmond’s first brewery/pub was Cascade Lakes Brewery, which opened their doors in 1994,” Sande said. “Since then, the Redmond brew culture has grown to embody the spirit of the community, providing a place to gather and to connect with friends and family.”

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Koboldbrewing.com
A snowboarder, Matt Lisignoli visits Mt. Bachelor during the mid-week winter months so he can avoid the weekend crowds. Curious by nature, he often strikes up conversations with people on the chairlift.

“I usually ask them what kind of work they do that allows them to ski during the week,” Matt, 58, said. “When they ask me, I tell them that my wife and I own Smith Rock Ranch. I am always surprised how many people I meet who have never heard of the area and are happy to learn more about the ranch and the annual pumpkin patch activities.”

For more than 20 years, Kendra and Matt have welcomed guests to their fall activities including a corn maze, pumpkin cannons, zoo train, a pumpkin patch and more at Smith Rock Ranch in Terrebonne.

“Over the last several years a trip in October to Smith Rock Ranch has become a tradition for many families,” reads a message on the family’s webpage. “We are so happy to see the next generation and endless challenges, starting with Kendra who he married in 1991. They both grew up in the Willamette Valley — Kendra in Sherwood where her family has known he wanted to be a farmer. Like many fellow farmers, Matt expects to deal with whatever the weather brings, the changes in labor and environmental policies and the fluctuations in market and fuel prices. He wasn’t prepared for everything 2020 would throw his way.

“None of us anticipated a pandemic and how it would impact our industry,” Matt said. “From canceled potato contracts to threats of closing hayrides, we all had to make adjustments and we’re not alone in this struggle. Most businesses have risks, but farming takes passion to overcome the daily challenges and risks involved.”

Starting last spring, Matt and Kendra looked at all the ways to continue their pumpkin patch activities while keeping their guests safe during a pandemic.

“Without knowing what to expect this fall, or if we would even be allowed to open or if visitors would consider coming out to the farm, we made our best guesses and implemented protocol to insure the safety for all,” Matt said. “This included limiting visitors, selling time slots online and following OHA mask and spacing guidelines.”

Matt appreciates all the work done by his daughter, Sydney, who designed the farm’s website and answered questions on social media. The family is grateful for the support they have received from visitors.

“There were so many things at a breaking point this year with the weather and the pandemic,” Matt said. “I am grateful to my wife, my children and employees for their creativity in finding ways to continue welcoming guests to our farm.”

His family is the foundation that supports him through the long days of farming and endless challenges, starting with Kendra who he married in 1991. They both grew up in the Willamette Valley — Kendra in Sherwood where her family had a few acres of nursery stock and Matt in Northeast Portland. He spent summers working on his relatives’ farm until he graduated from Oregon State University in 1984 with a degree in agriculture. They have three children — their 26-year-old twin daughters, Summer and Sydney, and 23-year-old son, Christian.

Like many farming operations throughout Oregon and the U.S., Matt said Smith Rock Ranch operates most of the year with a skeleton crew.

“We work all year to prepare for the next summer’s planning and projects,” he shared. “Once we open to the public, another 30 people are required for the weekends when the activities are in operation.”

Future of farming

Looking out the window of his office, Matt watches as guests arrive at the farm and venture off to find a pumpkin or explore an activity. Both Sydney and Summer help at the farm with various tasks, while also managing full time jobs and other responsibilities.

An Oregon State graduate, Christian’s responsibilities include operating and maintaining the farm equipment. His understanding of the digital age has helped advance the farm with computers and self-driving tractors.

“Although he grew up on the farm, his interests lie outside of agriculture, which is understandable with all the regulations, labor issues, capital requirements and risks involved with farming,” Matt said. “Family farms will likely become extinct from my point of view. The average age of U.S. farmers is 57.5 years. Being virtually that age myself, I don’t see enough young people drawn to agriculture.”

Matt shared currently less than two percent of the population produces much of the food and fiber in the U.S. Despite the challenges known and unknown, Matt said he does what every farmer he knows does after harvesting the last crop of the season.

“We will start planning for next year,” he said. smithrockranch.com

Mosaic Rises to Meet the Challenges of 2020

by MEGAN HAASE, FNP, Chief Executive Officer — Mosaic Medical

Along with transforming our care delivery model to include virtual visits (phone and video) in addition to our in-clinic visits, Mosaic kept helping people find a way to afford their medications. Mosaic kept fighting to help children get the care they deserve. And through our comprehensive medical, dental and other services, Mosaic kept walking alongside patients on their paths of recovery and healing.

Also in this unprecedented year, we remained constant in our commitment to expand our services to more people. We opened our first retail pharmacy in Pineville, completed a buildout on a new community-funded mobile clinic and made progress on plans for new clinic locations.

We are energized by our work and excited for the future. Please join us in celebrating another year of serving our Central Oregon communities. Our Community Impact Report is available online at mosaicmedical.org/impact, and we encourage you to take a few minutes to review it to learn more about our services and the patients we serve.
You might be surprised to hear that according to an October 17 Bloomberg report, Iceberg lettuce is no longer “head of the class.” It has been replaced by Romain leaf lettuce as the most preferred among Americans. 2020 will be remembered as the year of surprise and change.

At this writing, there still could be a legendary “October Surprise” changing the course of an election year. Earlier, there was the surprise of COVID that has led to significant changes in the local economy.

Most business across the Nation and in Central Oregon have been affected by 2020 surprises. Some noteworthy examples on a National level include:

• Instacart announced recently it plans to hire a whopping 300,000 additional full-time shoppers over the next three months to meet the increased demand.

• Amazon similarly said it will hire 100,000 full and part-time positions at fulfillment centers and delivery networks across the U.S.

• One restaurant owner in New York says, “I’m not letting people in the restaurant. We keep the door locked, we go to the door and we give them their food from behind the door with gloves on.” She added, “Same thing with our delivery app drivers. We’re not letting them in, they are showing us their phone through the window.”

• Nationally, commercial vacancy rates are around 15 percent. Retail vacancy is at 35 percent and industrial and office vacancies are around eight percent.

The report on a local level is similarly mixed. One pizza restaurant owner in Sisters reports a better August than last year due to their online ordering and payment system with curbside pickup. Central Oregon still has businesses struggling to recover that might have closed permanently if not for PPP that provided funds for payroll and rent. On the other hand, there are many business planning or in the midst of growth and expansion.

Focus on Redmond

Redmond, in the big picture, is a success story with its own set of surprises and changes. Examples include:

• BasX, located in the old Redmond Walmart store, broke ground this summer on a 75,000-square-foot high-bay manufacturing center.

• Medline Renewal, a medical device reprocessing facility, is underway with a 52,000+–square-foot expansion on Northeast Hemlock Avenue, doubling its space with plans to add over 100 new employees.

• Home sales in Redmond in September 2019 were 88 and in September 2020 were 115. Days on market in August 2019 was 81 and in August 2020 was 13.

• Redmond building permits are up 14 percent over 2019 and despite adding 50,000 more square feet of industrial space, commercial vacancy rates hover at a historic low of two percent.

Change during 2020 has not escaped the notice of Central Oregon residents and businesses. The surprise is that the change has been counter cyclical as we climb out of the Corona-caused downturn. Investors are paying attention, traded sector business are on the hunt for new and expanded facilities, workers have or soon will have expanded options for family wage jobs and local support services will experience the rising tide of prosperity.

Bruce Barrett is a commercial real estate broker with Windermere Commercial. He can be reached at barrettrealestate@gmail.com.
## Utility Companies

### Utility Companies (Listed Alphabetically)

<table>
<thead>
<tr>
<th>Company / Address</th>
<th>Phone</th>
<th>Fax</th>
<th>WebSite/Email</th>
<th>Contact</th>
<th>Staff</th>
<th>CO Year Est.</th>
<th>Number of Customers</th>
<th>Service Area</th>
<th>Services</th>
</tr>
</thead>
<tbody>
<tr>
<td>Avion Water Co., Inc.</td>
<td>541-382-5342</td>
<td>541-382-5300</td>
<td>avionwater.com/avion@avionwater.com</td>
<td>Jan Wick, Jason M. Wick 25</td>
<td>1969</td>
<td>15,000</td>
<td>From Bend to Powell Butte, to north of Redmond &amp; south to Willamette River</td>
<td>Domestic water, deep well water.</td>
<td></td>
</tr>
<tr>
<td>Cascade Natural Gas</td>
<td>503-522-1130</td>
<td>503-649-9112</td>
<td><a href="http://www.cngc.com/service@cngc.com">www.cngc.com/service@cngc.com</a></td>
<td>Jeff Staudenmaier, Sue Bejo</td>
<td>32</td>
<td>1953</td>
<td>40,000</td>
<td>Bend, Chemult, Cloverdale, Culver, La Pine, Molalla, Molalla Pinnacles, Redmond &amp; Sauvie's</td>
<td>Gas utility services &amp; after-hour emergency services available.</td>
</tr>
<tr>
<td>Cascade Electric Cooperative</td>
<td>541-581-2184</td>
<td>541-581-0186</td>
<td><a href="http://www.cascadecoop.com/ceccustomerservice@cec.coop">www.cascadecoop.com/ceccustomerservice@cec.coop</a></td>
<td>Brent Pen Pa 78</td>
<td>1941</td>
<td>20,000</td>
<td>Deschutes, Crook, Jefferson, Grant, Lake, Wasco &amp; Lake County</td>
<td>Electric distribution cooperative.</td>
<td></td>
</tr>
<tr>
<td>Central Oregon Irrigation District</td>
<td>541-586-6077</td>
<td>541-586-0835</td>
<td><a href="http://www.coig.org/coid@coig.org">www.coig.org/coid@coig.org</a></td>
<td>Craig Hollin 30</td>
<td>1918</td>
<td>3,700</td>
<td>Central Oregon canal &amp; Pilot Butte canal &amp; Irrigation districts</td>
<td>Delivery of irrigation water, maintenance of irrigation canals &amp; delivery systems.</td>
<td></td>
</tr>
<tr>
<td>Central Oregon Irrigation District</td>
<td>541-587-7489</td>
<td>541-631-3440</td>
<td><a href="http://www.cec.coop/cec@cec.coop">www.cec.coop/cec@cec.coop</a></td>
<td>Board of Directors 3</td>
<td>1967</td>
<td>155</td>
<td>Deschutes, Crook, Jefferson, Grant, Lake, Wasco &amp; Lake County</td>
<td>Domestic water.</td>
<td></td>
</tr>
<tr>
<td>CoEnergy Propane</td>
<td>503-520-5809</td>
<td>503-520-3628</td>
<td><a href="http://www.coenergy.net/info@coenergy.net">www.coenergy.net/info@coenergy.net</a></td>
<td>Darcie Vanderyacht 9</td>
<td>2001</td>
<td>3,800</td>
<td>All of Central Oregon</td>
<td>Providing your home, business or construction project with propane gas &amp; accessories.</td>
<td></td>
</tr>
<tr>
<td>Crooked River Ranch Water</td>
<td>541-923-1041</td>
<td>541-923-5936</td>
<td><a href="http://www.crrwater.com/frank@crrwater.com">www.crrwater.com/frank@crrwater.com</a></td>
<td>Frank Day 6</td>
<td>1977</td>
<td>1,500</td>
<td>Crooked River Ranch</td>
<td>Water</td>
<td></td>
</tr>
<tr>
<td>Fort Collins</td>
<td>541-382-1100</td>
<td>541-382-1744</td>
<td><a href="http://www.fortcollinswater.com/eric@fortcollinswater.com">www.fortcollinswater.com/eric@fortcollinswater.com</a></td>
<td>Eric Nelson 10</td>
<td>1963</td>
<td>4,000</td>
<td>All of Central Oregon</td>
<td>Propane gas.</td>
<td></td>
</tr>
<tr>
<td>Indian Meadow Water Co.</td>
<td>541-365-0404</td>
<td>N/A</td>
<td>N/A</td>
<td>Sharon Westerly 2</td>
<td>1963</td>
<td>280</td>
<td>Indian Ford area</td>
<td>Water</td>
<td></td>
</tr>
</tbody>
</table>

---

**Midstate Electric Cooperative Delivers Safe, Reliable and Cost-Effective Energy Services While Providing Outstanding Service to Our Members and Communities.**

**A Touchstone Energy® Cooperative**

16755 Finley Butte Rd., La Pine, Oregon  •  800-722-7219 or 541-536-2126  
www.midstateelectric.coop
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<th>Number of Customers</th>
<th>Service Area</th>
<th>Services</th>
</tr>
</thead>
<tbody>
<tr>
<td>Midstate Electric Cooperative</td>
<td>541-536-3126</td>
<td>541-536-1423</td>
<td><a href="http://www.midstateelectriccoop.org">www.midstateelectriccoop.org</a></td>
<td>Dave Schindler</td>
<td>44</td>
<td>1908</td>
<td>50,000</td>
<td>La Pine South to Thunder Post Park, Cascade to Williams Pass West &amp; West Lake Chelan Valley East</td>
<td>Electric &amp; energy efficiency programs.</td>
</tr>
<tr>
<td>Miller Oil Inc.</td>
<td>541-416-0878</td>
<td>N/A</td>
<td><a href="http://www.milleroil.com">www.milleroil.com</a></td>
<td>Curt Miller</td>
<td>6</td>
<td>2003</td>
<td>N/A</td>
<td>Prineville &amp; surrounding areas</td>
<td>Propane distributor.</td>
</tr>
<tr>
<td>Pacific Power</td>
<td>541-221-2070</td>
<td>N/A</td>
<td><a href="http://www.pacificpower.com">www.pacificpower.com</a></td>
<td>Stefan Buhl</td>
<td>66</td>
<td>1926</td>
<td>756,000</td>
<td>Pacific Power efficiently delivers reliable, safe &amp; environmentally responsible energy to 243 communities across Oregon, Washington &amp; Northern California</td>
<td>Electricity, energy efficiency management &amp; renewable energy options.</td>
</tr>
<tr>
<td>Basin Water Systems</td>
<td>541-382-3225</td>
<td>541-382-2201</td>
<td><a href="http://www.basinwatersystems.com">www.basinwatersystems.com</a></td>
<td>YKC, Roan</td>
<td>5</td>
<td>1962</td>
<td>2,200</td>
<td>South, East &amp; West of Hwy. 97, beginning at Board (including Woodside Ranch) to South end of Prineville</td>
<td>Water.</td>
</tr>
</tbody>
</table>

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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.

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WHEN EVERY DOLLAR COUNTS, WE’RE HERE TO HELP YOU SAVE.

Energy Trust of Oregon offers cash incentives to help make energy-saving equipment upgrades more affordable for your business. For a limited time, Energy Trust is offering bonus incentives to Oregon business customers. Visit [www.energytrust.org/commercial/bonuses](http://www.energytrust.org/commercial/bonuses) for more details.

READY TO SAVE? WE HAVE SOLUTIONS.

Visit [www.energytrust.org/ExistingBuildings](http://www.energytrust.org/ExistingBuildings) or call 1.866.605.1676.

Serving customers of Portland General Electric, Pacific Power, NW Natural, Cascade Natural Gas and Avista.
**High Tech Companies (Listed Alphabetically)**

<table>
<thead>
<tr>
<th>Company / Address</th>
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<th>WebSite/Email</th>
<th>Contact</th>
<th>Staff</th>
<th>CO Year Ent.</th>
<th>Services</th>
</tr>
</thead>
<tbody>
<tr>
<td>AbleSoft, Inc.</td>
<td>541-241-0744</td>
<td>N/A</td>
<td><a href="http://www.ablesoft.com">www.ablesoft.com</a></td>
<td><a href="mailto:support@ablesoft.com">support@ablesoft.com</a></td>
<td>Chris Capdevilla</td>
<td>20 2013</td>
<td>Software company that has built a world-recognized platform that improves productivity and learning through software tools designed for specialized tasks.</td>
</tr>
<tr>
<td>Accu-Port, Inc.</td>
<td>541-942-1800</td>
<td>N/A</td>
<td><a href="http://www.accuport.com">www.accuport.com</a></td>
<td><a href="mailto:accuport@accuport.com">accuport@accuport.com</a></td>
<td>Larry Hunt</td>
<td>1 1985</td>
<td>Specialized in vertical marketing for businesses looking to expand their reach and maximize their potential.</td>
</tr>
<tr>
<td>Audio Visual Rand</td>
<td>541-388-1732</td>
<td>800-600-9777</td>
<td><a href="http://www.audiovisualrand.com">www.audiovisualrand.com</a></td>
<td><a href="mailto:echo@audiovisualrand.com">echo@audiovisualrand.com</a></td>
<td>Tony Spandio</td>
<td>4 1999</td>
<td>Audio video design &amp; services; technical solutions for all types of commercial projects. Video projection, large screen, control systems, video conferencing, multi-media presentation solutions.</td>
</tr>
<tr>
<td>Bellatrix</td>
<td>541-382-2380</td>
<td>N/A</td>
<td><a href="http://www.bellatrix.com">www.bellatrix.com</a></td>
<td><a href="mailto:info@bellatrix.com">info@bellatrix.com</a></td>
<td>Steve Morton, Bob Lundy</td>
<td>19 1986</td>
<td>Bellatrix products combine electronic, mechanical &amp; computer technologies to create unique, all-enclosed control systems. These systems provide data acquisition, perform complex electronic functions &amp; monitor information using input from high frequency radio channels.</td>
</tr>
<tr>
<td>Bird Gard</td>
<td>541-538-7580</td>
<td>N/A</td>
<td><a href="http://www.birdgard.com">www.birdgard.com</a></td>
<td><a href="mailto:info@birdgard.com">info@birdgard.com</a></td>
<td>Tedd Wittenman</td>
<td>13 1989</td>
<td>Digital bird repellers.</td>
</tr>
<tr>
<td>CA Solutions, Inc</td>
<td>541-382-6480</td>
<td>N/A</td>
<td><a href="http://www.casolutions.com">www.casolutions.com</a></td>
<td><a href="mailto:sales@casolutions.com">sales@casolutions.com</a></td>
<td>Rick Olson</td>
<td>1 1992</td>
<td>Sales and distribution, in-house development, consulting &amp; support. Specializing in e-commerce, purchasing, computer software, hardware, internet service, management.</td>
</tr>
<tr>
<td>CAN Solutions, Inc</td>
<td>541-236-6933</td>
<td>N/A</td>
<td><a href="http://www.can-solutions.com">www.can-solutions.com</a></td>
<td><a href="mailto:sales@can-solutions.com">sales@can-solutions.com</a></td>
<td>Christopher L. Dent</td>
<td>22 1988</td>
<td>CAN instruments is a supplier of high-precision measurement instrumentation &amp; analytical software in the field of energy management.</td>
</tr>
<tr>
<td>E2 Solar, Inc.</td>
<td>541-382-1115</td>
<td>541-382-1124</td>
<td><a href="http://www.e2solar.com">www.e2solar.com</a></td>
<td><a href="mailto:sales@e2solar.com">sales@e2solar.com</a></td>
<td>Keith Herbst</td>
<td>9 2005</td>
<td>Installing solar-powered grid-tied electric systems, a reliable &amp; affordable energy solution for homes &amp; businesses.</td>
</tr>
<tr>
<td>E3 Energy Ltd.</td>
<td>541-241-1903</td>
<td>541-201-1901</td>
<td><a href="http://www.e3energy.com">www.e3energy.com</a></td>
<td><a href="http://www.e3energy.com">www.e3energy.com</a></td>
<td>Davey Cochrane</td>
<td>16 2004</td>
<td>Advanced Certified Provider providing innovation through integration for healthcare organizations. Provide Multifaceted-based healthcare solutions that allow health organizations to offer enhanced solutions while reducing costs.</td>
</tr>
<tr>
<td>ECA Technologies Inc.</td>
<td>541-383-8825</td>
<td>541-317-0709</td>
<td><a href="http://www.ecausa.com">www.ecausa.com</a></td>
<td><a href="mailto:info@ecausa.com">info@ecausa.com</a></td>
<td>Dr. J. L. Jones, Dr. Angela Olgi</td>
<td>2 2011</td>
<td>Specializing in all phases of microchip development &amp; global deployment in academic programs. At the university level, the field of rehabilitation engineering.</td>
</tr>
<tr>
<td>Endurance Product Design LLC</td>
<td>541-378-3814</td>
<td>541-388-1151</td>
<td><a href="http://www.endurance-productdesign.com">www.endurance-productdesign.com</a></td>
<td><a href="mailto:info@endurance-productdesign.com">info@endurance-productdesign.com</a></td>
<td>Dr. T. V. Bezos, Bob Miller</td>
<td>12 2010</td>
<td>Element 1 Corporation is a leading developer of clean energy technologies, including advanced hydrogen production systems, gas &amp; fuel reforming solutions &amp; gas to liquid production technology.</td>
</tr>
<tr>
<td>ENRIT, Inc.</td>
<td>541-538-0801</td>
<td>N/A</td>
<td><a href="http://www.enrit.com">www.enrit.com</a></td>
<td><a href="mailto:sales@enrit.com">sales@enrit.com</a></td>
<td>Christopher L. Dent</td>
<td>22 1988</td>
<td>ENRIT is a leader in the manufacturing of critical components essential to the operation of commercial &amp; defense aircraft.</td>
</tr>
<tr>
<td>Food4All</td>
<td>541-548-0882</td>
<td>N/A</td>
<td><a href="http://www.food4all.com">www.food4all.com</a></td>
<td><a href="mailto:sales@food4all.com">sales@food4all.com</a></td>
<td>Lisa Semick</td>
<td>5 2005</td>
<td>Offering tools, technology &amp; global marketplace for farmers, ranchers &amp; food artisans to connect with local food producers &amp; to sell direct to their customers. We provide a grassroots innovation to deliver food closer to where the food is grown so its freshness is as great as the food tastes.</td>
</tr>
<tr>
<td>GeoEngineers</td>
<td>541-378-3903</td>
<td>N/A</td>
<td><a href="http://www.geoengineers.com">www.geoengineers.com</a></td>
<td><a href="mailto:info@geoengineers.com">info@geoengineers.com</a></td>
<td>Roger Koepke R 90 1989</td>
<td>90 1989</td>
<td>Specialize in used metal products that improve natural &amp; man-made environments.</td>
</tr>
<tr>
<td>GeoSearch</td>
<td>541-382-4957</td>
<td>N/A</td>
<td><a href="http://www.geosearch.com">www.geosearch.com</a></td>
<td><a href="mailto:sales@geosearch.com">sales@geosearch.com</a></td>
<td>Preston Callicott</td>
<td>170 2004</td>
<td>Building &amp; testing custom applications such as enterprise search APIs, discovery APIs, &amp; mapping APIs; enterprise services, content discovery &amp; data labeling.</td>
</tr>
<tr>
<td>GigaSoft Marketing</td>
<td>541-382-4046</td>
<td>-3432</td>
<td>N/A</td>
<td><a href="mailto:GigaSoftMarketing@GigaSoft.com">GigaSoftMarketing@GigaSoft.com</a></td>
<td>Karen Savick, Kristen Vanier, Tyson Puehl</td>
<td>3 2017</td>
<td>Offering building &amp; marketing software to build communities, business or commerce. We have solutions that are robust &amp; scalable that can be deployed out of the box, right out of the box.</td>
</tr>
<tr>
<td>GigaSoft</td>
<td>541-382-4040</td>
<td>N/A</td>
<td><a href="http://www.gigasoft.com">www.gigasoft.com</a></td>
<td><a href="mailto:sales@gigasoft.com">sales@gigasoft.com</a></td>
<td>Lisa Calvert</td>
<td>270 2003</td>
<td>Provide a complete selection of local marketing solutions that help small businesses get online, grow their online presence and through local online marketplaces, marketing experience &amp; analytics to help our clients achieve their goals.</td>
</tr>
<tr>
<td>Grace Business</td>
<td>541-382-4012</td>
<td>N/A</td>
<td><a href="http://www.GraceBusiness.com">www.GraceBusiness.com</a></td>
<td><a href="mailto:sales@GraceBusiness.com">sales@GraceBusiness.com</a></td>
<td>Chris Bocciari</td>
<td>24 2006</td>
<td>Integrated sales of services for computer building to look communities, business. We have solutions that are robust &amp; scalable.</td>
</tr>
<tr>
<td>G2 Search</td>
<td>541-382-4010</td>
<td>N/A</td>
<td><a href="http://www.g2search.com">www.g2search.com</a></td>
<td><a href="mailto:sales@g2search.com">sales@g2search.com</a></td>
<td>Craig Geland</td>
<td>28 1973</td>
<td>Provides search and discovery to finding business services.</td>
</tr>
<tr>
<td>Green Brite Energy</td>
<td>541-382-4005</td>
<td>N/A</td>
<td><a href="http://www.greenbriteenergy.com">www.greenbriteenergy.com</a></td>
<td><a href="mailto:sales@greenbriteenergy.com">sales@greenbriteenergy.com</a></td>
<td>Chris Bocciari</td>
<td>24 2006</td>
<td>Specializing in used metal products that improve natural &amp; man-made environments.</td>
</tr>
<tr>
<td>Green Brite Energy</td>
<td>541-382-4005</td>
<td>N/A</td>
<td><a href="http://www.greenbriteenergy.com">www.greenbriteenergy.com</a></td>
<td><a href="mailto:sales@greenbriteenergy.com">sales@greenbriteenergy.com</a></td>
<td>Craig Geland</td>
<td>28 1973</td>
<td>Provides search and discovery to finding business services.</td>
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<tr>
<td>Green Brite Energy</td>
<td>541-382-4005</td>
<td>N/A</td>
<td><a href="http://www.greenbriteenergy.com">www.greenbriteenergy.com</a></td>
<td><a href="mailto:sales@greenbriteenergy.com">sales@greenbriteenergy.com</a></td>
<td>Alby Heller</td>
<td>80 1989</td>
<td>Flight school, avionics installation, repair &amp; services.</td>
</tr>
<tr>
<td>Inogen, Inc.</td>
<td>541-475-2169</td>
<td>N/A</td>
<td><a href="http://www.inogen.com">www.inogen.com</a></td>
<td><a href="mailto:mail@inogen.com">mail@inogen.com</a></td>
<td>Bill Mosley</td>
<td>63 1999</td>
<td>Provides software solutions for government agencies for educational initiatives.</td>
</tr>
<tr>
<td>IQ Solutions</td>
<td>541-318-1280</td>
<td>541-318-0242</td>
<td><a href="http://www.IQsolutions.com">www.IQsolutions.com</a></td>
<td><a href="mailto:sales@IQsolutions.com">sales@IQsolutions.com</a></td>
<td>Lisa Hale</td>
<td>85 1995</td>
<td>Global provider, local manufacturer. Developing innovative products, services &amp; solutions for the IT market.</td>
</tr>
<tr>
<td>Logic Metrology Company</td>
<td>541-378-4080</td>
<td>N/A</td>
<td><a href="http://www.logicmetrology.com">www.logicmetrology.com</a></td>
<td><a href="mailto:info@logicmetrology.com">info@logicmetrology.com</a></td>
<td>Bob Vanaman</td>
<td>14 1995</td>
<td>Fittings for any pipe size, including pipes, fabrication, consultation, construction, monitoring, training &amp; troubleshooting, grout work.</td>
</tr>
<tr>
<td>Logic Metrology Company</td>
<td>541-378-4080</td>
<td>N/A</td>
<td><a href="http://www.logicmetrology.com">www.logicmetrology.com</a></td>
<td><a href="mailto:info@logicmetrology.com">info@logicmetrology.com</a></td>
<td>Bob Vanaman</td>
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<td><a href="http://www.logicmetrology.com">www.logicmetrology.com</a></td>
<td><a href="mailto:info@logicmetrology.com">info@logicmetrology.com</a></td>
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</tr>
<tr>
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<td>541-378-4080</td>
<td>N/A</td>
<td><a href="http://www.logicmetrology.com">www.logicmetrology.com</a></td>
<td><a href="mailto:info@logicmetrology.com">info@logicmetrology.com</a></td>
<td>Bob Vanaman</td>
<td>14 1995</td>
<td>Fittings for any pipe size, including pipes, fabrication, consultation, construction, monitoring, training &amp; troubleshooting, grout work.</td>
</tr>
<tr>
<td>Logic Metrology Company</td>
<td>541-378-4080</td>
<td>N/A</td>
<td><a href="http://www.logicmetrology.com">www.logicmetrology.com</a></td>
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<td>14 1995</td>
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<td><a href="http://www.logicmetrology.com">www.logicmetrology.com</a></td>
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<td><a href="http://www.logicmetrology.com">www.logicmetrology.com</a></td>
<td><a href="mailto:info@logicmetrology.com">info@logicmetrology.com</a></td>
<td>Bob Vanaman</td>
<td>14 1995</td>
<td>Fittings for any pipe size, including pipes, fabrication, consultation, construction, monitoring, training &amp; troubleshooting, grout work.</td>
</tr>
</tbody>
</table>
Concerns with airborne spread of the COVID-19 pathogen have circulated within the scientific community since the virus surfaced in late 2019. It is no secret that the virus has been spreading via miniscule water droplets, but the potential for fully airborne transmission was still in question until recently. With the CDC’s recent confirmation that COVID-19 can be transmitted via aerosolized respiratory droplets, the focus has shifted to finding ways to kill the virus in the air using advanced filtration and treatment techniques.

When scientists first began to suspect that airborne transmission was possible, researchers and engineers began looking into ways to beat the virus while it was still in the air. Through rigorous testing, plasma ionization has been established as one of the best ways to kill airborne pathogens, including the COVID-19 virus.

To help our customers make the most of plasma ionization technology during the COVID-19 pandemic, Powers of Automation has partnered with Plasma Air to create highly effective and efficient air cleaners that eliminate airborne pathogens and particulate matter.

What is Plasma Ionization?

Plasma ionization has been an effective means of eliminating pathogens from environments and surfaces in the food processing industry for decades. A proven decontamination method, plasma ionization uses the ionization of oxygen molecules to attack foreign matter, including particulates, bacteria, viruses, odorous gases, and volatile organic compounds (VOCs).

Plasma Air cleaners use specially designed tubes to convert stable oxygen molecules from the surrounding air into charged oxygen ions. The ions produced by Plasma Air technology seek out the non-charged particles in the air and bond with them. This bonding process increases the size of the unwanted particles, which allows them to be caught in very fine air filters and removed from circulation. Viruses and bacteria bonded to oxygen ions are unable to replicate due to the charged oxygen atoms, and VOCs are broken down at a molecular level.

Does Plasma Ionization Eliminate COVID-19?

Air cleaners that use bipolar ionization can be used to kill viruses, including COVID-19. In recent testing conducted by air purification company Tayra with the support of the Spanish Ministry of Defense Biological Laboratory, Plasma Air ionization eliminated nearly 80 percent of MS2 bacteriophage (a simulated virus similar to COVID-19) from the surfaces of indoor test environments.

To perform the testing, the Plasma Air ionizer was incorporated into the air supply system and a quantity of MS2 bacteriophage was nebulized into the test space. When compared with a control test, the bacteriophage concentration was reduced by approximately 99 percent after exposure to ionized air. These results indicate that plasma ionization can be used to significantly reduce the presence of COVID-19 in indoor environments.

The Different Applications of Plasma Ionization

The benefits of using plasma ionization to minimize the spread of pathogens have been acknowledged by numerous healthcare organizations, including Johns Hopkins and Boston Children’s Hospital. In addition, plasma ionization systems have been incorporated into international airport terminals, warehouses and distribution centers, industrial manufacturing facilities, food and beverage processing operations, school buildings, and religious institutions. Not only can Plasma Air ionization systems be used for large-scale operations, but smaller devices are also available in both HVAC-compatible and standalone configurations for use in home and office settings.

Why POA?

Powers of Automation (POA) is pleased to partner with Plasma Air to develop state-of-the-art bipolar ionization technology designed to purify indoor air. Plasma Air’s technology, coupled with POA’s extensive knowledge of automated systems development and integration, has allowed us to establish a powerful and highly effective partnership to tackle the challenges created by the COVID-19 pandemic.

As a leading provider of automation and innovation, POA has the skills and resources necessary to help you develop extremely efficient, competitive business practices using the latest technology available on the market. We help streamline all processes within your organization, so you can rest assured that your systems are operating in the safest, most cost-effective manner.

We have the equipment and technical knowledge necessary to help you seamlessly integrate plasma ionization into your existing systems. To learn more about ways that POA’s partnership with Plasma Air can help you incorporate plasma ionization technology into your business or home, contact our experts today.

poa-inc.com • 541-330-1687 • sales@poa-inc.com

To learn more ways POA can help, contact our experts today.
clean, modern white cabinets. Each of the warm wood-inspired plank flooring and striking apartment numbers combined at Pinnacle Architecture.

“Schools provide an excellent structure spanning four floors in a 54,000 square foot state-of-the-art facility,” said by DOUG ALLEY, Project Manager & Est. Services.

The design finds a beautiful balance of heights with the opening of the eagerly-anticipated 18th Street Sportsplex, featuring eight dedicated indoor recreation opportunities in Bend are hitting new
<table>
<thead>
<tr>
<th>Company / Address</th>
<th>Phone</th>
<th>Fax</th>
<th>WebSite / Email</th>
<th>Contact</th>
<th>Staff</th>
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<th>Services</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sunlight Solar Energy, Inc.</td>
<td>541-388-1135</td>
<td></td>
<td><a href="mailto:sun@sunlightsolar.com">sun@sunlightsolar.com</a></td>
<td>Sun Nguyen</td>
<td>27</td>
<td>1988</td>
<td>Full-service, turn-key design &amp; installation of grid-tied solar electric systems for homes &amp; businesses</td>
</tr>
<tr>
<td>Silipint</td>
<td>541-647-2118</td>
<td>N/A</td>
<td><a href="mailto:info@silipint.com">info@silipint.com</a></td>
<td>AJ Evolar</td>
<td>6</td>
<td>2013</td>
<td>Silicone sport, kitchen, beverage, &amp; baby products &amp; processes. Has a distinctive focus on detecting &amp; identifying trace chemicals whether they are extractables, leachables, or impurities.</td>
</tr>
<tr>
<td>Precise Flight, Inc.</td>
<td>541-382-5039</td>
<td></td>
<td><a href="mailto:sun@preciseflight.com">sun@preciseflight.com</a></td>
<td>Brock McFate, Julie Orman</td>
<td>16</td>
<td>2002</td>
<td>Aerospace &amp; defense, high reliability electronics.</td>
</tr>
<tr>
<td>Technology Solutions</td>
<td>541-385-2300</td>
<td>N/A</td>
<td><a href="mailto:info@smartwaiver.com">info@smartwaiver.com</a></td>
<td>Daryl McCarl</td>
<td>10</td>
<td>2012</td>
<td>Onsite solution for businesses large &amp; small.</td>
</tr>
<tr>
<td>Simply Mac</td>
<td>541-316-8530</td>
<td>N/A</td>
<td><a href="mailto:info@simplymac.com">info@simplymac.com</a></td>
<td>Rena Bennett-Dellwo</td>
<td>7</td>
<td>1990</td>
<td>Auger &amp; X-ray photoelectron spectrometry, sputter ion sources, viewport coatings &amp; water vapor desorption systems.</td>
</tr>
<tr>
<td>Precise Flight, Inc.</td>
<td>541-388-1135</td>
<td></td>
<td><a href="mailto:sun@preciseflight.com">sun@preciseflight.com</a></td>
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<td>AJ Evolar</td>
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<td>2013</td>
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</tr>
<tr>
<td>BEND, OR</td>
<td>541-388-1135</td>
<td></td>
<td><a href="mailto:sun@sunlightsolar.com">sun@sunlightsolar.com</a></td>
<td>Sun Nguyen</td>
<td>27</td>
<td>1988</td>
<td>Full-service, turn-key design &amp; installation of grid-tied solar electric systems for homes &amp; businesses</td>
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<tr>
<td>Silipint</td>
<td>541-647-2118</td>
<td>N/A</td>
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<tr>
<td>AutoTel</td>
<td>541-389-5286</td>
<td>N/A</td>
<td><a href="http://www.westernradioservices.com">www.westernradioservices.com</a></td>
<td><a href="mailto:info@westernradioservices.com">info@westernradioservices.com</a></td>
<td>Richard Oberdorfer</td>
<td>3</td>
<td>1978</td>
</tr>
<tr>
<td>BendBroadband</td>
<td>541-382-5551</td>
<td>541-317-9086</td>
<td><a href="http://www.bendbroadband.com">www.bendbroadband.com</a></td>
<td>Tyler Honzel</td>
<td>280</td>
<td>1955</td>
<td>Cable TV, high-speed internet, business &amp; home phone, advanced business services, fiber transport, data center, colocation, Business continuity/disaster recovery, managed services, hosted VOIP phone systems.</td>
</tr>
<tr>
<td>BendSky Networks</td>
<td>541-389-4280</td>
<td>N/A</td>
<td><a href="http://www.bendskynetworks.com">www.bendskynetworks.com</a></td>
<td>Tom Brown, Doug Con</td>
<td>26</td>
<td>2003</td>
<td>List Real Estate For Investors with BendSky. Bend Sky is Central Oregon’s largest locally owned business telephone &amp; Internet service provider. Bend Sky provides a complete line of business and residential services. Bend Sky offers business internet, cable television, and advanced data services. Bend Sky’s dedicated team delivers the highest level of personalized service and support. Bend Sky offers business phone systems, Internet access, and high-speed internet services.</td>
</tr>
<tr>
<td>BendTel Inc.</td>
<td>541-389-4020</td>
<td>N/A</td>
<td><a href="http://www.bendtel.com">www.bendtel.com</a></td>
<td>Tom Barrett, Doug Cox</td>
<td>26</td>
<td>2003</td>
<td>Get Real Fiber Fast Internet with BendTel. BendTel is Central Oregon’s largest locally owned business telephone &amp; Internet service provider. BendTel offers business internet, cable television, and advanced data services. BendTel’s dedicated team delivers the highest level of personalized service and support. BendTel offers business phone systems, Internet access, and high-speed internet services.</td>
</tr>
<tr>
<td>BroadSky Networks</td>
<td>877-201-9773</td>
<td>N/A</td>
<td><a href="http://www.BroadSkyNetworks.net">www.BroadSkyNetworks.net</a></td>
<td><a href="mailto:Info@BroadSkyNetworks.net">Info@BroadSkyNetworks.net</a></td>
<td>Ron Ireland</td>
<td>31</td>
<td>2003</td>
</tr>
<tr>
<td>Cascade Tel</td>
<td>541-388-5138</td>
<td>541-382-5186</td>
<td><a href="http://www.casadetel.com">www.casadetel.com</a></td>
<td><a href="mailto:helpdesk@cascadetel.com">helpdesk@cascadetel.com</a></td>
<td>Julie Clark</td>
<td>10</td>
<td>2003</td>
</tr>
<tr>
<td>Central Oregon Communications</td>
<td>541-382-5063</td>
<td>N/A</td>
<td><a href="mailto:Brittingham3771@msn.com">Brittingham3771@msn.com</a></td>
<td>Eric Brittingham</td>
<td>2</td>
<td>1990</td>
<td>Telephone equipment sales &amp; service, voice &amp; data cabling, voicemail, VOIP solutions &amp; integrated voicemail/phone systems, authorized dealer for ESI products.</td>
</tr>
<tr>
<td>Central</td>
<td>541-385-2641</td>
<td>541-388-2351</td>
<td><a href="http://www.centratel.com">www.centratel.com</a></td>
<td><a href="mailto:info@centratel.com">info@centratel.com</a></td>
<td>Jesse Merickel</td>
<td>45</td>
<td>1984</td>
</tr>
<tr>
<td>Faysors, LLC</td>
<td>541-438-0736</td>
<td>509-344-1049</td>
<td><a href="http://www.Faysors.com">www.Faysors.com</a></td>
<td><a href="mailto:sales@Faysors.com">sales@Faysors.com</a></td>
<td>Mary Hargreaves, Julie Moore</td>
<td>30</td>
<td>2003</td>
</tr>
<tr>
<td>IBS</td>
<td>541-447-6670</td>
<td>N/A</td>
<td><a href="http://www.ibsco.com">www.ibsco.com</a></td>
<td><a href="mailto:baselukas@ibscobld.com">baselukas@ibscobld.com</a></td>
<td>Bob Skahan</td>
<td>480</td>
<td>1984</td>
</tr>
</tbody>
</table>
In the competitive business and residential internet service landscape, overwhelming importance is being placed on maximizing efficiency, reliability and speed. Consumers now more than ever are dependent on their internet to facilitate work, school, communication, entertainment and social engagement. With so much of our lives reliant on the ability to connect to the internet and the frustration that quickly follows when a movie buffers, zoom call drops or the dreaded "sorry, no internet connection detected" message flashes across the screen we quickly wonder, "Is there a better way to connect to the internet!?" This might be a reach…. but a question worth asking.

Internet reliability is generally thought to be best accomplished by physical connectivity (i.e fiber optics and DSL). This notion is fundamentally being shifted by the advancement of Microwave Fixed Wireless Broadband technology. What sounds complicated, really is simple by nature and is pushing the boundaries of internet connectivity. Radio waves transmitted between two fixed stationary devices are providing commercial grade internet service that offers competitive internet speed, while reducing latency, increasing consistency and greatly improving reliability. Here's how...

INTERNET SPEED — Fixed Wireless Internet offers the same speed capabilities as fiber optic cable. With small to mid-size businesses utilizing between 10mbps to 500mbps of internet, it is important to understand usage and need before signing up for service. When choosing a provider, it also important to know if they are delivering dedicated or shared bandwidth as this often determines quality of service. Dedicated bandwidth reserved solely for the use of one subscriber or business will provide speed consistency throughout the day while shared bandwidth service plans are split among all users resulting in "sluggish" peak hour performance.

REDUCED LATENCY — A less-talked-about element to internet performance that profoundly dictates speed is latency. In simple terms, latency is the delay in transmitting and processing data. In a city's network, a fiber optic signal travels through many different points to complete the communication cycle. In contrast, a wireless signal is moving through a direct, line-of-site connection between two points minimizing "noise interruptions" or latency making the transmission of signal 50 percent faster!

INCREASED CONSISTENCY — Unfortunately, all internet providers are exposed to service interruptions or breaks. Network technicians work tirelessly around the clock to provide customers a consistent internet experience. Reports show that broadband usage is up 47 percent in Q1 2020 (largely due to the COVID-19 pandemic). Fact of the matter, network consistency and reliability are more important now than ever. Cable companies, vulnerable to physical cuts and downed power lines leave subscribers exposed to lengthy outages when problems arise. Fixed Wireless Broadband is capturing attention as both a redundant and primary internet solution due to built-in multipoint network redundancy delivering an "always on" service with close to 99.999 percent connectivity.

Available, affordable and reliable — Fixed Wireless Broadband Internet is making a case and answering the question for both business and residential customers: "What does the future of internet connectivity look like?"
## Telecommunication

### Telecommunications Companies (Listed Alphabetically)

<table>
<thead>
<tr>
<th>Company / Address</th>
<th>Phone</th>
<th>Fax</th>
<th>WebSite/Email</th>
<th>Contact</th>
<th>Staff</th>
<th>CO Year Est.</th>
<th>Services</th>
</tr>
</thead>
<tbody>
<tr>
<td>InfoStructure (Subsidiary: Quantum Communications)</td>
<td>541-502-5580</td>
<td>541-504-5737</td>
<td><a href="http://www.qlcsatelitesatellite.com">www.qlcsatelitesatellite.com</a></td>
<td>Don DeBose</td>
<td>90</td>
<td>2006</td>
<td>Business network connectivity &amp; communications services including High-speed fiber Internet, Unified Communications &amp; Ethernet transport. Full redundant network backbone w/ 24/7 proactive support &amp; network monitoring.</td>
</tr>
<tr>
<td>Reynolds Technical Services</td>
<td>541-389-9190</td>
<td>541-389-9190</td>
<td>N/A</td>
<td>Mark Reynolds</td>
<td>1</td>
<td>1995</td>
<td>Electrical, high-voltage power systems, time-synchronous control design, telecommunications &amp; repair.</td>
</tr>
<tr>
<td>Sprint Store</td>
<td>541-317-5090</td>
<td>909-423-7346</td>
<td>N/A</td>
<td>Joshua Hall</td>
<td>6</td>
<td>2001</td>
<td>Sprint wireless communication services.</td>
</tr>
<tr>
<td>TechLink Services</td>
<td>828-348-0258</td>
<td>828-398-0420</td>
<td><a href="http://www.techlinksvc.net">www.techlinksvc.net</a></td>
<td>Mike Madd</td>
<td>20</td>
<td>2007</td>
<td>Provides nationwide field service work for the installation of telecom, digital signage, cabling, electrical for hospitality, medical &amp; enterprise markets. Other services include RF engineering &amp; VSAT installations.</td>
</tr>
<tr>
<td>TRG Customer Solutions</td>
<td>541-389-5287</td>
<td>N/A</td>
<td><a href="http://www.trgworld.com">www.trgworld.com</a></td>
<td>Steve Newman</td>
<td>550</td>
<td>1984</td>
<td>Provides tele-marketing, customer care &amp; technical support services to Fortune 500 companies in the financial services, insurance, pharmaceutical, telecommunications, &amp; utility industries, among others.</td>
</tr>
<tr>
<td>U.S. Cellular</td>
<td>541-385-0853</td>
<td>541-389-9599</td>
<td>N/A</td>
<td>Adrian Zambrana</td>
<td>6</td>
<td>1985</td>
<td>Cellular services, cellular phones &amp; accessories.</td>
</tr>
<tr>
<td>Yellowknife Wireless Company, LLC</td>
<td>541-385-0113</td>
<td>541-322-2046</td>
<td><a href="http://www.ywc.com">www.ywc.com</a></td>
<td>Chris Capuccio</td>
<td>14</td>
<td>2005</td>
<td>5GB wireless internet service, long-distance phone service starting at $27/month. Fully hosted &amp; managed IP PBX solutions. Consolidate your communications &amp; data networking of IP telephone lines directly to your home, desk or PBX. Includes fax mail, conference calling, call forwarding, call roll over &amp; other ID.</td>
</tr>
</tbody>
</table>
Flexible Communication for Today’s Workforce

Did you know that 58 percent of customer’s expectations aren’t met due to a company being unavailable by phone or email? According to NEC Corporation of America, now that so many companies are allowing employees to work from home, technical and social issues are on the rise. There are a variety of ways to enable staff to safely work from home while accomplishing just as much as if they were still in the office. In fact, many businesses are offering multiple options based on employee’s job roles or the level of features and functionality required.

**THINGS TO CONSIDER**
- Choose a solution that matches an employee’s role
- Consider the security changes required to protect your employees and networks
- If possible, select tools that are already familiar to your staff
- Choose solutions that are easy to use and require minimal employee training

**WORKING FROM HOME OPTIONS**
- **Desk phones** — can be configured to work from home, providing employees the exact same experience at home as in the office.
- **Softphones** — offer comprehensive calling capabilities on a laptop or PC, provide status visibility of remote employees and mask a personal number with an office number.
- **Wireless headsets** — provide the freedom and comfort to move about in a hands-free environment.
- **Unified messaging** — automatically sends voicemails in a text or audio file format to an employee’s email.
- **Audio & video conferencing** — are essential tools for holding group meetings and conferences.
- **Remote features** — are a simple way to never miss a call with find-me follow-me, call forwarding, distinctive ringtones, call routing and mobile extensions.

Whether you run a small- to medium-size business or a larger enterprise company, there are a variety of communication solutions in the marketplace for remote workers. Integrating office phone systems with personal devices can create a competitive advantage for businesses as the latest technology available today will seamlessly keep your employees and customers connected.

BendTel.com • 541-389-4020 • sales@bendtel.com

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**GIG FIBER INTERNET**
- 99.999% Reliability
- Symmetrical Speeds
- Low Latency Network

**HOSTED VoIP PHONES**
- Cloud-based Services
- Fully Managed Solutions
- Customized Applications

**REMOTE FEATURES**
- Voicemail-to-Email
- Find Me - Follow Me
- Mobile Extensions

**LOCAL SUPPORT**
- Technical Experts
- Available 24/7
- Located in Bend

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**NOT ON THE LIST?**

Central Oregon’s Most Effective B2B Marketing Tool

GET ON IT!

ads@cascadebusnews.com

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November 4, 2020 • Cascade Business News • 31
A t the time of the first quarter report, we were in the early stages of the COVID-19 pandemic with an increasing rate of unemployment, and with uncertainty about how quickly the virus would spread and how it would impact the real estate market. While much uncertainty remains, we now have a better understanding of the current state of the economy and how the real estate market is being impacted.

This recession is playing out differently than anything we have seen before. Due largely to federal stimulus payments to individuals and businesses, we have not seen a drop in incomes despite an unprecedented amount of job loss. That is not to say that individual households have not been impacted, but in aggregate, incomes have not decreased during the recession, while consumer expenditures have recovered almost entirely to pre-pandemic levels. While the ultimate pace of the economic recovery has been less than anticipated, many have recovered more quickly to date than originally predicted by the Oregon Office of Economic Analysis (OEA). This is good news, which is sorely needed in these challenging times. Unfortunately, as is typically the case during recessions, vulnerable populations are being disproportionately impacted with higher unemployment and income losses than the broader population.

In September, the unemployment rate decreased to about 4.1%, marking the fourth consecutive monthly decrease. In Central Oregon, unemployment rates have tracked the State average, while unemployment claims have dropped to 6,530, 6,680, and 6,600 in September from their peak of 13,300 in April.

Negative impacts to the residential real estate market in Central Oregon have been limited, other than an increase in the number of new listings. In September, sales have rebounded and are at 99 percent of the rate seen last year through September. In fact, the volume of new listings three months ago was higher than in 2018 and 2019. Typically sales volume peaks in late June, then decreases for the rest of the year. During the pandemic, we have seen sales volumes at their highest rate in recent weeks. It is unclear if this is pent-up demand for decreased activity earlier in the year, or indicative of increasing demand in the region. The increase in the number of rural housing options based on the ability to work remotely. Prior to the pandemic, Bend was the highest market in the country for share of remote workers (OEA).

Increased sales volumes in Central Oregon are consistent with national trends, where the National Association of Realtors reports their Pending Home Sales Index reached an all-time high in August, growing 8.8 percent since July.

Median home prices jumped 17 percent since the third quarter of 2019, the largest increase since 2014. This is due to a change in distribution of prices of homes listed on the market. Compared to this time last year, there are fewer homes listed below $399,000, and more homes listed above $400,000. This is particularly the case above $750,000 where there are more than double the number of listings.

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### Summary

- **Median home prices**: Jumped 17 percent since the third quarter of 2019, the largest increase since 2014.
- **Price Index for Q3 2020**: The price index for Central Oregon increased at an annual rate of 10.0 percent in the third quarter of 2020. The price index for the third quarter of 2020 is now 109, representing a 10 percent increase in market prices since 2012.

### HOW DO WE CALCULATE A PRICE INDEX?

The price index is calculated using home sales data from 2007 up to the last quarter (Q3 2020). Repeat home sales are identified by matching sales based on addresses. Once homes that have been sold more than once are identified, the duration between the sales and the change in sale price are measured.

We have applied filters to the dataset to account for outliers and other transactions not representative of normal market conditions, such as flipping or substantial renovations.

The repeat sale price index is calculated on a quarterly basis starting in the fourth quarter of 2012. Starting in the first quarter of 2012, the index is calculated using the price of the previous four quarters and used as the anchor price (100). For each following quarter, the median price appreciation for homes sold within the last four quarters is calculated, and this price appreciation is applied to the index.

### Bend Q3 2020

Bend, Oregon market performed substantially better in the third quarter of 2020 than the previous quarter. Home sales volume increased by just over 7 percent from the previous quarter while the median price for Bend homes sold in the third quarter of 2020 fell by about 19 percent from the previous quarter.

The median sales price increased by nearly 10 percentage points (on an annual basis) since the last quarter. This is fueled by a change in the mix of houses selling, rather than an across the board increase in house prices. Fewer lower-priced homes were listed, and more than double the number of homes listed above $750,000.

To have a comprehensive understanding of what is going on in the market, we now have what is called the Price Index. This is due to a change in distribution of prices of homes listed on the market. Compared to this time last year, there are fewer homes listed below $399,000, and more homes listed above $400,000. This is particularly the case above $750,000 where there are more than double the number of listings.

We have seen a rise in the number of new listings due to an increased offer of multiple options based on the ability to work remotely. Prior to the pandemic, Bend was the highest market in the country for share of remote workers (OEA).
I always enjoy this time of year when Central Oregon takes a deep breath after a busy summer and before the feverish holiday and ski season. This year has certainly not been the norm and there are so many moving parts impacting the economy and the markets — it’s challenging of knowing where to begin with this quarter’s commentary. However, in this brief article I’ll summarize the recent markets activity as well as share thoughts on the potential impact that the election and Federal Reserve may have on the markets and ask the question whether the V-shaped recovery continues into 2021? The Markets in Review
The worst of the 2020 Coronavirus bear market took place in February-March. When trillions of dollars of fiscal and monetary support were announced, sentiment shifted quickly in the spring and stock indexes staged a very strong recovery. This continued into Q3, as Large Cap U.S. stocks reached new all-time highs and many other stock market metrics retracted much of the losses incurred during Q1.

Although not as strong as Q2, the market gains for Q3 were very good. The Q2-Q3 rally was driven primarily by a massive government fiscal and monetary response, positive trends in new COVID cases, and hopeful news about vaccines and treatments. These factors allowed investors to look past the steep Q1 recession and envision an economic and earnings recovery as global economies reopened. Let’s take a look at how some of the major asset classes have performed over the last quarter:

- U.S. large cap stocks continued to perform well in Q3, as the S&P 500 was +8.9 percent.
- In a major reversal, international equities (aided by a drop in the value of the U.S. Dollar) did well, as MSCI Emerging Markets gained +9.6 percent and MSCI EAFE +4.8 percent.
- The other domestic equity indexes had solid results, with S&P Midcap +4.8 percent and S&P Smallcap +3.2 percent.
- REITs were positive as the MSCI World Real Estate Index was +2.1 percent.
- Only the S&P Natural Resources index lost ground at -7.6 percent as the energy sector was particularly weak.

Yes, Q2-Q3 returns were strong, but not strong enough to offset the steep Q1 losses, so most of the equity sectors remained in negative territory YTD however the S&P 500 regained positive status at +5.6 percent. Here’s where the others are YTD:

- The MSCI Emerging Markets -1.2 percent
- MSCI EAFE (developed international) -7.1 percent
- S&P Midcap -8.6 percent
- S&P Smallcap -15.2 percent
- S&P 500 Value -11.5 percent remained well below their pre-COVID trading ranges.

As is often the case during times of sharp stock market gains, fixed income returns lagged the stock markets in Q3.

The Election and The Markets: U.S. Presidential and Congressional Elections Election Day is closing in and will have taken place by the time you read this article. Everyone seems to be pondering the impact the national elections will have on the markets. The U.S. election is taking place against a historic backdrop of hyper partisanship, pandemic, recession and civil unrest. The outcome could have significant implications for key policy areas including fiscal stimulus, public investment, taxation, regulation and foreign affairs. One way to try to factor in the impact of elections is to consider which party controls not only the White House, but also Congress. Historically, the best backdrop for stocks whereby the President’s party does not have majorities in both the Senate and the House (source: Fidelity, Presidential Elections & Stock Returns). Basically, investors seem to prefer the checks and balances of even a highly partisan sharing of power versus an unchecked one-party situation. Unfortunately, Election Day 2020 is uncertain, and the uncertainty only increases from that point forward. We do not know whether there will be a Blue sweep or a Red sweep or a continuation of split government. Due to the pandemic and the vast number of mail-in ballots that must be counted, we may not even know who the winner is for days or weeks after November 3. Market volatility seems likely to remain at high levels over the remainder of 2020.

Federal Reserve and Policies: After a significant review, the Fed released its updated Statement on Longer-Run Goals and Monetary Policy in August 2020. A key update within this statement is: In order to anchor longer-term inflation expectations at this level, the committee seeks to achieve inflation that averages two percent over some time. In a nutshell, this update means the Fed is likely to keep interest rates low, even if inflation creeps above two percent, appropriate monetary policy will likely aim to achieve inflation moderately above two percent for some time. In a nutshell, this update means the Fed is likely to keep interest rates low, even if inflation creeps above two percent. Fed Chair Jerome Powell called this strategy, “a flexible form of average inflation targeting.” It has implications for inflation expectations, interest rate expectations, and numerous other economic and market metrics. This statement will be reviewed in five years, which means the base will have taken place by the time you read this article. Everyone seems to be pondering the impact the national elections will have on the markets. The U.S. election is taking place against a historic backdrop of hyper partisanship, pandemic, recession and civil unrest. The outcome could have significant implications for key policy areas including fiscal stimulus, public investment, taxation, regulation and foreign affairs. One way to try to factor in the impact of elections is to consider which party controls not only the White House, but also Congress. Historically, the best backdrop for stocks whereby the President’s party does not have majorities in both the Senate and the House (source: Fidelity, Presidential Elections & Stock Returns). Basically, investors seem to prefer the checks and balances of even a highly partisan sharing of power versus an unchecked one-party situation. Unfortunately, Election Day 2020 is uncertain, and the uncertainty only increases from that point forward. We do not know whether there will be a Blue sweep or a Red sweep or a continuation of split government. Due to the pandemic and the vast number of mail-in ballots that must be counted, we may not even know who the winner is for days or weeks after November 3. Market volatility seems likely to remain at high levels over the remainder of 2020. 

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Caldera announces its new executive director, Katie Wisdom Weinstein, aka WIZ.

Weinstein has been working with community programs, art organizations, and youth summer camps for the last 30 years. She was honored to be on the first team to create Caldera in 1996 and returned in 2008 to manage the Caldera offices and Artists in Residence program. With Oregon College of Art and Craft, Weinstein developed the first Art Adventures youth programs and returned 14 years later to manage its Community Programs for youth and adults. Weinstein’s career includes a plethora of wonderful organizations such as Oregon Humanities, SUN Community Schools, Oregon College of Art and Craft, Camp Four Winds, The Catlin Gabel School, Oregon Zoo and The Dallas Arts Center.

Weinstein is driven as a true connector with people, developing creative resources and finding opportunities for growth and empowerment, and has an enormous amount of energy and compassion for helping local programs grow and thrive in Oregon. She is delighted to return to Caldera for a third time, now as executive director, and jump into the monumental work that Caldera contributes to youth and the arts community, uplifting youth voices and supporting artists in their creative expression.

When Weinstein is not dreaming of the myriad of ways to support young artists, you can find her in her garden, riding her mountain bike through forests or taking things apart to see how they run.

Kelly McDougall Design Services announces that they are expanding their architectural design services into Central Oregon. Originally from Minnesota, Bergstrom received his bachelor’s degree in Kinesiology from the University of North Dakota where he played four years of Division I tennis including the Big Sky Conference. Following his undergraduate work, Bergstrom earned his doctorate of physical therapy (DPT) from The University of St. Augustine for Health Sciences (Duluth, Minnesota). Bergstrom treats a wide range of orthopedic conditions with a special interest in sports medicine. He holds a certification in Blood Flow Restriction training with Owens Recovery Science and is certified in Spinal Manipulative Therapy (level 1) through the American Academy of Manipulative Therapy. In his free time, Bergstrom loves to hike, bike and trail run with his wife and dogs.

The Oregon Golf Association (OGA) named Awbrey Glen Golf Club: Kyle Watt as superintendent of the Year. This award recognizes a member of the Oregon Golf Council Superintendents Association (OGGCA) for outstanding contributions to the environment, the game of golf, the community or the OGA.

The Oregon High Desert Storm announced its 2021 Executive Director Board. President: Valerie Nichols of Val Nichols Business Coaching; vice president of education: Teresa Schweitzer of T’S Coaching; vice president of membership: Dee Cort, vice president of public relations: Rachel Marshall, independent Board director; secretary: Alayna Weimer of Ignite Positive Changes LLC and Matthew Couch of Mortgage Couch.

The Deschutes Cultural Coalition (DCC) of the Oregon Cultural Trust awarded the Deschutes Public Library the 2020 Ben Westlund Memorial Award for its extraordinary level of delivery and access to library services and programs to the citizenry of Deschutes County. The award recognizes the library’s response to the pandemic, including access to a research experience presented by the COVID pandemic. The recognition includes a $1,000 award to the Deschutes Public Library Foundation. A ceremony to celebrate the award recipient is postponed until February 2021.

During the pandemic the library quickly pivoted from in-library programs to an online format. Within ten days of the building closures because of COVID-19, library staff began creating programs online from story times for babies to cultural programs for adults to classes for all ages. The A Novel Idea... Read Together program was redesigned in two weeks’ time and went completely digital for the month of April. More than 9,000 residents participated in the A Novel Idea making it the highest participant level in A Novel Idea’s 18-year history. Between April 1 and July 31, 2020 the library created more than 300 online programs and made the programs available for free on the library’s YouTube channel.

The DCC initiated the annual Ben Westlund Memorial Awards in 2012 to honor an individual or organization who has worked tirelessly to forward the cause and development of the arts and culture in central Oregon. As a member of the Oregon House of Representatives, Ben Westlund co-sponsored the bill that created the Oregon Cultural Trust. As a representative Westlund represented much of Central Oregon, driving every road and cow path to assess the needs of his district. He was by nature a great supporter of unsung heroes and believed in creating access to arts and culture to everyone in this state. As a resident of Tumalo he was a true advocate for the arts in Central Oregon. Ben was taken too early by cancer in 2010 at the age of 60 while serving as our Oregon State Treasurer.

Building a Better Central Oregon

The Central Oregon Association of REALTORS (COAR) presented the 2020 Best Building a Better Central Oregon (BBCO) awards last week at The Haven in Bend. BBCO’s main purpose is to recognize worthy residents who have enhanced their community with outstanding new or renovated residential, commercial or industrial buildings. Projects are judged on economic impact, neighborhood improvement, unique design, use of materials.

Outstanding Medical Facility Fulfilling a Community Need
La Pine Clinic-St. Charles Health System, Inc.
Due to the increasing need for primary-care services in underserved communities, St. Charles opened the La Pine center in May of 2018. The services available along the clinic are immediate care, imaging, laboratory and family care. The design of the building, along with a large area of natural landscape fits well into La Pines future development plan.

Best Renovation of an Iconic Hotel
SCP Hotel Redmond
The hotel is an integral part of the revitalization of downtown Redmond. A two-year, seven-million-dollar renovation modernized and upgraded the hotel into a welcoming hub to Central Oregon. The property features 49 rooms, co-working space, a rooftop bar and garden, fitness center and coffee shop.

Outstanding Contribution to Independent Senior Living
The Alexander, Bend
The Alexander offers a different take on senior living, focusing on living an active, dynamic lifestyle. Besides offering a beautiful environment, there is an emphasis on all kinds of wellness including environmental, spiritual, intellectual, social, emotional, occupational and physical.

Outstanding Reimagination of Outdated Office Space to Updated Co-Working Space
The Haven, Bend
Designed by women for everyone. The Haven is a space apart, designed with a remote workforce in mind so that remote workers, consultants, nonprofit leaders and entrepreneurs can work in an environment as comfortable and inviting as it is beautiful. With multiple 360-degree river views, vaulted ceilings and room palates reflecting the four seasons, The Haven has become a space coveted by anyone who comes for a meeting or tries it out with a day pass.

Giant Impact Award
Pilot Butte Middle School Renovations, Bend
The multi-phase renovation of Pilot Butte Middle School is one of the projects included in a construction bond passed by voters in 2017. Throughout the first two phases, BLRB Architects collaborated with the school district to address safety concerns and a wide variety of improvements. With sustainability a high priority, materials were utilized that provide energy efficiency and long-term durability. Innovative and flexible design solutions were implemented that will allow faculty and students to make the most of each space.

Outstanding Creativity In A Housing Development
The Hiatus, Bend
The Hiatus is a community of small homes in SE Bend. Living in a house that is less than 600 square feet won’t necessarily appeal to everyone, but less can actually mean more. Living smaller allows one to focus on the quantity and quality of their experiences; having time to contribute to their community; and creating space to live a meaningful life.

Building a Better Central Oregon Announces 2020 Awardees

Dynamite Contemporary Transformation of a Vintage RV Park
The Camp, Bend
The Camp sits where one of Bend’s first RV parks opened in the 1950s. It is a new model and brand that created an opportunity and an inviting community with new attitude and better pads for RV campers to enjoy, or a tiny home to enjoy, or you can bring your RV and stay at The Camp. The Camp is about creating community, and has gas BBQs and a firepit for campers to enjoy.

Best Completion and Revival of a Commercial Warehouse
Mission Building and Renovation, Bend
Located in between a residential and industrial neighborhood, this renovation encourages growth for the adjacent businesses by updating a formerly rundown CMU (Concrete Masonry Unit) building. Positioned at a busy intersection, this remodel includes important neighborhood updates by improving the aesthetic, adding pedestrian access and enhancing the intersection.

Outstanding Repurposing of a Building in the Gateway to Central Oregon
The 6th Street Apartments/Ida’s Cupcakes Tenant Improvement, Redmond
The new 6th Street Apartments and business complex converted this previously unused building into a modern family housing and business space. The former façade and the rear alley were dated and rundown. Enhancing the exterior not only modernizes the building, but also attracts new businesses and improves the activity in downtown Redmond.

Exceptional Training Center For Our Future Athletes
MBSEF-Bill Healy Training Center, Bend
MBSEF has been a local nonprofit in Bend since 1927. The MBSEF has never had a permanent home. In 2017, their capital campaign began with the intent of having a training facility that would accommodate the needs of the great athletes they serve annually. With the leadership of our executive director, John Schiemer, MBSEF’s Board of Directors and Blaise Cacciola Architecture firm, we are on our way to having our forever home.

Lifetime Achievement Award
Dana Bratton
Dana has worked with Central Oregon REALTORS for over 35 years and is a past president of COAR. He has a long career of working to better the real estate appraisal industry and provide education and support to the real estate community. He helped found the Bend Chamber’s annual real estate forecast breakfast and is also a past chairperson of the Chamber board. Dana’s long commitment to the industry, housing and his community made him a natural choice for this year’s Lifetime Achievement Award.

Videos on each winner can be viewed on COAR’s YouTube page. COAR.com

Businesses Serving Community

Like rent, for those individuals who lose income while they are in quarantine. These funds will sustain LCA’s work to distribute food boxes and PPE to seniors and farm workers. It will make a real difference in people’s lives.

In 2019, the WaFd Foundation contributed more than $800,000 to 230 organizations throughout eight states, and made more than $175 million dollars in community development loans and investments for affordable housing.

STEELE ASSOCIATES ARCHITECTS
STEELE Associates Architects donated $1,000 to sponsor Sunriver Nature Center’s new Eurasian Eagle Owl, Luna. “Our firm has a deep appreciation for the natural environment and for all the great education and work that the Sunriver Nature Center and Observatory does, so we’re proud to sponsor Luna,” said Scott Steele, founder of STEEL Associates Architects. “She’s spectacular and her species is the largest in the world. STEEL has a two decade relationship with the Sunriver Nature Center and Observatory and their outstanding people, and we encourage everyone to visit them and to consider donating as well.”

LATINO COMMUNITY ASSOCIATION
Washington Federal (WaFd) Foundation has allocated $25,000 to the Latino Community Association (LCA) to strengthen its outreach to Central Oregonians affected by COVID-19.

WaFd Foundation describes itself as “a reliable next door neighbor,” who has helped build healthy, thriving communities for over 100 years. This year, the foundation has pledged to distribute an additional $1 million in grants to help those directly impacted by COVID.

The funds are designated for general operating support. This will help LCA continue distributing financial assistance to immigrant families who have lost jobs and income, an effort that began in April. It will support LCA’s work to provide “wraparound” services, such as food delivery and paying expenses
Water Crisis in Warm Springs Gains Support from Coalition of Conservation Groups

A coalition of eight conservation organizations have joined in solidarity with the Confederated Tribes of the Warm Springs Indian Reservation of Oregon, MRG Foundation and Warm Springs Action Team to mobilize immediate and long-term action to remediate the growing water emergency. The Chúush: Water for Warm Springs Campaign accepts contributions that will directly assist the Confederated Tribes of Warm Springs in restoring access to and infrastructure for clean water.

The communities of Warm Springs are now in the second year of a devastating water emergency due to a series of pressure breaks in key community water lines. Over 60 percent of Warm Springs residents do not have regular, consistent access to clean water for personal or domestic use. The crumbling water infrastructure is a public health crisis, exacerbated by climate change and the ongoing global health crisis — both disproportionately affecting Native communities. Conservation groups' efforts to leverage widespread community support for the Chúush Fund is an extension of the land and water stewardship that the Warm Springs Tribe has modeled since existence.

“In a first-of-its-kind partnership of its kind between a foundation and a Tribal Nation, MRG is honored to be the steward of the funds raised from generous folks across the country to help repair and restore the water infrastructure at the Confederated Tribes of Warm Springs Indian Reservation of Oregon,” said MRG Foundation Executive Director Se-ah-dom Edmo, Shoshone-Bannock, Nez Perce and Yakama.

In July 2019, the Oregon legislature earmarked $7.8 million in Oregon Lottery funds for water infrastructure repairs on the reservation. But due to a sharp decline in gambling revenues resulting from the COVID-19 pandemic, state officials reduced support. In July, 2020, Oregon’s emergency board unanimously approved $3.58 million from state reserves to start addressing the water crisis. The fund must be spent by the end of 2020, offering just a fraction of repairs needed, estimated near $200 million.

“The water crisis prompts not only health concerns among Warm Springs community members, but creates a deep-seated anxiety about the viability of building a life on the reservation. Would you buy or construct a new home in a place without a safe, reliable water system?” asked Chris Watson, executive director for the Warm Springs Community Action Team — a nonprofit community development organization located on the Warm Springs Indian Reservation.

“Warm Springs community members have to think about these kinds of things when deciding on their futures. Until this problem is solved, they’ll continue to live in these conditions, and to feel uncertain and anxious about the future of their community. And Oregonians must do all they can to help restore access and infrastructure for clean water,” Watson added.

“For the past 25 years the Deschutes Land Trust has conserved and cared for land in Central Oregon, working closely with a core partner: the Confederated Tribes of Warm Springs. These tribal communities are the original stewards of these lands, having lived upon and managed these lands since time immemorial. Today, the Confederated Tribes of Warm Springs are in the midst of a major water crisis. While most of us in Central Oregon take our water supply for granted, the Warm Springs community currently cannot. That’s why we have joined together with a some of the Northwest’s leading conservation groups to partner with the Confederated Tribes of Warm Springs, Tribal community activists and leaders at the state and federal level to help return reliable and safe water access to the people of Warm Springs,” said Brad Chalfant, founding director of Deschutes Land Trust.

Launched this October after a series of early fall partner conversations, the Chúush: Water for Warm Springs Campaign’s goals are two-fold: strengthen available financial resources to meet immediate, emergency health needs and advocate for policy solutions needed to help the people of Warm Springs restore their access and infrastructure for clean water.

To date The Chúush Fund has raised roughly $500,000 in response to ongoing community water needs. The fund was approved by the Confederated Tribes of Warm Springs Tribal Council by resolution and a Memorandum of Understanding was signed between the Tribe and MRG Foundation. The MRG Foundation transfers the total amount in the fund to the Tribe each month.

warm springs.ns.gov • deschuteslandtrust.org • mrgfoundation.org/the-chush-fund-water-for-warm-springs

New Workstations Donated by St. Charles Health System

In January 2020 Volunteers and Medicine Clinic of the Cascades became an operational Epic Community Connect partner of St. Charles Health System (SCHS). Last Thursday SCHS donated seven in-room workstations and, in collaboration with GreenLoop IT Solutions, successfully configured VM workstations and patient space to an in-room computing model. These workstations will allow for more direct patient care by enabling medical providers to chart in the room, order prescriptions in real time and even show patient imaging results during their appointment. These new computers are going to make patient care so much more efficient and increase our capacity to see more patients in the clinic.

Healthy Communities

November is National Diabetes Awareness Month

Synergy Health & Wellness Raises Awareness & Helps Community with Navigating Diabetes Education & Holiday Meal Ideas

National Diabetes Awareness Month is observed each November to raise awareness about diabetes and support people living with it. The Synergy Health & Wellness nutrition and diabetes therapy team are dedicated to educating the community about preventative care and the role it plays in disease prevention. Diabetes occurs at every age, in people of every race, gender and of every shape and size. While some people can balance their blood sugar levels with eating and movement, others may need medication or insulin to help manage it. Diabetes distress can take a toll on those affected so having a strong support team is key to thriving with diabetes.

Synergy will feature a Diabetes Month webpage where weekly education, recipes and virtual events will be shared at synergyhealthbend.com/diabetes-education 7 on the following dates:

November 23: It’s a Blood-Sugar-Friendly Thanksgiving!

Hosted by Kacey Conyers, diabetes educator from Team Synergy, will discuss intuitive eating, mindfulness practices and balancing blood sugars and your plate while enjoying traditional Thanksgiving fare.

Synergy’s next Throwing with Diabetes four-week session begins January 16, 2021. Sessions will be held every Saturday 9-11am. Participants can choose to attend in person or virtually. Sign up at synergyhealthbend.com/diabetes-education-program.
Therapeutic Massage vs. Spa Massage
Know Which One is Right for You

by ABIGAIL MORSE — Elk Ridge Chiropractic & Wellness

You just got home from work and you’re absolutely drained. You need some R&R and a massage seems like just the right kind of heaven you can totally get behind. You search the internet for a nearby spa, and as you go to call to set up an appointment, you realize that you’re actually in pain — in your shoulder, your back, your neck, your head… you get the picture. Because lo and behold, that stress you were hauling around with you all day was actually a build-up of tension spawning not just one day’s worth of stress, but several days — a week, or perhaps, or even a month. Like many of you, your first instinct would be to go to the spa for a massage, but what if what you really need is something more medicinal, something you might get at, say, the doctor’s office or a physical therapy clinic? Because the truth be told, you need something stronger than your average relaxation at the spa — maybe five or six hard core deep tissue massages, plus an army of elbows to work out those knots creeping up along the base of your neck. So what do you do?

Today, we’re going to go over the primary differences between therapeutic massages and spa massages, and how, given the scenario, one might be the better fit for you. And we’re not just talking about in-the-moment, but also moving forward in a life that, let’s face it, is not getting any less stressful anytime soon. So let’s get started, shall we?

Spa Massage:
Let’s begin with the area of massage we’re probably the most familiar with. When we think of a massage, we imagine a world of relaxing, soothing sounds, like a lullaby for the soul. We lay on our stomach, or our backs, or either way, we get a chance to listen to some tranquil tunes, getting into our comfy robe and walking past the wall of trickling water (you know all what we’re talking about) to the dimly lit massage room where all our worldly troubles float away in clouds of body lotion and essential oils. Sound familiar?

Elk Ridge Chiropractic & Wellness, in Cascade Business News, would have to agree. “Spa massages are more of an overall relaxing experience,” she explains. “It’s nice, peaceful — a great way to relieve one’s present stress, which is definitely needed within this busy culture.” But definitely put an emphasis on ‘present stress.’ Spa massages typically don’t give long-term relief to any recurring issues a person may be having. But if stress and anxiety is something you deal with — mentally or physically — and if all they want to do is find a nice avenue in which to chill out a bit, a spa massage may just be the ticket.”

With that in mind, what kind of massages would one typically receive when going to a spa? Well, according to Rowden, there’s all the usual suspects, getting some much-needed R&R. Rowden gives us a fairly good idea.

“Spas usually have many different types of massage, from Swedish to hot stone, to sea wraps, etc. — all of which are geared toward soothing the body and the mind. ‘Because honestly, who ever walked away from the spa feeling anything less than a cherub floating in the clouds with an angelic harp warming?’ No one, that’s who.

Therapeutic Massage:
Just like the previous suggests, a therapeutic massage is well, therapy. Therapy for your body, that is. It’s the type of treatment we imagine getting after an injury such as a car accident or a tumble down the stairs. But what about those long-term injuries? Those painful hiccups that appear after weeks, months, even years of sitting in the wrong positions at your computer, sleeping in that funky, twisty style that used to be comfortable — that is, until you realized you can’t lay straight anymore; or maybe working that job where you’ve had to lift all the things every single day? Little did you know it, but those are injuries too, just not immediate ones that give you instant pain. Rather, we like to think of them as the slow burn that leaves you feeling sore and achy and in a constant, mild (or maybe not so mild) discomfort which, if we’re being honest, makes you feel like you’re 10 years older. That’s where the therapeutic massage comes in.

Rowden describes therapeutic massages as a type of treatment that “focuses on specific problem areas.” She goes on to explain, “If a patient comes in with, say, a lower back pain, the focus is helping the muscles causing the pain to relax and revert back to a healthier state. This could take one session or many, depending on if it’s a chronic problem or acute.” In other words, think of receiving continued therapy as a way to treat an ongoing problem. Sometimes, it doesn’t just take one or two massages to make the pain go away. Often times, it takes several before the problem is resolved, and many if the problem is ongoing. For example, Rowden tells us, “If the patient has a job that continues to aggravate the problem, a regular massage and chiropractic care may need to be a part of their long-term health regimen in order to find continued relief.”

So if a therapeutic massage is supposed to get to the root of the problem, does that mean it’s going to hurt? Rowden has the answer for us. “This type of massage can sometimes be uncomfortable,” she reveals. “But this means the problem is being fixed. The body just isn’t used to going back to normal, so that discomfort feels foreign. However, teaching the client to breathe along with the discomfort helps to release tense muscles, and will achieve greater results in the long run.”

We talked about some of the variant massages that one receives at a spa, but what about therapeutic massages? Are there different kinds of these that one can get? The answer is yes! Rowden lets us know, “Therapeutic massages use a plethora of modalities to help achieve relief, ranging from deep tissue, trigger point, myofascial release, pin and stretch, scraping and fire cupping (just to name a few).” We’ll go into those modalities in more detail in the next edition of Elk Ridge Chiropractic & Wellness. We’ll talk about the short term and long term improvements made possible by this type of therapy.

So now that we’ve identified that a therapeutic massage might be the right way to go. Perhaps you’re coming to the conclusion that a therapeutic massage is the right choice for you, in which case, you’re probably wondering: What’s next?

Elk Ridge’s team of massage therapists is currently taking on new patients, Monday through Friday during normal business hours. Give us a call at 541-388-3588 or email us at elkridgechiropractic@gmail.com to set up an appointment.

by Rowden}

Rowden gives us the ultimate tip on what to do prior to your massage, and also what you might experience after. “Water,” she informs us. “Both pre- and post-massage. It’s so important, as it helps move toxins worked out of the muscles to your circulation system. Getting waste out of the problem areas increases the circulation, which helps the body heal quicker and more efficiently. It also reduces soreness later while also decreasing the likelihood of headaches and nausea post-massage.” So chug all that H2O before and after your massage, okay folks?

Rowden also explains that certain exercises and stretches may be recommended as at-home treatment techniques that the patient may rely on in-between sessions. These kinds of activities have a wide range of benefits depending on the patient’s target areas and overall treatment goals, so be sure to speak with your massage therapist on what exercises would be right for you.

Hopefully in this article, you’ve gained a better understanding of the differences between therapeutic and spa massages, as well as how you might benefit from each. Why not take a moment and figure out whether you’re in need of a therapeutic massage or a spa treatment? Perhaps you’ve come to the conclusion that a therapeutic massage is the right choice for you, in which case, you’re probably wondering: What’s next?

Elk Ridge’s team of massage therapists is currently taking on new patients, Monday through Friday during normal business hours. Give us a call at 541-388-3588 or email us at elkridgechiropractic@gmail.com to set up an appointment.
The economic recovery is filling in the outline of the path to recovery for the economy is not as clear as it may seem. Low interest rates are often used as justifications to raise interest rates. As with most significant Fed Policy decisions, the Fed’s plan to more-or-less ignore the possible inflationary impact an estimated 114 students in career and technical education. Students were identified as receiving their education in the following disciplines: such as stethoscopes for students in the veterinary technician program, and toolsets for certain disciplines, such as stethoscopes. In this same quarter, the median days on market were 91 days compared to 117 days in the previous quarter. The median home sales price in Jefferson County rose only 9 percent from $212,750 to $265,000. La Pine/Three Rivers South Q3 2020 Rebounding from last quarter, La Pine/Three Rivers South’s home sales volume rose substantially increasing by 113 percent, from 68 homes sold in the second quarter of 2020 to 145 homes sold in the third quarter of 2020. However, La Pine/Three Rivers South’s home sales volume was still nearly 13 percent lower compared to the first quarter of this year. The median days on market (DOM) fell 13 percent compared to the previous quarter. The median days on market (DOM) declined by 17 percent and the median sales price increased by 9 percent. Home sales volume increased by 2 percent compared to the same time last year. The median home sales volume actually decreased by 3 percent even as the median days on market (DOM) decreased by almost 13 percent. The median sales price also increased by about 14 percent compared to this same time last year. The median sales price rose from $437,250 in the previous quarter to $414,950 in the third quarter with the median price per square foot also increasing from $240 to $272. Sunriver Q3 2020 Sunriver, like many housing markets, saw a substantial increase in its home sales volume from last quarter. Home sales volume increased about 112 percent relative to last quarter while the median days on market (DOM) decreased by 20 percent. Compared to this same time last year, home sales volume increased by 36 percent however homes sold more slowly. The median days on market (DOM) increased by nearly 15 percent compared to the third quarter of 2019. Relative to last quarter, the median home sales price increased modestly by about 2 percent, however, relative to this same time last year, the median home sales price increased significantly by nearly 15 percent.
Building Permits

**COMMERCIAL PERMITS WEEK ENDING 10-16-2020**

**City of Bend**

$299,280.00  -  Commercial at 61225 SE 15th St. Bend 97702 OR Owner: J.L. Ward Co. 20051 Murphy Rd. Bend, OR 97702
Builder: Tailor Northwest, LLC 541-382-7887 Permit # 20-1659

**Deschutes County**

$75,000.00  -  Commercial Alteration at 61332 Powell Butte Hwy. Bend 97701 OR Owner: City of Bend PO Box 1458 Bend, OR 97709
Builder: Crown Castle USA Inc. 480-734-2428 Permit # 247-20-006570-STR

$25,000.00  -  Commercial Alteration at 19300 Tumalo Reservoir Rd. Bend 97703 OR Owner: Tumalo Irrigation District 64697 Cook Ave. Bend, OR 97703
Builder: Crown Castle USA Inc. 480-734-2428 Permit # 247-20-005474-STR

$22,518.00  -  Commercial Alteration (Highlakes Towing & Recovery Off Road) at 15770 Burgess Rd. La Pine 97739 OR
Owner: Joann K Regner Rev Trust, Et Al 64822 Cook Ave #3 Bend, OR 97703 Builder: Jeremy Dahl Construction, LLC 541-419-6882 Permit # 247-20-004412-STR

$11,250.00  -  Commercial Alteration (Circle of Friends) at 164 N Elm St. Sisters 97759 OR Owner: Circle of Friends PO Box 1718 Sisters, OR 97759
Builder: CMS Construction Management Services, Inc. 541-549-2077 Permit # 247-20-005520-STR

**City of Redmond**

$72,000.00  -  Commercial Detached Accessory Structure (Cypress at Triple Ridge) 1,620 sf at 3600 SW Deerhound Ln. Redmond 97756 OR
Owner: Cypress 144 Holdings 210 SW Wilson Ave. Ste 100 Bend, OR 97702 Builder: Pahlisch Commercial, Inc. 541-385-6762 Permit # 711-20-001357-STR

$72,000.00  -  Commercial Detached Accessory Structure (Cypress at Triple Ridge) 1,620 sf at 3600 SW Deerhound Ln. Redmond 97756 OR
Owner: Cypress 144 Holdings 210 SW Wilson Ave. Ste 100 Bend, OR 97702 Builder: Pahlisch Commercial, Inc. 541-385-6762 Permit # 711-20-001357-STR-01

$72,000.00  -  Commercial Detached Accessory Structure (Cypress at Triple Ridge) 1,620 sf at 3600 SW Deerhound Ln. Redmond 97756 OR
Owner: Cypress 144 Holdings 210 SW Wilson Ave. Ste 100 Bend, OR 97702 Builder: Pahlisch Commercial, Inc. 541-385-6762 Permit # 711-20-001357-STR-02

$72,000.00  -  Commercial Detached Accessory Structure (Cypress at Triple Ridge) 1,620 sf at 3600 SW Deerhound Ln. Redmond 97756 OR
Owner: Cypress 144 Holdings 210 SW Wilson Ave. Ste 100 Bend, OR 97702 Builder: Pahlisch Commercial, Inc. 541-385-6762 Permit # 711-20-001357-STR-03

**COMMERCIAL PERMITS WEEK ENDING 10-23-2020**

**City of Bend**

$250,000.00  -  Commercial (Outpost Makers Building) 1,979 sf at 663 NE Ross Rd. Bend 97701 OR Owner: Outpost 44 Holdings, LLC 210 NW Newport Ave. Ste 101 Bend, OR 97701
Builder: Pahlisch Commercial, Inc. 541-385-6762 Permit # 19-4145

$17,852.00  -  Commercial Alteration (State Farm Insurance) 5,557 sf at 1052 NW Newport Ave. Ste 101 Bend 97701 OR Owner: Acacia Newport Partners, LLC 5 NW Minnesota Ave. #210 Bend, OR 97701 Builder: Martin Randall Huber 541-948-3024 Permit # 20-4360

**Deschutes County**

$110,808.00  -  Commercial (Newberry Storage) 1,800 sf at 16684 Assembly Wy. Bldg 9 La Pine 97739 OR Owner: Newberry Storage, LLC 1704 Cliff Dr. Bend, OR 97701
Builder: Doron John & Zachariah John Foote 541-771-9847 Permit # 247-20-006552-STR

$110,000.00  -  Commercial Alteration (Survivor Brewing) 195 sf at 57100 Beaver Dr. Survivor 97707 OR Owner: Survivor Brewing, LLC 57100 Beaver Dr. Southbend, OR 97707

Owner: Rediscover Survivor Village, LLC 3950 Fairview Industrial Dr. SE #240 Salem, OR 97302 Builder: R & H Construction Co. 503-228-7177 Permit # 247-20-004412-STR

$98,496.00  -  Commercial (Newberry Storage) 1,600 sf at 16684 Assembly Wy. Bldg 8 La Pine 97739 OR Owner: Newberry Storage, LLC 1704 Cliff Dr. Bend, OR 97701
Builder: Doron John & Zachariah John Foote 541-771-9847 Permit # 247-20-006552-STR-01

$73,872.00  -  Commercial 1,200 sf at 16680 Box Wy. Bldg 1 La Pine 97739 OR Owner: Steven Seenger 1334 NW Union St. Bend, OR 97703 541-385-256-9598 Permit # 247-20-006540-STR

$73,872.00  -  Commercial 1,200 sf at 16680 Box Wy. Bldg 2 La Pine 97739 OR Owner: Steven Seenger 1334 NW Union St. Bend, OR 97703 541-385-256-9598 Permit # 247-20-006540-STR-01

$73,872.00  -  Commercial 1,200 sf at 16680 Box Wy. Bldg 3 La Pine 97739 OR Owner: Steven Seenger 1334 NW Union St. Bend, OR 97703 541-385-256-9598 Permit # 247-20-006540-STR-02

$12,000.00  -  Commercial Alteration (Cell Tower) at 15123 Winding Trl. Sisters 97759 OR Owner: New Cingular Wireless PCS, LLC 754 Peachtree St. N.E. #16th Floor Atlanta, GA 30308
Builder: Crown Castle USA Inc. 480-734-2428 Permit # 247-20-006500-STR

**City of Redmond**

$1,750,000.00  -  Commercial (Juniper Living) 12,990 sf at 701 NW Spruce Ave. Redmond 97756 OR Owner: Juniper Canyon Investment, LLC PO Box 1410 Bend, OR 97709
Builder: Hexner Construction Co. LLC 541-038-94141 Permit # 711-20-001344-STR

$773,200.00  -  Multi-FD 6,964 sf at 2141 SW 19th St. Redmond 97756 OR Owner: Jeff W DVM & Ann E Roberg 8187 NW 93rd St. Terrebonne, OR 97760
Builder: Pahlisch Commercial, Inc. 541-306-1346 Permit # 711-20-001338-STR

$500,000.00  -  Commercial Alteration (Grocery Outlet) 19,953 sf at 1619 SW Odem Medo Rd. Redmond 97756 OR Owner: Albany-Pacific, LLC Et Al PO Box 990 Minneapolis, MN 55440
Builder: Dickerson Construction, LLC 541-231-5977 Permit # 711-20-001335-STR-01

**Lake County**

$400,000.00  -  Commercial (Red Rock Biofuels) at 18281 Kadmas Rd. Lakeview 97630 OR Owner: Red Rock BioFuels, LLC 4745 Boardwalk Dr. Ste D 101 Fort Collins, CO 80525
Builder: HEMR Industrial Contractors, LLC 541-396-4674 Permit # 497-20-000428-STR
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!

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

**DEADLINE TO SUBMIT TOP PROJECTS IS NOV. 25**