



**Tips for Relocating  
if Your Company  
is Still Remote**  
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## Escalating Lumber Prices Add \$36,000 to Cost of New Single-Family Home



PHOTO | PxHERE

by **RONNI WILDE — CBN Reporter**

In the world of home building and remodeling, one of the biggest topics of conversation at the moment is the cost of lumber. According to the National Association of Home Builders, the escalating cost of lumber is now adding about \$36,000 to the cost of a new single-family home. Random Lengths, a Eugene-based wood products tracking firm that produces an industry newsletter and has been providing benchmark lumber pricing for professionals for 77 years, reports that lumber prices are up 340 percent from a year ago.

“The industry got behind with the onset of the pandemic, and it cut back significantly in anticipation of a much more dramatic downturn in demand, but that downturn proved to be short-lived,” says Shawn Church, chief editor of *Random Lengths* newsletter. “Within a short amount of time, however, the construction industry was declared an essential business, so it was able to continue on with building. The other thing that happened is that people were locked down and not able to travel, so they took their savings from not traveling, and from the money the government doled out, and put that money into their homes. It ignited what was an unprecedented demand for lumber at the home level.”

Church says that the lumber pricing situation is widespread. “No one state operates in a vacuum in terms of the lumber market; it’s the same all over the country. It’s a situation where we have seen demand catapult to a level that the industry, coming out of the Great Recession, is not equipped to supply at this time. It’s trying to increase capacity and production, but demand is very strong in various segments, especially with new housing construction and

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## Local Home Builders Reflect on Current State of the Industry

by **RONNI WILDE — CBN REPORTER**



A SOLAIRE HOME IN SISTERS | PHOTO COURTESY OF SOLAIRE HOMEBUILDERS

Last year at this time, professionals in the home building industry were concerned that they were headed toward a recession, as COVID had shut down businesses and homeowners hunkered down to wait and see what would happen next. The Central Oregon Association of REALTORS (COAR) had released numbers that pointed to a slight decline in new residential construction over the previous year, but home building was deemed an essential business, so construction on new and existing homes continued. Local building professionals remained optimistic that the industry

would stay strong, and little did they know that demand for homes would roar forward with a gusto the likes of which they have never seen before.

A year in, demand has continued to increase, but the news at the forefront of the industry is the high cost of lumber and other supplies, the regulations being imposed on builders and the high demand for remodels due in large part to the severe shortage of properties available for purchase on the market. The pandemic has caused delays in procuring materials, so builders must order what they need well in advance, and the cost to do so has escalated significantly.

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## Canal Commons Fills Workforce Housing Niche 48-Unit Apartment Community is Pacific Crest’s Fourth Affordable Project in Bend

by **SIMON MATHER — CBN Feature Writer**



CANAL COMMONS, NORTH BUILDING EXTERIOR | PHOTO COURTESY OF PACIFIC CREST AFFORDABLE HOUSING

A contemporary-style \$10.7 million 48-unit affordable housing project recently completed in Bend is already fully subscribed, with the wheels set in motion for a second phase of similar scale illustrating the continuing high demand and pressing need for such workforce accommodation in the community.

Canal Commons, off Butler Market Road close to Pine Nursery Park, features a mix of one, two and three-bedroom apartments available to residents earning 30-53 percent of the area’s median income, with utilities included. This

currently equates to rents in the \$430-\$1,089 range, based on latest available U.S. Department of Housing and Urban Development (HUD) data.

The apartment community covering two 24-unit buildings and designed by Bend-based GL3 Architects, features a high degree of sustainability and energy efficiency and is developer Pacific Crest Affordable Housing’s fourth such project in Bend, and seventh in Central Oregon overall, including senior living facilities such as Discovery Park Lodge in NorthWest Crossing.

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RECENT TRANSACTIONS

Broker **Graham Dent** with **Compass Commercial Real Estate Services** represented the buyer, **Olney Block 1, LLC**, in the purchase of 1569 NE 2nd Street in Bend. The 22,685 SF industrial building on 0.8 acre was purchased for \$2,650,000.

**Walt Ramage** of **NAI Cascade Commercial Real Estate** represented the buyer and seller in the disposition and acquisition of 3.67 located on Business 97 and NW Quince in Redmond. This property will become a full service travel center and closed at \$2,325,000.

**Al Eastwood, Principal Broker, CCIM** with **CB Bain - Commercial**, represented the seller of the Meyer Building, 664 West Hood Avenue, Sisters. Property purchased as investment with long term tenant in place. Sale Price \$1,720,000.

**Compass Commercial Real Estate Services** brokers **Joel Thomas, CCIM** and **Adam Bledsoe** represented the buyer, **Shehadeh Leasing, LLC**, in the acquisition of 3.32 acres of land at the corner of 9th Street and Wilson Avenue in Bend. Brokers **Jay Lyons, SIOR, CCIM** and **Grant Schultz** with **Compass Commercial Real Estate Services** represented the seller. The industrial parcel sold for \$1,900,000.

**Walt Ramage** and **Jeff Reed** of **NAI Cascade Commercial Real Estate** represented the Landlord in a 1,465 SF office lease at 19820 Village Office Ct.

Brokers **Ron Ross, CCIM** and **Terry O'Neil, CCIM** with **Compass Commercial Real Estate Services** represented the seller, **Hawthorne Park, LLC**, in the sale of 655 NW Greenwood Avenue in Bend. **Compass Commercial Real Estate Services** broker **Russell Huntamer, CCIM** represented the buyer, **Steve & Dawn Adams Trust**. The 6,336 SF retail building on 0.72 acre sold for \$1,400,000.

**Walt Ramage** of **NAI Cascade Commercial Real Estate** represented the buyer and seller of a +/- 6 acre ME zoned parcel with multiple improvements. The transaction was in escrow for approximately 6 months and closed at \$6,065,000.

Continued on Page 38 ►

Paulson's Floor Coverings Buys Former Dig Dog Hotel

by LAUREN EVANS — Compass Commercial Real Estate Services

In April 2021, Paulson's Floor Coverings purchased the former Dig Dog Hotel and Daycare located at 521 SE 9th Street in Bend for \$2,100,000. Brokers Dan Kemp, CCIM and Peter May, CCIM represented the seller, Dig Dog Hotel, while Kemp also represented the buyer, Paulson's Floor Coverings. The 8,984 square-foot industrial building on 0.79 acre will house Paulson's second Bend location.

"Paulson's Floor Coverings is extremely excited to continue to grow in Central Oregon," Paulson's owner Tyler Paulson stated. "Securing this building will



PHOTO | COURTESY OF COMPASS COMMERCIAL

allow Paulson's to stock a wide variety of products that are specifically geared for the Central Oregon marketplace and allow us to serve our customers better."

Continued on Page 38 ►

The Grove Announces Official May Opening, Welcomes Multiple Tenants

Values-driven real estate developer project^ recently announced that phase one of The Grove, a mixed-use commercial development set in the High Cascades of Central Oregon, will officially open on May 28, 2021. Located within the vibrant community of NorthWest Crossing in Bend, The Grove will showcase a raft of independent, artisanal tenants within the development's spacious Market Hall and retail plaza.

Three local and independent Central

Oregon businesses will officially open their doors at The Grove on May 28, anchored by Waypoint, a brand new bar by Bend Brewing Company. Thump Coffee will also open its fourth Bend location at The Grove and locally sourced, Elly's Ice Cream will complete the trio as the first tenants to launch onsite within the 14,000-square-foot Market Hall.

Continued on Page 39 ►

COCC's Student Newspaper Inks an Official Return

Central Oregon Community College's student-run newspaper, *The Broadside*, recently received approval from college administrators to continue its publishing operations following a successful relaunch and two-year trial period.

Having shuttered in 2018 due to waning student participation and readership, the long-running student paper — first published in 1952 — underwent a series of changes at the recommendation of a Central Oregon Community College (COCC) task force,

relaunching two years ago with a digital-only format. Other changes included mandating a publications class for student staff and hiring an advisor who specializes in digital news platforms, which all lead the paper to successful results in participation, content generation and readership.

Seth Moot, editor-in-chief of *The Broadside*, was excited by the outcome

Continued on Page 38 ►

Deschutes County Solid Waste Installs New Traffic Webcams at Knott Landfill

The Deschutes County Department of Solid Waste has installed new webcams at Knott Landfill that allow customers to view inbound and outbound traffic queues.

"Customers can now check online to see how busy we are before they leave home," said Department Director Timm Schimke. "With spring cleanups underway, we're consistently busy, and want to make it easier for customers to know when they may experience a wait."

Customers can view current activity by visiting [deschutes.org/checktheline.deschutes.org](https://deschutes.org/checktheline.deschutes.org)



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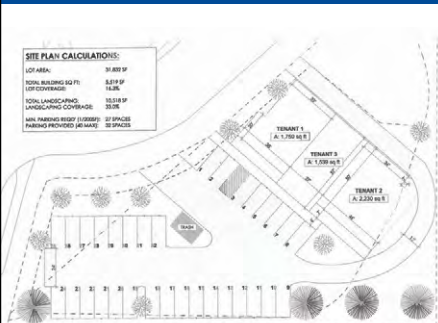
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# Knightsbridge International Real Estate

A Growing Local Firm with Office in London

by **RONNI WILDE — CBN Reporter**

**C**hristie Glennon (Pinnick), owner/principal broker of Knightsbridge International Real Estate, has been a broker in Bend for 16 years. She used to work for the Lowes Group realty company here, and says she always joked about wanting the space they were in because it is such a prime downtown spot. When the Lowes lease ended, she signed a new lease on the space, and officially opened the doors of Knightsbridge in January 2020.

"This had been something I'd always thought about," she says, adding that Knightsbridge International Real Estate now has 28 residential brokers, a principal broker and a commercial broker. "The reason for the International in the name is because I spend so much time in the United Kingdom. I spend a lot of time in London, and Knightsbridge is the most exclusive borough there."

Glennon has bachelor's degrees in English and Business Administration from the University of Washington, and a master's degree in Criminal Justice from Boston University. "Years ago, I worked on a modern anti-slavery project in London. I spent lots of time there and fell in love with it," she explains. "The idea for Knightsbridge was to start in Bend and then expand to the United Kingdom. As of August 2020, I have an office in London." She now splits her time between Bend and London, and says that Knightsbridge clients like the global aspect of the company. "We have a plethora of international buyers," she says.

Although getting the London office up and running was a struggle, Glennon says business is booming. "Setting up Knightsbridge in the U.K. was challenging. It was months and months to get one task done. There are lots more licensing requirements over there," she explains. "In terms of COVID, as far as the Bend office goes, there has not been any real affect. But it has more than affected Knightsbridge in the U.K. I could swim to the U.K. faster than things get done over there," she says with a laugh. "But, we are now fully licensed with all the required licenses, and are fully operating with a staff, properties listed and properties flipping over there."

In Bend, Glennon says the toughest thing about the events of this past year has been the inability to have office get-togethers and meetings, because the brokers on staff are like family. "But beyond that, 2020 was a great year for Knightsbridge. There are lots of great brokers who came on board, and we have lots of happy homeowners and sellers," she says. "We've got top brokers left and right. I am noticing a trend where several of our brokers are beating out others in terms of making offers."

The success of Knightsbridge is partly due, she says, to branding. "My sister-in-law did the graphics for the K in our logo. The lines in the K are modeled after my favorite bridge in London, the Royal Albert Bridge," she says. "It's very personal; it lives in my heart. My sister-in-law spent hours with me tweaking it to get it just right. She did the website too. Everyone seems to think it's a



CHRISTIE GLENNON (PINNICK) | PHOTO COURTESY OF KNIGHTSBRIDGE INTERNATIONAL REAL ESTATE

franchise, so kudos to her for that."

Currently, in addition to the 28 residential brokers, Knightsbridge also has a division for buying, leasing and selling commercial properties in the Bend office. "The commercial side of Knightsbridge is very successful as well; they do a lot of deals statewide. We have some local downtown restaurants with bars for sale." Moving forward, Glennon says her goals are to bring on a few more properties and brokers in Bend, and she also hopes to expand into California. "Then, I will most likely have a second location in London," she says.

"When you enlist a broker from Knightsbridge, you aren't just working with that broker. You've got a top-performing group of brokers who are always communicating with each other," she says. "No one is really competing with one another, but there is lots of camaraderie. We are all really excited when one of us gets a property. You are really taken care of when you work with someone from Knightsbridge." She adds, "I am really thankful for the brokers I have at Knightsbridge; they really believe in the brand and the business, and in building the future."

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# Biden Administration Shows Strong Support for Organized Labor through Executive Actions & Changes at National Labor Relations Board

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

As the economy begins to recover from the pandemic, employers across the Pacific Northwest are facing a changing landscape of safety regulations, new employee and customer expectations, and even challenges finding qualified applicants to fill open positions. The remaining road out of the pandemic will undoubtedly present new obstacles — both operational and regulatory — for businesses of all sizes. The changing regulatory landscape at the National Labor Relations Board (NLRB) due to the Biden Administration's strong support for organized labor is one such potential obstacle that businesses of all sizes should have on their radar.



of memos issued by former General Counsel Robb that provided guidance regarding the NLRA. According to Ohr, he rescinded the memos because they were "inconsistent" with the NLRA's purpose of encouraging collective bargaining and protecting workers' rights, or because they were obsolete or contrary to Board precedent.

**Policy Changes at the NLRB**

One of the most significant directives rolled back by Ohr was a memo issued by his predecessor that provided guidance on employee handbook rules and policies following the NLRB's decision in *The Boeing Company*, 365 NLRB No. 154 (Dec. 14, 2017). The decision in *Boeing* afforded employers more deference in their handbook policies by providing a new balancing test by which workplace rules would be judged. The *Boeing* test determined lawfulness of a workplace rule by weighing the business justifications for the rule against the rule's potential impact on employees' rights under the NLRA. Following *Boeing*, former General Counsel Robb issued a memo providing examples and explanations to help employers determine whether certain policies were permissible under the NLRA. Ohr's stated rationale for rescinding the memo was that it was no longer necessary given the number of Board decisions interpreting *Boeing* since it was issued.

Other memos Ohr rescinded that are worth noting include the following: a memo that put new restrictions on agency investigations and lawyers receiving recorded or documentary evidence; a pair of memos that lowered the bar for prosecuting unions; memos that increased the level of detail unions had to include in financial notes and called for imposing new rules on collecting member dues and nonmember fees; and a memo seeking new limitations on union-employer neutrality agreements.

**White House Task Force on Worker Organizing and Empowerment**

On April 26, 2021, President Biden signed an Executive Order to establish the White House Task Force on Worker Organizing and Empowerment. The Task Force will be chaired by Vice President Harris, and includes more than 20 cabinet members and other Presidential appointees. Within 180 days, the

**Union or Not, National Labor Policy Affects All Businesses**

President Biden made strong support for organized labor a central part of his campaign for President in 2020, and has made good on that commitment from day one of his Presidency. In the hours and days following his inauguration, the President implemented a flurry of personnel and policy changes at the NLRB, the federal agency charged with protecting employee rights under the National Labor Relations Act (NLRA). While changes in federal labor law often affect unionized businesses most directly, parts of the NLRA apply to the majority of private sector employers, and the NLRB has broad authority to regulate the non-union workplace. Therefore, regardless of union status, all employers should be aware of the Biden Administration's pro-labor changes and initiatives because they are likely to expand the NLRB's authority to regulate the non-union workplace while also encouraging non-represented employees to unionize.

**Personnel Changes at the NLRB**

Hours after the inauguration, President Biden fired the NLRB's General Counsel, Peter Robb, and has since nominated Jennifer Abruzzo to serve as NLRB General Counsel. Abruzzo previously served as Special Counsel for the Communications Workers of America, the largest communications and media labor union in the United States. In her new position as NLRB General Counsel, Abruzzo will have broad discretion to determine labor policy.

Before Abruzzo was nominated, the Acting General Counsel of the NLRB, Peter Sung Ohr, made some significant policy changes by rolling back a slew

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## Canal Commons

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Pacific Crest acquired the original five-acre site for the Canal Commons development from the City of Bend some six years ago after its proposal for the parcel won out over two other submitted designs following review by the council's Affordable Housing Committee.

Pacific Crest co-owner John Gilbert said, "We are pleased with the level of commitment our partners, including the City of Bend, have shown in supporting the creation of more affordable housing, which we continue to build under our core principles of sustainability, livability, health and wellness, and of course, affordability."

"The State of Oregon and the City of Bend continue to have a shortage of affordable housing, and we are working diligently to provide more housing opportunities to our community.

**"We believe that everyone deserves not just a place to live, but a comfortable, secure and affordable place to live."**

Canal Commons is located in Bend's northeast quadrant and features prime Cascade Mountain views, an adjacent canal and close proximity to BPRD's 127-acre Pine Nursery public park, as well as easy access to schools, and various shops and services.

The project combines highly energy efficient design and construction and includes a commons building with a community room, raised bed gardens, play field and communal building with kitchen and social areas.

Sustainable practices implemented throughout include energy-efficient staggered-stud exterior walls, high-efficiency air source heating/cooling, Energy Recovery Ventilation for all units, solar-generated electricity and solar-heated water (covering some 70 percent of overall water heating costs) triple-pane equivalent windows, dual-flush toilets and drought-tolerant landscaping.

Pacific Crest Affordable Housing co-owner Rob Roy added, "Not only are we producing high-quality affordable housing, but we are also utilizing as many sustainable building practices as we can incorporate into the project."

"In affordable housing ventures like this, with restricted rents, operating costs can increase more than rents are able to, so a major motivation is to cover each energy-efficient base — including being creative in identifying every such source and incentive — as a hedge against rising utility costs for the long term.

"Of course, this is important in the affordable housing sector, to be able to pass on cost savings, but it also goes back to the fundamentals that it is just good design practice and this project, like our other buildings, will stand the test of time."

"It is also important to us to provide housing that our residents can be proud of and feel that they are part of a larger effort creating a positive impact on their surroundings."

GL3 Architects Principal Jim Landin said, "We have done several projects in the affordable housing sector with Pacific Crest in Central Oregon and each is unique in its own way and utilizes a different model."

"This one in is geared toward the workforce category and designed in a more contemporary style, built as three-story walk-ups with entry from exterior stairways,



PHOTO | COURTESY OF PACIFIC CREST AFFORDABLE HOUSING

which families, in particular, prefer versus the elevator with interior hallways model.

"The timeline from identifying a site to completion of a project in cases such as this can be five-six years, and with Bend's population predicted to increase 20,000 by 2030 there is a continuing need to look for new opportunities in this area.

"This critical need has been amplified in light of Bend's median housing price now hovering around \$600,000, with rising construction costs compounded by effects of the pandemic, and residential market rents skyrocketing

**"The first phase of Canal Commons was fully rented before completion, with a waiting list, and we have already submitted for Phase 2 on the site's remaining three acres."**

## About Pacific Crest Affordable Housing

**Pacific Crest Affordable Housing (PCAH)** is an award-winning, Bend-based developer of affordable housing, which has been serving Central Oregon since 2005. PCAH has now built seven high-quality affordable housing projects in Central Oregon. PCAH is guided by a mission to provide high-quality, comfortable and stable housing which their low-income residents are proud to call home, and to contribute to the advancement of sustainable building in affordable housing development. PCAH has found a niche in creating successful public-private partnerships, utilizing multiple public and private funding sources, building high-quality housing which is indistinguishable from market-rate housing and pushing the envelope in sustainable building, all while maintaining some of the lowest rents in Oregon.

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# How the CFO Role is Changing — & What This Means for You & Your Organization

by JENNIFER CRANFORD, Senior Manager — Kernutt Stokes

It's a new day for middle-market CFOs, who have traditionally been viewed primarily as number crunchers and financial risk managers. The role is going through a major transformation as organizations are relying on their CFOs as strategic leaders who are central to corporate planning and decision making.

While CFOs will continue performing foundational tasks like budgeting, financial reporting and cash flow management, it's no longer enough for the CFO to just be the financial steward of the organization. The modern CFO is expected to bring strategic ideas to the C-suite table while developing and executing the company's strategic agenda and helping effect change throughout the organization. This new strategic role requires a new skillset for many financial professionals.



functions is paired with the use of data visualization tools, organizations gain access to valuable real-time data.

Businesses often lack easy access to data because the critical information they need is located in different parts of the company or in systems that don't easily communicate with each other. Data visualization software pulls this raw data from various sources and organizes it. This allows for the generation of clear, timely and actionable visuals that can be pushed to the appropriate end users to enhance decision making.

**3. Analytics** — While automation helps streamline processes and data visualization provides real-time data, data analytics is the advanced analysis of the vast quantity of data available to make informed, tactical decisions and identify growth opportunities. The companies that can leverage data strategically will be tomorrow's market leaders.

**Wearing Lots of Hats**

This seismic shift of the finance function means that CFOs must wear many different hats. With a keen focus on driving the strategic agenda throughout the organization, the CFO knows what areas need the greatest investment and where resources need to be allocated to drive the greatest value.

Today's CFO also must work hand in hand with the other members of the C-suite to develop an integrated approach to the business and a broad understanding of the organization's entire value chain. This means working with:

- Human Resources to help drive the talent agenda.
- IT to drive technology transformation throughout the organization.
- Operations to optimize efficiency in the supply chain, logistics, production and procurement functions.
- Sales and marketing to enhance visibility and target customers.

**Becoming a Forward-Focused Leader**

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**Transformed by Technology**

The role of the modern CFO is being transformed by technological innovation and access to massive amounts of data, both inside and outside the organization. Today's CFO needs to efficiently leverage new technologies and the financial function needs to be at the forefront of the organization's digitization efforts.

CFOs need to lead the charge in these new technologies and be the change agents controlling the pace of transformation throughout the company. Those who are able to successfully leverage new technologies will become the key source for data-driven decision making and be empowered to drive their organizations to be more agile, dynamic and successful.

There are three key technologies leading this transformation:

**1. Automation** — Automation of the financial function is typically the first step in the technology transformation. According to a study conducted by McKinsey Global Institute, 42 percent of a finance team's processes can be fully automated while another 19 percent can be highly automated.

Specific finance activities that lend themselves well to automation include general accounting operations, accounts payable, accounts receivable, payroll, financial controlling and reporting and the tax function. By automating these functions, the finance team frees up significant time and resources to focus on driving strategy and change throughout the company.

**2. Data Visualization** — When the automation of financial and operational

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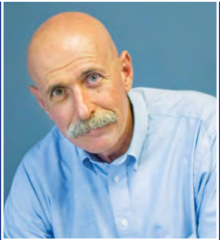
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# “Alexa, Clean Out My Desk”

## How Will Smart Devices Be Used in the Corporate World in Years & Months to Come?

by KATE COUCH &amp; TONY SPRANDO — Audio-Visual Bend

Last year, the corporate office took a large turn as many of us had to begin working remotely from home. This created an entirely new world for audio-visual — Zoom. Zoom, as most companies are aware, is an online video conferencing platform that is for personal, educational and corporate use. Since this is now one of the primary ways that offices and businesses have meetings, a lot of them have been needing a dedicated space; or what we at Audio-Visual Bend call a Zoom Room. These Zoom Rooms have become very popular over the last year, and many corporate offices have incorporated them into the workspace. It can look like an audio-visual setup only, or be completely accompanied by acoustical treatment. But with this drastically new technology becoming popular so quickly, it poses the question, "What other highly technological things will be introduced into the corporate world in the upcoming months and years?"

The statements, “Alexa, schedule my meetings for next week,” or, “Hey Google, what conference room is open?” might sound a little outlandish, but they’re actually both current technology used in the corporate world. Starting in 2018, Amazon launched Alexa for Business, which is an Alexa platform designed for more business-type use, scheduling meetings, general questions around the office, dimming lights, etc. It’s a very unique idea that something we use in our homes could also be so useful in the office. These AI personal assistants are now available to anyone, no matter their title of job. With Alexa for Business, Alexa can communicate with the Amazon Echo devices (full-size, dot or other) assigned to each room, and answer you with something like, “The conference room near the IT deck is empty.” You can also say things like, “Alexa, book me a conference room,” with the time and date, schedule it out further or even see if any are available right away.

This new tech is extremely efficient but also goes to show how much audio-visual will be part of almost every corporate business in years to come. Virtual conference rooms, acoustical treatment plans, high-tech phone systems, Wi-Fi and possibly even Echo and Alexa setup and design could all be things that are more common in years to come. It currently hasn't caught on as well as it probably will in the next year: In Unit4's 2017 Enterprise Tech End-User Sentiment Survey, they found that 38 percent of professionals affirmed that they use a digital assistant like Alexa for personal reasons; only 11 percent use it in their professional lives. They asked that 38 percent if they would trust a digital assistant like Alexa for a work-



PHOTO | COURTESY OF AV BEND

related task, 54 percent thought they would. This shows the interest is there and it will just take time for it to trickle into our offices and workspaces.

Because of what has happened in the past year, all corporate offices have been forced to rise to the level of tech. Unfortunately, we will see a lot of small businesses fall behind because they can't keep up with it. The idea that everything is going to be high-tech and connected to Wi-Fi is called the Internet of Things, or IoT. On our blog, we will be doing more articles in the weeks to come on this topic. The IoT is going to affect the corporate world in a very large way, and it's going to affect Audio Visual in an even larger way; as we both have to incorporate it into our offices, but also be able to incorporate it into others' as our clients. So follow along if you want to know more about IoT and high-tech things that audiovisual will be incorporating and general corporate offices will be incorporating in the future.

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# Duke Warner Real Estate Market Trend Report

With spring in full swing in Central Oregon, the real estate market remains in high demand even as new listings in Bend increased by almost 15 percent since last month. The real estate trends continue to escalate due to many homebuyer's abilities for remote working and where many are able to upscale their lifestyle as compared to urban metropolitan areas. In our monthly Trend Reports, we offer valuable insights by reviewing last month's market activity. This information can be a beneficial resource for any upcoming or changing trends we might see during the second quarter of the new year.

### May 1 Inventory and April Activity

With 108 active listings as of May 1, the Bend market had an increase in available listings, up from 89 from the previous month. Homes continue to sell at a blistering pace, leaving homebuyers empty-handed and ready to buy on the spot. Now is an excellent time for a homeowner who might otherwise wait until later this spring to list a home for sale. Both Bend and Redmond's current listings remain far fewer than previous months and those currently listed will not stick around for long. Redmond's active listings as of May 1, showed 37 homes overall. As we continue into late spring, we see the combined active listings for Central Oregon at only 145 homes.

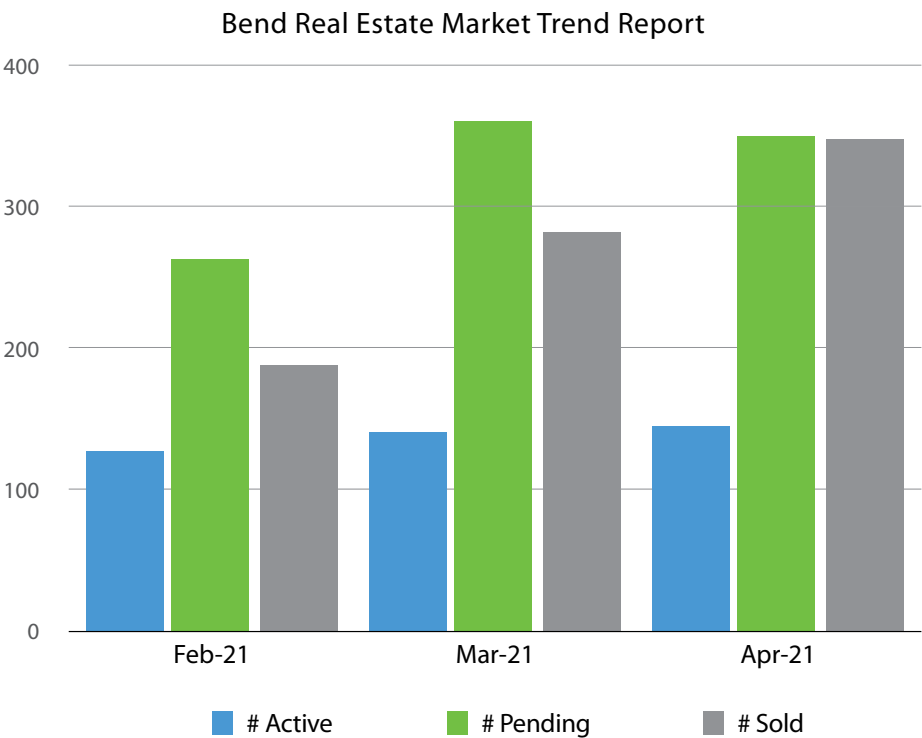
March numbers for the Redmond market shows us 103 homes sold, 99 new homes on the market and 110 homes pending. The bulk of active homes on Redmond's market remain in the \$525,000 and up price range, showing 19. The \$225,000-\$325,000 had two active listings, the \$425,000-\$525,000 range had 11 active listings and the \$325,100-\$425,000 price range showed five active listings.

For Bend, the numbers in April continued to illustrate a market with low inventory. There was only one active listing in the \$225,000-\$325,000 range, two in the \$325,100-\$425,000 range, 17 in the \$425,100-\$525,000 range and 22 in the \$525,100-\$625,000 price range. The \$625,000-\$725,000 had 11 active listings, the \$725,000-\$825,000 had nine actives and the \$825,000-\$925,000 showed eight active homes listed. As you can see from our Market Trend Report, there was an increase in homes available in the higher price ranges, showing 38 homes in the \$925,100-and-up price range. For Central Oregon overall, the supply and demand are not equally matched as more out-of-state buyers eagerly attempt to relocate to our beautiful area. It truly is an unmatched seller's market for those homeowners considering selling their property for top value.

With a fast-paced market, buyers often look for competitive pricing as they consider properties. If you are selling your home and trying to price your property, we encourage you to consult with your trusted Duke Warner Broker for seasoned, expert advice. Our brokers will share their experience, knowledge and excitement while they work for you. Our Duke brokers know how to price properties according to the market trends and current housing competition.

### Sold and Pending Listings

Bend had 258 pending homes in March and 240 in April. These numbers



showcase the need for more listings to keep up with the demand to buy a new home in Central Oregon. For sold listings, there were 181 in March and 242 in April. In Redmond, we saw 101 in March and 103 in April. History in the making as we continue to see real estate needs escalating in the Bend and Redmond real estate market!

### Looking Ahead

Many of us know and value this special place we call home. Central Oregon is a beautiful place to live and no matter what stage of life you are in, there is something for everyone in the real estate market. As you consider your housing needs, start to plan and look ahead, whether you want to buy or sell a home, keep us in mind for your real estate ventures. Our professional brokers are here to offer great insights as you navigate your next home experience. Give us a call today and let us help you get started! We can be reached at 541-382-8262 or send us an email at [info@dukewarner.com](mailto:info@dukewarner.com).

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# LX7 Enables Every-day Pilot to Complete Extraordinary Coast-to-coast Flight

Leave it to RDD, manufacturers of the innovative LX7 personal aircraft, to make a virtually impossible feat like flying from coast to coast seem down-right routine. That's exactly what happened on Sunday, April 18 as 79-year-old Ken Wolf and his friend Lin Hough piloted Wolf's LX7 from RDD headquarters in Redmond to his home in Jacksonville, Florida without a single stop whatsoever.

The two aviators covered the 2,100 nautical miles from the airport in Redmond to Jacksonville in just eight hours and 23 minutes, and they even had to slow down their arrival time to allow a thunderstorm to pass through Jacksonville.

"I've been flying for 57 years," said Wolf. "And that was the most fun I've ever had in the air."

Wolf, a retired eye surgeon, purchased his LX7 a little more than a year ago and chose the piston engine model for its exceptional fuel efficiency, cabin comfort and innovative features, all of which make it ideal for traveling longer distances. The turbo-prop version, chosen by Wolf's friend Hough, is capable of extraordinary feats as well, with an emphasis on speed and performance.

"The automatic fuel management system in the LX7 gives the plane greater range by keeping the fuel more evenly distributed between the wings," said David McRae, RDD's co-owner and director of Marketing, Sales & Business Development. "Maintaining nearly equal weight on each wing reduces drag and significantly increases fuel efficiency over the course of 1,000 nautical miles or more."

For decades, pilots of personal aircraft considered flying 1,000 nautical miles without stopping to refuel a major accomplishment. Yet, as proven by Wolf and Hough, the LX7 is capable of doubling that distance and then some.

"With the west-to-east tailwind, we had enough fuel left in the tank to go all the way to Jamaica," said Wolf.

"Next time, we'll bring our passports," joked Hough.

But traveling exceptional distances is just the beginning of what makes the LX7 so unique. The team at RDD has gone to great lengths to make every mile more comfortable with hand-crafted heated leather seats, ergonomic controls



(L-R) KEN WOLF AND LIN HOUGH, WHO FLEW FROM REDMOND TO OF JACKSONVILLE, FLORIDA NONSTOP IN EIGHT HOURS AND 23 MINUTES | PHOTO COURTESY OF RDD

and a pressurized cabin. What's more, safety is paramount with airbag front seat restraints and a whole-aircraft parachute.

With a climb rate of 2,000 feet/minute and a flight range enhanced by a fuel capacity of 180 gallons, the LX7 is putting up some impressive numbers for a personal aircraft in its price range.

"Specifications and capabilities are how we compare ourselves to other aircraft," says McRae. "But when all is said and done, it's all about giving the every-day aviation enthusiast freedom from typical aircraft limitations and, of course, getting there safer."

[lx7aircraft.com](http://lx7aircraft.com)

## Seven Ways to Get into the Tech Industry that the Experts Wish They Had Known

With over 100,000[1] new tech roles being created in the UK alone since the start of the pandemic, it is clear there is demand for more talent in the industry. So whether you are currently studying for a career in tech, or looking into changing careers from a completely different sector, Linaro, an open-source collaborative engineering organization,

has shared their seven best industry secrets that will give you an advantage when applying for roles to begin your new and exciting career path.

### 1. Find a Mentor

If you are studying at university or attending online classes, finding someone to learn from will help you grow and begin to create industry connections. If you are just starting out in the industry, working with someone who is more tech savvy will both build your confidence and help you develop faster outside of lectures. By developing industry connections this way, a tech professional may be willing to offer you experience in your area of interest, which is a great way to fast-track success. For underrepresented groups, finding a mentor is critical to getting a successful start.

"It is sometimes really hard to find a mentor you can relate with," Thara Gopinath, power management engineer at Linaro explains. "The main skill needed here is grit and perseverance. Be prepared to face at least a few unpleasant situations. Be positive, don't give up and never sell yourself short."

### 2. Learn More Tech Skills

It may not be possible for everyone to enroll in a four-year degree, but some form of education or training is worth the time and investment. There are online courses, night school and crash courses to choose from to suit your lifestyle, making learning new, niche and more specific skills easier than ever.

Vicky Janicki, director of the IoT and Embedded Group at Linaro says, "Research your area of interest to find what is the most used technology or coding language as well as what is emerging areas. Often jumping ahead into a new area gives you an opportunity to showcase an in-demand skill that others lack. For example, Rust is gaining popularity for its security features within the tech community."

### 3. Live Best Practices

Learn and always use best practices for software development, whether it

be design patterns, common coding standards or testing. "Try, try and try again and then ask," explains Joakim Bech, engineer at Linaro. "The tech industry is a lot about trying things out. Our systems are complex with lots of dependencies, and it is pretty uncommon that things just work on the first try. You often must solve issues in areas in adjacent technologies and that is something that can be quite tricky to do. But by doing this repeatedly, you will gain more and more experience and you can often re-use tricks, patterns and solutions that you came up with in the past."

### 4. Stand Out from the Crowd

To make yourself stand out from other candidates for roles that are in demand, be sure to impress with more than just a CV," says Maxim Kuvyrkov, Toolchain tech lead at Linaro. "As well as technical strengths, it is key to highlight important people skills, such as adaptability and perseverance, including examples of your work in a portfolio."

"Open-source projects, big and small, offer a great way to showcase both your technical abilities and people skills. Do not shy away from offering small contributions like bug reports or documentation improvements — every single bit counts. Also, keep in mind that industry demand for open-source expertise is continuing to grow as more and more companies use and deploy open-source software. Joining a new developer community is a skill that tech companies increasingly value."


### 5. Take on Technical Projects

Outside of studying or your current job, the best way to see if you are technically inclined and gain experience with the basics is to expose yourself to the field. If you are considering a career in Open Source, there are often sample applications and demos you can try to get started. Side projects will also help build your confidence and understand

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# Since My Company is Still Remote, Can I Move to Bend or Boise?

by MATT ERTLE, Owner — PrideStaff Bend

More than a year has passed since the beginning of the pandemic. Some things have started getting back to normal. Many workplaces still remain in remote mode. If you're operating from home anyway, why not move to your ideal spot?



The idea has appeal. Now that you don't have to worry about a commute, you can put down roots anywhere. Out in the country in Central Oregon, Idaho or maybe on a Hawaiian beach.

Okay, some of that might be out of your range. You might not have the financial resources to move to your literal dream location. But you can still upgrade your geography without worrying about changing jobs. Welcome to Bend!

Still, don't book the moving vans just yet. Even if your company remains remote, there are details to consider before you relocate. Here are a few things to keep in mind:

### Know Your Company's Post-COVID Plans

Sure, your company has been remote for more than a year now. It seems like things will stay that way forever. But will they?

Before you make any permanent decisions, understand the answer to that question. Research your company's plans. Confirm whether they have decided to make remote operations part of their ongoing policy once COVID finally passes for good.

### Think About Your Long-Term Plan

Look at your reasons for wanting to move. Do you just want a change of pace? Are you trying to get closer to (or farther away from) family? Do you hope the labor market will be better in your chosen destination?

Whatever your specific reason, consider the move as part of your long-term plan. Yes, think about how it solves your near-term problems. But also look ahead to how it can unlock possibilities for your future.

### Talk to Your Boss

If you plan on keeping the same job after the move, you should loop your boss into the discussions. Learn what they think of your plan. At the very least, it will allow the two of you to work out any necessary logistics related to the move.

### Consider Other Impacts

Now that your company has gone 100 percent remote, moving might be an option for the first time. However, the geography of your job isn't the only factor that should go into the decision. Consider the following points as well as you think about a potential relocation:

### Cost of Living

Remember: you're changing locations, but you're not changing jobs. You'll still have to make do with your current income.

Meanwhile, different parts of the country have different levels of expense. Housing prices, transportation and even simple costs like groceries can vary from location to location. Research your chosen destination and check that you can afford to live there given your income.



PHOTO | COURTESY OF PRIDESTAFF BEND

### Relocation Expenses

Moving comes with its share of costs. There's also the basic hassle of the process. Make sure you anticipate these before you lock into anything.

### Taxes

Wherever you go, the government will demand its share of your paycheck. However, some places have a higher tax burden than others. Compare the rules in your chosen destination with your current hometown. It could make a big difference in your financial situation.

### Health Insurance

Some employers offer localized insurance options. You might not have the same coverage if you move out of your current network. Double-check these details before you do anything rash.

Moving is a big decision. That's true whether you're talking physical location or to a new employer. Research before jumping ship.

*Matt Ertle, owner, PrideStaff Bend, an independent franchised business.*

[pridestaff.com/bend](http://pridestaff.com/bend)

## Biden Administration

*Continued from page 5*

Task Force is charged with making two key recommendations to the President. First, the Task Force will identify current federal policies and programs to encourage employee organizing and collective bargaining within the federal government. Second, and of significant interest to private sector employers, the Task Force will make policy recommendations to the President to facilitate worker organizing across the country, increase worker power in underserved communities and increase union membership. Such recommendations could result in significant changes to current labor laws and regulations.

While the Task Force's specific recommendations and their potential effects on private employers will not be known for several months, it is clear that they will be aimed at supporting organized labor and employee organizing in non-unionized workplaces.

### Business Takeaways

Unionized and non-unionized businesses alike should take note of the Biden Administration's strong support for organized labor. Expect significant changes to national labor policy in the next 18 months that are likely to result in broader NLRB authority to regulate all workplaces and increased union organizing. Staying abreast of such changes will be an essential part of emerging from the pandemic well-positioned for future success.

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

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Local Home Builders

Continued from page 1

Here are what a few Central Oregon home builders have to say about the current building climate:



D.E. RINK HOME ON MT. SHASTA DRIVE IN BEND | PHOTO COURTESY OF D.E. RINK CONSTRUCTION



**David Rink**  
**President**  
**D. E. Construction Inc.**

**Question:** How is business going a year into the pandemic and in the midst of the current housing market?

**Answer:** Business and customers are up from last year in our remodeling division. The clients range from locals wanting to upgrade their existing home to the newer Bend clients who purchased homes last summer and want to remodel them with upgraded finishes.

**Question:** How has that changed since last year at this time?

**Answer:** We thought in March 2020 that the shutdown would take us into a builder's recession with folks holding back on spendable funds. Today, business is a steady pace, and we feel it's going to get even busier this summer and into 2022. Clients want what they want, and they are willing to pay for our services even though the price we pay for materials keeps rising. When talking with other contractors, we all agreed on this: "We are busy, and the cost of construction is going up." This is mostly due to outside factors: Regulation, regulation and more regulation. This is good and bad all at once. You could say it's the new normal.

**Question:** How does the overall cost of building a home now compare to last year at this time?

**Answer:** Housing costs have risen at a very brisk pace. Pre-COVID, a nice home could be built for \$250 per square foot; last summer, for \$325 per square foot and now, the cost is toward \$400 per square foot and up for the custom homes we build.

**Question:** Are you able to get the materials you need?

**Answer:** Yes, our lumber supplier (Miller Lumber) has been able to supply our projects as long as we order out in advance, three to four weeks' notice before we make an order. If a product is not available, we have time to choose another. Last-minute doesn't work anymore.

**Question:** How has the high cost of lumber affected home building?

**Answer:** We have had a few clients cancel their plans when COVID hit, but that was soon filled with others wanting to build here in Central Oregon right now. These are the new Bend clients coming from other areas yesterday, or within the last few years.

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

**Answer:** Not yet! We have heard that some products are being discontinued and wait times are months when they were just one to two weeks pre-COVID. Clients just go another direction; when one product is not available, they select one that is, or wait months for the one they want.

**Question:** Is there anything else you would like to add?

**Answer:** Our industry is struggling to fill jobs. There is a shortage of qualified workers who actually perform the work. It's taken us years to find and keep our most trusted family of subs, and when one of them retires, it's hard to fill their shoes.

derink.com



A NEIL KELLY HOME | PHOTO COURTESY OF NEIL KELLY COMPANY



**Matt White**  
**General Manager**  
**of Bend Operations**  
**Neil Kelly Company**

**Question:** How is business going a year into the pandemic and in the midst of the current housing market?

**Answer:** I wouldn't have guessed that it would be this busy and this crazy. I've been in this business for almost 30 years, and I've never seen it quite like this. I think some of it is that it's like the perfect storm: People are at home, and because of this, they are noticing things that need to be done. They are working from home so need to create office space, and cooking more, so they want kitchen remodels. We are seeing more additions than we've ever seen, and projects are larger and more complicated. They take longer to design and longer to build. There are three pieces to the storm: People are spending more time at home so they value it in different ways; interest rates are at an all-time low; and over the last year, money has been easier to get so it has increased people's buying power. With housing prices skyrocketing and the lack of inventory, people think, we either move, build or remodel. If they sell, they have to also buy at a premium, so they opt to remodel. I don't want to scare people, but I don't see the market changing anytime soon. People mention waiting to start, but we could be waiting even longer if we put the projects off. Our recommendation is to get the project in the queue, then we can start getting things lined up and ordering the supplies now.

**Question:** How has that changed since last year at this time?

**Answer:** A few things have changed. We still were in a bit of uncertainly in terms of the market last year. But by May, things were loosening up a bit. We generally see a little seasonal decline in the winter months, but this year, it just kept going strong, and in 2021, it has just kept getting hotter. We have pulled our marketing from many different avenues because we can't keep up with the number of leads we are getting. It's just a really busy time. We are building and growing. I just hired five new people. We are trying to maintain, but lead times are much longer on projects, not just due to labor; it's labor, materials and contractors. It takes a little longer to get projects finished. We won't start a project until all the materials are acquired. It takes longer to get it started because it takes longer to get materials.

**Question:** How does the overall cost of building a home now compare to last year at this time?

**Answer:** New construction is much different from remodeling. The price of lumber is adding over \$30,000 to the price of a new home. My electrician told me that copper wire has gone up 300 percent this year. But in remodeling, the price of stone and tile haven't gone up as much. There are a few tariffs and that sort of thing, but costs haven't gone up like with lumber and building materials. With remodeling, you use a lot of lumber, but it's not as significant as with a new home project. Prices are higher than the beginning of last year, but less significant than with the price of homes. It's a timing issue. Because home prices are going up so much, the value that you are adding to your home by remodeling is harder to calculate, but people know they will receive value from their projects due to home prices.

**Question:** Are you able to get the materials you need?

**Answer:** We are. We have a warehouse, so our timeline is that we get a project designed, price it, get it contracted, get a significant down payment and then order materials. We warehouse the materials until we have everything we need, and base our schedules on the longest lead time. That initiates when our start date can be. It's just taking a couple of months longer

than what we are used to. Appliances are tricky. With appliances made in the U.S., it's not too big of an issue. But appliances from out of the country are taking six months to a year to get, and sometimes they can't even give us a delivery date. If you want a Bosch dishwasher, you may not see it for a year. Sometimes, we put in a temporary unit and then replace it when the other one arrives. Or, we wait to start the project.

**Question:** How has the high cost of lumber affected home building?

**Answer:** What I'm seeing in the industry is that contractors have been forced to use escalation clauses on things like lumber. This has not been done so much in the past. Builders are having to do this because they may lose money on materials if they don't. They use point-in-time for the clauses; like if lumber goes up beyond five percent over a certain time period, they'd use the clause to cover it. The price of lumber has probably scared away potential buyers looking to build homes, which is understandable. But the reality is that lumber is just a portion of the building costs. It can be a large chunk, but there are many other building materials that go into a home. You have to look at it on a case-by-case basis. More people are looking at steel framing again now.

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

**Answer:** Yes and no. As the economy continues to open back up in other parts of the world, our supply chains should continue to improve. I'm a little less certain about lumber. It feels like the building is happening all over the place. Inventory and supply chains will continue to loosen, but it will depend upon demand.

**Question:** Is there anything else you would like to add?

**Answer:** If people are thinking of a project, now is certainly a good time to start planning. But in reality, a project planned now is probably going to be built in 2022. This is not typical, but don't let that deter you. You can just spend more time in the planning process and really get the project dialed in. But if you want a project for 2022, now is the time to talk with contractors.

neilkelly.com



**Kate Eskew**  
**Home Sales & Marketing**  
**SolAire Homebuilders**

**Question:** How is business going a year into the pandemic and in the midst of the current housing market?

**Answer:** Our business is strong. We're getting calls from people who are unable to buy what they want on the market and are choosing to build a custom home instead.

**Question:** How has that changed since last year at this time?

**Answer:** Last year at this time, there was uncertainty about how long the pandemic would last, how far reaching the effects would be and how it would personally affect everyone. That caused a brief pause in interest in building a new home. What we found was that the pandemic spurred people into moving up their long-term plans to move to Bend or to build their dream home. The prevalence of remote working has allowed folks to move up their plans to live in Bend as well.

**Question:** How does the overall cost of building a home now compare to last year at this time?

**Answer:** The cost to build a new home has increased exponentially since last year. Some material costs rise on a weekly basis. The floor of the market is being raised. Eventually, it will stabilize and settle into a new normal.

**Question:** Are you able to get the materials you need?

**Answer:** For the most part, yes. The supply chain isn't moving as quickly or with as much reliability as it used to. We order far in advance to address this dynamic.

**Question:** How has the high cost of lumber affected home building?

**Answer:** It has increased the cost of building a

Continued on Next Page ►

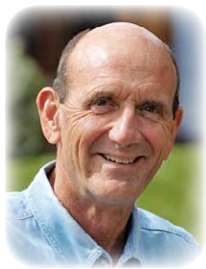
**Local Home Builders**  
*Continued from page 12*

home. Last year, a sheet of plywood cost \$8. Now it costs \$75. Not all lumber product costs have increased at the same rate. That's the most glaring example. Availability of lumber products is our biggest concern as product supply is running low.

**Question:** Are you concerned about future supplies?  
**Answer:** In the short term, yes. We expect the supply chain will recover and catch up in the next year.

**Question:** Is there anything else you would like to add?  
**Answer:** No.

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



**Steve Bennett**  
Owner and  
General  
Contractor  
**Steve**  
**Bennett**  
**Builders**

**Question:**  
How is business going a year into the pandemic and in the midst of the current housing market?  
**Answer:** Business is crazy; it's absolutely nuts. It's very cyclical and up and down; people are coming to Bend like there's no tomorrow. Everybody wants to move to Bend. We are a custom home building company, so we are getting lots of people inquiring about lots and cost; it's very active out there.

**Question:** How has that changed since last year at this time?  
**Answer:** It's more active now. People are leaving Seattle, Portland and California and they are coming to Oregon. Prices are very high, but people are coming so it's very busy.

**Question:** How does the overall cost of building a home now compare to last year at this time?  
**Answer:** Prices are higher; lumber, plumbing and materials are all higher. Electricians are having a hard time finding wiring and plumbers are having a hard time getting PVC pipes and copper pipes, but the biggest culprit affecting most of the cost is lumber, no doubt about it.

**Question:** Are you able to get the materials you need?  
**Answer:** Yes, but you have to plan ahead. Suppliers are not manufacturing appliances as fast as they used to, so you can't call and expect them by the end of the month, you have to plan way out. And with cedar from Canada, you can't get it in a couple weeks' time like you used to. You have to order it way ahead. The old saying 'supplier liar' comes into play: They say they have it, but then they don't and you are stuck.

**Question:** How has the high cost of lumber affected home building?  
**Answer:** It takes longer to build now. I have had to line up all the lumber to build a house ahead of time instead of purchasing it as we go. The last home I built, I got all the wood first and put it on the site. We stored it onsite and covered it up with tarps so we had it available as we needed it. We had to make sure we had it and got it at a lesser price. It was a money-saving process. We've never had to do this before. It's like the stock market; prices go up and down.

**Question:** Are you concerned about future supplies?  
**Answer:** Everybody is getting back

to their normal. COVID has been a disaster for a lot of folks. But people are starting to feel more comfortable getting out and about again, so we will catch up again sometime; the big question is when. As manufacturers get going again, and people get back to work again, the supplies will be there.

**Question:** Is there anything else you would like to add?  
**Answer:** I think we just have to stay positive and

Continued on Page 15 ►



THE RUSTIC MODERN LIVING ROOM OF A STEVE BENNETT BUILDERS CALDERA SPRINGS HOME | PHOTO COURTESY OF STEVE BENNETT BUILDERS

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Custom & Residential Home Builders *(Listed Alphabetically)*

Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Type of Construction	Area Projects
Adair Homes 3853 21st St., Ste. 101 Redmond, OR 97756	541-382-4068	N/A	www.adairhomes.com CustomerCare@AdairHomes.com	Customer Care	10	1969	Residential.	Central Oregon.
Arrowood Development LLC 250 NW Franklin Ave., Ste. 203 Bend, OR 97701	541-322-9064	541-383-3727	jlietz@arrowooddev.com	John Lietz	7	2001	Luxurious townhomes & residential.	Bridge Creek Village, Arrowood Trail I & II, Whisper Ridge, Arrowood Summit, Tynion Sky, Tetherow, Pointswest.
Babcock Bros. Inc. 20260 Moonlight Ct. PO Box 6703 Bend, OR 97702	541-382-6884	N/A	bbinc1975@gmail.com	Ken Babcock	4	1975	Development, residential & commercial construction & excavation.	High end homes, Lost Tracks & Sunriver.
Bend Craftsmen Company 674 NE Seward Ave. Bend, OR 97701	541-728-8214	N/A	www.bendcraftsmencompany.com bendcraftsmencompany@gmail.com	Hank Hill	4	2012	Residential.	Central Oregon Awards: 2021 Best of Houzz winner.
Bend Trend Homes 900 NW Mt. Washington Dr., Ste. 225 Bend, OR 97703	541-728-0603	541-389-0306	www.bendtrendhomes.com shayne@saccinc.com	Shayne Olsen	4	2000	New home construction: spec & custom homes.	Tetherow, Black Butte, Broken Top, Caldera Springs, Sunriver & Brasada Ranch, Bend Area.
Box Car Productions 1650 NW Fresno Ave. Bend, OR 97701	541-420-6636	N/A	www.boxcarhomes.com boxcarwood@gmail.com	Paul Schmitz	3	1993	We build houses utilizing sustainable building concepts as well as dismantle & sell reclaimed building materials.	Private homes throughout Central Oregon & the Northwest. 1600 block on Fresno Ave.
Cascade Custom Homes LLC PO Box 2174 Sisters, OR 97759	541-390-8258	541-549-1791	www.CPDBEND.com cpdbuilder@gmail.com	Tom Pryor	1	2000	Custom homes, additions, remodels.	Sunriver, Awbrey Butte, Awbrey Glen & Tri-County area.
Copperline Homes 84 NW Drake Rd. PO Box 9 Bend, OR 97703	541-330-8700	N/A	www.copperlinehomes.com hello@copperlinehomes.com	Mark Wilhite	2	2003	Custom homes, sustainable building & unique projects.	Tetherow, North Rim, Shevlin Commons, Awbrey Butte, Historic District.
D.E. Rink Construction Inc. PO Box 5962 Bend, OR 97708	541-388-0719	N/A	www.derink.com liz@derink.com	David Rink, Liz Rink	5	1979	Custom homes & remodels, commercial, tenant improvements, medical buildings.	Central Oregon.
Dunlap Fine Homes, Inc. 875 SW Rimrock Way, Ste. 102 Redmond, OR 97756	541-699-4224	N/A	www.dunlapfinehomes.com bruce@dunlapfinehomes.com	Bruce Dunlap	5	2008	Home builder.	New construction, fix & sell, all in Central Oregon.
Dyer Construction & Renovation, Inc. PO Box 1147 Sisters, OR 97759	541-420-8448	N/A	www.dyerconstructionrenovation.com mike@dyerconstructionrenovation.com	Michael Dyer	8	2001	Custom home design, build & renovation.	All of Central Oregon.
Earthwood Timber Frame Homes of Oregon 148 W Sisters Park Dr. PO Box 807 Sisters, OR 97759	541-549-0924	N/A	www.earthwoodhomes.com	Kris Calvin	2	1990	Custom timber framing.	Ridge Indian Ford, Black Butte Ranch, homes throughout Oregon, Washington & Northern California.
Empire Construction & Development, LLC 63026 Lower Meadow Dr., Ste. 200 Bend, OR 97701	541-389-0070	541-383-2477	www.empirecon-dev.com sspencer@ksstone.com	S. Spencer	3	2004	Commercial builder, industrial builder, multi-family residential construction, custom-home building, commercial land developer, residential land developer.	Throughout Central Oregon including Brian's Cabinets, Thuren Fabrication, Ridgeview Heights Apartments, Village at Ridgeview Townhomes, Glenwood Industrial, South Brinson Business Park, Westgate, Shevlin's West, Custom Homes at Westgate, Prineville Industrial, Redmond Airport Hangar, Bend Airport Hangar.
FR Custom Builders Inc. 593 NW York Dr. Bend, OR 97703	541-647-1148	N/A	www.frcdesignbuilders.com frcustom@hotmail.com	Frank Ring	9	1984	Custom residential.	Eagle Crest & Brasada, Tetherow.
Gary Laursen Construction 125 SE Taft Ave., Ste. 2 Bend, OR 97702	541-410-4800	N/A	www.bendcustomhomes.com GaryLaursen123@gmail.com	Gary Laursen	3	1965	Custom homes, remodeling, additions, small commercial, tenant improvements, home repair.	Central Oregon.

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## Local Home Builders

Continued from page 13

think positive, and know that America will turn it around. As people get back to work, production will be right back where we were before COVID.

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A HAYDEN HOMES LIVING ROOM | PHOTO COURTESY OF HAYDEN HOMES



**Chris Davis**  
Managing Director  
Hayden Homes

**Question:** How is business going a year into the pandemic and in the midst of the current housing market?

**Answer:** It is going well, but with a lot of challenges, mostly

with lumber and materials, labor and land. They all create their own unique set of headwinds for the market we are in now.

**Question:** How has that changed since last year at this time?

**Answer:** In May of last year, I'd say we were just starting to see the acceleration from COVID. We were bracing ourselves for what could have been a downturn, but the opposite happened. That acceleration has remained steady since May of last year. It's been wide open since spring of last year and has not let up.

**Question:** How does the overall cost of building a home now compare to last year at this time?

**Answer:** The cost of building a home has increased substantially since last year. The cost of land has gone up, and the costs of all materials and labor have increased. It's been a trifecta of cost increases that have affected residential home-building prices. There are custom builders who aren't building now because they can't set a price. Material costs go up so fast they feel like it's not worth it to build a home.

**Question:** Are you able to get the materials you need?

**Answer:** Just barely right now. It's been a struggle to keep a steady supply chain in home building. We've seen shortages in wood products, plastic products and a variety of other products like insulation, garage doors and also steel truss plates. It seems like there is a new shortage that emerges each month that we have very little notification about. For example, plastics can include anything from the resins that go into switch plates to paint buckets. It's a difficult time to have these shortages compound on each other.

So, we are getting the materials we need, but with stoppages in the order and delivery process. So far, we have not come to a complete stoppage, but I've heard stories about that on the east coast. Overall, product time has increased due to labor and material constraints and shortages. Another hurdle we are facing is expanded permit timing. COVID has created limited capacity and increased demand for permits. We've gone from a four- to six-week process to eight to ten weeks in some municipalities. It's impacting the entire spectrum.

**Question:** How has the high cost of lumber affected home building?

**Answer:** It's passed along to the customers and is significantly increasing home prices.

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

**Answer:** I am for the time being. I'm concerned that due to significantly low inventory of new homes, there has been no indication that demand is going to drop significantly. I believe the pressures are going to remain very high on the home building market for the foreseeable future.

**Question:** Is there anything else you would like to add?

**Answer:** Hayden Homes has always hung our hat on being the affordable home-building option in the markets, and even though we are experiencing these pressures, we are diligently working to deliver a quality home at a price that meets the wages of the hardworking families in the communities in which we live and build.

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Thank you, Virginia



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Custom & Residential Home Builders (Listed Alphabetically)

Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Type of Construction	Area Projects
GJ Miller Construction PO Box 789 Sisters, OR 97759	541-549-6691	541-549-1142	www.gjmillier.com glenn@gjmillier.com	Glenn Miller	3	1979	High end residential & commercial.	Throughout Central Oregon, Broken Top & Black Butte Ranch.
Greg Welch Construction 2701 NW Crossing Dr., #2 Bend, OR 97703	541-420-1497	541-383-7161	www.gregwelchconstruction.com greg@gwcbend.com	Greg Welch	2	1998	Residential new homes.	West side of Bend, mainly NorthWest Crossing
Hayden Homes Inc. 2464 SW Glacier Pl., Ste. 110 Redmond, OR 97756	541-923-6607	541-548-0761	www.hayden-homes.com kmcgowan@hayden-homes.com	Katie McGowan	161	1989	Residential & neighborhood development.	Bend, Redmond & Sisters.
HiLine Homes 2420 NW Seventh St. Redmond, OR 97756	541-647-1600	541-526-1839	www.HiLineHomes.com Info.Redmond@HiLineHomes.com	Jess Messner, Jordan Judson	10	1996	On Your Lot Builder.	Central Oregon.
Howcroft Construction 19419 Kemple Dr. Bend, OR 97702	541-480-1888	N/A	howcroft@bendbroadband.com	John Howcroft	1	1975	Custom residential, commercial.	Morelock Court & NorthWest Crossing.
Johannesen Builders, Inc. 115 NW Oregon Ave., Ste. 8 PO Box 1070 Bend, OR 97703	541-410-1791	N/A	www.johannesenbuilders.com craig@bendbuilder.com	Craig Johannesen	1	1997	Residential.	Central Oregon, Eagle Crest, Sisters Golf Course, Awbrey Butte & acreage.
K&P Remodeling Inc. 501 NE Greenwood Ave., Ste. 500 Bend, OR 97701	541-317-5555	541-317-5585	www.kp-remodeling.com ken@kp-remodeling.com	Ken Seiber	14	2009	Remodeling of residential homes, specializing in kitchens & baths.	Central Oregon & Willamette Valley.
Kallberg Construction, LLC PO Box 3500 Sisters, OR 97759	541-549-0549	N/A	www.kallbergconstructionllc.com	Curt Kallberg	1	1989	Commercial, residential & remodel.	Central Oregon.
Klein Architecture 70 SW Century Dr., Ste. 100-186 Bend, OR 97702	541-419-3561	N/A	www.kleinarchitecture.com jeff@kleinarchitecture.com	Jeff Klein	1	2005	Residential custom homes & remodels.	Tetherow, Sisters (Holmes Rd.), The Parks, Vandeventer Ranch, Awbrey Butte.
Larraneta & Company/Genesis Custom Homes 62576 Eagle Rd. Bend, OR 97701	541-389-7321	541-389-7321	www.larranetaandco.com mike@larranetaandco.com	Michael Larraneta	3	1991	Residential, light commercial, remodeling & design/build capabilities.	Custom home projects throughout Central Oregon, including nearly every high end neighborhood in the area.
Leader Builders 117 NE Greenwood Bend, OR 97701	541-480-3547	N/A	www.leaderbuildersllc.com leaderbuilders@bendbroadband.com	Dennis Szigeti	2	1997	Custom residential.	Bend, Redmond & beyond.
Mahler Homes, LLC 65180 Smokey Butte Dr. Bend, OR 97703	541-350-3090	N/A	www.mahlerhomes.com mahlerhomes@msn.com	Jim Mahler	1	2002	Custom homes, custom remodeling.	Homes in Aspen Lakes, Sisters; Canyon Rim Village & Cascade Views in Redmond; Powell Butte acreages; Awbrey Butte, Bend.
Malace Homes PO Box 2332 Bend, OR 97709	541-408-2178	N/A	www.malacehomes.com tomm@malacehomes.com	Tom Malace	1	2015	Residential.	Central Oregon.
Mt. Bachelor Homes, LLC 61396 S Hwy. 97 PO Box 7095 Bend, OR 97702	541-389-5061	N/A	N/A	Mike Balloun	1	1985	Custom homes.	Bend, Sunriver & Redmond.
New Era Homes 1351 NE Third St. Bend, OR 97701	800-970-8461	541-382-1968	www.newerahomes.com todd@newerahomes.com	Todd McKinney	7	2007	Custom & semi-custom home building. Member of COBA.	Central Oregon.
Nordic Construction LLC, CCB #189824 345 NW 16th St. Bend, OR 97703	541-383-2459	541-383-4131	www.nordicbend.com kurt@nordicbend.com	Kurt Reynolds	1	1991	Residential.	West Bend Village, Miller Heights, Shevlin Crest, North West Crossing, Broken Top, North Point, Oak Tree, Shevlin Commons, Awbrey Butte, Shevlin Ridge, IronHorse & throughout Central Oregon.



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Custom & Residential Home Builders *(Listed Alphabetically)*

CONTINUED FROM PREVIOUS PAGE

Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Type of Construction	Area Projects
Norman Building & Design LLC 1016 SW Emkay Dr. Bend, OR 97702	541-389-4245	541-389-0779	www.normanbuilding.com greg@normanbuilding.com	Greg Garrick	30	1977	Custom residential & remodels, home design, custom cabinetry design & construction.	Ranch at Canyons, Widgi Creek, Broken Top, Awbrey Glenn, Awbrey Butte, North Rim, Pronghorn, Crosswater, The Highlands at Broken Top, Tetherow, Sisters, Black Butte, Powell Butte, Sunriver & all of Central Oregon.
Pacwest Builders LLC CCB# 211007 170 SW Scalehouse Lp. Bend, OR 97702	541-389-2089	541-389-4591	www.pacwesthomes.com jimmy@pacwesthomes.com	Jim Yozamp, Spencer Williams, Steven VanSant	15	1999	New custom build & design services.	Projects completed from Black Butte to Sunriver & Caldera Springs.
Pahlisch Homes, Inc. 210 SW Wilson Ave., Ste. 100 Bend, OR 97702	541-385-6762	541-385-6742	www.pahlischhomes.com jessicas@pahlischhomes.com	Jessica Seidel	130	1983	Luxury residential homes.	Petrosa, Treeline, Skyline West, Easton, River's Edge, Ochoco Pointe, Crescent Creek, Luderman Crossing.
Panterra Homes PO Box 700 Bend, OR 97709	541-385-7700	N/A	www.panterrahomes.com jeff@panterrahomes.com	Jeff Payne	1	2000	Custom Homes, select remodels, aging in place conversions, wine cellars, green houses, light commercial.	Bend & Sunriver.
PGC Building + Design 62980 Boyd Acres Rd., Ste. F-3 Bend, OR 97701	541-312-4201	541-312-3785	www.pgcbuilding.com info@pgcbuilding.com	Ed Busch	8	2006	Residential - custom homes, remodels, additions, handyman, restorations. Also, home/remodel design & interior design.	Bend, Sunriver, Eagle Crest, Redmond, Tumalo, Sisters, Black Butte, Powell Butte.
Phil Henderson Homes 61517 Orion Dr. Bend, OR 97702	541-390-8188	N/A	philhenderson@bendbroadband.com	Phil Henderson	2	2011	New custom homes & remodeling.	Caldera Springs, Madras Yarrow, Bend, Tetherow.
Powell Builders, Inc. PO Box 1569 Redmond, OR 97756	541-815-3066	N/A	www.powellbuildersinc.com powellbuildersinc@gmail.com	Nate Powell, Janey Powell	2	1998	Custom residential & remodel.	Homes in Sunriver, Eagle Crest, Eagle Crest Ridge, Crooked River Ranch, Broken Top, Tumalo & Central Oregon.
R&H Construction 61426 American Lane, Ste. 100 Bend, OR 97702	541-312-2961	541-312-2962	www.rhconst.com centraloregon@rhconst.com	Gary North	47	1979	General commercial, remodel, tenant improvement, custom residential.	Deschutes River Amphitheater, Amity at Thompson Elementary Restoration, Mosaic Medical, Reserves at Pilot Butte Apartments, Sen Restaurant, 69 Newport, Sunriver Resort Aquatic Center at the Cove, Obsidian Heights Apartments, Hasson Company Realtors, Barnes Butte Vista Apartments Prineville, Crosswater.
RC Construction Services LLC 70450 NW Lower Valley Dr. Terrebonne, OR 97760	541-350-5384	541-550-2249	www.rcenterprises.net rconst464@aol.com	Cindy Grossmann	4	2001	Custom homes from design, through construction & move-in.	Vineyard estate lots at FHC, Lake Front lots at BLE.
Rea Company Homes 3003 NE Red Oak Dr. Bend, OR 97701	541-390-9848	N/A	www.reacohomes.com kevin@reacohomes.com	Kevin Rea	2	1977	Custom residential, real estate development & light commercial.	Broken Top, Awbrey Butte, Sisters, Crosswater, Black Butte Ranch & Widgi Creek, Sunriver, Village Wiestoria, Tetherow, NW Crossings, Brasada & Shevlin Commons.
Reinhardt Homes PO Box 2057 Redmond, OR 97756	541-593-8574	541-593-7722	www.reinhardt-homes.com bryan@reinhardt-homes.com	Bryan Reinhardt	5	1992	Residential & light commercial.	Homes contracted to be built on property owned by client.
Ridgeline Custom Homes, LLC 2693 NW Nordeen Way Bend, OR 97703	541-815-3813	N/A	www.rchbend.com nate@rchbend.com	Nate Connolly	3	2002	Residential.	Custom built site specific residential homes throughout Central Oregon.
Sage Builders PO Box 458 Redmond, OR 97756	541-312-8892	541-312-8893	www.sagebuildersllc.com markhuffman@bendbroadband.com	Mark Huffman & Paul Whitaker	1	1996	Custom homes & multi-unit housing.	Awbrey Butte, Northwest Crossing, Eagle Crest.
Salvesen Homes 2693 NW Crossing Dr. Bend, OR 97703	541-788-4572	N/A	www.salvesenhomes.com aaron@salvesenhomes.com	Aaron Salvesen	3	2010	Custom residential.	NorthWest Crossing, Central Oregon.

Continued on Page 18

NK

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COBA Remodeler of the Year  
2009, 2010, 2012, 2013, 2020

► CONTINUED FROM PAGE 17

Custom & Residential Home Builders *(Listed Alphabetically)*

Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Type of Construction	Area Projects
Schumacher Construction, Inc. 61396 S Hwy. 97, Ste. 226 Bend, OR 97702	541-382-1071	541-382-1051	www.schumacherconstructioninc.com jacobgschumacher@gmail.com	Jacob Schumacher	2	1990	Custom homes, additions & remodels.	Sunriver, Caldera, River Rim, Three Pines, Awbrey Glen, Broken Top, Highlands, Tetherow & throughout Central Oregon.
Simplicity by Hayden Homes 2363 SW Glacier Pl. Redmond, OR 97756	877-417-4675	N/A	www.simplicity-homes.com sales@simplicity-homes.com	Customer Service	57	2009	Residential, multi-family & investor housing on-your-land.	Bend, Redmond, Prineville, La Pine, Madras & Sunriver.
SolAire Homebuilders 549 SW Mill View Way, Ste. 103 Bend, OR 97702	541-383-2140	541-330-6949	www.solairehomebuilders.com coneil@solairehomebuilders.com	Cindi O'Neil	3	1995	Specializing in high performance homes & sustainable building practices. Net Zero Energy Homes, LEED for Homes, Earth Advantage & Energy Star are our routine certifications.	Bend, Redmond, Tumalo, Sisters, Prineville, Madras, La Pine, Sunriver & Alfalfa.
Staines, Dennis Construction PO Box 8422 Bend, OR 97708	541-480-8456	N/A	www.DennisStainesConstruction.com Dennis@DennisStainesConstruction.com	Dennis Staines	1	1977	Custom residential & small commercial.	Central Oregon.
Stanley Custom Homes 60526 Chicksaw Way Bend, OR 97702	541-419-5875	541-312-8326	stanleycustomlogs@hotmail.com	Jamie Stanley	1	1985	Custom log homes, handcrafted & milled, restorations & framed homes, additions & remodels.	Sisters to Fall River.
Steve Bennett Builders 611 SE Business Way Bend, OR 97702	541-383-5833	N/A	www.stevebennettbuilders.com	Steve Bennett	1	1995	Custom residential & commercial.	Tetherow, Caldera Springs, The Tree Farm, Sunriver,Ranch at the Canyons, Vandever Ranch, Crosswater, Aspen Lakes, Pronghorn.
Steve Keeton Construction Inc. 68590 Cloverdale Rd. PO Box 1120 Sisters, OR 97759	541-549-6571	N/A	www.stevekeetonconstruction.com Keetonskc@gmail.com	Steve Keeton	12	1990	Residential, commercial, remodel & excavating.	Central Oregon.
Stillwater Construction 70 SW Century Dr., Ste. 100-481 Bend, OR 97701	541-678-2994	N/A	www.stillwaterconstructionbend.com bart@stillwaterconstructionbend.com	Bart Mitchell	1	2008	Residential & light commercial new construction.	Bend, Tumalo, Tetherow, Shevlin, Deschutes County.
Structure Development NW 120 SW Crowell, Ste. 210 Bend, OR 97702	541-948-0056	N/A	www.structuredevelopmentnw.com dan@structuredevelopmentnw.com	Dan Goodrich, Scott Houck	6	2009	Residential, new construction.	Central Oregon & Willamette Valley.
Sun Forest Construction 803 SW Industrial Way, Ste. 204 Bend, OR 97702	541-385-8522	541-385-8557	www.sforest.com sales@sforest.com	Bob Williams, Sam Houston	30	1977	Design, build, remodel.	Caldera Springs, Bend, Sunriver, Broken Top, Brasada Ranch, Eagle Crest, Pronghorn, Thethero, Highland, Miller Tree Farm, Awbrey Butte, North Rim, Shevlin Commons, Vandever Ranch, River Rim, local acreage.
Sunterra Homes PO Box 5278 Bend, OR 97708	541-389-4733	N/A	www.sunterrahomes.com sunterra@bendcable.com	Jim Chauncey	2	1975	Residential design & energy-efficient construction.	Tri-county area of Central Oregon.
SunWest Builders 2642 SW Fourth St. PO Box 489 Redmond, OR 97756	541-548-7341	541-548-2855	www.sunwestbuilders.com swb-info@sunwestbuilders.com	Steve Buettner	55	1989	Commercial, custom residential.	Custom Residential include: Broken Top, Sunriver, Caldera,Eagle Crest, Crosswater, Black Butte, Northwest Crossing. Commercial & resort projects include: Tetherow Hotel, Tetherow Event Pavilion & Cabins, Iron Horse Lodge, Mt. Bachelor Assisted Living & Memory Care, Azimuth Affordable Housing, Freemont NWX (Mixed-Use), Young Life Camp Expansion, Bethlehem Inn, St. Charles South Clinic, St. Charles La Pine Clinic, Volkswagen, Audi, Porsche, Toyota, Immersion Brewery, Crux Production Brewery, Hydro Flask, Medline Renewal & Ruff Wear Headquarters. BasX Solutions, Grove (Mixed-Use), Partners in Care, Mid Oregon Credit Union Sisters, Prineville Water Treatment Plant, Canal Commons Apartments, District 2 NWX.
Timberline Construction of Bend LLC 1655 NE Lytle St. (Physical) PO Box 94 (Mailing) Bend, OR 97709	541-388-3979	N/A	www.timberlinebend.com info@timberlinebend.com	James Fagan, Kristian Willman	4	1999	Custom homes & green building.	Projects in Tetherow, Awbrey Butte, The Highlands, Shevlin Commons & Old Bend.
TMT Construction, Inc. dba TMT Home Remodelers PO Box 802 Redmond, OR 97756	541-548-1871	541-548-1495	www.CentralOregonRemodeling.com mike@tmtconst.com	Mike Davis	4	1993	Residential specializing in remodels, siding & decks, & insurance restoration.	Central Oregon.
Western Design International 317 NW Locust Ave., Ste. 100 Prineville, OR 97754	541-447-3341	877-442-8369	www.building-design.com Elvin@Building-Design.com	Elvin Spurling	2	1990	Custom homes, small commercial, green & off-grid.	Western United States, Brasada Ranch, Caldera Springs, etc.
Winsome Construction 2755 NW Crossing Dr., Ste. 233 Bend, OR 97703	503-472-7402	N/A	www.winsomeconstruction.com wendy.stassens@cascaadesir.com	Wendy Stassens	8	2019	N/A	N/A
WoodHill Homes 70 SW Century Dr., Ste. 100 -240 Bend, OR 97702	541-330-5559	541-330-5739	www.woodhillhomes.net info@woodhillhomes.net	Jay Campbell	7	2002	Residential & tenant improvements.	Bend & Redmond neighborhoods: Tuscany Pines, Saddlestone, Sunrise Meadows, Westside infill & Sisters.
Yelas Custom Homes 2265 NW Putnam Rd. Bend, OR 97703	541-948-3074	N/A	www.yelascustomhomes.com yelascustomhomes@gmail.com	Terry Denoux, Sean Barton	2	2005	N/A	Bend, Redmond, Sisters.

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



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Date	Price	Chg	
1/3/2020	\$375	\$2	▲L
1/10/2020	\$377	\$2	▲
1/17/2020	\$379	\$2	▲
1/24/2020	\$383	\$4	▲
1/31/2020	\$388	\$5	▲
2/7/2020	\$396	\$8	▲
2/14/2020	\$406	\$10	▲
2/21/2020	\$418	\$12	▲
2/28/2020	\$427	\$9	▲
3/6/2020	\$428	\$1	▲
3/13/2020	\$421	(\$7)	▼
3/20/2020	\$403	(\$18)	▼
3/27/2020	\$381	(\$22)	▼
4/3/2020	\$358	(\$23)	▼
4/10/2020	\$348	(\$10)	▼
4/17/2020	\$349	\$1	▲
4/24/2020	\$353	\$4	▲
5/1/2020	\$361	\$8	▲
5/8/2020	\$382	\$21	▲
5/15/2020	\$406	\$24	▲
5/22/2020	\$427	\$21	▲
5/29/2020	\$441	\$14	▲
6/5/2020	\$453	\$12	▲
6/12/2020	\$459	\$6	▲

Date	Price	Chg	
6/19/2020	\$467	\$8	▲
6/26/2020	\$483	\$16	▲
7/2/2020	\$498	\$15	▲
7/10/2020	\$523	\$25	▲
7/17/2020	\$557	\$34	▲
7/24/2020	\$587	\$30	▲
7/31/2020	\$627	\$40	▲
8/7/2020	\$675	\$48	▲
8/14/2020	\$743	\$68	▲
8/21/2020	\$817	\$74	▲
8/28/2020	\$889	\$72	▲
9/4/2020	\$939	\$50	▲
9/11/2020	\$952	\$13	▲
9/18/2020	\$955	\$3	▲
9/25/2020	\$941	(\$14)	▼
10/2/2020	\$902	(\$39)	▼
10/8/2020	\$840	(\$62)	▼
10/15/2020	\$760	(\$80)	▼
10/22/2020	\$685	(\$75)	▼
10/29/2020	\$610	(\$75)	▼
11/5/2020	\$567	(\$43)	▼
11/12/2020	\$550	(\$17)	▼
11/19/2020	\$558	\$8	▲
11/24/2020	\$567	\$9	▲

Date	Price	Chg	
12/3/2020	\$594	\$27	▲
12/10/2020	\$659	\$65	▲
12/17/2020	\$753	\$94	▲
12/22/2020	\$822	\$69	▲
12/29/2020	\$874	\$52	▲
1/7/2021	\$933	\$59	▲
1/14/2021	\$929	(\$4)	▼
1/21/2021	\$892	(\$37)	▼
1/28/2021	\$916	\$24	▲
2/4/2021	\$940	\$24	▲
2/11/2021	\$966	\$26	▲
2/18/2021	\$992	\$26	▲
2/25/2021	\$1,016	\$24	▲
3/4/2021	\$1,035	\$19	▲
3/11/2021	\$1,044	\$9	▲
3/18/2021	\$1,043	(\$1)	▼
3/25/2021	\$1,032	(\$11)	▼
3/31/2021	\$1,026	(\$6)	▼
4/8/2021	\$1,048	\$22	▲
4/15/2021	\$1,104	\$56	▲
4/22/2021	\$1,188	\$84	▲
4/29/2021	\$1,290	\$102	▲
5/6/2021	\$1,414	\$124	▲H

THIS CHART SHOWS HOW LUMBER PRICES HAVE SKYROCKETED OVER THE PAST YEAR | CHART COURTESY OF RANDOM LENGTHS

**L**umber Prices  
*Continued from page 1*

single-family housing.”

Last year at this time, the wood product market was still recovering from the Great Recession of 2008-2009, Church says, and it had been slowly climbing out of the hole. “But we have really seen demand surge in the last year. There has been a tight supply at the mill level, and the increase in demand has caused prices to surge at unprecedented levels.”

Another factor affecting the current building climate is labor, Church says. “Generally, labor is a major issue in all industries looking at or needing to increase production capacity. Even if the wood products industry were better able to supply today’s level of demand for lumber and structural panels, there are labor shortages elsewhere holding back builder productivity — from window manufacturers all the way to the home builders themselves,” he says. “Bottlenecks are everywhere, not just in wood products manufacturing.”

Rising costs of other building supplies are also fueling the huge increase


Continued on Page 20 ►




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# Lumber Prices

Continued from page 19

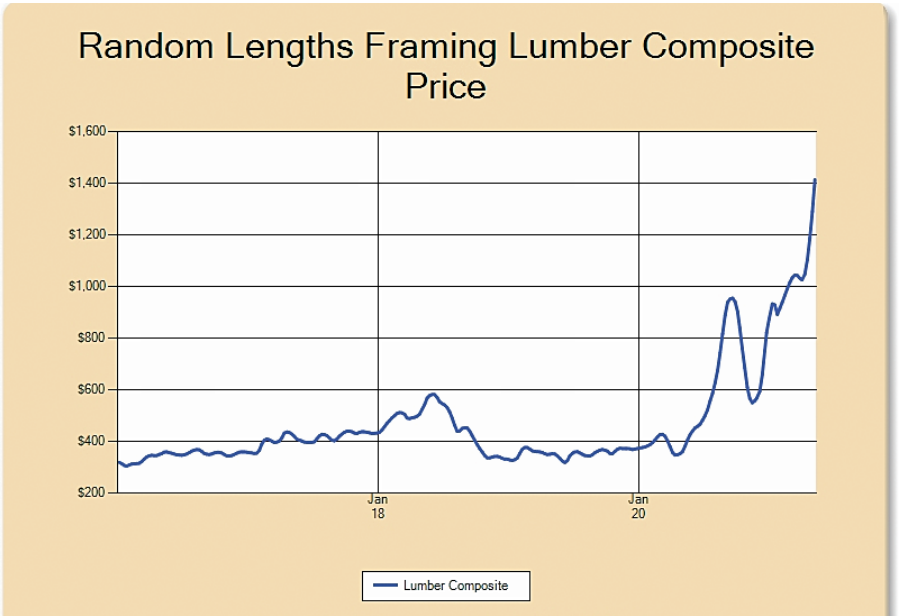
in home building prices. In an article on its website, CNBC reports that prices of gypsum, used in drywall, are up nearly seven percent from a year ago, and steel mill product prices are at a record high, up nearly 18 percent in March year over year. It also reports that the price of copper set a record high in April, up 27 percent year to date.

Although lumber demand continues to be strong today, Church says they are beginning to hear about a slight slowing down. “This is probably because prices have escalated to the point that consumers are deciding not to go through with projects. Also, many projects were completed last year. We are hearing of slowing at that level, but new home construction remains very stout. We have historically low mortgage rates, and we have people moving out of cities into suburbs and the countryside wanting to build single-family homes. They want to live in different places because now they are working from home. They are building offices for themselves at home.”

The National Association of Home Builders (NAHB) has launched a grassroots effort to urge the Biden administration and Congress to address the growing problem of rising lumber and material prices, along with supply shortages, according to a report on the NAHB website. The report says, “Responding to a request by Rep. Robert Aderholt (R-Ala.) to make rising lumber prices and production issues a priority, during a May 6 House Appropriations subcommittee hearing on President Biden’s 2022 budget request, Commerce Secretary Gina Raimondo responded, “I promise you I will.”

While there is no real end in sight with skyrocketing lumber prices, Church says that as with other commodities, supply and demand will ultimately dictate what happens. “We don’t forecast at *Random Lengths*, but we are part of a larger organization that has economists who do projections. A lot of our sources tell us there are not a lot of things pointing to an end to this, but there are a few emerging signs we see developing.” He continues, “We’ve seen record runs before, and they always come to an end. The downside can be as steep and acute as the upside, and it typically is. It’s just a matter of timing. Over time, supply and demand move toward a better balance, and price trends begin to shift.” He adds, “These are commodity markets; over time, they are corrected, and prices will rise and fall as those imbalances are corrected.”

To assist lumber industry professionals in navigating the market, the Random Lengths organization provides a variety of information and resources,



FRAMING LUMBER COMPOSITE PRICES HAVE SURGED OVER THE PAST YEAR | CHART COURTESY OF RANDOM LENGTHS

including a Framing Lumber Composite Price index, which is a broad measure of lumber price movement in North America. It is an index made up of prices of key framing lumber items from all four major producing regions of North America — the Pacific Northwest, the South, Western Canada and Eastern Canada. Wood products professionals can subscribe to Random Lengths to receive the updates.

Although lumber pricing is complicating home building and affecting buyers’ abilities to purchase new homes, Church says the one silver lining in it all is that wood product manufacturers are making good money now, which may ultimately strengthen the industry in the long term. “They are taking some of this money they are making and paying off debt, upgrading equipment and making themselves stronger for the future,” he says. “The wood product industry has to decide how they are going to spend this windfall of profit.”

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## by KRISTINE THOMAS — CBN Feature Writer

His passion led him to work as a finish carpenter and eventually project



HANK HILL OF BEND CRAFTSMEN COMPANY AND LESTER SIMONSON OF LCS CARPENTRY AND CONSTRUCTION HAVE WORKED TOGETHER ON SEVERAL PROJECTS, INCLUDING THE DESCHUTES RIVER WOODS PROJECT | PHOTO BY KRISTINE THOMAS

manager for a design/build remodeling company in Charleston, South Carolina. He worked on a \$1 million home restoration in Charleston. "I realized I really loved taking something old and preserving it, yet making it something new," he said. "I believe anything handmade should be made well and be able to be used for many, many years."

Continued on Page 22 ►



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Bend Craftsmen Company

Continued from page 21

In 2007, Hank moved to Bend for the small-town living, outdoor splendor and great community. While working as a project manager for another construction company, he worked part time crafting furniture and doing custom woodworking projects. Using the experiences and knowledge he gained from working for others, Hank said he enjoys doing the carpentry work at his job sites and working with trusted partners who are experts in their trades such as electricians, plumbers and masons. He averages ten to 15 projects a year, adding he's booked until the spring of 2022.

Each project begins with meeting with the client and gaining a keen understanding of what they envision for their project. Hill said preconstruction planning takes about six months to draw plans and apply and receive permits. "Builders and remodelers are seeing an increased demand for their services," Hill said. "Demand is at an all-time high. If you meet a builder or remodeler who says they can start next week, reconsider your options."

What sets him apart, Hill said, is his thoughtful approach to every project and the quality of his craftsmanship. "I love being a part of the Central Oregon community and being a steward of the community," he said. "I only work with other businesses that pay attention to the details and who are craftsmen in their work."

Hill is certified by Earth Advantage as a Sustainable Homes Professional and is a regional leader in sustainable, energy-efficient building practices. "We incorporate green building practices when we can and depending on the scope of the work," he said. "Whether it's used depends on the owner's preferences, their lifestyle and their budget."

Hill shared his favorite home remodeling show is *This Old House*, which premiered in 1979 and is the most trusted home improvement show featuring expert advice. "*This Old House* is a good example of my philosophy about remodeling a home," he said. "It's real remodeling done correctly, and it incorporates the true craftsmanship behind every detail of a home. Imperfections in a home keep me up at night."

Hill defines the word "craftsman" as a perspective, not a style. "Craftsman is an artisan approach to the production of the house," he said. "It's the custom details to everything that ensure the home's quality and it meets the owner's



PHOTO | BY KRISTINE THOMAS

vision. As a craftsman, I put my care and thoughtfulness into the entire project."

Lester Simonson of LCS Carpentry and Construction has worked with Hill on several projects, including the Deschutes River Woods project. "It's refreshing to work with a contractor that is hands-on at the construction site and who puts a personal stake in his projects," Simonson said.

While it's important for Hill to finish a project on time and budget, Simonson said Hill works with the client to inform them about what's happening and why a project may need additional time or resources. "Hank is all about creating quality projects," Simonson said.

When he has free time, he enjoys building furniture for his family and clients. He and his wife, Amber, enjoy spending time with their 2-year-old daughter, Aidaleen. He likes all things Central Oregon including snowboarding and kayaking and taking off to the Oregon Coast to surf.

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# Dry Canyon Village, Redmond's Largest Mixed-Use Development, Now Open

CBN Staff Report

After nearly five years in development, Windermere Central Oregon brokers are now leading model home tours in Dry Canyon Village — the largest mixed-use project in Redmond's history. This age-restricted development includes 131 single-family homes, 38 duplex-style homes and a commercial space located on the neighborhood's north side.

"COVID is causing people to relocate faster than ever. People from the Bay Area, Seattle and Portland want to live in Central Oregon because of



DRY CANYON VILLAGE IN REDMOND SITS ON 40 ACRES OF LAND THAT WAS ONCE A FAMILY-OWNED DAIRY

the lifestyle it offers active retirees," said John Ropp, principal broker with Windermere Central Oregon. "Redmond is becoming an increasingly attractive destination, especially as people are priced out of the Bend market. As Dry Canyon Village fills up, we expect to see 50 percent of our buyers coming from the local area, and the other 50 percent coming from out of state." He adds, "The latest stats showed that Redmond is growing at four times the state average — it's the fastest-growing community in Oregon. Whereas Bend is growing at two times the state average, people are getting outpaced in Bend and so they're coming to Redmond."

The development's first phase consists of 63 available home sites. Buyers can choose between 12 different floor plans, ranging from 1,331 square feet to 2,107 square feet, with homes priced between \$380,000 and \$750,000. The smallest floor plan is a one bedroom with a den and the largest is three bedrooms with three bathrooms.

All homes will be single level, with some ADU options throughout. Builders will complete the duplex units during phase two before moving on to the remaining single-family homes. With four total phases planned, the development is expected to sell out within three years.

"Dry Canyon Village is really going to be a place of community, especially with the clubhouse right in the middle of the neighborhood with amenities like a yoga studio, swimming pool, pickleball courts and fire pit," says Ropp. "The clubhouse is going to be a hub and help create the community vibe, plus there are a ton of outdoor activities you can do, including biking, hiking and trails. It's just a great place for community and to put roots down. Everyone who has moved in so far is really excited to be there and be a part of something new."

Dry Canyon Village sits on 40 acres of land that was once a family-owned dairy. Today, the neighborhood makes full use of Central Oregon's unique landscape



A DRY CANYON VILLAGE HOME | PHOTOS COURTESY OF WINDERMERE CENTRAL OREGON

by offering unobstructed views of Mt. Bachelor and Mt. Hood, alongside views of Smith Rock State Park. Nestled throughout the neighborhood are eight pocket parks and one four-acre city park. A four-mile network of walking and bicycle trails connects these green spaces and links the community with Redmond's larger Dry Canyon Park, which follows a natural dry canyon formation through the city.

With a lack of age-restricted neighborhoods in Central Oregon, Dry Canyon Village will meet a growing need for retirement and vacation housing. Dry Canyon Village is open to buyers older than 55 who will use the home as their primary residence or as a vacation property. Units cannot be used as short-term rentals but can be leased by someone who is older than 55 on a long-term basis.

"Dry Canyon Village is a community that's been a long time coming, it's been really well planned out. It's not your standard subdivision — it's a planned unit development with a full community concept, plus there's the age restriction component, so it's not going to be sold out overnight," says Ropp. "We currently have 12 homes done and 14 starts going, with 150 more homes to go. Phase one includes 64 homesites and we have 50 homes left in this phase."

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If recent events have taught us anything, it's this: we have more work to do. Racism is real, tragically so. Discrimination, in all its forms, still casts a long shadow in this country, and too many are being denied the opportunities that all Americans deserve. Our commitment to the diverse communities we serve starts with a Code of Ethics. Our code sets a higher standard for fairness in housing than any federal law, it's backed by a culture of member accountability, and it extends to our work on Capitol Hill, where we continue to advocate for a meaningful change.

At the Nation Association of REALTORS® we believe that fairness is worth fighting for, and we won't stop until the fight is won. Because that's who we are.

**If you experience or witness discrimination in real estate, we urge your to report it.**

Visit [hud.gov/fairhousing](https://hud.gov/fairhousing) to file a complaint with the Department of Housing and Urban Development.



Interior Designers *(Listed Alphabetically)*

Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Services
A.L.L. Interiors Bend, OR 97701	541-480-6435	N/A	www.allinteriorsbend.com mindy@allinteriorsbend.com	Mindy Lyman	1	2021	Residential & commercial interior design.
Bend Design Center 63052 Layton Ave., Ste. 102 Bend, Or 97701	541-330-0146	N/A	www.benddesigncenter.com info@benddesigncenter.com	Jennifer Mitchell	1	2015	Kitchen cabinets & design, bathroom cabinets & design. Entertainment & other cabinet spaces. Flooring, tile countertops.
Bend Furniture & Design - Comfort 1320 NW Galveston Bend, OR 97703	541-633-7250	541-633-7282	www.bendfurnitureanddesign.com heather@bendfurnitureanddesign.com	Heather Cashman	12	2008	North American crafted furniture & interior design services.
Brass Tacks 50 SE Scott St. Bend, OR 97701	541-610-8238	N/A	www.brasstacksDesigns.com lisa@brasstacksdesigns.com	Lisa Rokosh	1	1991	Interior design, furniture concepts, color schemes, hard & soft surface selections & exclusive fabrics.
Brilliant Environmental Building Products 327 NW Greenwood Ave., Ste. 100 Bend, OR 97703	541-317-0202	541-550-2230	www.brilliantmaterials.com info@brilliantmaterials.com	Jorden Swart	2	2008	Specializing in sustainable building materials for the interior of a home such as wool carpet, cork flooring, bamboo, counter tops, paints, stains & more.
Cascade Design Center, Inc. 1805 NE Hwy. 20 Bend, OR 97701	541-385-0808	541-617-8763	www.cascadedesigncenter.com sales@cascadedesigncenter.com	Ronda Fitton	15	1998	Offering interior design, retail flooring & tile including hardwood, stone, tile, carpet, vinyl floorings, wall coverings & accessories, window coverings, draperies, custom furniture, framed art & professional design services.
Circa Interiors 154 NE Underwood Ave., Ste. 100 Bend, OR 97701	541-383-1440	N/A	www.circainterior.com tiffany@circainterior.com	Traci Porterfield, Tiffany Keale, Sandy Palmer	4	1991	Custom residential interior design.
Complements Home Interiors 70 SW Century Dr., Ste. 145 Bend, OR 97702	541-322-7337	541-322-7338	www.complementshome.com pjulber@complementshome.com	Patricia Julber	4	2003	Surfaces, countertops, wood flooring, furniture, fabrics, carpet, window coverings, blinds. Hunter Douglas Centurion Showcase priority dealer.
Design Works Northwest/Window Works 55118 Lazy River Dr. Sunriver, OR 97707	541-383-2455	N/A	www.bendwindowworks.com andy@bendblinds.com	Heather Scott	2	1994	Window coverings, interior design, custom Northwest/Western style furniture, general contracting, CCB# 205259.
Diana Cutler Designs PO Box 336 Bend, OR 97709	425-890-3121	N/A	www.dianacutler.com designer@dianacutler.com	Diana Cutler	2	2017	Remodels, kitchen & bathroom design, full furnishings, new construction, aging-in-place, downsizing. Meet at client's residence.
Floor Coverings International of Bend Bend, OR 97701	541-241-9693	N/A	bend.floorcoveringsinternational.com ron.benton@fcifloors.com	Ron Benton	2	2018	Visits customers' homes in a Mobile Flooring Showroom stocked with over 3,000 samples from top manufacturers offering flooring products including carpet, hardwood, ceramic, tile, vinyl planks, vinyl tiles, & sheet vinyl, bamboo & slate. Serving customers in Bend, Redmond, Sunriver & Sisters. Mobile showroom only - no brick & mortar space.

Continued on Page 26

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# Vintage-Inspired Home Furnishing Store to Open in the Old Mill District



CITY HOME'S SHOWROOM WILL BE LOCATED AT THE CURRENT SITE OF SIMPLY MAC IN THE OLD MILL DISTRICT

Shoppers and visitors to the Old Mill District in Bend can expect a greater level of retail diversity this summer with the planned opening of a well-known Portland-based home furnishings, décor and interior design retailer.

City Home, which sells a mix of new and vintage-inspired furniture, décor and accessories in four Portland metro locations, will open their first and only Central Oregon showroom by mid-June in the Old Mill District.

"We're excited to provide people yet another reason to come to the Old Mill District," said Beau Eastes, marketing director of the Old Mill District. "Whether they're in the mood to shop for home furnishings or just want to browse the showroom for inspiration, City Home will definitely stand out as a go-to source for home décor products and ideas."

According to owner Kim Pelett, who boasts more than 30 years of home décor sales experience, City Home strives to offer a visual shopping experience for its customers.

"The soul of City Home lies in blending old and new ... and not taking itself too seriously," Pelett said, noting her stores offer a variety of styles "so that everyone can find something to fall in love with."

City Home will also offer interior design services for its customers.

"We have a deep appreciation for being invited into our customers' homes to help them furnish comfortable spaces that are personal expressions of their families," said Kelly Atwood, City Home's regional manager. "The City Home team is beyond excited to bring our brand and environment to the Bend area."

City Home's Bend showroom will be located at 425 SW Powerhouse Dr., Suite 307 — the current site of Simply Mac — between Buckle and Greg's Grill along the Deschutes River.

In turn, Simply Mac — which provides a full range of Apple products, accessories, training and support — will remain in the Old Mill District and move to 330 SW Powerhouse Dr., Suite 320, between Evoke Winery and Avalon Salon & Spa. Simply Mac's final day in their current space will be May 15.

"Simply Mac is an incredible store that always offers great products and amazing service to those shopping in the Old Mill District," Eastes said. "We're happy they're remaining in our district and look forward to working with them for years to come from their new location."

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



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► CONTINUED FROM PAGE 24

Interior Designers *(Listed Alphabetically)*

Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Services
Floor Decor LLC 184 NE Franklin Ave. Bend, OR 97701	541-383-2286	541-383-2189	wally970@hotmail.com	Marvin Wodtli	7	1992	All floor coverings, tile work, natural stone, custom showers & baths, interior design services.
Haven Home Style 856 NW Bond St., Ste. 1 Bend, OR 97703	541-330-5999	541-330-5993	www.havenhomestyle.com jackie@havenhomestyle.com	Jackie Anderson	5	2006	Commercial & residential interior design, fine furnishings, unique decor, home staging & extraordinary lighting.
Henderson Construction & Interior Design - CCB# 207765 61475 Tam Mcarthur Lp. Bend, OR 97702	541-419-3780	N/A	shdesignsinc@yahoo.com	Sharon Henderson	2	1985	Residential & commercial interior design & construction. Specializes in kitchen, bath & custom furniture design. A.S.I.D. member.
Hyphn 150 SW Scalehouse Lp., Ste. 103 Bend, OR 97702	541-113-9330	N/A	www.hyphn.com ShastanJee@hyphn.com	Shastan Jee	60	2004	Supplier of Steelcase office furniture, professional workplace consulting, design services, furniture installation & delivery.
Jacobson Design PO Box 5938 Bend, OR 97708	541-610-8925	541-317-0896	www.jacobsondesign.com lorrie@jacobsondesign.com	Lorrie Jacobson	1	2004	Residential & light office interior design. Allied member ASID.
Kirsti Wolfe Designs 2787 NW Clearwater Dr., Ste. 300 70 SW Century Dr., #100-170 Bend, OR 97703	541-389-1429	N/A	www.kirstiwolfedesigns.com kirsti@kirstiwolfedesigns.com	Kirsti Wolfe	1	2004	Interior architecture & design specializing in kitchens & baths; contract & hospitality design.
La-Z-Boy Furniture Galleries 455 NE Windy Knolls Dr. Bend, OR 97701	541-617-1717	541-617-9475	La-Z-Boy.com/Bend lazboy@bendcable.com	Allen Pfeifer	14	1999	Residential living & family rooms, custom accessorizing.
M. Jacobs Fine Furniture 2994 NE OB Riley Rd. Bend, OR 97703	541-382-5900	541-382-5902	www.mjacobsfurniture.com Andy.Peck@Mjacobsfurniture.com	Andy Peck	20	1985	Staff interior design consultant, home furniture & accessories.
Norman Building & Design LLC 1016 SW Emkay Dr. Bend, OR 97702	541-389-4245	541-389-0779	www.normanbuilding.com greg@normanbuilding.com	Greg Garrick	30	1977	Custom residential & remodels.
NW Home Interiors 1036 NW Wall St. Bend, OR 97701	541-323-3232	N/A	www.nwhomeinteriors.com Chris@NWHomeinteriors.com	Chris Smith	18	1999	Interior design services from planning to install. 20,000 sq ft retail showroom of furniture & home furnishings in downtown Bend.
Pacwest Builders LLC CCB# 211007 170 SW Scalehouse Lp. Bend, OR 97702	541-389-2089	541-389-4591	www.Pacwesthomes.com jimmy@pacwesthomes.com	Steven VanSant, Spencer Williams, Jim Yozamp	15	1999	Custom home & remodeling design, interior design, commercial construction.
Patty Jones Design, LLC 2754 Northwest Crossing Dr., Ste. 203 Bend, OR 97703	541-633-7620	541-633-7621	www.pattyjonesdesign.com patty@pattyjonesdesign.com	Patty Jones	1	2005	Interior design services to residential & commercial clients specializing in new construction & remodeling.
Redmond Window Treats 721 SW Tenth St. Redmond, OR 97756	541-548-8616	N/A	www.redmondwindowtreats.com redmondwindowtreats@gmail.com	Donora Winters	3	1989	Window coverings, custom bedding, draperies, shutters, blinds, shades, interior design consultation & repair services.
STEELE Associates Architects LLC 686 NW York Dr., Ste. 150 Bend, OR 97703	541-382-9867	541-385-8816	www.steele-arch.com ssteele@steele-arch.com	Scott Steele, Shirley Bircher	18	1996	Interior design, art & furniture selection for all Residential Public & Commercial project types.
Stemach Design & Architecture 550 SW Industrial Way, Ste. 135 Bend, OR 97702	541-647-5661	N/A	www.stemachdesign.com stacey@stemachdesign.com	Stacey Stemach, Rachel Stemach	10	2013	Commerical, mixed-use, industrial, multi-family residential, restaurant, historic preservation, interior design sustainable/NetZero/LEED projects.
Studio Vero Design 1465 S W Knoll Ave., Ste. 101 & 102 Bend, OR 97701	541-610-2371	N/A	www.studioverodesign.com verow.waldron1@gmail.com	Veronique Waldron	1	2014	Textile design, organic linen, design service.
Summers Flooring & Design 1841 NE Division St., Ste. 110 Bend, OR 97701	541-389-9246	541-389-7850	www.summerswoodfloors.com sales@summerswoodfloors.com	Michael Summers	14	1954	Wood flooring, carpet, window coverings. Services: wood flooring (new, refinish, DIY program), carpet, window coverings, wallpaper, wood wall coverings, area rugs, LVT flooring, laminate flooring.
SwiDrak Painting 22916 McGrath Rd. Bend, OR 97701	541-771-9549	N/A	www.swidrak.com SwiDrakPainting@gmail.com	David SwiDrak	1	1999	Complete paint interior & exterior, Venetian plaster, custom stone & tile, hand texture & murals & faux finishes.
Tebbs Design Group 390 SW Columbia St., Ste. 220 Bend, OR 97702	541-389-0375	N/A	www.tebbsdesign.com info@tebbsdesign.com	Jim Tebbs	4	1992	High-end residential custom homes, green homes specialist, LEED certified homes, remodels, interior design.
Veronique Waldron 1465 S W Knoll Ave., Ste. 101 & 102 Bend, OR 97701	541-610-2371	N/A	www.studioverodesign.com verow.waldron1@gmail.com	Veronique Waldron	1	2000	Sewing studio. Linen, drapery, upholstery service & wallpaper.
Village Interiors 916 NW Wall St., Ste. 100 Bend, OR 97703	541-389-6515	541-389-6516	www.villageinteriorsdesign.com amber@villageinteriorsdesign.com	Amber Kerbow	3	2018	Interiors showroom featuring furniture, lighting, artwork & accessories. Profes- sional interior design assistance always available.
Village Interiors Design Center 111 W Barclay Dr., Ste. 1-A PO Box 967 Sisters, OR 97759	541-549-6406	541-549-6405	www.villageinteriorsdesign.com patricia@villageinteriorsdesign.com	Patricia Molesworth	3	1981	Carpet, tile, natural stone, hardwood, wallpaper, fabric, bedding, blinds & custom furniture packages. Fully sampled design center showroom.

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

Building Designers *(Listed Alphabetically)*

See custom home builders and architects for additional building designers.

Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Services
Clough Design Studio 952 NE Francis Ct. Bend, OR 97701	541-389-7999	N/A	www.cloughdesignstudio.com cdesigns@bendcable.com	Levi Howe	1	1955	Custom home designs & remodels.
Cornerstone Drafting & Design PO Box 1421 Prineville, OR 97754	458-231-3160	N/A	www.cornerstonedd.com sales@cornerstonedd.com	Scott Kuyper	2	2008	Architectural design for residential, commercial, remodels & additions.
Datco Design 21046 Denning Dr. Bend, OR 97702	541-388-1437	541-389-3283	datco@bendbroadband.com	Brent Dattke	2	1995	All kinds of building design with a specialty of insulated concrete forms.
Evolution Home Design Inc. 20566 Goldenrod Ln. Bend, OR 97702	541-480-3725	N/A	www.evolutionhomedesign.com evolution@bendbroadband.com	John Jordan	1	1998	Custom homes, remodels, additions, passive & active solar homes, solar tempered additions & remodels, historic preservation, tenant improvement spaces & restaurants, timber frame design & furniture design.
Homeland Design, llc 2337 NE Eighth St. Bend, OR 97701	541-312-2141	541-312-2141	www.homelanddesignllc.com becky@homelanddesignllc.com	Joey & Becky Shaw	3	2009	Full service custom & residential home & landscape design, remodel design irrigation design, builder/permit set drawings, onsite DIY consultations, computer renderings, study scale models, construction administration & bid review.
Jason Todd Home Design 19855 Fourth St., Ste. 200 Bend, OR 97703	541-317-1289	N/A	www.jasontoddsgns.com jason@jasontoddsgns.com	Jason Todd	4	1998	Custom home design.
Mackprang Design Inc. 1069 NE Kayak Lp., Unit 1 Bend, OR 97701	541-389-5421	541-633-7459	www.mackprangdesign.com mackprangdesign@bendbroadband.com	Don Mackprang	2	1978	Custom homes & remodels.
Middleton Design & Drafting 1627 NE Third St., Ste 4 Bend, OR 97701	541-383-0633	N/A	eagle88@bendbroadband.com	Michael Middleton	4	1996	Custom homes & add-ons.
Muddy River Design 328 NW Bond St., Ste. 101A Bend, OR 97702	541-350-2319	N/A	www.muddyriverdesign.com apeterson@muddyriverdesign.com	Adam Peterson	1	2001	Award winning home designs. Custom & stock plans.
Outwest Plans by Lawren Duncan Bend, OR 97702	541-388-1895	N/A	www.outwestplans.com Lawren@outwestplans.com	Lawren Duncan	2	1997	Smart design for homes & garages, as well as remodels & cabins. Stock plans, modified stock plans, custom design. All designs are client & lot specific.
Pacwest Builders LLC CCB# 211007 170 SW Scalehouse Lp. Bend, OR 97702	541-389-2089	541-389-4591	www.pacwesthomes.com jimy@pacwesthomes.com	Jim Yozamp, Spencer Williams, Steven VanSant	15	1999	Custom home & remodeling design, interior design, commercial construction.
Rosenquist Custom Design 354 NE Greenwood, Ste. 203 Bend, OR 97701	541-389-3241	Same as phone	rosenquistdesign@gmail.com	Bruce Rosenquist	2	1989	Residential timber frame homes.
Rozewski & Co Designers LLC 15017 Hat Rock Lp. Powell Butte, OR 97753	541-385-3296	N/A	www.rcodesigners.com jim@rcodesigners.com	James Rozewski	2	1983	Residential & small commercial building design.
Saارين Design, Inc. Bend, OR 97701	541-390-5068	N/A	www.saارينhomedesign.com dano@saارينhomedesign.com	Dano Saارين	2	1993	New residential, new commercial, space planning, tenant improvement, replacement, remodels & additions, green design.
Sun Forest Construction 803 SW Industrial Way, Ste. 204 Bend, OR 97702	541-385-8522	541-385-8557	www.sforest.com sales@sforest.com	Bob Williams, Sam Houston, Glen Dietrich	30	1977	Custom home building, design & remodels, painting.
Tebbs Design Group 390 SW Columbia St., Ste. 220 Bend, OR 97702	541-389-0375	N/A	www.tebbsdesign.com info@tebbsdesign.com	Jim Tebbs	4	1992	High-end residential custom homes, green homes specialist, LEED certified homes, remodels, interior design.

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# Innovate Security for Life Introduces Direct-to-Builder Wholesale Program for Next-gen Turnkey Smart Home Automation

by TOM SCANLAND, Principal — The Enterprise Collective

Innovate Security for Life launches wholesale smart home security and automation platform directly to builders/developers as a simple solution for home technology requirements. Innovate’s new Smarter Communities S.A.V.E (Security – Automation – Video – Expertise) program offers builders the ideal turnkey package for a preloaded home network to enable home automation — and all in customizable, do-it-yourself (DIY) expandable packages for the buyer.

The Bend company introduces an easy — yet advanced — system for networking and enabling wireless control of residential appliances and devices like lighting control, indoor and outdoor video cameras, security systems, thermostats, windows, door locks, garage door openers, video surveillance and all the myriad new smart home applications the next generation of homebuyer requires.

In addition, Innovate focuses on the growing trend in customizable DIY smart home automation and security which industry experts predict will dominate the more traditional solutions currently available. The team also designed a magnetic mounting system that eliminates wall damage, cuts DIY installation time in half and offers a portable system that homeowners can take with them.

National home security expert — and Bend resident — Graham Hausler has engineered a solution that is easy, intuitive and affordable for homebuilders and homebuyers alike—in any kind of home. A security industry insider, Hausler, who founded and operated Bend-based Atlas Security for 20 years, foresaw a need for a proven DIY security model that would differentiate from old traditional security systems.

The company now offers the Smarter Communities S.A.V.E (Security – Automation – Video – Expertise) platform directly to builders and developers at wholesale pricing.

“Innovate offers builders an easy, streamlined option for installing advanced automation and security in new homes and multifamily units—enabling smart devices that meet code requirements to pass final inspection,” says Hausler. “We have enlisted the support of the top smart home, security and video product manufacturers to provide extremely competitive wholesale pricing which allows builders to offer smart home capabilities for little or no extra cost.”

### How does the direct-to-builder program work?

Innovate has established a simple low-cost automation infrastructure for the developer/builder community and provides the end-user with a DIY solution. The system fits a new category in the home automation and security industry focused on multi-unit residences and first-time buyer housing.

Innovate’s Smarter Communities Home Automation and Security Technologies provide customers with all the automated features of a smart home, but with lifestyle flexibility and affordability built into the product design. Innovate provides builders and developers with wholesale smart equipment for building smart infrastructure in new housing or multifamily buildings that might include smart light switches, smart dimmers, smart thermostats, smart video doorbells and smart door locks.

Innovate builders/developers receive a private branded promotional code for the customer offering \$100 coupons for renters or \$200 for homebuyers

to customize their own DIY Smart Home Automation and Security System. Innovate Security for Life (ISFL) systems are different from any other DIY offer:

- Lower cost by removing technician labor from the price
- First do-it-yourself security, automation and video
- One application for security automation and video expertise
- Engineered for the easiest patented magnetic installation
- Network locked down and secured
- Lifetime warranty on intrusion sensors with service
- Designed to be easily portable when moving
- Replacement sensor mounts free of charge when moving
- Encrypted professional-grade equipment
- Twenty years of experience in security, automation and video expertise

“This is a win-win system. Having installed Innovate’s unique systems in several different residences I can say that it is a huge cost savings over ‘professional’ installation,” says David Hatch, Innovate customer and retired homebuilder. “The installation is super simple — all the devices magnetically mount easily with the metal backing plate which has a special adhesive to the wall or ceiling. Pairing the devices to the monitoring panel is similar to pairing a blue tooth device with your phone.”

Hatch adds that “with the advanced technology controlling home devices, it is quick, easy and amazing, especially when you are literally on the other side of the planet — which I’ve done! Devices are preprogramed into the panel when you order the system, and there are easy to follow instructions, making it plug and play. The monitoring fee is simple and competitive, you can even start simple and add devices later on.”

- Innovate now offers a best-in-class security solution featuring:
- Customized components for the home and office
  - Easy, intuitive installation
  - Comprehensive protection from intrusion
  - Sensors for life-threatening event like smoke and carbon monoxide
  - Monitors for aging parents and relatives
  - Control over environmental catastrophes like fire, floods, freezes
  - Online programming
  - Bluetooth enabled
  - Trusted home security experience
  - Unparalleled service
  - Affordable, flexible comprehensive options

### About Innovate Security for Life

*Innovate was inspired by a simple concept: use innovation to provide professional-grade life safety & security products for home and business. Offer continued support, and help customers save money through DIY installation. With a market that is quickly transitioning, we have re-engineered professional-grade, cutting edge systems for easy installation by our customers. The kits we offer are not entry-level products. Innovate has engineered them to be the most advanced, easiest to install and fully expandable in their class. This is a comprehensive professional offer unlike any other on the market. Our mission is to build lifelong relationships with our customers. We provide ‘Security for Life.’*

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

► CONTINUED FROM PAGE 27

## Building Designers (Listed Alphabetically)

See custom home builders and architects for additional building designers.

Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Services
The Shelter Studio, Inc. 62968 OB Riley Rd., Ste. E2-2 Bend, OR 97703	541-306-4270	N/A	<a href="http://www.theshelterstudio.com">www.theshelterstudio.com</a> <a href="mailto:construct@theshelterstudio.com">construct@theshelterstudio.com</a>	Jason Offutt	4	2007	Custom homes, ADU designs, speculative homes, remodels, additions, renderings, vacation homes, retirement homes, in town lots, view lots. Projects in Brasada, Tetherow, Discovery West, Tree Farm, Caldera, NorthWest Crossing, Highlands at Broken Top, throughout Central Oregon & the U.S.
Western Design International 317 NW Locust Ave., Ste.100 Prineville, OR 97754	541-382-3578	877-442-8369	<a href="http://www.westerndesignintl.com">www.westerndesignintl.com</a> <a href="mailto:Elvin@Building-Design.com">Elvin@Building-Design.com</a>	Elvin Spurling	2	1990	Residential & commercial design.
Wooster Design Inspirations 2965 NE Alpine Peaks Pl. Bend, OR 97701	541-420-1230	N/A	<a href="http://www.woosterdesignonline.com">www.woosterdesignonline.com</a> <a href="mailto:info@woosterdesignonline.com">info@woosterdesignonline.com</a>	Viki Wooster	1	1989	New residential & remodel.
Wright Design Studio 915 NW Gasoline Alley Bend, OR 97703	541-389-9178	N/A	<a href="http://www.wrightdesignstudio.com">www.wrightdesignstudio.com</a> <a href="mailto:rick@wrightdesignstudio.com">rick@wrightdesignstudio.com</a>	Rick Wright	1	1980	Custom home design.

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

Fine Furniture *(Listed Alphabetically)*

Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Services
9 TO 5 Office Furniture 61 NW Oregon Ave., Ste. 103 #2061 Bend, OR 97709	541-480-3088	N/A	www.9to5officefurniture.com cl@9to5officefurniture.com	Christine Limburg	1	2019	Office furniture, consultation, layout/design, installation, wide range of products to inspire unique workspaces.
Akamai Woodworks 1052 SE Paiute Way Bend, OR 97702	541-389-1802	541-389-4385	www.akamaiwoodworks.com info@akamaiwoodworks.com	Sue Spring	2	1993	Custom cabinetry, furniture & design.
Bend Furniture & Design - Comfort 1320 NW Galveston Bend, OR 97703	541-633-7250	541-633-7282	www.bendfurnitureanddesign.com heather@bendfurnitureanddesign.com	Heather Cashman	12	2008	North American crafted furniture & interior design services.
Cascade Mattress & Bedroom Furniture 61334 S Hwy. 97, Ste. 340 Bend, OR 97702	541-678-7378	N/A	www.cascademattress.com michael@cascademattress.com	Michael Del Nero	4	2011	Bend's only locally owned Tempur-Pedic, Sealy Posturepedic & Stearns & Foster mattress showroom
Central Oregon Woodworking 19745 Poplar St. Bend, OR 97702	541-389-8159	N/A	www.centraloregonwoodworking.com jeffpechan@yahoo.com	Jeff Pechan	1	1987	Custom cabinets & furniture. Bedroom & office sets.
Complements Home Interiors 70 SW Century Dr., Ste. 145 Bend, OR 97702	541-322-7337	541-322-7338	www.complementshome.com pjulber@complementshome.com	Patricia Julber	4	2003	Furniture, fabrics, carpet, drapes, blinds, home decor, wood floors. Hunter Douglas Centurion Showcase priority dealer.
Dovetails Furniture 20525 Cooley Rd. Bend, OR 97701	541-382-3006	541-385-3015	www.dovetailsfurniture.com dovetailsfurniture@yahoo.com	Ronald Hostetler, Daniel Hostetler	2	2010	Hand crafted solid wood furniture.
Furnish 761 NW Arizona Ave. Bend, OR 97703	541-617-8911	N/A	www.furnishdesign.com noelle@furnishdesign.com	Noelle & Jed Teuber	5	2002	Modern furniture sales, design advice & gifts.
Furniture Outlet 1735 NE Hwy. 20 Bend, OR 97701	541-385-0373	541-385-0512	www.furnitureoutletbend.com furnitureoutlet@bendcable.com	David Guzman	9	1992	Complete home & office furniture.
Great American Furniture Warehouse 2145 S Hwy. 97 Redmond, OR 97756	541-923-4155	541-923-6774	www.greatamericanhomefurnishings.com sandi@greatamericanhomefurnishings.com	Sandi Cowell	4	1985	All home furnishings, office desks, chairs, filing cabinets, bookcases & children's furniture.
Haven Home Style 856 NW Bond St., Ste. 1 Bend, OR 97703	541-330-5999	541-330-5993	www.havenhomestyle.com jackie@havenhomestyle.com	Jackie Anderson	5	2006	Commercial & residential fine furnishings, unique decor & extraordinary lighting.
Homegrown Barnwood Furnishings 3498 SW Helmholtz Way Redmond, OR 97756	541-693-4429	N/A	www.facebook.com/HomegrownBarnwoodFurnishings homegrownbarnwoodfurnishings@hotmail.com	Brent Gourley	1	2006	Fine furnishings made of barnwood & reclaimed lumber.
La-Z-Boy Furniture Galleries 455 NE Windy Knolls Dr. Bend, OR 97701	541-617-1717	541-617-9475	La-Z-Boy.com/Bend lazboy@bendcable.com	Allen Pfeifer	14	1999	Residential living & family rooms, custom accessorizing.
M. Jacobs Fine Furniture 2994 NE OB Riley Rd. Bend, OR 97701	541-382-5900	541-382-5902	www.mjacobsfurniture.com andy.peck@mjacobsfurniture.com	Andy Peck	20	1985	Home decor & furniture.
NW Home Interiors 1036 NW Wall St. Bend, OR 97701	541-323-3232	N/A	www.nwhomeinteriors.com Chris@NWHomeinteriors.com	Chris Smith	18	1999	Design services, fine furniture, accessories & decor.
Robert Seliger Custom Furniture 66281 White Rock Lp. Bend, OR 97703	541-389-7068	N/A	www.robertseliger.com info@robertseliger.com	Robert Seliger	3	1990	Design & build fine custom furniture.
Sisters Log Furniture & Home Decor 121 W Cascade Ave. PO Box 833 Sisters, OR 97759	541-549-8191	541-549-6965	www.sisterslogfurniture.com info@sisterslogfurniture.com	Chris Wilder	3	2006	Specializing in lodgepole pine furniture. Locally handcrafted western gifts & decor.
Summers Flooring & Design 1841 NE Division St., Ste. 110 Bend, OR 97701	541-389-9246	541-389-7850	www.summersflooringanddesign.com sales@summersflooringanddesign.com	Michael Summers	14	1954	Wood flooring, carpet, window coverings. Services: wood flooring (new, refinish, DIY program), carpet, window coverings, wallpaper, wood wall coverings, area rugs, LVT flooring, laminate flooring.
Village Interiors 916 NW Wall St., Ste. 100 Bend, OR 97703	541-389-6515	541-389-6516	www.villageinteriorsdesign.com amber@villageinteriorsdesign.com	Amber Kerbow	3	2018	Interiors showroom featuring furniture, lighting, artwork & accessories. Professional interior design assistance always available.
Wall Bed Factory 62885 Mercury Pl. Bend, OR 97701	800-975-8451	N/A	www.wallbedfactory.com contact@wallbedfactory.com	Jenifer Jenkins, Matthew Jenkins	14	2009	Manufacture wall beds & sent throughout North America.
Wilson's of Redmond 2071 S Hwy. 97 Redmond, OR 97756	541-548-2066	541-548-0551	www.wilsonsofredmond.net wilsons@bendcable.com	Brad Rassmussen	17	1962	Office furniture, desks, chairs, bookshelves, mattresses & home furnishings.

Log Home Builders *(Listed Alphabetically)*

Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Services	Projects
Log & Lumber Concepts, Inc. 3690 N Hwy. 97 Redmond, OR 97756	541-504-8632	N/A	llconcepts@hotmail.com	Scott Stewart	1	1999	Log accents, log siding, post & rail, log columns, mantels & paneling, custom milling, driveway archways & furniture.	McMenamins, Brasada Ranch, Eagle Crest, Awbrey Butte, Pronghorn.
Log Rhythms Inc. 61283 Ring Bearer Ct. Bend, OR 97702	541-389-4887	N/A	www.logrhythms.com lee@logrhythms.com	Greg Steckler, Lee Marie Steckler	2	1984	Custom home design, specializing in log home design. Animation & rendering.	CNW Log Homes of America, The Shire, NW Custom Log Homes, Storm Carpenter Log Homes, One World Trading Company, Sisters Log Homes.
Northwest Custom Log Homes, Inc. 17273 Satterlee Way Bend, OR 97707	541-593-5610	541-593-9741	www.nwcustomloghomes.com northwestcustomloghomes@gmail.com	Dennis King	5	1981	Design services. Log homes, log accents, restoration. General contracting. Custom conventional homes.	Sunriver Resort, Caldera Springs, Crater Lake National Park & throughout the Northwest.
Oregon Log Home Co. 1399 Hwy. 197 PO Box 310 Maupin, OR 97037	541-395-2533	541-395-2469	www.oregonloghomes.com dreams@oregonloghomes.com	Matt Kemper	8	1970	Log & timber home manufacturers.	Private homes around Central Oregon & commercial & residential projects out of the area.
Sisters Log Home Company 68175 Hwy. 20 W Bend, OR 97701	541-549-5647	541-549-5646	www.sistersloghomes.com info@sistersloghomes.com	David Wooderson	7	1985	Log homes, handcrafted, commercial & residential. Restorations, entries & specialty milling.	Residential - Hudspeth Ranch, Coffee Home, Brown Cabin.
Stanley Custom Homes 60526 Chicksaw Way Bend, OR 97702	541-419-5875	541-312-8326	stanleycustomlogs@hotmail.com	Jamie Stanley	1	1985	Custom log homes, handcrafted & milled, restorations & framed homes, additions & remodels.	Sisters to Fall River.
Sun Forest Construction 803 SW Industrial Way, Ste. 204 Bend, OR 97702	541-385-8522	541-385-8557	www.sforest.com sales@sforest.com	Mike Brown	30	1977	Custom homes, remodel & paint.	Caldera Springs, Bend, Sunriver, Broken Top, Brasada Ranch, Eagle Crest, Pronghorn, Thethero, Highland, Miller Tree Farm, Awbrey Butte, North Kim, Shevlin Commons, Vandever Ranch, River Rim, local acreage.
Swiss Mountain Log Homes, Inc. 152 W Barclay Dr. (Sisters Industrial Park) PO Box 2012 Sisters, OR 97759	541-385-6006	N/A	www.swissmtloghomes.com info@swissmtloghomes.com	Phil & Kris Rerat	5	1999	Hand-crafted log homes & design services, log accents & fireplace mantels, remodel & log restoration, railing & staircases, roof systems & porches, saw mill & boomtruck services, driveway entry gate & gazebo, hand-peeled lodge pole pine, Doug Fir logs.	Sisters, Black Butte Ranch, Camp Sherman, Aspen Lakes, Crosswater, Tumalo, Vandever Ranch, Bend, Prineville.
Western Design International - Prineville 317 NW Locust Ave., Ste. 100 Prineville, OR 97754	541-382-3578	877-442-8369	www.building-design.com Elvin@Building-Design.com	Elvin Spurling	2	1990	Custom log home design & drafting.	Throughout Central Oregon, Brasada Ranch, Diamond Peaks, Caldera Springs.

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

# OnPoint Community Credit Union Shares How to Reevaluate Investment Strategies During & After the Pandemic

by TORY McVAY

More than a year after the pandemic sent the world into lockdown, workers and retirees remain concerned about the long-term impact of economic shifts on their retirement and investments. A recent report from the Transamerica Center for Retirement Studies finds that one in five U.S. workers are worried about their ability to retire in light of the pandemic — of which only 27 percent are confident in a comfortable retirement. OnPoint Community Credit Union is educating the communities it serves on investment strategies and principles that may guide long-term stability.

Bloomberg recently reported 2.7 million Americans age 55 plus are considering early retirement because of the pandemic. Whether it's the new "life-is-short" mindset, housing jumping 17.2 percent since last year, personal income jumping 21 percent in March 2021 or the Bullish stock market, many affluent Americans are taking this opportunity to begin their golden years.

While it has been an opportunity for some, other less-fortunate Americans have lost jobs and faced few prospects, putting their retirement at risk.

Another study by the Pew Research Center found about a quarter of U.S. adults ages 50 and older expect the coronavirus outbreak to affect their ability to retire. Some say they have already delayed retirement and others think they may have to delay.

"It's clear the pandemic has shaken people's confidence in money management and their long-term financial well-being," said Daniel Bartosz, financial advisor, Raymond James Financial Services at OnPoint. "We're here to provide support and resources to help our members and community understand key investment strategies, so they can make informed financial decisions, build their nest eggs and look to the future with confidence."

Below are several important strategies OnPoint recommends to help people with their financial planning needs, even during times of uncertainty.

### How to Rebuild for Retirement

The first step to evaluating your investment strategy is determining if you're on track to retire at the age you expect while still meeting your lifestyle goals. A retirement calculator can help you determine where you stand. The calculator requires specific inputs to give you accurate feedback, including estimated social security benefits, your current age, retirement age and life expectancy.

If you're not on track, it may be time to seek help from a local financial advisor. If you currently have investments, a financial advisor will help you adjust your strategy to align with your goals. Strategic changes to your retirement plan may include:

- Revising your target retirement date
- Prioritizing 401(k) contributions
- Maximizing employer matching
- Minimizing your expenses
- Timing debt payoffs carefully
- Adjusting your lifestyle
- Budgeting more for your savings and investments

A financial advisor can help you determine which strategies are right for you and provide accountability and guidance as you make changes.

### How to Pick a Financial Advisor

Below are five traits you want to look for when evaluating which financial advisor is right for you:

- They work with you: You should always feel like you are in the driver's seat. Your advisor should lay out the investment strategy and request your feedback. A financial advisor understands investment strategy, but you know your goals. The best results come from excellent communication.
- They put your interests first: All the financial proposals they make and strategies they formulate are to achieve your goals.
- Holistic view of your finances: In addition to recommending an investment strategy, your advisor should look at the tax efficiency of your current investments, advise you on insurance policies, understand your income and budget and be able to consult on a wide range of investment options.
- Customized strategy: The strategy developed by your advisor should be well thought out. When your goals change or significant life events impact your retirement expectations, they should help you evaluate these shifts and consider if they require an adjustment to your strategy.
- They are backed by a team: What happens to your investments if something happens to your financial advisor? Is there someone available to answer your questions and help you with a seamless transition? When you reach out to your financial advisor, you should expect a timely response and be assured the team has the appropriate knowledge to support your goals.

Here are five signs it may be a good time to replace your financial advisor:

- Poor communication: You can't reach your advisor to discuss your strategy or your advisor is frequently slow to return your calls or emails.
- Lack of transparency: Your financial advisor focuses on "hot takes" and "secret sauce" while avoiding transparency about their actions, practices, fees and process.
- False sense of urgency: Does your advisor tell you that you need to jump on investments quickly, or you may risk losing out on a big opportunity? You should always have the time to make an important decision.
- Claims exclusivity: If your financial advisor tells you they are privy to investment options or strategies that no one else has access to, they simply are not telling the truth.
- Goes rogue: Some financial advisors work alone and do their own thing, but that could mean they serve their interests ahead of yours. Make sure your advisor operates as a fiduciary, and understand how your advisor stays accountable. Know that you should always be involved in decision-making.

### Risks to your Retirement Plan

Rely on your financial advisor to plan for these major drivers of financial uncertainty and insecurity:

- Major life events: A severe health issue for your partner, a child facing foreclosure or other unforeseen events could lead to dipping into retirement accounts. Before taking this step, you'll want to discuss the impact on your retirement plan.



PHOTO | COURTESY OF PxHERE

- Higher-than-expected living expenses: Inflation, debt, budget requirements, ongoing expenses and other unanticipated costs may impact your retirement expectations.
- Rates stay low: As retirement nears, you may move a large portion of investments into less volatile funds. Low interest rates may make it challenging to decide where to invest to ensure adequate returns while protecting your funds.
- Market downturn near retirement: From the dot-com bubble of the late '90s, to 9/11, to the financial housing crisis of 2008, to COVID-19, significant events will happen that can lead to short-term dips in the market and threaten retirement plans. Financial advisors can help you build a plan to take market variance into consideration.
- Social Security changes: The estimates you see on the Social Security Administration website are not guaranteed. Future events, population shifts or changing priorities could impact your benefits.

How best to handle each of these situations will depend on how close you are to retirement and how far you are from your retirement goal. In each scenario, you have options. Working with a financial advisor can help you determine a course of action.

### How to Evaluate Sustainable Investing Options

Sustainable investing, also referred to as socially responsible investing, ethical investing or values-based investing, is an investment sector focusing on companies whose goals positively impact society while refraining from doing harm. They allow you to support social change. Here's how to get started:

Step One is to determine the company values that are most important to you, like environmentalism or social justice issues.

Step Two is to decide whether you want to invest on your own or by using a financial advisor. The DIY route means you'll often need to research each specific investment to ensure it upholds your values before adding it to your portfolio. If you choose to work with a financial advisor, they have tools that can help align your retirement goals with your values.

Step Three is to monitor the progress of your investments, either on your own or with the help of your advisor.

Learn more about the financial and retirement planning resources from OnPoint, or request a complimentary consultation.

### Disclosures

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# What to Do with Your Tax Refund

by ED WETTIG, CFP — Wettig Capital Management

Saving money is a bit like eating healthy, you know you should eat your veggies but it's hard to resist indulging in something a bit more fun. Like making healthy choices, a tax refund can present the opportunity to splurge but, more importantly, it's a chance to put yourself in a better financial position in the future.



If you're getting a refund back from the IRS, here are a few ways to use it for your long-term benefit.

**Boost or replenish your emergency fund.** Having an emergency fund to cover basic living expenses keeps financial plans and retirement funds secure. If you don't have at least three months of full living expenses set aside, consider using your tax refund to get you closer to that goal.

**Pay down high-interest debt.** If you have credit card debt, consider using your tax refund to pay down your balance to accelerate your debt repayment. Then, consider using any leftover money to invest in an interest-earning account (rather than one that charges you interest)!

**Fund your retirement.** Use your refund to boost your retirement account! The more time your money has to grow, the longer you can take advantage of the power of compound interest.

**Invest in your career.** If there's a course you've wanted to take to get your career to the next level, consider putting your tax refund toward tuition. Or, maybe you have a hobby you've always wanted to turn into a side business. Consider using the money to build up the inventory you need to get started.

**Prepay your mortgage.** Making extra mortgage payments now will lower your future financial obligation to the bank. Paying more earlier decreases the amount of interest you pay over the life of the loan.

**Update your home.** Putting money toward home improvements is a smart investment. By investing in new windows and appliances you'll not only save money on utility bills, but you'll also make your home more valuable when it's time to sell.

**Buy life insurance.** If purchasing life insurance has always been on the back



PHOTO | BY NATTANAN KANCHANAPRAT FROM PIXABAY

burner, a tax refund might be just what you need to enroll. A term life insurance policy is a cost-effective option to potentially protect your loved ones should something unexpected happen.

**Support a charity.** If you feel the need to give back, consider donating a portion or all of your tax refund to a charity, and lower your taxable income in the process.

How you spend your money will ultimately depend upon your specific financial situation. We want you to get the biggest bang for your tax refund buck. If you have any questions regarding what to do with your tax refund, we're here to help!

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

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Click to find the dates on the CBN Website: March 11, 2021

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Cascade Business News' Who's Who

As appeared in the March 3 CBN, see what your colleagues, friends and competitors are up to! [Click Here](#)

Business Valuations Pre- & Post-COVID

Several people have asked how business valuations differ before and after COVID. I recently collaborated with Kelly McCann, Esq. of Burridge Law Group in the Oregon Society of CPAs on the topic to more than 50 attendees. It is an important question! (by Laura Lemco, Certified Valuation Analyst - Capstone Valuations)

February 2021 Notable Commercial Transactions - First Half

Transactions closed during the first half of the

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



Taylor Thompson

**Columbia Bank** announced that **Taylor Thompson** has been promoted to vice president and commercial team lead for the Bend Commercial Banking Team, serving Bend, La Pine and surrounding areas.

Thompson has been with Columbia since 2015, serving as a key commercial banker. Thompson brings 14 years of experience to his new position. He has expertise in working capital lending, commercial real estate and Small Business Administration lending.

Thompson graduated from Eastern Oregon University, earning a bachelor's degree in business administration with an emphasis in marketing. He currently is a member of Risk Management Association's board and has served in multiple organizations such as Redmond Rotary and SMART Leadership Council.

**Healthy Beginnings** welcomes **Leslie Karaka** as their newest board member! Karaka's professional career is heavily involved with strategic initiatives, policy creation and communications. She also brings to the table leadership and sales experience. Some of her past nonprofit work has been around being a founding board member for the Puget Sound Blood Center's Young Professional Ambassadors.

As a parent of young children herself, Karaka feels strongly about the mission at Healthy Beginnings. Leslie has hit the ground running and is participating in the I BELIEVE IN HEALTHY BEGINNINGS online fundraiser, all within her first few weeks of being a board member.



Leslie Karaka



Natalie Berning

**Natalie Berning**, CFP, financial advisor for OnPoint Wealth Management & Investment Services, has been appointed to the **Raymond James** Sustainable Investing Advisory Council ("the council"). Raymond James' approach to sustainable investing is collaborative in nature across all business segments and heavily influenced by feedback from advisors, including the council, which is comprised of a select group of 16 financial advisors across the firm's affiliation models. Established in 2018, the council's mission is to enhance the firm's sustainable investing capabilities and resources made available to the firm's approximately 8,200 advisors and their clients.

On our 25th Anniversary year, **STEELE Associates Architects** of Bend announced the following team member promotions. Each team member exhibits the great personality, creativity, character and passion required to be a leader at STEELE.

**Adam Stephen** is promoted to principal. Stephen is a native of Leaburg, Oregon and graduated from the University of Oregon with a bachelor of architecture. He has been collaborating with STEELE's developer clients on a large array of projects including tech, mixed-use, commercial and manufacturing throughout Oregon and the Pacific Northwest for many years. Stephen builds strong relationships and is adept at managing multiple projects for individual clients. He is a licensed architect in Oregon.

**Darek Olson** is promoted to principal. Olson is a native of Coos Bay, Oregon and graduated from the University of Advancing Technology in Tempe, Arizona. He has been a leading force on many of STEELE's education and public projects throughout Oregon. Olson excels at managing large complex public projects and making the process as efficient and enjoyable as possible for his clients. He is currently working on public and financial projects throughout Oregon.

**Chanda Villano** is promoted to senior associate. Villano is a native of Central Oregon and graduated from Idaho State University with a bachelor of arts with a major in communications. She has been the business director at STEELE for over 20-years. Villano does an outstanding job collaborating with the entire team and helping manage the administration and marketing activities for the firm.

**Chris Thome** is promoted to senior associate. Thome was born in Iowa and graduated from North Dakota State University with a bachelor of architecture and a bachelor of science in environmental design. He works with clients on a broad range of projects including public, healthcare, commercial and senior. He is a highly skilled architect who manages a team working on senior, medical,



Adam Stephen Darek Olson Chanda Villano Chris Thome Tristan Shepherd Andy Harmon

public and commercial projects in three states. He is a registered architect in Oregon, Washington and Montana.

**Tristan Shepherd** is promoted to senior associate. Shepherd was born in England and raised in Minnesota. He earned a master of architecture from the University of Utah, and a bachelor in architecture from the University of Minnesota. Shepherd is a talented designer whose expertise in Revit and rendering help clients understand their projects. He works on a wide variety of projects including healthcare, commercial, senior and education. Shepherd is a licensed architect in Oregon and Utah.

**Andy Harmon** is promoted to senior associate. Harmon was raised in Michigan and earned his master of architecture at the University of Oregon and his bachelor of architecture at the University of Michigan. He completed graduate coursework on Cold Climate Design and Arctic Engineering at the University of Alaska and is the firm's in-house building envelope specialist. Harmon is taking great care of current clients on assisted living, memory care and independent senior facilities in Oregon Washington and California.

In addition to the aforementioned promotions, **Lucas Crespin** has joined the STEELE team. He has over 14 years of architecture experience in a broad range of projects including schools, courthouses, justice, commercial and custom residential throughout the Western and Midwestern states and Hawaii. Crespin is an analytical thinker with outside-the-box ideas who is highly proficient in CADD and BIM design and an expert in computer modeling and rendering. He is currently working with team members on a brewery, a medical building and large memory care and assisted living facilities in Oregon and Washington. He earned his bachelor of arts in architecture/ environmental design at the University of Colorado and studied mechanical engineering/architecture at Lehigh University. He was also a Division 1 cross country and track athlete.



Lucas Crespin



Ryan Walker

**State Farm** Agent **Ryan Walker** has received the company's prestigious Chairman's Circle award for his Bend office. This honor is awarded to only three percent of over 19,000 State Farm agents across the nation.

In addition to recognizing an agent's outstanding sales ability, this top award honors agents who align their business with the long-term direction of the company and who act as advocates for their customers. Only a select few agents within State Farm receive this honor annually as there are strict qualifying criteria that must be met.

Walker, a Bend resident, became a State Farm agent five years ago. Walker has received other awards and this is his first year qualifying for the Chairman's Circle award.

Walker was a State Farm customer for most of his adult life before becoming an agent. He was impressed with the company's engagement in local communities and he now continues that practice as an agent.

Three early-career faculty in the **Oregon State University College of Engineering** have received prestigious National Science Foundation grants, one for studying the use of mass timber for building construction, another for researching the safe production of hydrogen gas from seawater and the third for improving the species distribution models used by ecologists and natural resource managers.

**Erica Fischer**, **Kelsey Stoerzinger** and **Rebecca Hutchinson** are the recipients of the Faculty Early Career Development, or CAREER, awards from the NSF.

Fischer, assistant professor of civil and construction engineering, was selected for her proposal to create new technologies for the mass timber modular construction of buildings. The building construction industry is primed for a major change to improve efficiency, she said, noting that construction has been done the same way for more than 100 years.

Fischer will use her \$560,000 award to develop innovative technologies for changing how buildings are designed, manufactured and assembled — specifically, technologies that enable the use of mass timber for modular construction buildings with a range of lateral force resisting systems, in regions with high earthquake risk or high wind loads.

Stoerzinger, assistant professor of chemical engineering, was chosen for her proposal to study how to "split" seawater into hydrogen and oxygen gas while avoiding undesirable, chloride-containing byproducts. Hydrogen has many scientific, industrial and energy-related roles, including in fuel cells for cars.

Stoerzinger will use her \$550,000 award to design and test materials and reaction conditions that split water only, without creating these byproducts.

Hutchinson will use her \$564,000 award to tackle challenges for the machine learning methods typically used to build species distribution models, or SDMs.

Hutchinson, an assistant professor with appointments in both engineering (computer science) and the College of Agricultural Sciences (fisheries, wildlife, conservation sciences), will research methods for lowering the potential for bias to creep into model quality estimates and for accounting for the inevitable underreporting of species during biodiversity surveys.



Erica Fischer Kelsey Stoerzinger Rebecca Hutchinson

Who's Who  
Continued from previous page

The CAREER program supports early-career faculty “who have the potential to serve as academic role models in research and education and to lead advances in the mission of their department or organization,” according to the NSF website.

**Oregon Adaptive Sports (OAS)** recently announced **Leah Persichilli** as their new program director.

Those familiar with the OAS community will recognize Persichilli, who has been working with OAS as both a summer and winter instructor since 2016 as well as assisting with many training, coordination and outreach efforts on behalf of OAS over this time. Prior to OAS, Persichilli has been involved with organizations that support individuals with disabilities as well as the outdoor recreation industry for over 30 years including education and training through the National Outdoor Leadership School (NOLS) and Northern Arizona University, as well as professional experience with numerous outdoor recreation entities based out of Flagstaff, Arizona and Lake Tahoe, California.

Persichilli and her entire family have been core OAS community members for many years and OAS is over the top excited to bring her leadership and vision to the organization through this expanded role.

**Jefferson County Education Service District (JCESD)** and the **High Desert Education Service District (HDES)** announced that **Shay Mikalson** will serve as JCESD’s superintendent while also continuing in his current role as chief student success officer with High Desert Education Service District. Mikalson brings 20 years of educational leadership experience to JCESD and served as superintendent for Bend La Pine Schools for five years prior to joining HDES in July, 2020.

For nearly 50 years, the part-time JCESD superintendent position has been the shared responsibility of the Jefferson County School District 509-J superintendent. This year, the school board decided to split the position when JCSD 509-J announced that Superintendent Ken Parshall will be retiring in June and Jay Mathisen, currently the director of educational leadership at George Fox University, will take his place.

According to HDES superintendent Paul Andrews, Mikalson will spend between five to ten hours per week leading JCESD as he continues supporting all Central Oregon school districts with their implementation and evaluation of

Oregon’s Student Success Act. Mikalson also leads school improvement efforts for approximately 35,000 students throughout the High Desert Education Service District’s four component school districts: Crook County School District, Bend-La Pine Schools, Redmond School District and Sisters School District.

In this added role, Mikalson will be responsible for all JCESD operations, including policy development and financial oversight.

**BendTel, Inc.** announces the promotion of **Doug Cox** to the position of general manager. With over 14 years of sales experience in the local telecommunications industry, Cox has served most recently in the role of sales manager for BendTel. Cox’s proven track record for helping small start-up companies get off the ground and larger corporations achieve their goals and find cohesiveness has made him a successful leader and valuable asset to BendTel.

Cox is a sixth-generation Oregonian with deep roots and a third-generation salesman with strong connections. His father was a sales manager for Crown Pacific in Redmond, who later went on to start his own business in wood products, and his grandfather was a sales manager for Brooks-Scanlon in the late 1960’s and early 1970’s. Cox himself graduated from Bend High and earned a scholarship to play collegiate football at Concordia University St. Paul, where he went on to receive a degree in business management and marketing. Cox is thrilled that he and his wife can raise their four children here in Central Oregon, making them seventh-generation Oregonians.

**Family Access Network Foundation (FAN)** announces that **Travis Browning** of Redmond has accepted a position on the Foundation Board.

Browning is the SVP market president with First Interstate Bank for Central Oregon and Gorge Market, which includes the cities of Redmond, Sisters, Prineville, Madras, The Dalles, Hood River and Bingen. Browning earned a bachelor’s degree in business from Western Oregon State College and has been serving the Central Oregon region since 1999. He has 29 years of combined banking experience as a loan officer, branch manager and district manager. In addition to his professional responsibilities, Browning served on the board for Redmond Economic Development for over ten years and currently is on the Redmond School District budget committee. Since 2017, he has been on the FAN Redmond Development Committee. In his spare time, he enjoys fishing, hunting and spending time at sporting events with his family.



Travis Browning

# Businesses Serving Community



PHOTO | COURTESY OF VERN PATRICK ELEMENTARY SCHOOL

**ONPOINT COMMUNITY CREDIT UNION**

Vern Patrick Elementary School’s StoryWalk project was awarded a 2021 OnPoint Prize for Excellence in Education \$2,000 Community Builder Award.

**COLUMBIA BANK**

Columbia Bank announced that, through its annual Warm Homes grant campaign, it is providing three one-time grants for \$25,000 each to organizations in Idaho, Oregon and Washington that are working toward affordable housing solutions.

To date, Columbia has provided more than \$300,000 through the Warm Homes campaign. This year, Jesse Tree in Boise, Community Supported Shelters in Eugene and The Coffee Oasis in the Puget Sound region — all advocates for preventing eviction and homelessness — will receive the grants.

“These organizations all play vital roles addressing homelessness in our region by developing innovative paths toward safe and sustainable housing for those most in need,” said David Moore Devine, Columbia’s executive vice president and chief marketing and experience officer. “We are honored to partner with them as we collectively work to tackle one of our region’s most pressing challenges.”

Columbia’s Warm Homes provides funding for transitional or permanent affordable housing solutions. These entrepreneurial solutions work in partnership with additional programs and services targeted at lifting low income or underserved families and individuals out of the cycle of homelessness.

“The investment Columbia Bank has made in The Coffee Oasis youth shelter means that youth will sleep warm and safe tonight, rather than cold and alone, and tomorrow they will wake-up to a new day full of potential, with people who care for them and a community that supports them,” said Daniel Frederick, executive director of The Coffee Oasis. “We truly believe that together we are creating opportunities for a promising future for youth facing homelessness.”

“As the housing crisis continues to grow in the Treasure Valley, any unanticipated expense or shortfall can lead many families to a place where they can’t pay their rent,” said Ali Rabe, executive director of Jesse Tree. “With this funding from Columbia Bank, Jesse Tree will be able to help more of our neighbors keep their homes.”

# Five Central Oregon High School Seniors Recipients of \$52,500 in College Scholarships from SELCO

SELCO Community Credit Union celebrated the 31st year of its annual scholarship program by awarding \$52,500 in college scholarships to 20 graduating high school seniors throughout Oregon, including five students from Central Oregon area schools. Each scholarship recipient will receive \$2,500 to use toward college-related expenses, while the inaugural Richard Metzler Opportunity Scholarship recipient will receive \$5,000.

SELCO started its scholarship program in 1991 as an important component to its mission to help members reach their financial and educational goals. In the past five years alone, SELCO has awarded nearly \$215,000 in scholarships through this program.

"This has been a challenging year for students in Oregon and elsewhere, to say the least. We're grateful to be able to provide these 20 deserving recipients with a head start toward realizing their educational and career goals," said Craig Carpenter, SELCO's senior vice president of Lending and Business Solutions.

SELCO's Scholarship Committee chose the recipients from a pool of applicants representing all 27 Oregon counties that SELCO serves. To qualify, recipients

had to be graduating from a four-year accredited high school in Oregon, have a cumulative GPA of at least 3.5, and plan to attend an accredited two- or four-year college or university.

As part of the application, scholarship hopefuls were asked to submit an essay that answers the question: "If you could uninvent one invention, what would it be and why?"

The Central Oregon area's 2021 SELCO Scholarship recipients are:

- Brad Alexander — Ridgeview High School, Redmond
- Morgan Berg — Mountain View High School, Bend
- Scout Gesuale — Bend Senior High School, Bend
- Holden Greenfield — Mountain View High School, Bend
- William Nyman — Summit High School, Bend

For a complete list of the 2021 SELCO Scholarship recipients, including photos, visit [selco.org/scholarship-recipients-2021](https://selco.org/scholarship-recipients-2021).

[selco.org](https://selco.org)

# High Desert Food & Farm Alliance's 2021 Local Food Superstars Announced



CENTRAL OREGON LOCATORE



EL SANCHO



THE PEOPLE'S PIES



ROOT CELLAR STAPLES | PHOTOS COURTESY OF HDFFA

The High Desert Food & Farm Alliance (HDFFA) is proud to recognize food businesses going above and beyond through local food sourcing and contributions to our Central Oregon community. HDFFA considers local food to be food grown, raised and crafted in the Central Oregon's tri-county region of Crook, Deschutes and Jefferson County. HDFFA Farm and Ranch Partners voted for food businesses that purchase products regularly from them and the result is this award. Please join us in congratulating their top picks and our 2021 Local Food Champions — the winners are:

- Grocer:** Central Oregon Locavore
- Restaurant:** El Sancho
- Food Truck:** The People's Pies
- Specialty Food Items:** Root Cellar Staples

Our goal is to encourage local consumers to thoughtfully consider the sources of their food, as well as the steps it takes to get it to the market and onto their plates. Try purchasing local products from these outstanding local food businesses. Use our Annual Food & Farm Directory as your guide to connect directly with our network of high desert agricultural producers and food businesses and get a taste of Central Oregon. Our 2021 Directory can be found online at [getataste.org](https://getataste.org), through our new mobile Get A Taste App, or in print at partner businesses, regional farmers markets, libraries and numerous public spaces throughout Central Oregon.

The High Desert Food & Farm Alliance is a 501(c)3 nonprofit serving Crook, Deschutes and Jefferson counties as well as the Confederated Tribes of Warm Springs. HDFFA's mission is to support a healthy and thriving food & farm network through education, collaboration and inclusivity.

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

## RPA Junior Earns International Playwriting Honors

**R**edmond Proficiency Academy (RPA) junior Aubrey Luse was recently awarded a Superior rating for her play, *The Plant Crusade*, from the Educational Theatre Association, an international organization dedicated to providing high school students access to theatre education.

*The Plant Crusade* is about an awkward, poetry-loving student named Ophelia, who has recently realized that she's gay. What follows is a story about what it's like to be LGBTQ+ in a less-than-accepting time period, dealing with high school and the long road to being accepted (as well as accepting herself).

"I absolutely cannot believe this show made it this far," Luse said. "I'm so grateful to everyone who helped make it happen, and if this script helps even one person realize it's okay to be who they are, then it will have been more than worth it."

Luse's play is one of just three across the country earning a Superior rating in the Thespy Playwriting category. The top three plays will be workshopped and presented as a staged reading during the Virtual International Thespian Festival on Friday, June 25, 2021.

Each student playwright will meet virtually with an experienced director and professional playwright and receive feedback and advice to help polish their script.

While Luse said she doesn't have plans to pursue professional playwriting, she will continue to use her voice to talk about subjects important to her.

"There's nothing I love more than telling stories, and nothing will stop me from continuing to put them out into the world (regardless of what format they happen to take)," she said.

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



AUBREY LUSE | PHOTO COURTESY OF RPA

## Employees are Hard to Find Right Now

**I**t's no secret there's a labor shortage in Central Oregon, and Redmond is not immune. In an effort to assist Redmond Businesses, the Redmond Chamber of Commerce is introducing a new Job Posting site called Work in Redmond, which is a place for our Chamber Members to post any and all work for which they're seeking candidates.

However, this isn't just a plain, stale site with the same old listings. As an integrated part of your existing Member Profile, candidates will have the opportunity to learn about your business as they browse listings, which gives them the context and confidence that they are making the right decision by applying for your job.

We're still currently in development of this, however, we encourage everyone needing employees to add their job posting as soon as possible. We formally rolled out the introduction to the public on May 14.

The video at [youtu.be/ddaet7H407Y](https://youtu.be/ddaet7H407Y) shows how to add a job listing to your Member Profile.

[visitredmondoregon.com](http://visitredmondoregon.com)  
[WorkinRedmond.com](http://WorkinRedmond.com)

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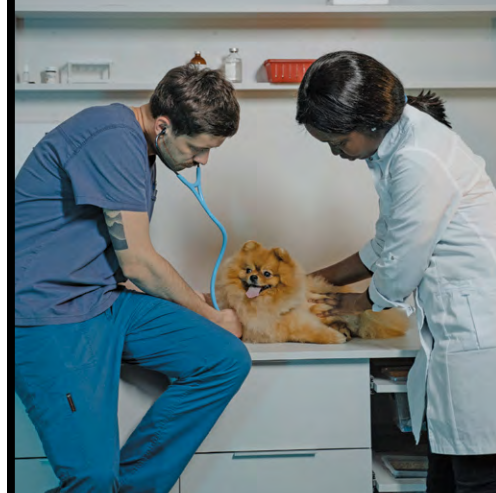
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# MountainStar Family Relief Nursery

## An Anniversary & an Exit

This year, MountainStar Family Relief Nursery celebrates 20 years of providing effective, relationship-based services for vulnerable young children and their families. Staff work to keep young children safe, strengthen families and help parents to be successful in five Central Oregon communities — Bend, Madras, Prineville, La Pine and Redmond. We have documented success at preventing child abuse and neglect at an age when children are most likely to become victims and suffer the detrimental consequences of living in high-stress, chaotic and crisis-oriented homes. Staff’s work is especially important due to elevated family stress related to the pandemic.

Almost 20 years ago, Tim Rusk, executive director, had a job interview with a panel of 25 community members who were looking for someone to take MountainStar from its launch in April 2001 to the next level. Tim’s pitch for the job included that he had a ten-year work history with a nonprofit conservation corps and a masters in Psychology specializing in Organization Development. He did well enough in the interview to be offered a job the same day, and has served as MountainStar’s first executive director ever since.

Under Tim’s leadership, MountainStar jumped into fundraising in 2003 with its Heart & Sole shoe sale held at the Old Mill District featuring 2,000 pairs of donated designer women’s shoes. Tim promoted the sale by attending meetings with a box of samples that could be purchased for \$25/pair. In 2005, MountainStar held its first Children’s Expedition Luncheon and raised over \$250,000 in donations and pledges to support services to families and children. You can find more MountainStar milestones on the 20th Anniversary webpage.

MountainStar’s success is the result of the tireless work of many people. Community leaders Scott Johnson, Gene Whisnant, Tammy Baney and Jan Eggleston provided the initial impetus to bring Relief Nursery services to Central Oregon. Early board members Kitri Ford, Dee Anderson, Laurie Price, Kathy Murch, Gloria Lopez-Davis, Sally Murphy, Cass Kottkamp, Bill Brimacombe, Pam Gilet and Nancy and John James helped to found, build and lead the organization. MountainStar’s first program director, Cherie Skillings,

and her dedicated and talented staff, developed and led our classroom and home visiting programs. Most important to acknowledge, however, are the many families who have been willing to get involved, to trust staff with their children and to open up about what is going on in their lives. Working together, we have improved the lives of thousands of Central Oregon babies, toddlers and families over the past 20 years.

This year is a turning point for MountainStar. Our founding executive director has announced that he will depart his position at the end of August. “Working at MountainStar has been the highlight of my career,” says Rusk. “I have loved working with others throughout Central Oregon to ensure that babies, toddlers and families have our support when they need it most. With an organization that now spans three counties and five communities in a strong place, I am ready to pass the baton to a new executive director to lead MountainStar staff, board, families and our many contributors into the future.”

Tim’s departure announcement comes at a busy time for MountainStar and our child abuse prevention work. April was National Child Abuse Prevention month and coincides with MountainStar’s 20th Anniversary. Keeping kids safe is what MountainStar does, and their Keep Kids Safe Campaign is running through the end of May. Tim comments, “It’s hard to believe April was my last Child Abuse Prevention Month as executive director, and although my announcement feels like a big deal, our prevention work and the continued success of MountainStar is the most important thing!”

Community members are encouraged to visit MountainStar’s website for more information about our organization and services, to make a donation to support our work, and to share their own stories of involvement over the past 20 years. Child abuse prevention and keeping young children safe and healthy is a community-wide effort that takes many hands and hearts.

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



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# Elk Ridge Chiropractic & Wellness Now Offers Laser Therapy Treatments Through K Laser

by ABIGAIL MORSE — Elk Ridge Chiropractic & Wellness Center

Elk Ridge Chiropractic & Wellness Center announces the launch of its newest form of laser therapy treatment, offered by K Laser!

We all know that life has its challenges, especially when if we have high-intensity jobs or have very active personal lives. You may be pouring concrete, climbing mountains or raising the kiddos, but not matter what your day-to-day looks like, there’s no shortage of injuries to bring us down and out of the game.

For all those aches and pains, the muscle soreness and joint problems, from chronic to sudden injuries, from working to playing, getting up and sitting down, from a motor vehicle accident or a workplace debacle to something so simple as lounging about, we have yet another tool to help you roll with all the punches life has to offer!

In this article, we’ll take a look at what laser therapy is, how it benefits you, and why K laser is our number-one-recommended product for delivering the best laser therapy treatment to our patients. Plus, we’ll let you know how you can get started as a patient at Elk Ridge Chiropractic and receive regular laser therapy treatments. Ready to get started?

### What is Laser Therapy & What is a K Laser?

Laser therapy is a form of light therapy that stimulates the body’s cells, which helps to promote the body’s natural healing process. With our all-new K Laser Cube Plus 30 device, which is, as K Laser puts it, “the first, most powerful and compact dynamic therapy laser at 4 wavelengths in the world,” we can address the body’s injuries in a quick, easy and efficient manner for optimal healing and rejuvenation.

The folks at K laser also tell us that the “K-Laser Cube includes an innovative, multi-phase and multi-effect dynamic therapy. It is the ideal tool for treatments against sharp and chronic pain, inflammation and many other wounds through the increase of vascular and metabolic activity. K-Laser Cube is efficient for sportive rehabilitation, treatment of fractures, tissue trauma, as well as for ligaments and tendons in the post-operative period. Moreover, K-Laser Cube makes it possible to perform special and dedicated treatments in the management of diabetic foot.”

In addition, K Laser works to:

- Increase oxygenation of damaged tissues, which accelerates healing.
- Increase the production of collagen and chondrocytes, promoting the formation of cartilage and improving articular functionality. Promotion of collagen also increases the elasticity of the body’s tissues.
- Accelerate the resolution of inflammatory processes.
- Promote growth factors that foster the neuronal regeneration and development of myelin, both of which are essential to nerve-healing.
- Repair muscular fibres and promotes regeneration of muscle tissues.
- Promote bone tissue healing.

Quite the list, isn’t it? Meaning that whatever you’re coming in for, be it a migraine, acne, scar tissue, arthritis and more, K Laser may be just the thing to help you get back on track.

### How Do I Know What Treatment Plan Is Best For Me?

At Elk Ridge Chiropractic, we offer three laser treatment packages, ranging from acute to chronic pain. Our package list is as follows:

- 4 Appointments (+1 FREE) — \$147
- 6 Appointments (+1 FREE) — \$200
- 10 Appointments (+1 FREE) — \$300



PHOTO | BY YURY KIM FROM PEXELS

We recommend setting up a consultation with one of our providers to help you receive the best-possible treatment plan that caters to your body’s particular needs.

### How Do I Set Up An Appointment?

Elk Ridge is currently accepting new patients! If you believe that laser therapy might be a good treatment option for you, or if you’d like to get set up with a consultation with one of our providers, please give us a call at 541-388-3588, or email us at [elkridgechiropractic@gmail.com](mailto:elkridgechiropractic@gmail.com).

*Disclosure: All information in this article pertaining to K Laser products were taken from K Laser’s website as well as subsequent brochure materials promoting K Laser’s Cube Plus 30 device. For more information, visit online at [klaser.eu](http://klaser.eu).*

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

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# Paulson's Floor Coverings

Continued from page 3

The former luxury dog daycare center will be transformed into a showroom and consultation center to display new product lines. Compass Commercial Construction Services was contracted to oversee the build-out for Paulson's. One primary ticket item is the installation of new roll-up doors for the facility.

"The highly specialized industrial/retail building is much nicer than a traditional industrial building with significantly more interior build-out. There were some basic industrial building features, including the lack of roll-up delivery doors, that are in the process of being altered to accommodate the new use," Kemp stated.

The central location around Wilson Avenue and 9th Street has drawn a variety of industrial companies to the area. Paulson's Floor Coverings is one of the newest editions to the industrial epicenter.

"This building will help Paulson's expand their Central Oregon footprint to serve their existing customer base better," Kemp said. "It will also give them the ability to attract new customers. Being located next to Mutual Materials will create some potential synergies too."

Paulson commented, "We hope to be open the summer of 2021. We look forward to seeing you very soon!"

compasscommercial.com

# The Broadside

Continued from page 3

for his staff and for future student journalists and photographers. "Our team worked really hard to keep this going and I am very glad that the college has decided to keep *The Broadside*," he said.

"*The Broadside* far surpassed our defined metrics for success — and that's great news for our current and future students, as well as for journalism in general," said Alicia Moore, COCC's vice president of student affairs. "We're excited for this learning opportunity to continue at COCC, and for journalism to score a small victory at a time when so many news outlets are disappearing."

According to a report last year by the Poynter Institute for Media Studies, a quarter of all U.S. newspapers have folded in the past 15 years, brought on by a shifting media landscape, mergers, the Great Recession and now the economic impact of the pandemic.

Maintaining a staff of seven to ten students per term, *The Broadside* employs an editor, reporters, photographers, freelance journalists and has included a social media reporter and a podcast host.

cocc.edu

# Seven Ways

Continued from page 10

where your specific interests lie within the world of tech — do you enjoy software development, programming or data diving? As a beginner, this is the best time to find your niche.

## 6. Target Start-ups

Start-up businesses may offer more

flexibility on experience and roles than a more established company if you can assist them with well-rounded skills to help them grow. Start-up businesses often require employees to wear many hats, so by showing potential employees that your skills are well-rounded, you are more likely to succeed. Much like start-ups, open source projects are a great place to learn as you can be coached to write code that is reliable, maintainable and meets requirements.

## 7. Immerse Yourself

Going beyond expectations will highlight work ethic and passion to employers, trainers and teachers. Show that you are immersing yourself and exploring the industry by attending networking events, workshops and conferences, in addition to outside learning. Take the initiative to impress outside of the nine to five. Immersing yourself in open-source work gets you noticed and you have a built in CV.

JoakimBechsays,"Interactwithpeople—it might seem like an impossible task to get into certain open-source communities, but the fact is that we again and again see new people — previously unknown to us — showing up, listening, engaging in discussions and suggesting things. Suddenly they're a respected and appreciated community collaborator."

[1] [techrepublic.com/article/tech-jobs-are-booming-remote-working-is-now-a-top-demand-for-job-hunters](https://techrepublic.com/article/tech-jobs-are-booming-remote-working-is-now-a-top-demand-for-job-hunters)

## RECENT TRANSACTIONS

Continued from Page 3

**Compass Commercial Real Estate Services** brokers, **Jay Lyons, SIOR, CCIM, Russell Huntamer, CCIM** and **Grant Schultz** represented the seller, **David & Gina Blok**, in the sale of 1012 SE Cleveland Square Loop in Bend. The 8,103 SF retail building on 0.42 acre sold for \$1,297,000.

**Jenn Limoges, CCIM** of **NAI Cascade Commercial Real Estate** represented the buyer in the purchase of a 0.52 AC commercial lot located at 2744 NW 7th in Redmond. This property closed for \$9.00/SF.

Brokers **Terry O'Neil, CCIM** and **Dan Kemp, CCIM** with **Compass Commercial Real Estate Services** represented the buyer, **Matthew Worthington**, in the acquisition of 224 SE Vine Lane in Bend. The 3,150 SF retail building on 0.11 acre was purchased for \$1,150,000.

**Ken Streater** and **Karen Koppel** represented the seller and **Jeff Reed** represented the buyer, all of **NAI Cascade Commercial Real Estate**, of a 0.45 AC commercial lot located at 2552 NW 7th St. This property closed at \$8.67/SF and will be the flagship store and production facility for Big O' Bagels.

**Compass Commercial Real Estate Services** broker **Howard Friedman, CCIM** represented the seller, **Air Group, LLC**, in the sale of 2950 SW 6th Street in Redmond. The 0.92-acre industrial parcel sold for \$325,000.

**Walt Ramage** and **Jenn Limoges, CCIM** of **NAI Cascade Commercial Real Estate** represented the seller in the disposition of a 0.50 AC lot located at 19855 8th St in Tumalo. This property closed at \$505,000.

Brokers **Terry O'Neil, CCIM** and **Bruce Churchill** with **Compass Commercial Real Estate Services** represented the buyer, **Making Cosmetics Oregon, LLC**, in the sale of a 0.86-acre parcel located at 411 SW Umatilla Avenue in Redmond. Broker **Terry O'Neil, CCIM** also represented the seller, **Klover Group Holdings, LLC**. The industrial parcel sold for \$262,231.

**Compass Commercial Real Estate Services** Brokers **Ron Ross, CCIM** and **Terry O'Neil, CCIM** represented the tenant, **Next Mile Meals, LLC**, in the lease of a 3,344 SF industrial suite located at 2463 NE 4th Street in Bend.

Brokers **Jay Lyons, SIOR, CCIM, Russell Huntamer, CCIM** and **Grant Schultz** with **Compass Commercial Real Estate Services** represented the landlord, **MT. Nolan, LLC**, in the lease of a 1,040 SF retail suite located at 875 SW Rimrock Way in Redmond

## Watch for Upcoming Editions of CASCADE BUSINESS NEWS 2021 EDITORIAL CALENDAR

ISSUE DATE	SPECIAL SECTIONS	INDUSTRY LISTS
June 2 Deadline May 26	Business of Pets	Grooming, Boarding, Pet Services, Vets
June 16 Deadline Jun 9	PRINEVILLE Profile	Employment Resources, Largest Employers, Office Supplies



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Central Oregon Business Calendar

Email Your Upcoming Business Events to CBN@CascadeBusNews.com

Event Details at CascadeBusNews.com/Business-Events

BUSINESS EVENTS



WORKSHOPS & TRAINING



**May 20**  
Noon-1:30pm City Club Virtual Annual Regional Manager Forum.

**May 20**  
4pm Environmental Center Virtual Happy Hour with Green Empowerment.

**May 21**  
8:30am Redmond Chamber Virtual Coffee Clatter.

**May 26**  
5-6pm COCC Virtual Nursing Program Discovery Session.

**May 28**  
8:30am Redmond Chamber Virtual Coffee Clatter.

**June 16**  
Noon Nine Peaks Solutions LLC Educational Webinar, Your 1st Digital Transformation Project: From Zero to Hero.

**Wednesdays & Fridays, May 19-21**  
9-11:30am COCC Small Business Development Center Virtual Workshops, Dare to Lead.

**May 19**  
5:30-7:30pm COCC Small Business Development Center Virtual Workshops, Buying Happiness, Personal Sales Strategy for Artists & Galleries (or Anyone Interested in Sales).

**Wednesdays, May 19 & 26, June 2**  
6-8pm COCC Small Business Development Center Virtual Workshops, QuickBooks Online, Do Your Bookkeeping in the Cloud!

**Thursdays, May 20 & June 3**  
6-8pm COCC Small Business Development Center Virtual Workshops, Finance & Accounting for Decision Making, A Business Core Discipline Course.

**Tuesdays, May 25, June 8 & 22**  
3-5pm COCC Small Business Development Center Virtual Workshops, What's Your Plan? A Business Core Discipline Class.

**Wednesdays, May 26 & June 9**  
11am-1pm COCC Small Business Development Center Virtual Workshops, Launch! A Series of Classes + Advising Sessions.

Building Permits

COMMERCIAL PERMITS WEEK ENDING 4-30-2021

<b>City of Redmond</b>	
\$6,900,000.00	- Commercial (Tenant Improvement) at 1500 NE Hemlock Ave. Redmond 97756 OR Owner: MRE ROR, LLC Three Lakes Dr. Northfield, IL 60093 Builder: Lisa Reynolds Permit # 711-21-000024
\$1,041,920.00	- Commercial (New Multi Family) 9,409 sf. at 1238 SW Obsidian Ave. Redmond 97756 OR Owner: Redmond Pacific Associates, LLC 430 E State St. #140 Eagle, ID 83616 Builder: R & H Residential Construction 503-228-7177 Permit # 711-19-002344
\$30,000.00	- Commercial (Tenant Improvement) at 2775 SW 17th Pl. Redmond 97756 OR Owner: Almina Larson Trust 63120 Powell Butte Hwy #10 Bend, OR 97701 Builder: Michael Woods Construction, LLC Permit # 711-21-000744
\$29,000.00	- Commercial (Tenant Improvement) at 914 NW 7th St. Redmond 97756 OR Owner: LS Propdrop, LLC PO Box 5350 Bend, OR 97708 Builder: Sunwest One, Inc. 541-548-7341 Permit # 711-21-000557

COMMERCIAL PERMITS WEEK ENDING 5-7-2021

\$900,000.00	- Commercial (Tenant Improvement) 20,492 sf. at 1629 SW Odem Medo Rd. Redmond 97756 OR Owner: Albany-Pacific, LLC PO Box 990 Minneapolis, MN 55440 Builder: Dickerhoof Construction, LLC 541-231-5977 Permit # 711-21-000729
\$280,000.00	- Commercial (Tenant Improvement) at 1555 S Hwy 97 Redmond 97756 OR Owner: MW Cousins, LLC 108 NW Sisemore St. #Ste. 120 Bend, OR 97703 Builder: Warwick Construction, Inc. 832-448-7000 Permit # 711-21-000477
\$10,000.00	- Commercial (Tenant Improvement) 720 sf. at 2000 SW Badger Ave. Redmond 97756 OR Owner: Arrowood Redmond Partners, LLC 250 NW Franklin Ave. #203 Bend, OR 97703 Permit # 711-21-000639

City of Bend

Due to system changes at the City of Bend we are temporarily unable to provide Bend permits at this time.

**The Grove**  
*Continued from page 3*

Also on May 28, in anticipation of their permanent opening at The Grove this fall, Italian-inspired eatery Sunny's Carrello will set up their food truck adjacent to the plaza.

The second wave of tenants, scheduled to open within the Market Hall and retail plaza in July, includes Left Coast Burger Company, ThAiPAS and GreenLeaf Juice. Sebastian's Seafood & Specialty Market and Sunny's Carrello are also scheduled to officially open this fall further expanding the diverse lineup of tenants.

"We're thrilled to officially welcome our new tenants and the broader community to The Grove," said Chris Jones, development manager, project^.

"We've had tremendous commercial interest in The Grove, in large part due to our sound ecological practices, our ability to accommodate evolving social and business requirements, as well as the building's design-conscious aesthetic which seamlessly connects The Grove to the Central Oregon environment."

The 14,000-square-foot Market Hall

and retail plaza at The Grove feature an interplay of indoor and outdoor community and dining spaces that attune to the natural terrain of Central Oregon.

Integrated floor to ceiling windows allow for a light-filled ambience and constant airflow and social distancing is accommodated via walk-up windows at select food kiosks and dedicated parking spots for to-go orders.

"The past year has reminded us of the need to bring joy to what surrounds us," said Elly Sisney, owner of Elly's Ice Cream. "As local residents of NorthWest Crossing, we are delighted to bring a vibrant, fun and delicious offering to the local community and we believe The Grove is the perfect destination for Elly's Ice Cream where people can return time and again with family and friends."

Features in the outdoor dining plaza include built-in counters, a bar area with covered patio and an outdoor fireplace and fire pit for the cool high desert evenings.

"We're delighted to bring the upscale yet 'Bend casual' Waypoint taproom to The Grove this Spring," said Packy Deenihan, president of Bend Brewing Company. "The Grove's ambience provides the ideal mountain-modern

interior for us and the large sliding doors and gas fire pits on the surrounding patio lends our new space the perfect indoor-outdoor vibe."

The Grove is also offering Assembly, which provides executive office space for lease in its commercial building with 15 suites ranging from 95-200 square feet. The office units provide hard-walled, dedicated offices with shared conference rooms to comfortably facilitate remote workers and small teams. Also featured within the commercial building is anchor restaurant tenant, Rancher Butcher Chef, presenting a modern take on the classic butcher shop and steak house.

Phase two of the 32,000-square-foot development at The Grove will feature The Quarters, a residential building designed to create a natural connection with the adjoining commercial space and central ground floor plaza. The building will feature 32 condominiums in an array of one- and two-bedroom units ranging from 550 to 970 square feet. Groundbreaking is scheduled for August 2021 and the building is projected for completion by summer 2022.

With a core focus on energy efficiency and significantly reducing environmental impact, project^ incorporated a 50kW

solar panel array as well as two onsite electric charging stations at The Grove. In addition, project^ has partnered with Energy Trust of Oregon to align with its Path to Net Zero program. The program objective is to design buildings that have the potential to create as much energy as they consume over the course of each year. Tenants at the market building can also participate in a pioneering beta test program for composting restaurant food waste.

The Grove is a collaboration between project^, Portland-based architecture firm, Hacker, SunWest Builders in Redmond and West Bend Property Company, the developers of NorthWest Crossing.

This is the third development project^ has undertaken in Central Oregon having completed Range, a Bend development of garden-style apartments which was completed in early 2018. Hacker and project^ also collaborated on Basecamp, a collective of 25 townhomes located in Bend's Old Mill District.

Leasing opportunities for The Grove and related inquiries should be directed to Chris Jones, development manager, project^: grove@projectpdx.com. [projectpdx.com](http://projectpdx.com)

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