Enhancing & Promoting the Economic Vitality of Central Oregon Since 1994

Travel Agents Share Insights on Post-Pandemic Tourism



CURRENT POPULAR TRAVEL DESTINATION | PHOTO COURTESY OF SANDY EWING

by RONNI WILDE — CBN Reporter

s the world begins to reopen after our long pandemic shutdown, people are excited to get out and travel again. But as the pros agree, traveling is not as straightforward as it used to be. Staying on top of changing regulations and each destination's unique requirements is no simple task for travelers or travel agents.

"Business is crazy right now, not only with new clients, but because we are also re-booking all those trips we canceled over the last year and a half. That's what makes it crazy, because those people want to use what they couldn't use at the end of 2019 and in 2020," says Sandy Ewing of Bendbased Travel and Unravel, part of Travel Leaders Group. "Bookings in 2019 for 2020 was off the charts; people were traveling like crazy, so to have to cancel and refund or rebook all of those was nuts... I never want to go through that again! Business is getting to that point again where we have lots of people wanting to travel, but because we can't travel the world yet, they are limited. People are ready to go, but I'm booking a lot more for 2022, because they are still waiting to see what will transpire."

Bernie Reumann, manager of Getaways Travel in Bend and Pasadena, California, says business is slow, but seems to be on an upward swing. "Last year didn't exist, and compared to prior years, we have a long way to go to catch up," he says. "Cruises have been 60 percent of our business; we have a pretty loyal following there. People are signing up for 2022 and 2023 cruises, if they can get in. Lots of them are booked up already."

"People are anxious to travel again,"

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Sunriver's Foundation Keeps Community Moving Forward

by Kristine Thomas — CBN Feature Writer

auren Copelan understands why people choose to visit Sunriver yearafter-year. And why after visiting, some decide to make Sunriver their home. "This community is the right amount of fun, active, relaxed and has a tight-knit community feel," Copelan said.

Along with her fraternal twin Lisa and her husband, Chris, Copelan is the owner of The Fold Craft Pizza and Kitchen in The Village at Sunriver. The owner of restaurants in California has witnessed how food has the magic of bringing people together, something she gets to see daily when people visit her Sunriver restaurant.

The tight-knit community feel is what has helped businesses like hers endure the last year by working together to promote one another. She has volunteered at the Sunriver Music Festival's Swings Fore Strings Golf Tournament and partnered with Hot Lava Bakery.

"Hot Lava freshly bakes the desserts we highlight on our menu," Copelan said. "It gives the bakery customers a place to go after Hot Lava has closed to enjoy a sweet treat."



Copelan has learned while Sunriver is a seasonal place with lots of visitors, there is a large population of locals. "We hope to be a staple in the community for years to come and rely on our local business just as much as the

Sunriver • La Pine Spotlight — Pages 10-15

PAGE 12

Recreation & Tour Companies Riding the Post-Pandemic Wave

by RONNI WILDE — CBN Reporter



s we bounce back from the pandemic, tourism and recreation are rebounding with a vengeance. Recreation company pros say they have had exceptionally busy spring seasons and that so far, summer is equally as active with tours and bookings. People want to get out and enjoy life again, and they want to do it now! "So far this summer, we've been slammed! Usually

we start to pick up steam around Memorial Day, but

this year we have had guided rides and skills clinics bookings regularly since spring break," says Kirin Stryker, co-owner of Cog Wild bicycle touring company along with her husband, Lev Stryker, "Right now we're above normal levels of tourism. We had to black out availability on Memorial Day and Fourth of July since we don't have enough staff to cover demand." Last spring, Cog Wild took on Cascadia Junior Cycling as its primary market

Recreation Spotlight — Pages 16-23

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Senior Chemist, Analytical — Bend, Oregon

Bend Research, Inc. (a Lonza company) seeks candidates for the position of Senior Chemist, Analytical to conduct advanced analysis of raw materials, in-process items and finished product in a cGMP lab in order to support dosage form development, clinical and commercial manufacturing.

Interested candidates should respond by mail to: Bend Research, Inc. (a Lonza company), 1201 NW Wall St., Bend, OR 97703 Attn: Matt Oakes, HR.

Tickets on Sale for The Great Drake Park Duck Race

Tickets are now on sale for The Great Drake Park Duck Race, marking the 32nd consecutive year of businesses and community members raising much-needed funds for local charities.



TARIANS, CREDIT UNIONS AND 2021 BENEFICIARIES | PHOTO COURTESY OF THE GREAT DRAKE PARK DUCK RACE

Duck race raffle tickets are five dollars and can be purchased online at theduckrace.com. Ticket sales

Continued on Page 30 ►

East Cascades Works Introduces Youth Compass Program

East Cascades Works (EC Works) is excited to announce the rebranding of our WIOA youth programs. These programs are now known as Youth Compass Program. The new brand and logo were developed through a coordinated effort between EC Works and our current contracted WIOA youth providers at Klamath Community College, Columbia Gorge Community College and Central Oregon Intergovernmental Council. Youth Compass Program Columbia Gorge,



YOUTH COMPASS PROGRAM
CENTRAL OREGON
Guiding Young Adults to Success

Continued on Page 30 ►

Visit Bend Opens Application Period for Bend Sustainability Fund Grants

For groups with shovel-ready projects in need of a cash infusion, Visit Bend's new Bend Sustainability Fund is open for applications.

Through July 30, individuals and organizations can apply for grants earmarked for projects that protect, steward or create sustainable recreational resources for outdoor

experiences in and around Bend.

"Oregon law requires a portion of transient room tax dollars (TRT) to go back into tourism promotion and tourism-related facilities, which is how

Continued on Page 30 ►

RECENT TRANSACTIONS

Brokers Ron Ross, CCIM, Pat Kesgard, CCIM and Kristie Schmitt with Compass Commercial Real Estate Services represented the landlord, CLM Industries, LLC, in the lease of a 29,587 SF industrial building located at 833 SW 1st Street in Redmond. Ron Ross, CCIM and broker Terry O'Neil, CCIM with Compass Commercial Real Estate Services also represented the tenant, American Builders and Construction Supply, Inc.

Brian Fratzke, CCIM, Principal, and **Nick Vaughn**, Broker, both of **Fratzke Commercial Real Estate Advisors, Inc.** represented the Seller in the sale of 115 NW Greeley in Bend for \$1,000,000.

Compass Commercial Real Estate Services brokers Pat Kesgard, CCIM, Dan Kemp, CCIM and Kristie Schmitt represented the seller, Redmond School District, in the sale of a 46.61-acre industrial parcel located on the corner of NE 9th Street and E Antler Avenue in Redmond for \$2,030,331. The Redmond School District will use the proceeds to improve the Redmond Rotary Community Fields at the David M. Jaqua Sports Complex by Redmond High School.

Dan Steelhammer, Broker, and **Brian Fratzke**, CCIM, Principal, both of **Fratzke Commercial Real Estate Advisors, Inc.** represented the Seller in the sale of 1055 NW Newport in Bend for \$1,375,000.

Compass Commercial Real Estate Services brokers Graham Dent, Jay Lyons, SIOR, CCIM and Grant Schultz represented the seller, Donald & Lois Ross Family Trust, in the sale of 2542 -2550 NE 2nd Street in Bend. The 7,300 SF industrial property on 0.34 acres sold for \$1,175,000.

Tom Tapia, CCIM, Principal and **Brian Fratzke**, CCIM, Principal both of **Fratzke Commercial Real Estate Advisors**, **Inc.** represented the Seller in the sale of 215 SW 7th Street in Redmond for \$673,000.

Brokers **Graham Dent**, **Jay Lyons**, **SIOR**, **CCIM** and **Grant Schultz** with **Compass Commercial Real Estate Services** represented the landlord, **TSB Real Estate**, **LLC**, in the lease of a 3,223 SF office suite located at 1567 SW Chandler Avenue in Bend.

Fratzke Commercial Real Estate Advisors, Inc. broker **Brian Fratzke,** CCIM, Principal represented the Tenant in a 5 year lease of 3,223 +/- SF of office space to *Bend Chamber of Commerce* at 1567 SW Chandler Avenue in Bend.

Fratzke Commercial Real Estate Advisors, Inc. broker **Tom Tapia,** CCIM, Principal represented the Tenant,

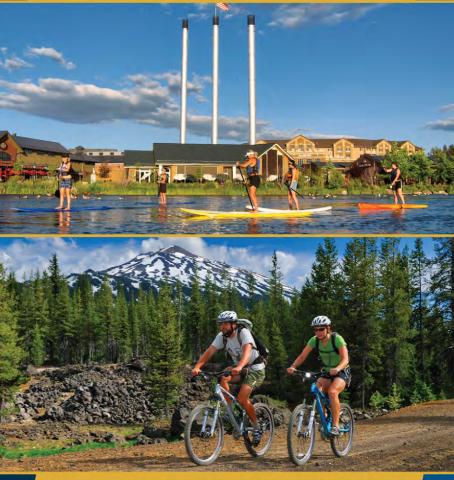
Cascade Auto Glass, in a 36 month lease of 2,268 +/- SF of space at 810 NE Hemlock Avenue in Redmond.

Brian Fratzke, CCIM, Principal of Fratzke

ontinued on Page 30

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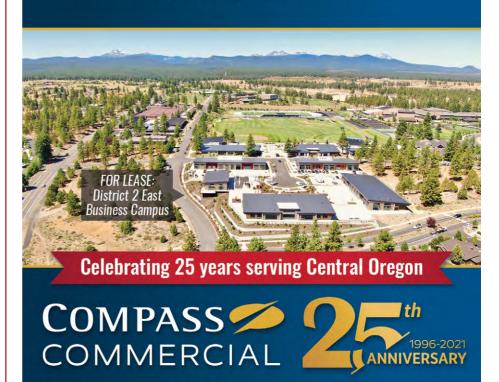
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◆ The City of Bend recently launched

its new podcast called Inside Bend. The

interview-style podcast features in-

depth discussions with City leaders and

staff on topics that are important to life

The very first episode of *Inside Bend*

is an interview with Bend Fire and

Rescue Deputy Chief Trish Connolly.

She shares her experience becoming

in Bend.

the first female firefighter in Bend and previews an upcoming fire-prevention campaign. Deputy Chief Connolly has been a part of Bend Fire and

> Rescue for over 20 years and brings a wealth of knowledge and experience to her position as public information officer for the department.

New episodes of Inside Bend will be released monthly and are available on most podcast directories.

Listen to Inside Bend at bendoregon.gov/government/ departments/communications/ inside-bend-podcast.

♦ Community members interested in how the City of Bend is planning for a reliable drinking water future are invited to an online open house from now through August 6, 2021, at bendoregon. gov/water-master-plan.

During the online open house, attendees will:

- Learn about Bend's drinking water,
- Find out what steps Bend is taking to plan ahead and
- · Share what's most important to them about water conservation and long-range plans to maintain the

City's drinking water.

The City of Bend recently prepared a 20-year Integrated Water System Master Plan that takes a comprehensive look at Bend's water system. It identified what steps are needed to protect the reliability of drinking water and sustain supplies for Bend's growing community and changing climate.

The online open house features information about the recent planning work and a five-minute community feedback survey.

♦ Councilors approved new fees for the coming year as part of the biennial budget adoption. The fee schedule covers utility rates, development fees, System Development Charges (SDCs), airport fees, parking fees, solid waste rates and more.

Utility rates will increase 3 percent for water, 2.5 percent for sewer and 7 percent for stormwater. System development charges — fees on development to pay for infrastructure needed are increasing 5 percent each for transportation, water and sewer SDCs. Development fee increases include: building 3 percent, planning 6 percent and private development engineering 3 percent.

The fee increases are part of the

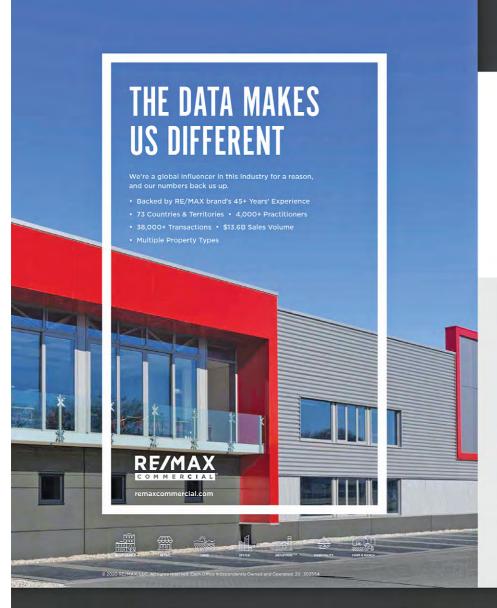
2021-23 budget which Councilors adopted unanimously.

The biennial budget of \$927.7 million is a 4 percent increase over the last biennium. The \$927.7 million number represents all operating revenues for the biennium (which are \$395 million), as well as debt proceeds, interfund transfers, one-time grant funding and reserves from the prior fiscal year. The \$395 million in projected operating revenues for the biennium is a 5 percent increase for the first year of the biennium and a 6 percent increase for the second year.

Of the \$395 million of City-wide operating revenues, \$124 million are in the City's General Fund. The primary source of revenue in the General Fund is from property taxes, and about 80 percent of the General Fund pays for public safety. The General Fund is also where the Council and the Budget Committee have the most discretion for funding priorities.

Councilors approved allocating about \$3 million of General Fund discretionary revenue to support implementation of their Council Goals. Addressing homelessness is a priority, with approximately 40 percent of the allocated revenues dedicated to Council's housing goals.

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Centro Print Solutions Acquired by SOLV, Business Solutions Connected

hen you're the owner of a business with a 50-year history of service and a deeply loyal, long-term clientele, what do you do when you want to retire?

If you're Rick Lawrence, the owner of Centro Print Solutions in Bend, you look long and hard for the right answer. You spend months and many long hours doing your due diligence, vetting possible buyers and carefully considering all of your options so your staff and your customers will be taken care of the way you want them to be. And you hold out for exactly the right fit.

SOLV — Business Solutions, Connected, a print and promotional distributor based in Meridian, Idaho, turned out to be that right fit. Tressa McLaughlin, CEO of SOLV, announced that SOLV has acquired Centro Print Solutions as of June 1, 2021.

The two companies have a lot in common — a decades-long history in the same industry, members of the same professional associations, providing the same types of products and services, working with the same types of customers and vendors, even using the same ERP software to do business.

But the similarities go much deeper. Both companies operate from a customer-centric point of view, with a philosophy that puts real, long-term relationships ahead of everything else.

The Pacific Northwest angle is another thing that makes the merge such a great fit — two communities steeped in outdoor culture, people who work hard and play harder. Hiking, skiing, rivers, mountains and trees are part of the DNA, as are the relaxed, friendly vibe and a love of microbrews.

And business is booming — both communities are growing and scaling fast.



Business Solutions, Connected.

Central Oregon and the Boise area are among the fastest-growing regions in the nation. There's small-town connection combined with big-time growth.

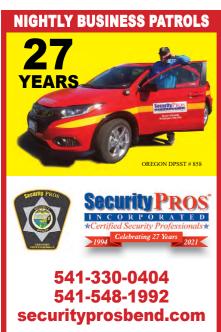
Geoff Clark, the sales rep at Centro for 18 years, will continue to work in the Bend area under the SOLV banner. Having access to SOLV's larger team, leveraged technology and national supplier network will allow Clark to focus on expanding and developing customer relationships, helping businesses capture the growth happening in Bend's bustling economy with his extensive print industry experience.

This move will allow both companies to expand and create an even better customer experience for businesses in the Pacific Northwest. Tressa McLaughlin, CEO of SOLV, stated, "This is a natural fit for us. We're honored to continue the legacy of service Centro has been providing in Bend for over 50 years, and we see this as a huge win/win opportunity for growth."

thesolvgroup.com/centro-print-solutions • thesolvgroup.com

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Bend Pickleball Club proudly welcomes the **2021 Pacific Northwest Classic** presented by Beaver Coach Sales & Service!

More than 800 players, from novice to pro, will compete in five days of fast paced play for a \$25k payout. Pacific Northwest Classic is also the only Northwest stop for this year's dynamic 18-tournament APP Tour.

Find the complete Pacific Northwest Classic play schedule and tournament details at www.bendpickleballclub.com. We'll see you at the courts!

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Help for Bend-area Businesses to Save Energy, Money as COVID Restrictions Lift

Reopening After COVID: Simple Checks Can Save Your Business Energy & Money

Ith mask mandates lifting and Governor Brown's plan to reopen fully in the coming weeks — shops, restaurants, office buildings and others may soon see their largest crowds in more than a year. Along with considering health and safety for employees and customers, businesses may also be starting up equipment for the first time in months. Energy Trust of Oregon works with businesses of all sizes and says a simple walk-through and checklist can save energy and money during the return to pre-pandemic schedules.

Maintenance

To keep equipment fully functioning, regular maintenance checks are essential. If you are reopening for the first time, it may be helpful to check equipment with a maintenance technician. Bird nests, beehives and more have all been found in idle equipment and can harm equipment's operation and airflow.

Check fans, pumps, motors, dampers and valve lineups for anything that could cause your heating and cooling system to perform poorly and require more energy than normal. A good first step is to replace your air filter. That along with any other rust or debris can affect equipment's performance.

Once the inspection is complete, stagger the startup of your equipment to help reduce energy demand — one piece of equipment per 30 minutes is a good rule of thumb.

HVAC and Air Ventilation

Many businesses are seeking to improve indoor air quality by increasing ventilation in their buildings. Operating their HVAC system around the clock is one way to do that, but it can cause a surge in energy bills.

To cut down on energy use, businesses can set HVAC controls to use 100 percent

outside air while the building is occupied and reduce outside air to zero when the building is empty. During warmer months, especially on the hottest days of the year, use outside air the night before and the night after instead of during the day. This will help minimize cooling hot, outside air which will reduce energy bills.

You can also save three percent on your full energy bill for every degree you lower the thermostat when heating or by every degree you raise the thermostat when cooling. Other ideas for air ventilation include opening windows when you are not running AC and shading windows during high-temperature days.

You can also caulk doors, windows, pipes, drains and fireplaces every few years to limit cold and warm air escaping through cracks or gaps in buildings.

Operations

Other ways to help lower operating and energy costs include analyzing layout, programming thermostats and switching to LED lights.

If you are not returning to full capacity, consider adjusting programming to only heat or cool spaces that are occupied. Check the thermostat and control schedules to make sure they match your hours of operation. If your building has no controls, consider adding a smart thermostat to program heating and cooling settings. In terms of lighting, if you switch from incandescent bulbs to LEDs, you can use 75 percent less energy and LEDs last 25 times longer.

These and other easy adjustments can lengthen the lifetime of your equipment, while also saving energy and money. Any work in energy efficiency, no matter the size of the project, can strengthen your business, community and all of Oregon. energytrust.org

SnoPlanks Launches Street Surfers in Collaboration with Gerry Lopez

All Proceeds Support The Conservation Alliance

Solution of Street Surfer skateboards in collaboration with legendary surfer, Gerry Lopez, with 100 percent of proceeds directly supporting The Conservation Alliance, a coalition of companies committed to protecting North America's wild places.

SnoPlanks, creators of handmade snowboards

and skis in Bend, joined The Conservation Alliance in January 2021 with the intention of leveraging their brand to have a positive impact on the planet by protecting wild places.

From June through September 2021, all of the revenue from the 2021 Gerry Lopez Street Surfer collaboration will directly benefit The Conservation

Alliance's summer grant cycle, which will support more than 20 grassroots conservation organizations working to protect wild landscapes throughout North America.

snoplanks.com conservationalliance.com







Onboard Dynamics Launches the GoVAC Flex to Reduce Fugitive Methane Releases

end-based Onboard Dynamics has responded to the critical need to reduce methane releases into the atmosphere with their latest product launch of the GoVAC Flex. This simple, mobile, fully integrated solution will provide operators of natural gas pipelines a tool to safely minimize their greenhouse gas (GHG) emissions during routine pipeline maintenance.

As part of the product validation process with actual pipeline operators, successful pipeline evacuation projects have been held at utility companies in Oregon, California and Nevada. The GoVAC Flex will be a key contributor to the mission of these companies in finding innovative clean natural gas solutions that are crucial to reducing GHG emissions while providing an affordable and sustainable energy future.

The GoVAC Flex is self-contained and fueled solely by a small amount of the natural gas that is being recovered during the evacuation process. It can draw a pipeline down to near zero psig and transfer the gas into an adjoining line at any pressure or compress the gas up to 3600 psi into a tube trailer for transport to another pipeline or end use location.

"We developed the GoVAC Flex to help our customers reach their critical goal of reducing greenhouse gas emissions," said Rita Hansen, CEO of Onboard Dynamics. "We're excited to launch this new product and demonstrate our





leadership in the clean energy technology marketplace."

The GoVAC Flex is small enough to be pulled by a half-ton pickup making it easy to transport to and maneuver around a job site. Despite its small size, it can evacuate a pipeline in less time than other approaches that require multiple pieces of equipment. Because it operates on clean natural gas, a pipeline evacuation operation utilizing the GoVAC Flex emits less GHG emissions than products that use a diesel-powered air compressor.

Founded in 2013, Onboard Dynamics is leading the climate-tech revolution with its unique, patented, mobile and modular technology platform to responsibly manage and use natural gas. The innovative products based on this platform enable customers to achieve economic value and environmental benefits by simplifying the compression and transfer of natural gas. Whether deployed at a remote pipeline job site, in an oil or gas production field, at a dairy renewable methane recovery project, or at a fleet yard hosting clean natural gas vehicles, its products can compress natural gas or renewable natural gas from any source for convenient transfer via pipeline or high-pressure tanks for environmentally effective use. And there is never a need for an external electrical power source or diesel for operation. For more information, visit ObDI media coverage or connect on Twitter (@OnboardDynamics), Facebook and LinkedIn.

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Ask Not What Your Team Can Do for You

by ANN GOLDEN EGLÉ, MCC

A sk what you can do for the individuals on your team. The most frequent complaint I get from clients is this: "I wish my leader would be the leader I need him/her to be."

This is closely followed by needing their leader to be more direct and specific with timelines, goals, expectations and definitions of success. Also mentioned is the need for more frequent feedback, check-ins, acknowledgments, availability and assignments to stretch them.



According to a June 20, 2019, Forbes article, "Leadership Development Is A \$366 Billion Industry: Here's Why Most Programs Don't Work," \$166 billion is spent in the U.S. alone. The study shows that 95 percent of organizations plan to increase or maintain these leadership development programs moving forward.

But are they working? Are they focused on what is needed for employees to succeed, which in turn leads to company profitability?

A 2019 Chief Learning Officer magazine survey of 28,000 business leaders concluded that the most effective leadership training centers around high-touch, in-person efforts focusing on soft skills and not certification training or skills-based instruction. At the time, 74 percent of the training was found to be done through possibly ineffective group seminars, workshops and retreats.

I have attended more than my fair share of leadership training seminars and have never understood the true value. Most are arduous, multi-day, 8-, 10- or 12-hours-per-day events packed with tiresome facts, figures, statistics, case studies, exercises and more. How is one able to retain even a smidgen of that information?

My experience, along with many of my coaching clients, is that the learning is lost within a few short weeks or months after returning home.

Chris Westfall, author of the above-mentioned article, explains why most leadership development programs do not work. He says that leadership comes from one place, and one place only, inside of you. I could not agree more.

"Leadership does not come from a guru, or team of gurus. Leadership comes from one place, and one place only: inside of you. A program that forces

participants to reflect on Warren Bennis, Jack Welch or Steve Jobs might be useful for understanding what others have done before.

But consider this: knowing all the rules and history of boxing is not going to help you when you are about to get punched in the face. Leadership, in this context, is a verb: discovered in action and demonstrated in application. What Steve Jobs did is impressive, and informative. But what you are going to do, right now for your team, is what really matters. Connect concepts to current events, and tie ideas to action, if you want a leadership program with real impact."

Leadership does come from one place, inside you. And leadership effectiveness lands in only one place, within the individual sitting in front of you needing you to be the leader they need you to be.

This is why I love executive and leadership coaching. I have witnessed leaders enjoy success after success through the years through this personal focus.

In taking one leader at a time, one situation and one subordinate or set of team members at a time we can dig deeper. What is truly needed here and now, in this circumstance or challenge? What is missing, what have we overlooked, what is the most creative or bold solution? These are only a few of the hundreds of ways we can turn challenges into opportunities.

Separate out each personality and specifically what each needs to succeed. For example, some need praise, others need specific direction, while others need to be left alone to accomplish their goals. Some need your time to solve challenges, others excel by creatively solving their own. One leadership trait each needs is that leaders develop stronger soft skills.

Every leadership training program talks of 'soft skills', which is a concept and specific set of skills created by the U.S. Army in the 1960s. What soft skills do workers crave and leaders most need to develop?

Industry experts agree that the top soft skills needed for leaders to stand out are positivity, trustworthiness, creativity, communication, empathy, delegation, flexibility, decisiveness, problem-solving, responsibility, influence and team building.

Leaders, this is what individuals on your team(s) require of you. Through the years I have written articles on most of these soft skills that you can find either through the CBN website or by contacting me.

I challenge you to select the one soft skill listed above that you are most uncomfortable with and develop it, beginning today. The internet will have hundreds of recent articles to support you in developing your new skills. It will not take long for the individuals whom you lead to notice, benefit from and appreciate your efforts.

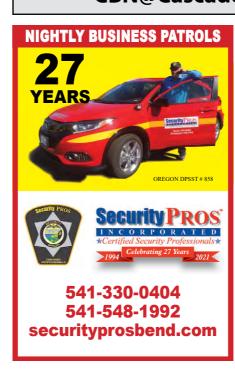
Executive and Leadership Coach Ann Golden Eglé, MCC, has steered successful individuals to greater levels of success since 1998. Ann is President of Golden Visions & Associates, LLC, can be reached at 541-385-8887, ann@gvasuccess.com or GVAsuccess.com. Subscribe to Ann's internationally acclaimed 'Success Thoughts' e-zine on her website.

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Can Your Business Benefit from Creating a Mess?

EDCO Annual Luncheon, Thursday, July 15, 2021 at Riverhouse On The Deschutes + Virtual

t would be an understatement to say that this past year was a little messy. Businesses across the globe had to do more than just pivot to stay afloat. Some got it right and some did not.

This year the EDCO Annual Luncheon keynote speaker will share, live from the UK, what it means to get messy and how uncertainty can propel both individuals and businesses forward.

Tim Harford has written nine books, spanning subjects from the economy to dissecting data to making a mess, and has interviewed some of the world's biggest minds including Bill Gates and Dr. Anthony Fauci.

Join us for the longest-standing EDCO tradition at Riverhouse on the Deschutes Thursday, July 15, where this internationally acclaimed author & speaker will give his first speech to the Central Oregon community.

edcoinfo.com

Featuring Tim Harford,
International Bestseller | BBC Radio Host | Economist | TED Speaker
When Things Get Messy
The Productive Reactions to Destruction

Luxury, High-Performance Home Builder Relocates to the Old Mill District

insome Construction is ready to take on Central Oregon's growing demand for luxury, high-performing homes. And they'll be doing it from the heart of the Old Mill District.

With seven full-time Central Oregon employees and a slate of custom home projects that are expected to lead to even more growth, Winsome Construction earlier this month moved to an expansive, second-story office at 520 SW Powerhouse Dr., Ste. 628, in the Old Mill District.

The McMinnville-based custom home building company first opened a permanent Bend office during the summer of 2019. "The Old Mill District, from its premise of remaking and revitalizing old treasures, is an amazing fit for us," says Wendy Stassens, a partner at Winsome Construction. "The craftsmanship of these old buildings and the quality of how they've been renovated, providing the community with new life in a historically rich area ... it's incredible what they've done here. It aligns well with the attractiveness and longevity we strive for with our homes — our desire to create legacy buildings that are treasured, cared for and will be lovingly passed on for years and years."

Founded in 1990, Winsome Construction is an experienced, high-performance builder providing

mostly residential construction, custom design and remodel services in Oregon. A family-owned and operated company and a third-generation Oregon builder, Winsome's portfolio of projects spans across Central Oregon, Portland, Salem, the Willamette Valley and the North Oregon Coast.

Winsome Construction's main focus is on excellence — on building one-of-a-kind, custom and high-performance homes that last a lifetime and beyond.

"In our projects, we strive for excellence in the work and the quality and craftsmanship," Stassens says. "We're not just high-luxury, but we're also high-performance builders. The way we really like to build not just a home, but a fine-tuned machine, is a demonstration of the strong commitment we have in ensuring we're building not just for today or tomorrow, but for future generations."

That focus on longevity and legacy when building homes, Stassens says, makes the Old Mill District and Central Oregon an ideal home for Winsome Construction. "People here are really discerning about quality construction," Stassens adds. "The clients we're working with are amazing. It's kind of taken off, and it's been a great fit for us so far. We feel we have



SHAN AND WENDY STASSENS | PHOTO COURTESY OF WINSOME CONSTRUCTION

something special we can offer to this market."
Winsome Construction's new Bend office will be open Monday through Friday, 8am to 5pm.
winsomeconstruction com • 541-797-7927





La Pine Plans Thoughtfully for its Future, Welcoming New Businesses & Residents

by KRISTINE THOMAS — CBN Feature Writer

eri Myers has a front-row seat to witness the thoughtful and planned evolution of the City of La Pine. Since 2004, she has been working in one way and another for the La Pine Chamber of Commerce and Visitor's Center, where she is currently the executive assistant. She also serves on the La Pine Planning Commission.

"La Pine is open to change by having thoughtful and controlled planning to welcome new businesses and residents," Myers said. "We are seeing La Pine become a bedroom community to Bend, and people are moving here from all over the Pacific Northwest because the housing prices are still less expensive than Bend prices."

La Pine's population within the city limits is 2,500, an increase of 700 people in the last two years and for its mailing area, there are 25,000 people, Myers said.

Myers said La Pine is facing the same challenges of neighboring Central Oregon cities including a housing and rental shortage and businesses having difficulties finding employees. She said there are plans for 300 housing starts by the end of 2021 and for three new three-story apartment buildings. "We are seeing new businesses move into the industrial park including BadLands Artisan Distillery, Legend Cider Co. which is hosting a farmer's market and music events plus new stores, restaurants and other service businesses."

Myers and Chamber Executive Director Ann Gawith, along with other volunteers, were busy the last few days of June preparing for La Pine Frontier Days — A Fourth of July Celebration. The four-day event started in 1998 and only missed last year due to COVID. The largest event in La Pine has everything from apple pie contests to talent shows.

After a tough year for businesses and community members, Myers was looking forward to things returning to normal at the annual gathering. "The pandemic hurt a lot of businesses, including three restaurants that closed," Myers said. "I think we are beginning to slowly see things return to normal."

Myers said the La Pine Chamber of Commerce serves as a connecting force in the community by working with various government agencies, Central Oregon Visitors Association, Travel Oregon and neighboring chambers of commerce.



"For many years, La Pine was a place people passed by on their way to other destinations," Myers said. "La Pine is becoming known for its wide range of recreational activities including the Newberry National Volcanic Monument."

Visitors can explore the Fort Rock Basin and learn about Native American history, camp and mountain bike at La Pine State Park, navigate the numerous lakes or Deschutes River in a canoe, kayak or paddle board or go fishing at Wickiup Reservoir.

Myers invites people to visit La Pine for themselves to see how the town is slowly and thoughtfully beginning to change. "La Pine is a community that welcomes new people and businesses with open arms," Myers said. "We invite people to come here to play and then decide to stay."

lapine.org





Pool Time Now Available Year-round at Sunriver Resort

by KRISTINE THOMAS — CBN Feature Writer

ortland resident Tatiana Buys smiled as she watched her six-year-old son Clayton climb the two-story staircase to the Cinder Cone at The Cove Aquatic Center in Sunriver Resort. He waved to her and then launched himself into the spiral water slide, stopping at the bottom before he jumped in. He eagerly told his mom the water was warmer than that of the outside slide, known at the Plunge.

Clayton's quick analysis perfectly summarizes the reason Sunriver Resort transformed The Cove into a year-round facility. Before The Cove's opening, resort guests were limited to using the outdoor pool only during the summer months.

The 10,000-square-foot indoor aquatic addition has a heated pool, jetted spa, two-story enclosed water slide, meandering eddy and a poolside bar. The full-service poolside wait staff can deliver food and beverages from The Spotted Frog.

Three sides of the new building have roll-up doors, perfect for opening on summer days and closing during the colder months. The Cove's design honors the history of Sunriver Resort, and its architecture with wood columns, vaulted wood beam ceilings and lava rock. The new outdoor space can be used for weddings, family and corporate gatherings or a game of touch football. Sunriver Resort guests and members have



SUNRIVER RESORT GUESTS ENJOYED FLOATING ON THE LAZY RIVER IN THE COVE'S NEW INDOOR RECREATIONAL FACILITY



SUNRIVER RESORT INVITED COMMUNITY MEMBERS TO CELEBRATE ITS GRAND REOPENING OF THE COVE | PHOTOS BY KRISTINE THOMAS

complimentary access to The Cove Aquatic Center.

Guests attended a ribbon cutting and the official grand opening of The Cove on June 9 while families enjoyed playing in both the outdoor and indoor pools.

Sunriver Managing Director Tom O'Shea said every year he and his team look at what they have and what changes they can make to continue to make Sunriver Resort a destination for guests. "I want to thank everyone who was involved in making this project be completed on budget and on time," O'Shea told the guests, adding he believes the new aquatic center honors the integrity of the Sunriver community and the vision of its founder.

The aquatic center is part of the \$40 million in renovations at Sunriver Resort that include The Backyard, the space behind the lodge where outdoor events and concerts are held and there is a new 18-hole putting course.

O'Shea said the additions to The Cove will double the summer pool capacity, allowing more people to relax and recreate. Sunriver has been a popular tourist destination during the pandemic due to the plentiful outdoor activities from skiing and snowboarding in the winter to biking and kayaking in the summer.

R&H Construction Co., Springtime Landscape

and Irrigation, DKA Architecture and Design, Anderson Poolworks and ALSC Architects along with numerous subcontractors were instrumental in constructing the project during a challenging year due to the pandemic.

Lindsay Borkowski, director of sales and marketing for Sunriver Resort, and Leiana Smith, director of Cove Operations and Wellness at Sunriver Resort, shared that The Cove was first designed to be a place for Sunriver Resort's guests to gather and enjoy time together. "The completion of the aquatic center means they can now do that year-round," Smith said. "We now have two family-friendly pools, two slides, two spas and one covered area that can be opened during the summer months and closed in the winter months. Our goal has been to continue to elevate the experiences our quests have when they visit Sunriver."

Buys took pictures of her son and his aunts as they ventured from the Cinder Cone to the meandering river. She said her family visited Sunriver for the first time last year during Father's Day weekend. "We had such an amazing time that we made reservations right away last year to visit again this year," Buys said. "We plan to make a visit to Sunriver an annual trip."

sunriverresort.com/activities



unriver's Foundation Continued from page 1

tourists," she said. "Taking care of our locals is a big priority."

Sunriver Area Chamber of Commerce Executive Director Kent Elliott said Sunriver uniquely caters to serving both residents and tourists. "The chamber's main purpose is to direct customers to our local businesses," Elliott said. "We want to let customers know who the businesses are, what they do and how to find them," Elliott said. "The chamber also works on a one-on-one basis to connect businesses with the resources they need to assist them with their specific issues."

Last December, The Sunriver Area Chamber of Commerce was awarded a \$40,000 grant from Deschutes County to provide critical support to local businesses during the pandemic.

Elliott said the grant was used to promote a "Shop Sunriver" campaign for retail businesses and restaurants by hosting several campaigns including shopping for Valentine's Day, Spring Break, Mother's Day and Father's Day.

"Our goal was to let both residents and visitors know they could find what they were looking for in Sunriver, without having to go elsewhere to purchase it," Elliott said. "We also wanted to make people aware of the businesses and restaurants in the Sunriver area."

Elliott said a portion of the grant was used to redesign the chamber's website, which contains valuable information for residents, business owners and guests. "We redesigned the

website to make it easier for people to find what they are looking for, whether it's where to go for dinner, where to rent bikes or ski equipment, learn about Sunriver's unique history or explore one of Sunriver's many recreational opportunities," Elliott said.

Elliott said the chamber assisted business in several ways during the pandemic including working with businesses and Deschutes County on COVID-19 grants, providing them with personal protection equipment such as gloves, masks and hand sanitizer and promoting businesses on its new webpage, Facebook and Instagram. From his many visits with local businesses, finding employees continues to be a challenge with several businesses adjusting their hours and days open.

"Currently things are slowly returning to normal," he said. "Outdoor venues and activities have returned but indoor activities such as dining are limited. People should always check in advance on any venue or activity they plan to attend if registration or advanced tickets are required," he said.

Aaron Schofield is the assistant vice president and branch manager at First Interstate Bank in Sunriver and a board of director for the Sunriver Area Chamber of Commerce. He shared Sunriver has its own economy that he believes to be somewhat self-sufficient.

"We actually saw business growth in the Sunriver area," he said. "There were new businesses that opened from restaurants to homebased tech companies. We saw people moving to Sunriver from Portland and California."

Sunriver's stellar reputation as being a welcoming place for all along with its abundance of recreational opportunities have provided a strong foundation for the community to weather last year's challenges and for the community to continue to support one another.

"Sunriver is a place everyone wants to visit or live," Schofield said. "Sunriver is continuing to see strong growth with businesses welcoming guests and locals and



SUNRIVER IS A PLACE WHERE EVERYONE FEELS WELCOME



CONSTRUCTION HAS BEGUN ON THE FIRST PHASE OF THE \$5 MILLION EXPANSION OF THE SUNRIVER NATURE CENTER AND OBSERVATORY. THE OBSERVATORY WILL DOUBLE IN SIZE AND IS EXPECTED TO BE COMPLETE BY THE END OF JULY WITH SIX NEW TELESCOPES | PHOTOS BY KRISTINE THOMAS

homes continuing to sell."

Deschutes County Commissioner Patti Adair also is on the chamber's board of directors as well as being an advocate for the Sunriver area. "I feel in the last year the chamber has really done some good things to support the business community including its shop local campaign," Adair said. "Sunriver is a dynamic and internationally recognized tourist destination. The county is committed to supporting Sunriver."

Two examples of the continued growth in Sunriver are the Sunriver Nature Center and Observatory (SNCO) and Sunriver Resort.

SNCO has begun construction for expansion of its observatory, nearly doubling its footprint.

"SNCO's observatory has seen a steady increase in demand and attendance over the past three decades, outpacing capacity. This expansion will ensure an improved visitor experience," SNCO Executive Director Abby Rowland said. "We are grateful to have incredible support from the Murdock Trust and a community of donors to help us make this a reality."

The organization is undergoing a two-phase expansion to increase the organization's overall capacity and provide facilities that support contemporary exhibits to address the environmental themes of today. The first phase includes an expanded observatory and upgrading utilities infrastructure for the future building of the Discovery Center. The doubled capacity of the observatory will serve more visitors, including those who vacation in Sunriver, residents of Central Oregon and school groups from K-12 and higher education.

SNCO seeks to increase knowledge of basic physical and space science among students and visitors by creating an environment of discovery through hands-on and interactive experiences. At night, visitors can observe stars, planets and other deep sky objects in Sunriver's dark skies. During the day, the observatory has specialized equipment for observing the sun. In the future, the expansion will allow the observatory to expand its programs with colleges and universities to access telescopes remotely for education and research.

Kellcon, Inc. of Bend is the general contractor for the project, which is expected to be completed in July of 2021. Site work has already begun on the expansion. "This is an exciting time for our organization. We've had this vision for our future, and we are thrilled to see it starting to come to fruition. Especially on the heels of such a challenging year for many," said David Buhaly, president, SNCO board of directors.

The completion of the dome will make it the largest public observatory in the United States.

Sunriver Resort General Manager Thomas O'Shea understands there are many great options for people to vacation. He and his team are committed to making Sunriver a destination people want to return to generation after generation.

Last year, Sunriver Resort committed to \$40 million in the next five years to capital improvements including renovating the resort's 190 guest rooms, adding a 10,000-square-foot Aquatic Center at The Cove, adding space to The Backyard and creating an 18-hole putting course, enhancing the horse stables and trail network and improving the Sunriver Regional Airport.

With the recent historic heatwave in June, O'Shea said the completion of the aquatic's facility came at a perfect time. "We now have more pools and places for people to enjoy," he added.

The removal of Oregon's COVID-19 restrictions on businesses means taking a look at what Sunriver Resort can start doing again, from conventions to concerts in The Backyard, he said.

In his 14th year as general manager, O'Shea shared the last year was the most challenging dealing with COVID restrictions. Like other Central Oregon businesses, it's been challenging to find employees. There are currently 750 employees with the goal of having 900 to 1,000 when fully recovered. "Our goal has been and will continue to be providing the best experiences for our guests while also ensuring the safety of our guests, community members and employees," he said.

O'Shea enjoys hearing the stories about how a person visited Sunriver as a child, then brought their children to visit and now bring their grandchildren. "I think Sunriver is a place you have to experience to truly understand it. It is a place where people have memories of enjoying as a child and want to return with their children and grandchildren," he said. "It's a place that embraces nature where you can go for a bike ride and see elk grazing in a meadow or views of Mt. Bachelor."

thefoldkitchen.com • sunriverchamber.com • firstinterstatebank.com

 $deschutes.org \bullet snco.org \bullet sunriverresort.com$

Should I Stay or Should I Go Now?

by GINNY KANSAS-MESZAROS, PC

ou probably have seen so many different state's license plates cruising down the road — from Alaska, Arkansas and Arizona to Indiana to South Carolina and Texas to Washington — since our South Deschutes County visitors have migrated here in search of their dream homes! The Greater Sunriver area and La Pine property sales have been heating up as residents from California, Washington and so many other states have discovered the South county prices and room to roam alluring, and



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what they have long been searching for — for COVID reprieves and for greater quality of life, lower housing prices and to all the area's lower density and uncrowded access to the outdoors. Buyers no longer have to live where they work as they can work more from home, and they now have the equity from the market value increase in their home's sale to afford to buy where they can live where they dream. So land and residential sales have gone through the roof! Sellers from all over the map have become our area's home buyers with CASH burning a hole in their wallets.

The Clash — **Should I Stay or Should I Go?** Between record low inventory and record high demand with fewer homes available, it's driving prices up in bidding wars with accepted offers \$20,000 to \$100,000 over asking prices with multiple offers, according to *Pacific Residential Mortgage Industry Insider*, June 29, 2021. A recent study conducted by Realtor.com stated that 39 percent of buyers went over their original budget for their new home between March 26, 2020 and April 7, 2021. Sunriver area and La Pine permits for remodeling and new construction in residential developments are at record highs.

"If I go there will be trouble, and if I stay it will be double..." The Cash-Shiller National Home Price Index stated in March 2021 that prices were 13.2 percent higher than March of 2020 — that is the most significant increase since December 2005. Our local market mirrors this explosive trend. According to Central Oregon Association of REALTORS' (COAR) Appraiser Newsletter Second Quarter, home sellers are expecting more than list price when they go to sell. And there's good reason why they believe that: over half of homes — 51 percent — are selling for more than the asking price, a record high, according to new research data from the real estate brokerage Redfin. A year ago, 26 percent of homes were selling for above asking price.

Our area's sellers want to mine the area sales' Gold Rush, but where can they find homes across the nation they can afford to move to? It's so important that buyers coming here or leaving our area have a clear plan before they start home shopping so they are not left homeless!

For best success:

- 1. Shop below your budget so you have the flexibility to increase your offer to be more competitive.
- 2. Have your lender of choice explain to you how even a small

increase in your interest rate for your home loan can result in a higher monthly mortgage; so, be sure to lock in low interest rates for 90 days whenever possible as interest rates will rise.

Attributed to COAR Quarter 4 2020 Report Graph:

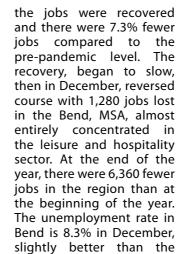
MEDIAN SALES PRICE AND SALES VOLUME (2020)

Fires, Elections, and a Pandemic. 2020 was quite the year. On a daily basis, we experience the unprecedented nature of what is becoming the new normal. The roller coaster began with the fastest rate of job loss on record, as the economy was shut down in attempt to save itself. In the two-month period of March and April, nearly 18% of jobs were lost in the Bend MSA. This was then followed by the fastest recovery of jobs on record, where through November, more than half

541-548-1992

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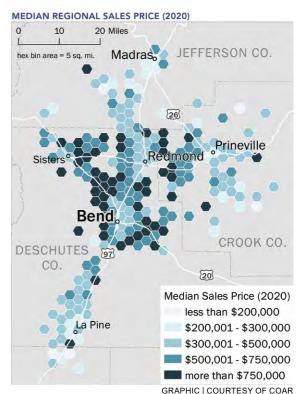




How are the broader economic conditions impacting the real estate market? If you look at the current data, it would be difficult to determine that we are in the midst of a pandemic and recession.

state average of 9.2%.

This is due to a several factors,



MEDIAN SALES PRICE AND SALES VOLUME (2020)										
Submarket	Price	Volume								
Bend	\$528,000	3,262								
Crook County	\$343,000	523								
Jefferson County	\$262,500	274								
La Pine/Three Rivers South	\$347,250	398								
"Redmond/Terrebonne/ Crooked River Ranch"	\$362,500	1,517								
Sisters	\$474,500	288								
Sunriver	\$514,500	272								
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Ginny Kansas-Meszaros, PC: Principal Real Estate Broker/Owner, Certified Residential Specialist (CRS), Seller Representative Specialist (SRS), Real Estate Negotiation Expert (RENE), Accredited Buyer Representative (ABR), Graduate, Realtor Institute (GRI), Zillow 5-Star Agent, Seven-Star Award Broker Agent Advisor 2015-2020. Sunriver - La Pine Economic Development (SLED) Advisory Board member, Central Oregon Visitors Association member, Sunriver Area Chamber of Commerce member. ginnyk.com



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Oregon Wildfire Defense Aims to Help Prevent Homes from Burning

by RONNI WILDE — CBN Reporter

Ith extreme heat and drought conditions upon us, wildfire season starts earlier and earlier each year, and with it can come worry and stress about the safety of our homes, particularly for those living in the outskirts. With this in mind, a trio of longtime Oregonians has formed a new business called Oregon Wildfire Defense. The company is a service provider of the Certified Advanced Firebreak product, and works in conjunction with Wildfire Alliance Inc.

Oregon Wildfire Defense has a team of spray technicians who apply the Certified Advanced Firebreak product around a home's perimeter and surrounding vegetation, which helps prevent flying embers from igniting dry plants, grass and shrubs that can easily engulf a home. The product is similar to what firefighters drop from airplanes, but is a special proprietary blend made specifically for use around homes that is safe with kids and pets.

"Certified Advanced Firebreak is a new version of old technology. It is high-purity, nontoxic, nonhazardous and very safe to use around the house," says Dan Enloe, president of Wildfire Alliance. "It contains an extra feature that has fuel-reduction technology. If you spray it around the house on leaves and bark and such, it will compost dead materials to break down fuels over time." Enloe says the product is particularly helpful in more remote communities, where sometimes there is only a volunteer fire department with limited trucks and firefighters. "They can't save everybody's houses. This product protects from embers coming from the air that hit a house, then fall down onto the flammable materials below that wind up igniting the house. The idea is to keep the items around the house safe."

Enloe joined Wildfire Alliance last year when the inventor and creator of the company had to step down from running the business due to a family tragedy. He invited a new management team to take it over, and Enloe became president. "He invented long-term fire retardant for use around homes, and we have expanded on that. The spray is not sprayed on homes; it is sprayed around homes on anything that has cellulose in it, like bushes, tree leaves and landscaping," Enloe explains. "This is an extra thing you can do, besides choosing good building materials for your home and doing fire-wise trimmings. This will actually prevent plant materials around your house from being ignited as long as it doesn't rain. If it does rain, the product can be reapplied."

After observing the effectiveness of the Certified Advanced Firebreak

product during the Witch Fire in San Diego in 2007, earlier this year, three locals created Oregon Wildfire Defense (OWD) in order to provide the product to nine counties in Central Oregon. "It's really exciting to get into this because I think we can really make a difference to the communities that are not within the urban space," says Clark Nelson, chief human resources officer and chief marketing officer of OWD. "In the San Diego fire, there were 17 proven saves due to this spray."



A HOME SAVED FROM THE 2007 WITCH FIRE NEAR SAN DIEGO | PHOTO COURTESY OF OREGON WILDFIRE DEFENSE

Originally, 15-20 years ago, Enloe says insurance companies put an exclusive on this product, and it was being used to protect mansions. "We figured out how to make it affordable. We are also starting a commercial division. For Oregon Wildfire Defense, it's about protecting individual homes. This product is long-term, as opposed to others that will only last a few hours. This lasts much longer and is designed to complement, not interfere, with fire department work. We don't want to be there when it is evacuation go time."

Angela Enloe, CEO and president of OWD, says she and the other two owners of the company partnered with Dan Enloe and Wildfire Alliance (WFA) to offer help to homeowners looking to protect their investment. "We exist because of Wildfire Alliance and how they got started. We initiated our company to be a service provider for their company. We are an Oregon provider for WFA, which is worldwide." She adds, "We are an alternative. We will be working with insurance companies in a database to get customers discounts on policies. People who care, like insurance companies and even fire departments, will be able to access the database and know if your house is protected or not."

For those interested in having their property sprayed, Angela Enloe says OWD will provide a bid based upon the size of the home and the questions they ask related to the home. "Then, a certified spray tech will come out to

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ildfire Defense Continued from page 14

spray. They'll walk the property and look for fire-wise areas that could be improved upon, such as an outbuilding that is too close to the home, unsafe firewood piles, gutters that aren't cleaned, etc., and they will make recommendations. Then they'll walk around and spray. They might be able to do landscaping cleanup and spraying at the same time." For a 2,000-square-foot home, she says the process would take about 30 minutes, depending upon the bark, bushes and trees on the property, or it could take up to an hour or longer for big lots. "We can spray around wood piles and structures. We add fire-safe work to the bid and offer fire-wise advice. We will give you a pamphlet that shows you what fire-wise nonprofits recommend in order to stay safe."

Pricing for the spraying starts at \$325 for homes under 3,000 square feet and goes up from there. "A key thing for users to understand is that they can't wash down or use sprinklers on the product," says Angela Enloe. "If there is a big storm, we can come out and spray again at an extremely discounted price. It's really important to not wash down the area that has been sprayed. Drip irrigation is OK, but sprinklers going every day on the protected materials are not."

OWD is typically a few weeks out in terms of spraying appointments, she says. "It really depends upon our schedule. We try to do several neighborhoods in an area together. We will start to do some mailings in the areas we want to focus on." Central Oregon is the first market OWS is hitting, she says, and though the company has a triage system for evacuation levels 1 and 2, which would be immediately attended to, those with reservations will get served first.

"This coincides with helping reduce the load during times of need for first responders and fire departments so they can focus their efforts elsewhere," says Nelson. "We are currently forming partnerships, meeting with landscapers to work out arrangements where they are trained and certified in applying the materials."

 $ore gonwild fire defense. com \bullet wild fire alliance. com$



AN OREGON WILDFIRE DEFENSE SPRAY TECH | PHOTO COURTESY OF OREGON WILDFIRE DEFENS







Tour Companies (Listed Alphabetically)

Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Services
Bend Electric Bikes 869 NW Wall St., Ste. 104 Bend, OR 97703	541-410-7408	N/A	www.bendelectricbikes.com info@bendelectricbikes.com	Sterling, Marnel	6	2008	Electric bike sales, service & rentals.
Bend Tour Company 550 SW Industrial Way, Ste. 105 Bend, OR 97702	541-480-8477	N/A	www.thebendtourcompany.com Info@TheBendTourCompany.com	John Flannery	3	2012	Bend's One-Stop-Shop for exhilarating adventures, sightseeing, scenic helicopter flights, SEGWAY tours, you drive ATV experiences, the iconic Cycle Pub, eBikes, Slingshots, eCruiser cars, glamping, SUPs, kayaks, snowshoes, escape rooms & more. Entertaining & informative tours highlight the great history, sights, recreation, arts, culture, shopping, dining, world-renowned craft breweries of Bend & the stunning grandeur & scenic beauty that define all that is Bend/Central Oregon.
Big Mountain Adventures 170 SW Scalehouse Loop Bend, OR 97702	541-688-7670	N/A	bigmountainadv.com staff@flycascades.com	Patric Douglas	1	2018	Tent trailer rentals.
Big Mountain Heli Tours 63132 Powell Butte Rd. Bend, OR 97701	541-668-7670	N/A	www.flycascades.com staff@flycascades.com	Patric Douglas	20	2016	Bend Oregon's premier helicopter tour company. Join us for helicopter wine tastings, weddings, helicopter home search, corporate & golfing events & amazing scenic helicopter flights throughout Central Oregon & beyond. Now with direct FBO charter flight support from Bend & Redmond to major resort hotels in Central Oregon.
Cascade Cycleboats 340 SE Logsden St., Ste. 150 Bend, OR 97702	541-848-8442	N/A	www.cycleboats.com kyle@cycleboats.com	Kyle Allen	9	2012	Manufacture custom human powered pontoon boats for the tourism industry.
Cascade Guides & Outfitters Bldg, 23, PO Box 3676 Sunriver, OR 97707	541-593-2358	541-598-4447	www.hookfish.com cascadeguides@gmail.com	Fred Foisset	8	1995	Guided fly-fishing trips on lakes, rivers & streams only. Fly-fishing & tying classes.
Central Oregon Diving LLC 157 NE Greenwood Ave. Bend, OR 97701	541-388-3660	N/A	www.centraloregondiving.com info@centraloregondiving.com	Sarah Clark	3	2005	Scuba diving lessons, equipment shop, rental equipment, service department & dive travel.
Cog Wild Bicycle Tours Tours LLC 19221 SW Century Dr., Ste. 161 Bend, OR 97702	541-385-7002	N/A	www.cogwild.com info@cogwild.com	Lev & Kirin Stryker	25	1999	Join Cog Wild for guided mountain bike rides, skills instruction & daily shuttles to the primary trailheads in Bend & Oakridge. Cog Wild specializes in multi day backcountry bike adventures through out Oregon & Baja, Mexico.
DiamondStone Guest Lodges/ MotoFantasy Motorcycle Rentals 16693 Sprague Loop South of Sunriver, OR 97739	541-536-4584	N/A	www.motofantasy.net motohead1@motofantasy.net	Doug Watt	4	1992	Motorcycle destination resort outside Sunriver, with unique street bike motorcycle rentals of many makes. Overnight lodging, vacation rentals, lodge units, weddings & events.
Fly & Field Outfitters 35 SW Century Dr. Bend, OR 97702	541-318-1616	541-389-7016	www.flyandfield.com info@flyandfield.com	Scott Cook	13	2000	Full service fly shop & outfitter, hunting gear, supplies & fly fishing guide service.
Fly Fishers Place 151 W Main St. Sisters, OR 97759	541-549-3474	541-549-4871	www.flyfishersplace.com greendrakehatch@gmail.com	Jeff Perin	9	1986	Full service guide & fly equipment shop. Travel specialties: Chile, New Zealand, Argentina & Belize fly fishing schools, casting lessons & fly tying classes.
Imperial River Company 304 Bakeoven Rd. PO Box 130 Maupin, OR 97037	541-395-2404	N/A	www.deschutesriver.com reservations@deschutesriver.com	Susie Miles	30	2001	Lodging, guided whitewater rafting & hunting trips.
Let it Ride Electric Bikes 25 NW Minnesota Ave., Ste. 6 Bend, OR 97703	541-647-2331	N/A	www.letitridebend.com Info@letitridebend.com	Kevin Rea, Scott	5	2010	Electric bicycle sales & rentals. Full service of all bicycles. Guided eBike tours, plus custom & corporate event tours.
Outriders Northwest 61532 SE Lorenzo Dr. Bend, OR 97702	541-688-7433	N/A	www.outridersnw.com mike@outridersnw.com	Mike Willock	10	2015	Off-road tour adventures & on-road rental experiences. Company retreats, family outings & customized group tours, snowmobile rentals.
Ouzel Outfitters - River Trips PO Box 817 Bend, OR 97709	800-788-7238	541-385-0461	www.OregonRafting.com info@oregonrafting.com	Brian Sykes	30	1979	Professionally guided whitewater rafting trips for families, individuals & business/non-profit organizations. Rivers: Rogue, Deschutes, McKenzie, North Umpqua, John Day, Owyhee & Lower Salmon.
Paulina Plunge Inc. PO Box 8782 Bend, OR 97708	541-389-0562	541-389-0562	www.paulinaplunge.com toddvdz77@gmail.com	Todd VanderZwiep	10	1981	Guided downhill waterfall mountain bike tours.
Powdr 531 SW 13 St. Bend, OR 97702	541-382-6277	541-330-2608	www.suncountrytours.com adventures@suncountrytours.com	Dennis Oliphant	80	1978	Four whitewater rafting trips on three Oregon rivers, standup paddle boarding (SUP) lessons, rentals & tours & river float tube rentals.
Timberline Mountain Guides PO Box 1167 Bend, OR 97709	541-312-9242	N/A	www.timberlinemtguides.com info@timberlinemtguides.com	Pete Keane, Cliff Agocs	20	1983	Instruction & guiding in rock climbing, alpine climbing, mountaineering & backcountry skiing Smith Rock Climbing School & Oregon Ski Guides.
Tumalo Creek Kayak & Canoe 805 SW Industrial Way, Ste. 6 Bend, OR 97702	541-317-9407	541-317-9489	www.tumalocreek.com geoff@tumalocreek.com	Geoff Frank	60	2000	Large paddle sports inventory, stand up paddleboards, recreational, sea & whitewater kayaks, canoes, rafts & inflatable kayaks. Lessons & tours, kids summer camps, multi-day paddling trips.
Wanderlust Tours 61535 S Hwy. 97, Ste. 13 Bend, OR 97702	541-389-8359	N/A	www.wanderlusttours.com info@wanderlusttours.com	Dave Nissen	10	1993	Corporate groups, custom events, family reunions & weddings. Guided canoeing, kayaking, snowshoeing, moonlight tours, volcano tours, cave tours, outdoor dinners, bonfire events, GPS Eco-Challenges, Bend Brew Bus brewery tours, Local Pour brewery-cidery-distillery tours, team building & event planning. Helicopter tours, day & night nature photography tours.

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

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'ravel Agents Share Insights

Continued from page 1

agrees Carrie Hicks of Papaya Travel Company in Bend. "Before the pandemic hit, Papaya Travel was having the best year yet. We're not back to that pre-pandemic level yet, but business is picking up."

Current Travel Trends & Concerns

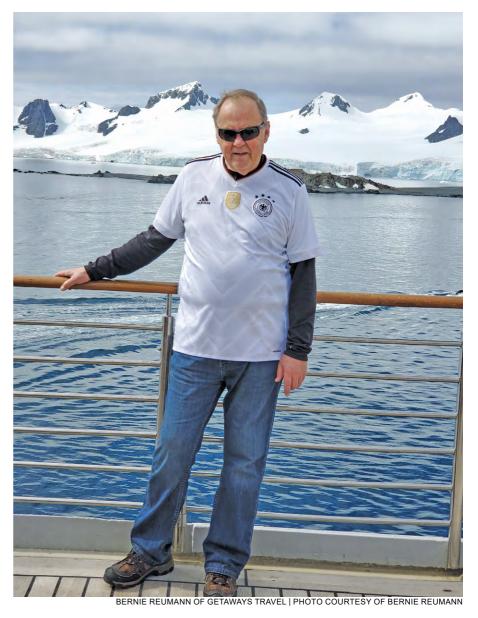
Pre-pandemic, European travel was highly popular, say the pros. But now, because not all of Europe has reopened yet, it's not the hot destination it was before. "We are still facing challenges, because we don't know from one day to the next what's going to be open and what's not," says Reumann, who has been in the travel business since 1977. "For people who like to go to Europe, there seems to be changes every day as to whether or not you can get in. Some countries are still closed up; quite a few, actually."

Other countries that are popular with American tourists but are still closed include South America, New Zealand, Australia, Norway and Japan, Reumann says. "I'm thinking of those because those are places where we've had cruise passengers booked, but they have had to cancel because they can't get into the country." He continues, "The whole thing is a very fluid situation, we are just going one day to the next. It's tough planning a vacation because people don't know what's happening. For example, we are booking for a cruise in Bordeaux, France, and even though the cruise is on, other things on the ground may not be open, so people can't have the full experience. As a result, they are delaying until the next year."

Ewing, who has lived in Bend for 35 years and been in the travel business for 12, agrees that the travel industry is fluid at the moment, and says that the destinations she is booking have changed since pre-pandemic, partly due to the COVID testing requirements. "The vaccine is the big thing: A lot of cruise lines are requiring the vaccine to cruise now, but lots of clients are refusing to get vaccinated. Others have been vaccinated and are going everywhere they can go. It's very individual; there is nothing across the board. Everyone has their own individual concerns. I've booked Hawaii like crazy, but there is anxiousness over being tested. If vaccinated, you no longer have to be tested, but for those who aren't, they have to be tested, and they worry about testing positive and having to reschedule the trip."

Ewing says that those who have been vaccinated can go more places, but for now, Mexico and Hawaii are "off the charts" in terms of bookings. "Pre-pandemic, Europe was all I was booking. But now, I think people just find it easier to go to Mexico, and of course Hawaii, because it's in the U.S. Alaska is also now picking up. That's because the cruise lines are able to start cruising again. In the summertime, cruises are Alaska's bread and butter."

Flying domestically has become easier than it was a few months ago, Reumann says, and most planes within the U.S. are fairly full again. But internationally, there aren't that many flights, he says. "Airlines have not brought back international flights in full. It's a challenge to get people places." Although Hawaii is within the U.S., flying there can still be tricky, he says, because of the three-day COVID test requirement. "People may have to run over to Portland or Salem to get the one-



day test. Those are the only places where they will guarantee results within three days." He continues, "People don't know if they'll get results in time to leave or not. Some big airports, like San Francisco and Los Angeles, offer testing at the airport.





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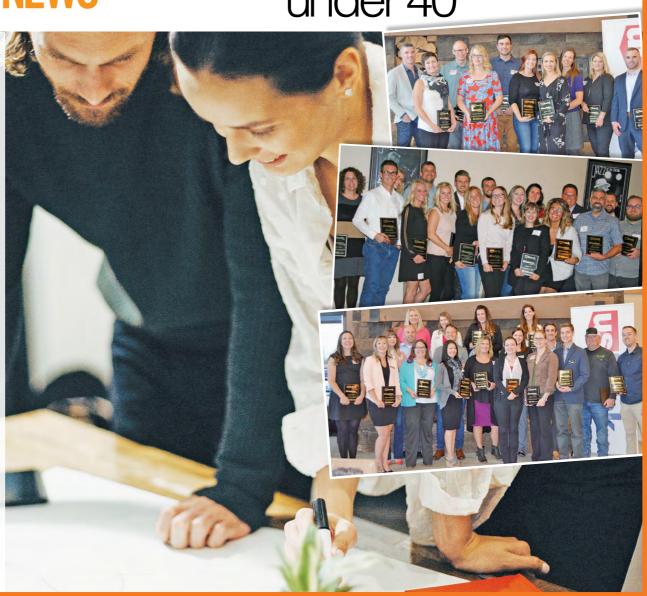
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Recreation

Golf Courses (Listed Alphabetically)

Company / Address	Phone	Fax	WebSite/Email	CO Year Est.	Manager/ Professional	Course Rating	Slope Index	Par	Length in Yards	Green Fees	Services
Aspen Lakes Golf Course 16900 Aspen Lakes Dr. Sisters, OR 97759	541-549-4653	541-549-6947	www.aspenlakes.com info@aspenlakes.com	1997	Rob Malone	75.4	141	72	5,594-7302	\$45-\$75 w/cart, Golf Boards \$25	Bentgrass fairways, red sand bunkers, beautiful mountain views. Challenging but fair. Full service bar & restaurant.
Awbrey Glen Golf Club 2500 NW Awbrey Glen Dr. Bend, OR 97703	541-385-6011	541-385-4910	www.awbreyglen.com johnm@awbreyglen.com	1993	John Metzinger	59.2 - 76.9	101 - 143	72	3,707-7,019	Call for mem- bership, ask for Barbara Malcom, barbara@awbrey- glen.com	Private facility: Tree-lined fairways, great scenery, mountain views & rolling hills. Golf groups welcome.
Bend Golf & Country Club 61045 Country Club Dr. Bend, OR 97702	541-382-7437	541-382-4603	www.bendgolfclub.com bgccoffice@bendgolfclub.com	1925	Karen Goodman, Monte Hanson	66.0 to 73.9	120 to 142	72	5,493-7100	Private Membership	Tree-lined, traditional layout set among Ponderosa pines. Private facility. Championship caliber golf course, tennis & athletic facility, indoor saltwater pool, private dining & more.
Big Meadow Golf Course 13020 Hawksbeard PO Box 8000 Black Butte Ranch, OR 97759	541-595-1500	541-595-1293	www.blackbutteranch.com golf@blackbutteranch.com	1970	Tom Baker	68.3 to 73.8	118 to 133	72	7,002-5,485	\$44-\$82	Mountain views, layout through ponderosa pines offers challenge. Designed by Robert Muir Graves & Damian Pascuzzo. Recent remodel of tees & bunkers.True Mt. Course.
Brasada Canyons Golf Club 16986 SW Brasada Ranch Rd. Powell Butte, OR 97753	541-526-6380	541-526-6291	www.brasada.com kylej@brasada.com	2007	N/A	74.2	145	72	7,295	\$169	Semi-private.
Broken Top Club 62000 Broken Top Dr. Bend, OR 97702	541-383-8200	541-383-1963	www.brokentop.com brokentopclub@brokentop.com	1993	Jack Perkins, Travis Moore	64.5 to 73.5	109 to 131	72	7,161-5,281	\$140 Reciprocal	Designed by Tom Weiskopf & Jay Morrish. Varied terrain will test skills. Private facility.
Challenge Course 68397 Cline Falls Rd. Redmond, OR 97756	541-923-5002	541-923-3243	www.eagle-crest.com eagleridge@eagle-crest.com	2001	Ron Burger	59.5 to 61.1	95 to 105	63	3,684-4,160	\$44	Tight fairways & lightning fast narrow greens will test your metal. Great for developing mid-iron game.
Crooked River Ranch GC 5195 SW Clubhouse Rd. Crooked River Ranch, OR 97760	541-923-6343	541-548-6356	www.crookedriverranchgc.com randy.ballard@crookedriverranch.com	1972	Judy Lapora Randy Ballard, Richard Jensen	Women 67.9 - 70.4 Men 63.6 - 67.4	Women 120 - 126 Men 101 - 116	71	5,000-5,818	18 Holes \$32-\$46 weekdays, \$36-\$55 weekends	Along the rim of the Crooked River Canyon, combines challenge & scen- ery. Amenities include restaurant, lodging, tennis, swimming.
Crosswater 17600 Canoe Camp Dr. PO Box 4818 Sunriver, OR 97707	541-593-1145	541-593-3449	www.crosswater.com mark.meyer@destinationhotels.com	1995	Mark Meyer	68.0 to 76.6	120 to 146	72	5,213-7,683	\$215 (must be lodging with Sunriver Resort)	Heathland Scottish Links style - 4150 elevation
Eagle Crest Resort & Golf Course 1522 Cline Falls Rd. Redmond, OR 97756	541-923-2453	541-923-8822	www.cagle-crest.com info@eagle-crest.com	1986	Ron Burger	69.1 to 75.5	121 to 132	72	6,673-5,340	\$76,\$49	Rolling fairways to undulating greens are fast in summer.
Eagle Crest Resort, Ridge & Challenge Courses 1522 Cline Falls Rd. Redmond, OR 97756	541-923-4653	541-923-8822	www.cagle-crest.com info@eagle-crest.com	1986	Ron Burger	69.1 to 75.5	121 to 132	72	6,673-5,340	\$76,\$46	Rolling fairways to undulating greens are fast in summer.
Glaze Meadow Golf Course 13525 Ponderosa PO Box 8000 Black Butte Ranch, OR 97759	541-595-1500	541-595-0944	www.blackbutteranch.com golf@blackbutteranch.com	1979	Jeff Fought Tom Baker	72.9-63.4	135-110	72	7,007-4,909	\$44-\$82	Mountain views & ponderosa pines. Designed by Gene 'Bunny' Mason & recently redesigned in 2013 by John Fought (Voted Best Renova- tion in the country by Golf Inc.)
Juniper Golf Course 1938 SW Elkhorn Ave. Redmond, OR 97756	541-548-3121	541-548-0808	www.playjuniper.com rmalone@playjuniper.com	1952	Rob Malone, James Billings	65.7 to 74	117 to 130	72	7,186-5,500	\$70 weekend, \$65 weekdays. Afternoon & Twilight & off-sea- son rates avail.	Walkable course wanders through sagebrush, juniper trees & lava rock outcroppings.
Lost Tracks Golf Club 60205 Sunset View Dr. Bend, OR 97702	541-385-1818	541-317-9589	www.losttracks.com info@losttracks.com	1995	Brian Whitcomb	68.6 to 72.7	126 to 136	72	7,003-5,344	\$70-\$85, \$40-\$50	Every view is a spectacular shot & every shot is a spectacular view.
Meadow Lakes Golf Course 300 SW Meadow Lakes Dr. Prineville, OR 97754	541-447-7113	541-447-7831	www.meadowlakesgc.com zach@meadowlakesgc.com	1993	Steve Reynolds, Zach Lampert	63.2 - 71.9	107 - 131	72	4,858-6,783	\$44 peak season weekend	Championship course owned by City of Prineville.
Prineville Golf & Country Club 7120 NE Ochoco Highway Prineville, OR 97754	541-447-7266	541-416-2060	sites.google.com/site/prinevil- legolfclub prinevillegcc@questoffice.net	1949	N/A	64	115 to 117	65	4,974	\$40,\$15	Well maintained, tricky little nine holes.
Pronghorn Resort 65600 Pronghorn Club Dr. Bend, OR 97701	541-693-5365	541-693-5496	www.pronghornresort.com ph.golf@pronghornresort.com	2004	Jerrel Grow	70.8	138	72	6,533	Call to ask for current rates.	Golf shop, rentals, Pronghorn Academy.
Quail Run Golf Course 16725 Northridge Dr. La Pine, OR 97739	541-536-1303	541-536-1076	golfquailrun.com tsickles@golfquailrun.com	1991	Todd Sickles	68.4 to 72.7	127 to 136	72	5,422-6,897	\$62 (18 holes), \$40 (9 holes & twilight times)	Regulation course with wide tree- lined fairways & inspiring vistas.

Golf Courses (Listed Alphabetically)

CONTINUED FROM PREVIOUS PAGE

Company / Address	Phone	Fax	WebSite/Email	CO Year Est.	Manager/ Professional	Course Rating	Slope Index	Par	Length in Yards	Green Fees	Services
River's Edge Golf Course 400 NW Pro Shop Dr. Bend, OR 97701	541-389-2828	541-389-0249	www.riversedgegolfbend.com troy@riversedgegolf.com	1986	Troy Eckberg	69.6	130	72	5,340-6,683	\$59 for 18 holes - \$39 for 9 holes	Spectacular views on a challenging hillside setting, pro shop, practice facility & restaurant.
Sunriver Meadows PO Box 3609 Sunriver, OR 97707	541-593-4402	514-593-4678	www.sunriver-resort.com chris.points@sunriver-resort.com	1999	Chris Points	68.0 to 72.8	119 to 128	71	7,012-6,022	\$50-\$145, depending on season & time of day	Meandering Sun River & directional use of forebunkers serve up ample challenges for all players.
Sunriver Woodlands PO Box 3609 Sunriver, OR 97707	541-593-4402	514-593-4678	www.sunriver-resort.com chris.points@destinationhotels.com	1981	Chris Points	68.8 to 73.0	124 to 131	72	6,880-6,068	\$50-\$125, depending on season & time of day	A Robert Trent Jones Jr. design. Lakes, rock out-croppings & views.
Tetherow Resort 61240 Skyline Ranch Rd. Bend, OR 97702	541-388-2582	N/A	www.tetherow.com golf@tetherow.com	2008	Katie Burnett	75.3 - 69.6	147 - 127	72	7,298	\$90-195	18 holes, brand new Finn Scooters, GolfBoards & EZ-GO lithium elite golf carts equipped with state- of-the-art Textron GPS systems, driving range including nine-hole, putting green, golf academy. Hotel, vacation rentals, 3 on-site restau- rants, pool, cabanas, fitness center, hike/walk/bike trails, residential community.
The Greens at Redmond 2575 SW Greens Blvd. Redmond, OR 97756	541-923-0694	541-548-9816	golfthegreens.com info@golfthegreens.com	1995	Craig Melott	59	100	58	3,554	\$32, \$24 after 1pm. \$22 for 9 holes	Well-designed & playable 18 hole mid-iron course. Robert Murir Graves design.
The Old Back Nine at Mountain High 60650 China Hat Rd. Bend, OR 97702	541-382-1111	541-382-6750	www.oldbacknine.com info@oldbacknine.com	1985	Dixon Ward	Men - 34.2/125 Women - 33.5/123	N/A	36	2,361-2,952	Great 9 hole rates, varies depending on season & time of day.	Reestablished original nine holes at Mountain High in spring 2009. Per- fect for beginners, families, groups.
Widgi Creek Golf Club 18707 SW Century Dr. Bend, OR 97702	541-382-4449	541-385-7094	www.widgi.com brad@widgi.com	1991	Brad Hudspeth	60.1-74.4	109-145	72	6,905-3,785	\$39-\$105	Well-maintained course, 11 lakes, 50+ bunkers, full service club, indoor pickleball & bar.

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Recreation

ravel Agents Share Insights

Continued from page 17

But if you have one of those done, it can cost you \$250." He adds, "The airlines haven't asked people to show vaccine proof yet."

The Challenges Faced by Travel Pros

While most are happy that the business of travel has picked up again, the agents agree that their jobs are much more difficult now than they used to be. Knowing how to navigate the constant changes and what to do if there is a problem is challenging.

"There are so many facets to everything; it's changed so much. It's not the same job I did a year a half ago at all," explains Ewing. "The airlines are still allowing you to change tickets without charging a change fee, which has been really good, but usually there is no refund unless you have a first-class ticket. Hotels are still good in refunding if a cancellation is made within 48 hours of the reservation. But suppliers, on the other hand, are asking you to buy travel insurance so that you can get your money back if you cancel, especially if traveling outside of the U.S." Reumann says if he books a cruise and it gets cancelled by the cruise line, the client is not out any money. "They may get a cruise credit rather than cash back, but they won't lose anything," he says.

Despite the efforts made by destinations and suppliers to accommodate travelers, there are many contingencies that must be considered when traveling now. "We have to be careful, even as agents, to really read that fine print," says



TOURISM TO MEXICO IS HIGH BECAUSE MUCH OF

Ewing. "Things have changed a lot since pre-pandemic. Some suppliers are giving credits for future travel, but sometimes people don't want to do that. If they are canceling, they are canceling," she says. "This is an ongoing discussion within the travel agent industry. It's not straight across the board; you have to look at every single supplier of what you are booking. They have all instituted different policies with COVID. For example, what happens when someone tests positive while traveling back from Mexico, or what happens if someone gets really sick and has to be hospitalized while traveling? We have to look at who covers what." Ewing says she knows of agents who had clients travel to Mexico, and the clients had to be tested before coming back into the United States. "A couple of them have tested positive. Some resorts will let you stay if you test positive, but others will charge you. Even if a client has travel insurance, they don't know if the insurance will cover the extra stay charges, or the flight, which may be more expensive by the time they can travel again. There are lots of different scenarios we have to consider. That's why we are professionals at our jobs. We don't just take your money and send you on your way for your vacation; we make sure that all the bases are covered, at least the ones we can cover."

Though travel has gained momentum in recent months, Ewing says that what she has not seen return yet is group travel. "Before, we'd see different clubs book a cruise or a trip to Mexico or Arizona, but now we don't see that as much. We are seeing lots of families traveling together."

Flying Safety

One question on the minds of most who are traveling again now is what it's like to fly. Hicks says that she hasn't heard about any issues with health or cleanliness on the airlines, but that clients are nervous about what the airlines require. "There are definitely concerns regarding a particular destination's requirements, and whether or not they have everything they need to board the flight," she says.

Ewing has been flying every month since May of 2020, she says, and believes it is safe to do so. "It's neat to ALASKAN CRUISES ARE ON THE UPSWING AGAIN



HAWAIIAN TRAVEL IS HUGE AT THE MOMENT BECAUSE IT'S WITHIN THE U.S. | PHOTOS COURTESY OF SANDY FWING

see how things have progressed. Every month it gets a little busier. Some clients don't worry at all, but others continually ask me about safety," she says. "You have to reinforce it; I tell my clients exactly what it's like. I tell them where I've been and what it's been like. I try to calm their concerns." She adds, "The good part of the pandemic is that everything is cleaner now, like the planes and the airports. I feel like this is a good thing that has come out of it."

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Athletic & Fitness Clubs (Listed Alphabetically)

Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Members	Sq. Feet	Services
Anytime Fitness 915 SW Rimrock Way, Ste. 101 Redmond, OR 97756	541-504-2868	N/A	www.anytimefitness.com redmond@anytimefitness.com	Zach Moore, Nicole Hatley	4	2006	N/A	N/A	All facilities offer 24 hour a day key card access & offer free weights, cardio theater, circuit weight training, personal training, pre & post workout supplements.
Anytime Fitness 212 SW Fourth St., Ste. 204 Madras, OR 97741	541-475-7090	N/A	www.anytimefitness.com madrasor@anytimefitness.com	Doug Peterman	3	2008	300	2,800	All facilities offer 24 hours a day key card access, free weights, cardio theater, circuit weight training, personal training & tanning.
Anytime Fitness 1288 SW Simpson, Ste. E Bend, OR 97702	541-389-6063	N/A	www.anytimefitness.com bendoregon@anytimefitness.com	Justin & Jaden Ritchie	1	2006	500	3650	All facilities offer 24 hour a day key card access & offer free weights, cardio theatre, circuit weight training, personal training & tanning. Bend location also offers group exercise classes.
Bend Downtown Athletic Club 550 NW Franklin Ave., Ste. 328 Bend, OR 97703	541-323-2322	N/A	www.benddac.com bdac@franklincrossing.net	Kalee Berg, Gary Hughes, David Abramson	5	2007	700	7,000	Adult-only facility strength & cardiovascular training, group fitness classes including body pump, spin, yoga, hitt, piyo & more. Certified personal trainers, small group training, Men's & women's locker rooms. Small business corporate rate. On the third floor of the Franklin Crossing Building
Bend Rock Gym 1182 SE Centennial Ct., 1134 SE Centennial Ct. Bend, OR 97702	541-388-6764	Same as phone	www.bendrockgym.com info@bendrockgym.com	Rich Breuner	36	2010	2,000	30,000 Total between 3 facili- ties	Tall, overhanging & vertical walls along with a bouldering gym & 17 autobelays. Full fitness & yoga amenities. Youth after school & summer camp programs. All levels of indoor & outdoor instruction.
DynaCore Fitness 494 SW Veterans Way, Ste. 1 Redmond, OR 97756	541-526-8244	N/A	www.dynacorefitness.com info@dynacorefitness.com	Denys Middleton	5	2012	325	10,000	24-hour access fitness facility, personal training, group training, supplementation sales.
Fitness 1440 1569 NE Second St. Bend, OR 97702	541-389-2009	N/A	www.fitness1440.com/bendnorth info@fitness1440.com	Steven Moyer	1	2011	N/A	23,000	Weight room, basketball, spinning studio, aqua aerobics, juice bar, personal trainers, Kenpo, boxing, kickboxing, pilates, Super Abs, separate men's & women's saunas & Jacuzzi, Nautilus, aerobics, yoga, racquetball, tanning & childcare.
inMotion Training Studio 1279 NE Second St. Bend, OR 97701	541-382-6313	N/A	www.inmotionbend.com info@inMotionBend.com	Shannon Segerstrom	2	2005	75	3,200	Personal training, bootcamp, corporate training, TPI golf fitness, sports performance, nutrition & weight loss, challenges, supplements.
Juniper Swim & Fitness Center 800 NE Sixth St. Bend, OR 97701	541-389-7665	N/A	www.juniperswimandfitness.com info@bendparksandrec.org	Sue Glenn	150	1949	8,000	80,000	50-meter indoor/outdoor pool, 25-meter indoor pool, indoor children's pool, outdoor family activity pool, fitness center, fit studio (functional training room), indoor cycling room, yoga studio, pilates studio, group exercise room, spa, sauna, steam room, 250+ weekly fitness classes, swim lessons for all ages & levels, masters swim program, child care, full locker room facilities.
LIFT Fitness Studio 514 NW Franklin Ave. Bend, OR 97703	541-550-7822	N/A	www.schliebeslift.com cornelius@schliebeslift.com	Cornelius Edison	5	1972	250	7,000	Group HIIT training, Cycle & personal training
Madras Athletic Club 123 SW J St. Madras, OR 97741	541-475-9369	N/A	madrasathleticclub.com madrasathleticclub@yahoo.com	Pedro & Kim Morales	10	1993	850	11,000	24 hr., steam & dry sauna access, free weights, Nautilus fitness center, Sibetz treadmill, kickboxing, aerobics, tanning beds, martial arts, childcare & espresso bar, racket ball, personal trainers & sauna. basketball & volleyball court & Zumba studio. Full service salon including hair station, pedicures & manicures & massage & steam rooms.
Norm's Xtreme Fitness Center 120 W Third St. Prineville, OR 97754	541-416-0455	Same as phone	www.normsxtremefitness.com normsxtreme@bendbroadband.com	Norm Smith	1	1999	400	8,000	Fitness center, tanning beds, sauna, aerobics, special rates for seniors & students, veteran specials.
Prineville Athletic Club 211 N Main St.	541-447-4878	541-447-3692	www.prinevilleathleticclub.com prinevilleathleticclub@gmail.com	Brooke Smith	4	1988	550	10,000	Fitness classes, free weights, circuit training, Nautilus, Climbmax aerobic machines, spinning bikes, treadmills,

Treat Yourself to Some Massage Therapy This Summer Vacation

by ABIGAIL MORSE — Elk Ridge Chiropractic & Wellness Center

ummer has finally arrived, which means we're out and about, hiking, biking, floating the river. We're taking vacations, visiting the fam, going out to dinner and chilling at home. The kids are out of school and we're making all sorts of plans. So how about adding some self-care into the mix?

Because we tend to go a little overboard with the whole "relaxation" thing over summer, it's good to make sure we're taking proper care of ourselves in the process. That's why Elk Ridge Chiropractic & Wellness recommends receiving regular massage therapy with one of its licensed massage therapists.

You might be wondering what the difference is between massage therapy and the massage you typically get at your favorite spa. The difference is that massage therapy addresses specific problem areas of joint and muscle pain in the body, following a specific treatment plan aimed at getting you exactly where you want to be, which could be anything from walking all over Europe on that summer cruise, biking around Central Oregon, surfing down in SoCal... you get the idea. For whatever summer adventures you enjoy, massage therapy will get you back on track and help you stay there.

Next, you might be asking yourself what kind of massage therapy is right for you. Elk Ridge has a myriad of options based on your level of pain, your pressure tolerance and your specific health goals. We've broken the list down for you so you can gauge what might be the best fit for you.

Soft Tissue Massage

This is a great modality for treating sensitive areas on the body, for restoring blood circulation and adding flexibility back into the body's muscles, tendons and ligaments. One example would be trauma from an injury, such as a motor vehicle accident. The muscles in the affected area are still in a bit of shock, and a lighter touch is needed to coax the body back off that ledge of tension. Another example would be post-surgical care. As the body is in a different state of shock, it's good to keep the pressure light and work your way into deeper tissue massage later once the body has fully healed internally.

Trigger Point Massage

When we experience discomfort in certain areas of our body such as the neck or lower back, we like to get those areas worked out. Trigger Point Therapy hones in on this idea by addressing specific points of tension in the body, which are called Trigger Points. Trigger Points can be anywhere on the body and are the result of prolonged trauma. Maybe you've been sitting in the same position for too long. Maybe you've been sleeping wrong, lifting things that are too heavy for you or maybe you have a lot of stress from emotional turmoil settling into those muscles, tendons and ligaments. Things like these create areas of pressure that need to be released. The massage therapist's job is to find them and release them, as they may be the source of pain, loss of mobility and range of motion and possibly more discomfort you may not even be aware of.

Thai Massage

CONTINUED FROM PREVIOUS PAGE

This is a full-body massage modality that has been known to boost energy levels in the body, lower stress and increase athletic performance. Its proven health



PHOTO | PHOTO BY ALE ROMO PHOTOGRAPHY ON UNSPLASH

benefits allow you to feel soothed and relaxed, and will keep you going all summer long. For all the adventures and activities you have planned, Thai Massage just might be the right fit for you.

Deep Tissue Massage

Most commonly known as the type of massage that makes you really feel — the kind that's not necessarily pleasant in the moment, but that produces lasting results after the fact — deep tissue works to break up scar tissue, ease muscles, tendons and ligament, and relieve blood pressure. It helps to release those long-standing, deeply rooted knots in order to alleviate pressure and restore mobility to the body. We recommend this modality when everything else just feels like a soft petting, when the pressure never seems to release and when the pain persists, as well as limited range of motion. The goal of deep tissue is to restore all of that by working deeply from the inside out.

Scheduling your massage at Elk Ridge Chiropractic & Wellness Center

We're currently taking appointments with each of our licensed massage therapists at Elk Ridge. Give us a call at 541-388-3588 or email us at elkridgechiropractic@gmail.com to book! Ask us about all our services, too, including chiropractic care. Plus, find out if your insurance will help you cover the costs!

thebendchiropractor.com

Athletic & Fitness Clubs (Listed Alphabetically)

,				,		•	• /		
Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Members	Sq. Feet	Services
Recharge 550 SW Industrial Way, Ste. 130 Bend, OR 97702	541-306-6541	N/A	www.rechargesport.com info@rechargesport.com	Renee Metivier	10	2013	Varies	7,000	Sports rehab & performance center offering physical therapy, massage, acupuncture, nutrition coaching, personal training & small group training as well as the innovative recovery lounge.
Redmond Athletic Club 1717 NE Second St. Redmond, OR 97756	541-923-6662	N/A	www.redmondathletic.com redmondathletic@gmail.com	Branegan Dixon	30	1997	2,200	15,000	Group fitness classes, personal training, weight-loss nutrition, programs, supplements, physical therapy, massage therapy & dry sauna.
Sage Springs Club & Spa 17600 Center Dr. Sunriver, OR 97707	541-593-7891	541-593-7899	www.sagespringsspa.com srspa@sunnver-resort.com	Sunshine Willis, All Fitness & Co.	60	2004	1,200	35,000	Comprehensive strength & cardiovascular conditioning, indoor & outdoor tennis courts with available USPTA instruction, certified personal trainers, indoor lap pool, group movement studio, yoga, hydrotherapy spas & steam room.
Sisters Athletic Club 1001 Desperado Trail Sisters, OR 97759	541-549-6878	541-549-6874	www.sistersathleticclub.com tate@sistersathleticclub.com	Tate Metcalf	39	2001	1,900	21,500	Indoor swimming pool, outdoor hot tub, cardio machines, Cybex strength equipment, group spinning, Zumba & step classes circuit body sculpt QClub, variety of yoga classes, aerobics, yoga, power sculpt, complete schedule of aquatic programming, master swim, swim lessons, water aerobics, water therapy, lap & open swim, Pro shop, Cafe, expanded kid's club, art gallery & on-site restaurant steam rooms & locker rooms, ELDOA (stretching, muscle tone & awareness).
Snap Fitness 24/7 2700 NE Fourth St., Ste. 110 (Off Butler Market) Bend, OR 97701	541-382-2348	N/A	www.snapfitness.com/bend bend@snapfitness.com	Mandy Wiederholt	2	2008	N/A	4,200	24 hour club access, core weights & cardio, personal training & tanning services.
Snap Fitness in Brookswood Plaza 19550 Amber Meadow Dr. Bend, OR 97702	541-389-2550	N/A	www.snapfitness.com/bendbrookswood bendbrookswood@snapfitness.com	Matt Barrett	3	2009	500	3,700	Cardio & strength equipment, free weights, yoga, tanning, open 24 hours, personal training, bootcamps, free online training center, free equipment orientations, free 1x1 consultation with a personal trainer, online nutritional center.
Snap Fitness in NorthWest Crossing 2753 NW Lolo Dr. Bend, OR 97702	541-749-2015	N/A	www.snapfitness.com/bendnwx bendnwx@snapfitness.com	Matt Barrett	7	2009	950	8,500	Cardio & strength equipment, free weights, yoga, tanning, open 24 hours, personal training, bootcamps, free online training center, free equipment orientations, free 1x1 consultation with a personal trainer, online nutritional center, discount for Snap members at network of national retail partners, access to over 1100 gyms around the U.S. & Canada at no additional cost.
The Athletic Club of Bend 61615 Athletic Club Dr. Bend, OR 97702	541-385-3062	541-385-4774	www.athleticclubofbend.com kip@athleticclubofbend.com	Kip Heilman	200	1993	5,750	110,000	Full service athletic facility. Offers fitness, aquatics, racquet sports, youth & senior programming within a family oriented social atmosphere.
Xcel Fitness 2410 NE Twin Knolls Dr. Bend, OR 97701	541-383-3481	N/A	www.xcelfitnessbend.com xcelfitnessbend@gmail.com	N/A	8	2002	N/A	20,000	Group & personal training, CrossFit, 24 hour access.
Xcel Fitness 61470 S Hwy. 97, Ste. 3 Bend. OR 97702	541-383-3481	N/A	www.xcelfitnessbend.com xcelfitnessbend@gmail.com	Israel Love	8	2018	1,700	12,500	Group & personal training, 24 hour access.

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.

Recreation

ecreation & Tour Companies

Continued from page 1



COG WILD CASCADIA JUNIOR CYCLING TEAM RACER ELIJAH KRAUSE | PHOTO BY BILL WARBURTON

a sense of normalcy again. Business levels are back up, and we are starting to get group business again, which was definitely lacking last year. Our regular individual traffic is back to the normal summertime feel as well."

Recreation Trends

At DVA, Yax and the team work with a dozen different destinations, he says, and one of the things they do is monitor trends to help the destinations forecast what they can expect from a tourism standpoint. Two trends Yax says he thinks will be popular this summer and fall are midweek travel and reunion travel. "So many people have greater flexibility with remote work options now that I feel like, from what we're hearing, more people will travel midweek than in years past. They can still get work done while having fun."

The other trend, reunion travel, involves multigenerational, extended-family-type travel. "Families who haven't seen each other in over a year will travel together," he says. "This increases visitation to our area by magnitude, because now, instead of just a couple coming to visit, they are also bringing parents, grandparents, etc. That definitely contributes to an overall increase in tourism."

Yax says there is also still a strong interest in driving destinations. "People are still willing to drive a little farther than before. Air travel is significantly picking up, but still, people are willing to drive." He adds, "It goes without saying that destinations that have an abundance of outdoor recreation possibilities and resources are preferred among a lot of travelers."

Braun agrees that at Wanderlust — which is based in Bend and offers a variety of half-day naturalist-guided tours, trips and activities year-round in Bend, Sunriver and Sisters — family groups traveling together is trending. "Over the past couple of months and through COVID, we've seen an increase

for locals, Stryker explains, and they increased youth offerings and filled the majority of 2020 spring and summer programs for ages 4 to 18. "We'd like to increase local participation; we've been planning to do a direct mailing campaign to sell our shuttles, skills clinics and adventure rides to folks who have moved to Bend in the last year, but we've been too

busy with the day-to-day operations to complete that project," she says.

"We are seeing outdoor recreation and leisure travel demand that is equal to or exceeding what it was in 2019, pre-pandemic," says Justin Yax, partner and public relations director of Bend-based DVA Advertising & Public Relations, which specializes in leisure travel and outdoor recreation destinations in the west including Mt. Bachelor, Tetherow Resort, Visit Central Oregon, Campfire Hotel and Cascade Lakes Brewing Company. "This is not the case across the board, but it is for the companies we work with in Bend, the Hood River area and in Colorado and Montana. All of these are popular destinations that are on trend for what people are looking to do right now. They are riding that first wave of pent-up demand."

Courtney Braun, naturalist guide and sales manager for Wanderlust Tours, says they had an "amazing" spring, and that so far, summer is following suit. "People are excited to be learning and be outdoors again; their enthusiasm is definitely nice to see again. The appreciation for getting back outside has grown. For people who have been cooped up for so long, the ability to get out and see wildlife during the day and the stars at night is invigorating." She adds, "It's been fun to feel



WANDERLUST TOURS' BEND BREW BUS TOUR | PHOTO COURTESY OF WANDERLUST TOURS

WANDERLUST TOURS' CAVE TOUR | PHOTO BY CHANEY SWINEY

in the number of multiple family groups traveling together," she says. "Larger groups are signing up for tours. We have been doing this more often over the past couple of months than previously. It's like a family picks another family as their pod, and then they travel together. They book a private tour just within their pod to keep it within the family, so to speak."

Braun says that with the increase in visitors to our area, the focus at Wanderlust — in addition to the traditional natural- and cultural-interpretation-style tours they conduct — is responsible recreation. "It's an opportunity to educate our guests when they are in these beautiful places they come to see in Central Oregon to focus on going above and beyond to do their part to keep these spaces clean, and to recreate in them responsibly so that everyone can enjoy them."

Ongoing Challenges and Lessons Learned

Despite the current steady stream of business, recreation and tour companies are still facing certain challenges, including the process of recouping financially, dealing with traveler uncertainty and a forecasted big fire season. "Compared to last year,

ecreation & Tour Companies Continued from page 22

business is booming. Last year at this time, we thought we might not make it, but with support from PPP loans, EIDL, Travel Oregon grants, a COIC grant and paid leave for employees who couldn't work because of COVID exposure, we not only survived but came out stronger," says Stryker. However, she says that Cog Wild now has an updated cancellation policy in which they keep a non-refundable 25 percent for bookings that cancel. "We learned the hard way last year. We were able to buy a new van and invest in a bike fleet (ordered last fall, but bikes are still trickling in). We've increased our prices and our pay rates for guides, coaches, drivers and office staff. We're on par with non-2020 years in terms of regular business, but, it's still early in our season, and a big fire season could change our status."

Yax says they are seeing a lot of people booking trips and making reservations with much shorter lead time than in the past, which is challenging for recreation and tourism companies. "People are making lastminute decisions, not just about when they are going to travel, but where. That creates challenges for providers,

hoteliers, restaurants, etc. It's difficult to forecast business levels and makes it hard to staff accurately. The last-minute choices are due to customers' own re-entry into travel, and their own hesitations: One week they may feel unprepared to travel, but then feel ready a week later." He adds, "There continues to be some uncertainly in terms of level of comfort. But it has relaxed to the point that once they are ready to go, they want to go now."

Because we in Central Oregon are seeing greater visitation from a tourism standpoint, and because we all are still highly interested in spending time in the outdoors and open environments, Yax says now is a good time to go out and try a new thing, such as a lesser-known trail, or a ride somewhere that isn't so heavily traveled by visitors. "It's a great time to find some off-the-beatenpath places to help lessen the impact on the heavily trafficked trails," he says, adding that the new trail permit system requiring advanced reservations for a number of local trails that took effect in Central Oregon this season will help enforce this. "The new permit system is going to sneak up on lots of people,



WANDERLUST TOURS' SPARKS LAKE SUNSET TOUR | PHOTO BY NATE W

benefits: Typically, you are required to be actively looking for employment; but you are not required to do that right now. This dis-incentivizes people. As the unemployment situation dries up and goes away, there will be a return to the workforce. But that doesn't help with immediate need for staffing." To offset the staffing shortage, Yax says businesses are having to increase the hourly rate of pay and offer upfront cash-signing bonuses. "Ultimately, those expenses will get passed on to the consumer. If you have to pay \$4 per hour more, or pay a \$1,000 hiring bonus, that means that the cost of that meal the tourist eats will likely increase as a result."

At Wanderlust, Braun says they feel really lucky. "We hired a couple of new guides and had lots of staff return. We are staffed up and ready to go. Many of our partners and compatriots are struggling, but we have who we need and it's a really great group of people to go forward with into the summer. We feel fortunate."



Although Oregon is mostly opened back up, companies are continuing to take stringent safety measures to keep it that way. "Travel Oregon gave us nearly 8K to create a COVID-appropriate visitor experience," says Stryker. "The funds are being used to pay for porta potties, hand-wash stations, signage and seating for our Bend and Oakridge locations." She continues, "The majority of our work is outside, so we no longer require masks outside. But, since we put people into vans, we still follow public transit guidelines and ask people to mask up while in the van, whether they are vaccinated or not. We're handing out way more disposable masks now than we did in the past year. We're still doing lots of prepackaged snacks instead of shared snacks, and we are still staying physically distant."

Braun says that at Wanderlust, they are also still taking extra steps in cleaning gear and vans, making sure everything is sanitized and cleaned between each use. "We are still requiring masks in closed spaces or indoors. In the outdoors, we allow de-masking as people feel comfortable."

Yax says there is still some ambiguity or interpretation confusion where COVID protocols are concerned. "People don't fully understand the current regulations.

What's important is that a lot of businesses are continuing to maintain safety protocols at their own discretion, even when they don't have to. That may change when we hit 70 percent vaccination rate." Another big challenge, he says, is that when we were at the height of the pandemic, everyone was following the same rules and protocols, but now, we are at a point where it's different from business to business. "Some still have face-covering requirements; but lots of people aren't wearing them. The inconsistency is to no fault of the individual businesses, but there is confusion in the consumer's mind about when and where they should or should not wear a mask, even if they are vaccinated." He adds, "It's interesting to me that when I wear a mask, I wonder if people assume I'm not vaccinated. I have yet to be asked for proof of vaccination."

Though nothing is certain as to what the future holds, most recreation and travel business owners are breathing a collective sigh of relief that this summer feels so much better than last year did. "Our clients have been so kind and supportive; we have seen so many return clients who give us positive feedback and five-star reviews on Google and Trip Advisor," says Stryker. "We love our clients and our staff, and are so stoked that our business survived the pandemic."

dvaadv.com wanderlusttours.com



THE TETHEROW RESORT SWIMMING POOL | PHOTO COURTESY OF DVA ADVERTISING & PUBLIC RELATIONS

particularly locals," he says. "I know there are lots of local trails that I probably won't touch until fall because of it. Last-minute travel decisions will collide with the new permit system.

Staffing Hurdles

"Staffing is our biggest issue this year. We are having a hard time finding hard-working and committed individuals to drive, coach, guide or work in the office," says Stryker. "Emotional support of employees has been a big one this year. We had a couple of employees who were promising, but totally flaked out emotionally and couldn't handle the stress of the business." She adds, "In my opinion, this job isn't stressful since all we do is take people mountain biking! We've been trying to give more work to the folks currently employed, but folks have boundaries and only want to work part time, not full time. Also, the seasonal nature of the business makes it challenging to find full-time seasonal help. We lost highly trained, longtime staff to full-time, year-round jobs due to the pandemic."

Yax agrees that staffing is a concern they are hearing about within the DVA clients. "All you have to do is drive around town. Everybody has a help wanted sign out," he says. "Tourism and service industries have been among the hardest hit. This is due to programs like what the state is doing with unemployment

Mailing Services (Listed Alphabetically)

Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Services
Bend Mail & More 19550 Amber Meadow Dr., Ste. 130 Bend, OR 97702	541-797-0475	541-728-2979	www.bendmailandmore.com bendmailandmore@gmail.com	Martie King	1	2018	USPS, FedEx, UPS, postal service, mailbox rentals (physical & virtual), mailing & shipping supplies, packaging/shipping, notary public, passport photos, key duplication, faxing, copying, printing, scanning, shredding, laminating, binding, color & b/w copying, large format printer (signs, banners, photo giftwrap, canvasses, blueprints), office supplies, Lovepop, Quilling & other greeting cards, unique gifts, cellphone accessories.
BMS Technologies 20901 Cooley Road Bend, OR 97701	541-388-0789	541-383-1817	www.bendmailing.com mforbis@bendmailing.com	Nick Di Spaltro, Mike Forbis	50	1977	Complete mailing services, statement & document processing, invoicing & statements, automated first class & bulk mail, database management, mailing lists, copying & printing services, online-bill pay, electronic payments, graphic design & web development.
Books, Boxes & B.S. (Business Services) 16388 Third St. PO Box 3239 La Pine, OR 97739	541-536-5580	541-536-5673	www.BooksBoxesandBS.com lapinebusinesscenter@gmail.com	Robin Mirrasoul	4	1994	UPS, FEDEX, packaging, services, mail services, mail boxes, books, cards, copies, printing & faxing, signs & banners, vinyl printing, scanning, email, shredding & design.
Mail, Copies & More/Office Express 380 SW Fifth St. Madras, OR 97741	541-475-5656	541-475-5662	officeexpress@gmail.com	Loren Dunten	7	1997	Office supplies & furniture, UPS/FedEx shipping center, full-scale printing, free delivery in Madras.
Moonlight Business Process Outsourcing 2491 NE Twin Knolls Dr. Bend, OR 97701	866-348-9791	541-617-1831	www.moonlightbpo.com ellen@moonlightbpo.com	Ellen Koch	13	1985	Commercial printing both offset & Digital, direct mail, all mailing services, UV coating & bindery. Presort & daily mail pick up, statement & invoice printing, digital printing & variable, personalization & Transpromo data. Lock Box services, return mail services, data archiving, scanning & onsite secure document storage. Certifications: SOC1 Type II, SOC2 Type II, PCI, independently audited yearly for all certifications as well as a HIPAA compliance certificate. Other certifications WBENC, WBE & WOSB. NEW to MBPO services HP Indigo press as well as pressure seal print & mail services.
Pack Ship & More 61535 S Hwy. 97, Ste. 5, Fred Meyer Shopping Center Bend, OR 97702	541-389-9337	541-389-9537	packshipandmore@gmail.com	Trina Robison	4	1990	Post office alternative, mailbox Rentals, copies, packaging, fax services, shipping, UPS, FedEx, postal & DHL & notaries.
Pack Ship & More #3 70 SW Century Dr., Ste. 100 Bend, OR 97702	541-388-0389	541-388-0218	www.psm3.biz packshipmore3@gmail.com	Richard Ross	5	2000	Mailbox rentals & virtual mailbox rentals. Copies, packaging, fax services, shipping, UPS, FedEx & postal, passport photos, notary services, scanning, document shredding, computer time rental, knife sharpening & textbook buybacks.
Pack, Ship & More 1555 NE Third St., Ste. B4 Prineville, OR 97754	541-416-0228	541-416-0229	www.packship.biz pknship@gmail.com	Trina Robison	2	1994	Post office alternative. Copies, packaging, fax services, notary, shipping, UPS, FedEx & postal.
Pack, Ship & More #2 1900 NE Third St., Ste. 106 Bend, OR 97701	541-389-6165	541-389-4119	www.psm2.biz packshipmore2@gmail.com	Richard Ross	5	1989	Mailbox rentals & virtual mailbox rentals. Copies, packaging, fax services, shipping, UPS, FedEx & postal, passport photos, notary services, scanning, document shredding, computer time rental, knife sharpening & textbook buybacks.
Postal Connections 61141 S Hwy. 97 Bend, OR 97702	541-389-5600	541-389-5678	postalconnections108.com info@pca108.com	Drew Cogen, Alison Cogen	3	1997	UPS, FedEx, DHL, postal service, mailbox rentals, mailing supplies, packaging/shipping, business cards, brochures, greeting cards, gifts, copy services, color copies, notary, keys, faxing, scan to email. Retail mailing & copy center.
Postal Connections 1 2660 NE Hwy. 20, Ste. 610 Bend, OR 97701	541-382-1800	541-382-1888	www.postalconnections101.com pca101@postalconnections.com	Peter Pierce	5	1996	UPS, FedEx, postal service, mailbox rentals, mailing supplies, packaging/shipping, business cards, brochures, greeting cards, stationery, copying, color copies. Retail mailing & copy center.
Postal Connections 3 915 SW Rimrock Way, Ste. 201 Redmond, OR 97756	541-504-2340	541-504-2341	www.postalconnections119.com pca119@postalconnections.com	Joyce Jones	4	1999	UPS, FedEx, postal service, mailbox rentals, mailing supplies, packaging/shipping, business cards, brochures, greeting cards, stationery, copying, color copies, faxing, scanning, notary, retail mailing, copy center & gifts.
The Pony Express 160 S Oak St. PO Box 3500 Sisters, OR 97759	541-549-1538	541-549-1811	www.sisterspony.com sisterspony@gmail.com	Wes & Teagan Johnston	4	1993	USPS,UPS, FedEx, shipping, freight, office & art supplies, copies, faxes & laminating. Secure document shredding. Scanning. Mail box rentals. Mail forwarding.
X-Press Printing Inc. 664 W Hood Ave. PO Box 904 Sisters, OR 97759	541-549-9321	541-549-4142	www.xpressprinting.biz jeff@xpressprinting.biz	Tony Meyer, Jeff Swales	14	1989	Commercial & quick print, full color offset, digital color, digital b/w, computer to plate, business printing, design, direct mail & marketing services, variable data, electronic file transfer & proofing

Central Oregon's Heat Wave, Gilligan's Island & Your Investment Portfolio

by DAVID ROSELL — Rosell Wealth Management

e have all heard the old adage — be careful what you wish for. Central Oregonians are typically clad in puffer coats throughout June as we long for the arrival of summer heat. 2021 has certainly been an anomaly as outdoor temperatures break all-time records all throughout the Pacific Northwest. I'm grateful to be writing this column in an airconditioned room with an ice-cold glass of Sauvignon Blanc as temperatures are a sweltering 108°!

Just as most of us have felt overwhelmed with the heat, many investors feel beleaguered when it comes to investing and planning for one's financial future. This often includes:

- 1. How to choose the right investments inside of your retirement accounts
- 2. Trying to time the markets
- 3. Maintaining your standard of living in retirement

Choosing your investments:

For many personal investors I recommend target-date funds. As their name suggests, they have a target date for retirement. This strategy makes a complicated scenario how to invest over 30 or more years — simple. Or at least simpler. These funds start out more heavily weighted in equities, then grow more conservative in bonds as your retirement date draws closer. Speaking of simplification, these target-date funds take the responsibility for rebalancing out of the investors' hands. Even if investors do a great job of picking the right funds initially, it's unlikely they're going to review and rebalance them every quarter. Target-date funds can be a great long-term solution for people who want a highly diversified portfolio and professional investment management with a "set it and forget it" approach.

Timing the markets:

During this recent heat wave, it has been unbearable to leave the comfortable temperatures of your car, home or office. However, we all understand that temperatures will eventually return to a more comfortable normalcy, so we don't make desperate decisions to put our house on the market and move to a cooler climate. It's important to have a similar mindset when it comes to your investments for retirement and stay the course when things feel uncomfortable. Many choose to time the markets. I remember meeting a gentleman who shared his perceived success story of such market timing during the last recession when all investors were sweating. In an excited tone he explained how he liquidated his entire equity portfolio in October of 2007 when the Dow Jones Industrial Average was near its peak-closing price at that time of 14,164. He went on to give details about how the Dow hit a market low of 6,443 on March 6, 2009, having lost over 54 percent of its value since the October 2007 high. I asked him when he got back in the market. He stated in a less fervent tone that he had not done that yet as he was waiting for the markets to decline first. I informed him that the markets had since experienced momentous growth and the Dow has more than recently achieved a new all-time high breaking the 18,000 mark. It dawned on him that he had lost out. This gentleman was lucky once but not twice, and consequently now faces a serious dilemma.

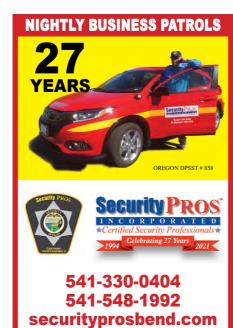
I saw investors make a similar mistake just last year as the pandemic became a reality. Based on fear of the unknown, the markets plummeted 34 percent in March of 2020! Millions of investors liquidated their portfolios as they felt "this time was different." Within months, the markets had not only recovered but went on to hit an all-time high. The Dow is currently sitting above 34,000, up over 500 percent since March of 2009. When you time the markets, you must be lucky twice. You must not only get out of the markets at the right time, but you need to get back in at the right time. To be successful over the long term, it is time in the markets not timing the markets that counts.

Maintaining your standard of living in retirement:

One of my favorite television shows from childhood was Gilligan's Island, the story of seven castaways deserted on a beautiful tropical island. Gilligan's companions were the Skipper, the Hollywood actress and the Professor, but perhaps the most inspiring characters were "the millionaire and his wife", Thurston and Lovey Howell. They lived in a Beverly Hills mansion, traveled the world and owned every material possession imaginable. I still find it perplexing how they fit most of it on the Minnow for their threehour tour. Being a millionaire in the 1960's was a dream for many as it meant a lifestyle of complete luxury. Today, the concept of being a millionaire has dramatically changed. Although one should feel blessed to have a million dollars — as most people in the United States and around the world will never experience such wealth — have they really hit the big time like the Howells?

In today's world, a million dollars will not enable one to live in a mansion, own a yacht or send three children to Ivy League Universities. Even covering basic living expenses is no easy feat for the modern-

day retiree. This may seem difficult to fathom, but let's take a close look at this scenario. Morningstar's comprehensive esearch states that if one has a balanced portfolio in retirement made up of stocks and bonds (I believe we need stocks in our portfolio if we want to live well but bonds if we want to sleep well), one has the highest probability (97 percent) of not outliving their resources over a 25-year retirement if they live on only 4 percent of the principle. Panic sets in for many when they see the statistics drop to just better than a 50 percent chance of success with a 6 percent withdrawal. The recommended 4 percent withdrawal from a \$1 million equates to a \$40,000 annual income stream and this has not factored in the IRS's portion or inflation. In today's new world economy of extremely low interest rates, banks are offering under 1 percent on deposits. This would sadly yield under \$10,000 annually on that \$1 million.





Here are a few things to contemplate as you prepare for or enter your years of financial independence. It is imperative that you can maintain purchasing power. Although it is highly recommended to have a rainy-day account, cash does not possess this attribute to keep up with increased cost

of living. In 2020 inflation hovered around 1.5 percent, however, many economists believe inflation will increase over the next few years. The annual inflation



rate in the United States is 5.0 percent for the 12 months ended May 2021.1 Keep in mind that the inflation rate soared to 13.5 percent in 1980, but I like to look at the law of averages. Historically, the average annual inflation rate is 3.5 percent.² This may not sound too bad until we realize that at that rate, prices will double every 20 years. How does this impact your retirement? Imagine retiring at age 60 with an annual income of \$100,000. Twenty years later at the age of 80 you will need to withdraw \$200,000 just to maintain that standard of living and this does not factor in the additional costs of health care and possible long-term care expenses. If you find this hard to gage, consider that you probably spent more money on your last automobile than your parents spent purchasing their first home!

There will always be heat waves, forest fires, market turbulence and recessions to navigate. On my podcast; Recession-Proof Your Retirement, I share financial tools and concepts that can help investors navigate these important topics and more. As we work our way out of the global pandemic, I hope you have a wonderful summer with friends and family.

¹usinflationcalculator.com

²officialdata.org

David Rosell is president of Rosell Wealth Management in Bend. Rosell Wealth Management.com. He is the host of the Recession-Proof Your Retirement Podcast and author of Failure is Not an Option — Creating Certainty in the Uncertainty of Retirement and Keep Climbing A Millennial's Guide to Financial Planning. Find David's books on Audible and iBooks as well as Amazon.com

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Jennifer Cranford

Jennifer Cranford, CPA, has been promoted to partner at Kernutt Stokes, an Oregon-based accounting firm with an office in Bend. Cranford joined Kernutt Stokes' Eugene team in 2013. In 2019, she relocated to the firm's Bend office after being promoted to senior tax manager. Cranford specializes in real estate and privately held business accounting, and provides in-depth tax and accounting services to Central Oregon businesses. She holds a bachelor of arts in accounting from Westminster College and is a member of the American Institute of Certified Public Accountants (AICPA) and the Oregon Society of Certified Public Accountants (OSCPA).

Before joining Kernutt Stokes, Cranford worked for eight years as the chief financial officer at Ridgeline Management Company, where she managed the accounting department

and prepared financial statements for numerous assisted living communities across the United States. Cranford's experience in the industry and exposure to various business structures provided her a strong foundation for working with Kernutt Stokes' diverse client base.

Logan Peterson knew he wanted to work for a winery this summer before he began his senior year at Linfield University in McMinnville. He's working toward a major in business and a minor in wine studies. The 2018 Summit High School graduate never imagined he would be able to do that in his hometown of Bend.

Peterson has a combined internship/job at Lava Terrace Cellars, owned by Dina and Duane Barker. From now until the end of July, he will be helping Duane manage the vineyard, plant new vines, learn about selling the wine and numerous other tasks. He leaves in August to study for a semester in France. This summer, Logan is also playing first base for the Bend Bucks and taking a college business class.



Logan Peterson



Katy Haines

Katy Haines was recently elected to the board of directors of **Diversability Inc.** Diversability Inc. is an established 501(c)3 nonprofit organization serving the community of people with diversabilities.

Diversability is the preferred term to replace disability. The term diversability embraces the uniqueness and potential in every human being. Diversabilities refer to physical, cognitive, developmental, learning and/or neurological differences, or diversity, in ability levels.

Diversability Inc.'s mission is to empower community connections and provide services, resources and tools for people with diversabilities and their families to assure they are elevated to their potential and seen as valued citizens of our community.

Haines brings marketing and business administration acumen to the organization. For the past four years she has led NAI Cascade Commercial Real Estate Services as principal broker and director of operations. She has been involved with the Down Syndrome community since 2015.

The Council on Aging of Central Oregon (CoA) announced that they have once again received SAGECare certification. CoA is Central Oregon's aging experts ensuring that all of us have access to the supports, services and resources we need when we're older. They serve seniors and their caregivers of any race, ethnicity, gender, sexual orientation and economic level. SAGECare certification training provided the staff with a deeper understanding of the unique challenges LGBT elders face as they age and we are now better prepared to address them in our program and service offerings across Central Oregon.

SAGECare is a division of SAGE, the country's oldest and largest non-profit organization dedicated to improving the lives of LGBT older adults. SAGECare provides LGBT competency training and consulting on LGBT aging issues to service providers.

For the second year in a row, Volunteers in Medicine (VIM) has received a Gold Rating from the National Association of Free and Charitable Clinics (NAFC) Quality Standards Program.

Central Oregon Community College's (COCC) student-run newspaper, The Broadside, recently took top honors in the best website category for two-year colleges at the Pacific Northwest Association of Journalism Educators' (PNAJE) annual student contest. The paper also received two second-place awards, two thirdplace awards and three honorable mentions in the categories of writing, photography and graphic design. The contest is open to two- and four-year



THE BROADSIDE OFFICES | PHOTO BY TERESA RISTOW

schools in Oregon, Washington, Idaho, Montana and Alaska. 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 COCC task force, relaunching two years

ago with a digital-only format and recently receiving approval from college administrators to continue its publishing operations.

Award winners are:

- Best website, 1st place
- News/feature/sports photo, 2nd place, Roman Russell
- Portrait photography, 2nd place, Marvin Walder
- Photo essay, 3rd place, Marvin Walder

- Best use of media storytelling, 3rd place, Marvin Walder
- Feature reporting, Honorable mention, Marvin Walder
- Photo illustration/graphics, Honorable mention, Miina McCown
- Personality profile, Honorable mention, Ayla Adkins



Kara **Tachikawa**

The founding director of MountainStar Family Relief Nursery, Tim Rusk, will be stepping down in August wrapping up 19 years of service to the community in that role. MountainStar announces that Kara Tachikawa will be the new executive director, starting in August 2021.

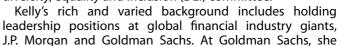
Tachikawa is a strong and well-respected community leader who has been advocating for young children in Central Oregon for seven years. In addition to being a Central Oregon native, she brings an abundance of passion, knowledge and experience to this leadership role and has the full support and confidence of the board, staff, families and program partners.

Tachikawa believes all babies, toddlers and preschoolers deserve a strong start and that we have a collective

obligation to step forward and help when families face big challenges, such as unstable housing, poverty, intimate partner violence, substance abuse issues or involvement with the criminal justice and child welfare systems. She is thrilled to lead MountainStar's highly qualified and caring staff in providing trauma-informed, therapeutic services that show documented success at keeping children safe and increasing family resilience.

Tachikawa is currently the program director at MountainStar and led the effort to open a new Relief Nursery site in Redmond in September 2020. She was also integral in adding Preschool Promise classrooms last fall at MountainStar sites in Bend, Madras and Prineville. Managing childcare operations with constantly shifting health and safety guidelines has been demanding. Kara and MountainStar continue to be committed to the safety of our staff, children and families.

Brooks Resources Corporation recently announced that Erica Hollern Kelly has joined its board of directors. Kelly is the first female to ever be elected to the board of directors of Brooks Resources Corporation or Brooks-Scanlon, Inc. With a mix of experience that spans Fortune 500 company leadership and championing philanthropic causes, Kelly will bring a unique perspective to the real estate development company. She will join the other seven Brooks Resources board members in overseeing the fulfillment of the company's vision and mission, while also participating in the diversity, equality and inclusion (DEI) committee.





Erica Hollern Kelly

managed the company's recruiting and then diversity programs in Europe. She is a founding member of the Myotonic Dystrophy Foundation, which works to enhance the quality of life of people living with this disease through community support, education, advocacy and research. Additionally, she serves on the board for Project Awareness and Special Sports (PAASS) which seeks to create an inclusive sports and recreation environment for individuals with developmental delays.

Kelly completed post-graduate work in World Politics at the London School of Economics, and she holds a degree from Dartmouth College in Chinese and East Asian History. While at Dartmouth, she served as elected president of Phoenix Women's Honor Society, an organization that worked to improve representation for women and minority groups on campus. She is a Bend, Oregon native who currently lives with her family in the Bay Area.

Sam Conklin recently received notice that he has been awarded an appointment and a full scholarship to the United States Military Academy at West Point.

The scholarship, valued at over \$250,000, covers all his tuition, room, board and books for four years. West Point, as it is best known, is a highly esteemed academic institution that has been continually rated by the Princeton Review, U.S. News and World Report, Forbes Magazine and other rating groups as being among the very top colleges in the country.

Conklin also found time to work part time at Bend Builders Assist, a company that



GERRY SMITH, SAM AND BILLCONKLIN WITH CERTIFICATE OF APPOINTMENT | PHOTO COURTESY OF WEST POINT

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helps fliers build their own airplanes from kits. He learned how planes work from the inside out and all about what makes airplanes safe to fly the skies.

He chose West Point because, believe it or not, the Army has more aircraft than the Air Force and Navy combined. His father having been a Marine helicopter pilot and a Rescue Helicopter Pilot with AirLink CCT here in Bend, now, had a great influence on his choice. Also, they recognize that the very high standards at West Point provide strong second career possibilities outside of the military. West Point continually demonstrates that it is the top military academy academically and among the top ten universities in engineering, business and liberal arts.

Conklin starts his West Point education later this month with his Plebe Summer training. That includes Army basic training and a head start on the academic year before his class joins the Corps of Cadets in late August.

TIGERS Success Series announces that **Ali Cammelletti**, president and chief consultant of Spark Your Mindset, is now credentialed as a Licensed Coach and Consultant for deploying the TIGERS 6 Principles Collaborate Leadership and Group Development system with her clients. At her disposal is the TIGERS Workforce Development Profile that measures the quality of trust, interdependence, genuineness, empathy, risk resolution and success in group behavior, micro-training platform, facilitation methods and strategic consulting resources.

Cammelletti brings over 30 years of experience in the Hospitality Industry. Serving in many capacities within the industry, from a front-line restaurant and lodging employee to building and owning a successful event planning business for nine years and now running a consulting company.

Having earned a bachelor of arts in Hotel/Restaurant Management from Northern Arizona University in Flagstaff, Cammelleti also taught Information Technology Systems, Hospitality Technology Systems and Hotel and Lodging Operations for Le Cordon Bleu. Cammelletti has been independently consulting with businesses on relationship building sales and leadership for over 20 years.

In 2013 she launched Cammelletti Consulting, LLC., focusing on the lodging industry. In 2020 Cammelletti re branded with Spark Your Mindset. LLC focusing on leadership coaching with certifications from Velvet Machete Leadership and TIGERS

Success Series. At the same time, launching Snack Leadership podcast with bite size leadership topics. She is currently a member with the Vacation Rental Management Association, Northwest Vacation Rental Professionals and presents at conferences throughout the year.

Recently Compass Commercial brokers Howard Friedman, CCIM, Jay Lyons, CCIM, SIOR and Grant Schultz were awarded the EnCOAR Transaction of the Year award for their work on the sale of Post Office Plaza at 777 NW Wall Street in Bend.



HOWARD FRIEDMAN, CCIM AND JAY LYONS, CCIM, SIOR | PHOTO COURTESY OF COMPASS COMMERCIAL

Awbrey Glen member **Ed Shasek** got a Hole in 1 on hole # 11 on June 19, 2021; 130 yards using a 6 iron. Witnessed by Rick Heider and Sue Kolb.

EDCO recently announced new and returning board members. The 2021 election results at Gold Level: **Wes Price** (incumbent) of Price Fronk & Co LLP and **Justin Sivill** (incumbent) of Summit Health; Titanium Level: **Julianne Horner** (uncontested incumbent) of Providence Health Plan; Silver Level: **Bob Moro** of Skanska and **Eric Strobel** (incumbent) of Barrett Business Services, Inc. (BBSI); Bronze Level — this election level resulted in a tie vote where EDCO reserves the right to make the final decision. We are adding a third Bronze Level seat for the 2021-22 term — **Steve Curley** (incumbent) of Oregon Small Business Development Center Network (SBDC), **Lance Gillies** of EarthCruiser Overland Vehicles and **Wade Underwood** of Three Creeks Brewing Co.

Businesses Serving Community

LATINO COMMUNITY ASSOCIATION

The Oregon Community Foundation (OCF) will help meet the urgent needs of immigrant Latino residents in Bend and the surrounding region with a \$30,000 grant to enable the Latino Community Association (LCA) to hire additional staff.

Currently, two primary employees, a part-time contract worker and a couple of volunteers work diligently to respond to requests for help at our Bend office, and the phone never stops ringing, according to the client services manager, Milagros Aparicio. With this grant and other contributions, LCA will hire a long-time volunteer, Erika Ortiz, to join their team as a full-time administrative assistant. The grant will also help leverage funding to hire a program support specialist.

Among its services, LCA offers English and computer classes, help finding employment, document translation, citizenship assistance, consults with immigration attorneys, youth activities, support for people exposed to COVID-19 and vaccination and dental clinics.

KARNOPP PETERSEN LLP

Karnopp Petersen LLP announced the launch of a new donor-advised fund with the Oregon Community Foundation (OCF) to benefit the Confederated Tribes of Warm Springs.

Since 1955, generations of Karnopp Petersen lawyers have provided legal services to the Confederated Tribes of Warm Springs, assisting in defending and enhancing its sovereignty, treaty-reserved rights and culture.

The firm established the Fund (KP Fund II The Confederated Tribes of Warm Springs) to optimize its charitable giving to the Tribes and attract charitable capital from others who wish to help the Tribes. The Fund endeavors to invest in the people of the Confederated Tribes of Warm Springs to support their efforts to self-determine their future with a focus on education, leadership development

and cultural protection and enhancement.

Karnopp Petersen invites the community to support its charitable fund with the Oregon Community Foundation and will match all donations made to the program up to \$5,000.

Karnopp Petersen attorneys supported the recent passage of the 1865 Treaty Nullification Bill. The bill nullifies the supplemental treaty between the United States and the Confederated Tribes and Bands of Indians of Middle Oregon signed in 1865, which restricted the rights of tribal members to leave the reservation and imposed other conditions. The Department of the Interior has stated that neither the federal government nor Oregon has ever enforced the treaty.

SILVER RAIL ELEMENTARY

Silver Rail Elementary's Community 101 program recently awarded a grant of \$4,000 to Bend-Redmond Habitat for Humanity. The students, under the direction of teacher Kelli Hayes, selected Habitat for Humanity because of their recent work providing emergency food support in the community during the COVID-19 pandemic.

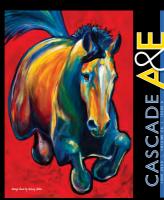
FAMILY ACCESS NETWORK

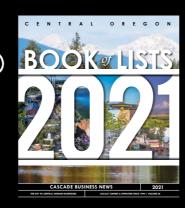
The Family Access Network (FAN) received a \$20,000 grant from AT&T Foundation to help bridge the homework gap exacerbated by COVID-19 through supporting rent relief efforts in Central Oregon. FAN was one of five nonprofits chosen throughout the state of Oregon to receive funding. A virtual check presentation took place on June 23. Funds from AT&T Foundation will be used by FAN advocates to help families experiencing job loss, reduced hours or illness remain housed. FAN believes that closing the homework gap begins by ensuring children have a safe home where they can focus on studying each day. Keeping kids housed will remove one large obstacle to their ability to excel.

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 Oregon's Only Arts Magazine
- Book of Lists Marketing Tool for Central Oregon
- Sunriver Magazine Visitor's Guide and More



Heart of Oregon YouthBuild Announces \$1.5M Grant to Support Vital Local Youth Program

eart of Oregon Corps' YouthBuild program is celebrating the announcement of a \$1.5M grant award from the U.S. Department of Labor. Heart of Oregon Corps is one of just 68 programs across the country selected for this highly competitive opportunity, and the only organization in Oregon or Washington to be awarded this year.

The YouthBuild grant, Heart of Oregon's sixth since 2009, will be combined with local support to operate the program over three years, 2021-2024. In that time, the program will engage at least 84 youth, ages 16-24, from communities all across Central Oregon. Although these young people face a number of challenges such as poverty, childhood trauma, housing insecurity, foster care, disability-related challenges or teen parenthood, they come to YouthBuild to pursue their education, prepare for future careers and grow into community leaders. A network of schools, agencies, nonprofits and caring family members refer youth, who have to apply and prove eligibility, interview and compete for a spot in the program.

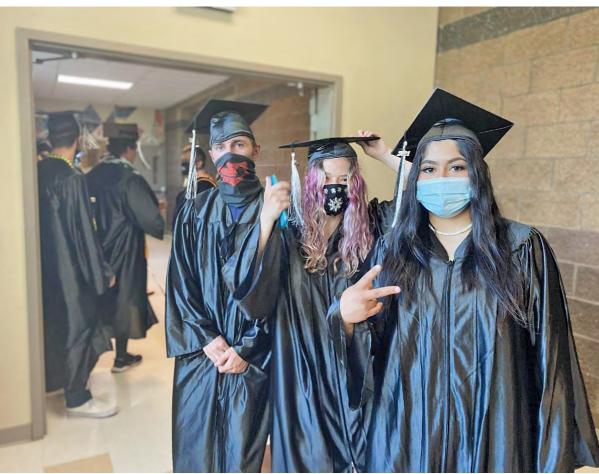
"YouthBuild helped me discover and reach my full potential," shares James Miller, 28, of Redmond. "The program launched my career in the trades and inspired me to become a community leader." Miller is a 2013 graduate of the Heart of Oregon Corps' YouthBuild program. He now works as the Logistics Manager for Rithm Plumbing and serves as a Board Member at Heart of Oregon Corps.

"I'm so proud that YouthBuild has and will continue to teach and inspire the next generation of Opportunity Youth in Central Oregon who want to improve their lives and communities, just like I did," Miller continues.

The Heart of Oregon Corps YouthBuild program celebrated this continued investment at their schoolhouse classroom in Sisters with partners and Board Members on a recent Friday with a spontaneous ice cream social. Earlier in the day, YouthBuild participants were at Veteran's Village in Bend, building housing and learning carpentry skills. Others were taking GED tests and finishing final assignments needed for their diploma classes. Young people are also currently building two affordable homes in Sisters with Sisters Habitat for Humanity. There is a lot to celebrate recently, with nearly 30 students earning diplomas and the nationally recognized NCCER construction certification this year, despite the challenges and program adjustments caused by the pandemic.

The evidence-based YouthBuild comprehensive program model propels disconnected youth to re-engage in school to earn their diploma or GED while learning the construction trades by building affordable homes. Leadership is also a key program element, ensuring that young people build resilience while developing a connection to their communities through service and volunteerism.

Youth earn a small living stipend and regional bus pass while attending the program for 12 full months. Two days a week, they build affordable housing and earn a national NCCER construction and Oregon BOLI-Pre-Apprenticeship certifications. Two days a week they attend academic courses designed to reengage and accelerate their skills for GED and high school diploma completion. And one day a week, the whole program comes together for "Leadership Wednesdays," a time to bond as a program community while completing service projects in their larger community. Then, program graduates create a 'transition engagement contract' to set goals and access YouthBuild wraparound supportive services for another 12 months as they transition into



OUTHBUILD PARTICIPANTS NICK, BRANDY AND MAKAYLA RECENTLY CELEBRATED THEIR HIGH SCHOOL GRADUATION | PHOTO COURTESY OF HEART OF OREGON CORPS YOUTHBUILD

employment, post-secondary training or degrees, national or military service and increased self-sufficiency.

Young people will build three single-family affordable homes for local families in need in the next two years. One will be built in Madras through a partnership with Housing Works, one in Sisters with Sisters Habitat for Humanity and one in Redmond with Bend-Redmond Habitat for Humanity.

Construction trades and business partnerships are also key; Oregon BOLI-Apprenticeship and Training Division and the Local 290 Plumbers and Steamfitters are committed partners in helping youth access apprenticeships. Heart of Oregon long-time business supporters like R&H Construction, Knife River, Kirby Nagelhout, Skanska, Hayden Homes, Mike's Fence Center and Webfoot Painting, help youth find internships and jobs. Youth also take their first college credit and explore campuses and the regional campuses of partner Central Oregon Community College.

"These young people demonstrate grit and leadership beyond measure," shared Employer Advisory Council member Ryan Eckman and Board Member Gary North of R&H Construction recently. "When they reach their full potential as working citizens, all of us benefit. Our neighborhoods flourish with refreshed housing, public service projects and young leaders who are equipped with the tools they need to thrive."

Heart of Oregon Corps is currently recruiting eligible YouthBuild participants and compassionate adults from the community to serve as volunteer mentors. Youth cohorts for this grant will begin in October of 2021, and January, March and October of 2022. Apply today at heartoforegon.org.

heartoforegon.org • dol.gov/agencies/eta/youth/youthbuild



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Denture Artistry Brings a Smile to a VIM Patient

hen she was happy or when someone told a joke, Salma wasn't used to flashing a big smile. That's because she had very few teeth remaining. Thanks to our community partner, Denture Artistry, she now has a set of beautiful new dentures!

"It makes me happy now that I can smile, and I feel good because now I can chew too," said Salma. "I'm very grateful for all the attention Denture Artistry gave me, now I have teeth! Without them and without VIM, I wouldn't have been able to get my dentures. The dentists were very kind, and they had three staff members who spoke Spanish. My sisters said they did a great job, and the dentures look very nice. They say they look like my natural teeth, and I look happier now."

dentureartistry.com • vim-cascades.org



Campaign for Hospice House at Partners In Care Reaches Milestone

entral Oregon's leading hospice organization has reached an important milestone in its campaign to raise \$6 million in donations to construct a new Hospice House. Partners In Care announced today that it has raised \$4.3 million thanks in large part to major gifts from the Tykeson Family Foundation, Roundhouse Foundation and St. Charles. Over 500 other contributions have been made to the project, now at two-thirds of its goal.

A \$1 million grant from Tykeson challenged the organization to raise \$1 million more in matching funds, which it did well before the June 30 deadline. Next up was a \$750,000 grant from the Roundhouse Foundation that was inspired by the success of the Sisters Country Challenge which has raised over \$130,000 to sponsor the Three Sisters patient suite at the new Hospice House. Finally, St. Charles announced today that a grant totaling \$400,000 will be made jointly by the St. Charles Foundation and the Community Benefit

Program of St. Charles Health System.

"We are enormously grateful for the outpouring of support from the Central Oregon community," said Eric Alexander, president and CEO of Partners In Care. "Conducting a major campaign during the pandemic has been challenging, but people have come forward with gifts both large and small. Each gift has been highly meaningful, and often accompanied by notes of gratitude for the end-of-life care received by their loved ones."

Alexander noted that Partners In Care and St. Charles are longtime partners in the continuum of healthcare from the acute care setting at one of many St. Charles' hospitals to the post-acute care services provided by Partners In Care through in-home visits by its professional caregivers and the inpatient care at Hospice House. It was Sister Catherine Hellmann, former CEO of St. Charles, who in 1979 lent her support to the efforts of the nurses who volunteered to take care of Bend's

terminally ill patients.

"The volunteer nurses called themselves Friends of Hospice, which became the forerunner of Partners In Care," noted Alexander. "Later, in 2002, St. Charles backed the development of the region's first dedicated hospice in-patient facility as they supplied the volunteer leadership to conduct a \$3.5 million capital campaign to construct the current 6-bed Hospice House."

A major gift from the Roundhouse Foundation came as a big surprise to Partners' fundraising staff who wrote a proposal for a \$20,000 grant and then were informed that it would be funded at \$750,000. In a statement published in *The Nugget Newspaper* yesterday, Roundhouse co-founder and trustee Kathy Deggendorfer said, "The Roundhouse Foundation is grateful for the kind and compassionate service that the Partners In Care Hospice House provides for our community. We are pleased to join so many others in Sisters who have generously supported the expansion

of the facilities. For us, it is important to nurture all phases of an individual's life... from birth to the final stages. We believe [that] to have a community full of kindness, you must participate in the creation of that community. We support the important work of the Partners In Care Hospice House."

The new Hospice House will double its capacity to serve patients who have received a medical prognosis of a terminal illness. Whether they are seeking medical stabilization of a crisis before returning home, actively dying, or are having a short-term stay while their family members receive some respite from caregiving, Hospice House will provide the highest level of hospice care in a homelike setting. Construction will conclude late this summer and open for new patients in the fall.

For more information about Partners In Care and A New Home for Hospice campaign, visit partnersbend. org/campaign.

partnersbend.org



Our mission is to build a conscious and civic minded community through dialog, education and research that results in responsible civic engagement. Tune in to our free virtual forums every month to hear from leaders in our community. Join the conversation on topics impacting Central Oregon. Be inspired to take action and get involved.

WATER RIGHTS
HOMELESSNESS
TRANSPORTATION
HEALTHCARE

See what we're all about.



ELECTIONS DIVERSITY COVID-19 IMPACTS HUMAN RIGHTS CHILDCARE Ripples

The Deschutes Children's Foundation Signature Event

Presented by Kirby Nagelhout Construction Company

Saturday, September 25, 2021 Riverhouse on the Deschutes



Enjoy live music, fine wines and craft beer, a seated dinner, and a festive auction to upport nonprofits helping children and families.

Tickets \$100 deschuteschildrensfoundation.org









Aperion Management Group, LLC, AAMC | Bend Anesthesiology Group

Dwyer Williams Cherkoss Attorneys | Knife River | Mountain View Heating | Pahlisch Homes
The Brewer Team at Morgan Stanley | The Miller Lumber Company | Webfoot Painting







uck Race Continued from page 3

will be promoted at First Community Credit Union, Mid Oregon Credit Union, OnPoint Community Credit Union and SELCO Community Credit Union. Look for local Rotarians and the duck mascot out in the community promoting ticket sales throughout the summer.

Fifteen prizes valued at over \$13,500 will be raffled, including the Grand Prize of \$5,000 cash! Additional prizes include Hoodoo Ski Area season passes, diamond earrings from Saxon's Fine

Jewelers, a helicopter tour sponsored by Cascade Insurance Center and more. Plus, weekly drawings will be held from July 9 to September 10 for \$100 gift cards to local restaurants.

Like last year's successful online fundraiser, the 2021 Duck Race will be virtual on Sunday, September 12. A random drawing at 2:30pm that day will determine the 15 winners. The plan is to return to a live race with ducks in the river, if possible, in 2022.

Constraints and uncertainty led to the decision to keep the race virtual this year. The online format proved highly successful last year, with \$70,000 distributed to the charities. Every dollar of every ticket sold in 2020 went directly to that year's beneficiaries, including Boys & Girls Club of Bend, Central Oregon Veterans Outreach, Family Access Network, Gift of Literacy, J Bar J Youth Services, Mountain Star and Volunteers in Medicine.

2021 ticket sales proceeds will benefit Deschutes Children's Foundation, J Bar J Youth Services, KIDS Center and Mountain Star.

The Great Drake Park Duck Race is presented by local Rotary clubs and sponsored by Credit Unions Working Together (First Community Credit Union, Mid Oregon Credit Union, OnPoint Community Credit Union and

SELCO Community Credit Union).

2021 prize sponsors include Hoodoo Ski Area, Saxon's Fine Jewelers, Miller Lumber, Cascade Insurance Center, Webfoot Painting, Zivney Financial Group, Bend Heating & Sheet Metal, The Pennbrook Company, Century Insurance, PacificSource Health Plans and RBC Wealth Management. Media sponsors include the Bend Radio Group, The Bulletin, Cascades Business News, Central Oregon Daily, Combined Communications, KOAK 105.7 and News Channel 21. Carlson Sign, Smartz and Xpress Printing are providing inkind support.

theduckrace.com

isit Bend Continued from page 3

Visit Bend exists," explained Serena Gordon, Visit Bend's Sustainability Manager. "In Bend, our 'tourism-related facilities' include not just brick and mortar buildings, but the trails and recreational assets that bring people here and make Bend special."

Projects eligible for consideration must:

- protect, steward or create a tourism-related facility with an impactful life of >10 years
- have a substantial use by visitors
- have a clear timeline and measurable outcomes within the next 12 months
- have grassroots, community support

"Projects including trail connectivity, bike parks, river accessibility, equestrian trail improvements, trailhead parking and winter recreation access are all examples of the kinds of proposals we're seeking," Gordon added. "We're looking for projects that have already cleared all known barriers and can hit the ground running once they're funded."

It's a welcome boost not just for tourists who journey to Bend for outdoor recreation, but for locals eager to see protection and enhancement of Bend's cherished wild places. "As a business owner invested in our sacred environment, I find it a top priority to care for the earth and its creatures while we humans recreate to sustain our need for fun and rejuvenation," explained Dave Nissen, owner of Wanderlust Tours and a Bend resident since 1991. "Having a dedicated funding source to tend our wild places will go a long way toward improving outdoor experiences for locals and visitors alike. Wanderlust Tours is fully aligned with Visit Bend's leadership and the Bend Sustainability Fund."

At bendsustainabilityfund.com, users can see a list of frequently asked questions, find links to apply for a grant and review recordings from last month's info session. The funding cycle opened July 1 and will close July 30, 2021 so organizers can evaluate applications. Grants will be issued in early October, with \$500,000 in funds distributed among chosen applicants.

Representatives from the Forest Service, the City of Bend, Bend Park and Recreation District and the Bureau of Land Management all provided input on the creation of the Bend Sustainability Fund. Those groups will also have input on which projects are selected to receive grant funds.

"A fund like this adds a great option to address access and recreation infrastructure needs for public lands," explained Lisa Machnik, the Recreation, Heritage, Lands and Partnerships Staff Officer for the Deschutes National Forest. "We're thrilled that Visit Bend has worked so closely with local land managers to ensure these funds get channeled to projects that benefit not just people who recreate here, but public lands and waters as well. This fund will support sustainable use and help protect habitat for the wildlife that also call Central Oregon home."

To learn more about the Bend Sustainability Fund or to apply for a grant, visit bendsustainabilityfund.com or email hello@bendsustainabilityfund.com.

visitbend.com

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ast Cascades Works

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Youth Compass Program Central Oregon and Youth Compass Program Klamath & Lake will continue to provide opportunities for our communities' young adults, ages 14-24, to access the supports and skills training necessary to become successful members of the workforce. Youth Compass Program focuses on education programs, career exploration, work experience and job opportunities.

For youth that qualify, Youth Compass Program can help with:

- GED and High School completion
- Resume writing and interview skills development
- Job readiness and placement assistance
- · Financial incentives
- Paid internships
- Occupational training and credential attainment
- Career planning with the help of personal career advisors
- Mentoring and leadership development
- Career and College transition support eastcascadesworks.org

RECENT TRANSACTIONS

Continued from Page 3

Commercial Real Estate Advisors, Inc. represented both the Landlord and Tenant in a 10 year lease of 14,809 +/- SF of medical office space to *High Lakes HealthCare* at 929 SW Simpson Avenue Bend.

Nick Vaughn, broker & **Brian Fratzke**, CCIM, Principal, both of **Fratzke Commercial Real Estate Advisors**, **Inc**. represented the Landlord in a 64 month lease of 926 +/- SF of space at 40 SW Century Drive in Bend.

Brian Fratzke, CCIM, Principal of **Fratzke Commercial Real Estate Advisors, Inc.** represented the Landlord in a 10 year lease of 6,599 +/- SF of space to *Integrated Eyecare* at 336 SW Cyber Drive in Bend.

Fratzke Commercial Real Estate Advisors, Inc. brokers **Tom Tapia,** CCIM, Principal & **Brian Fratzke,** CCIM, Principal represented the Landlord in a 59 month lease of 4,537 +/- SF of industrial space at 63026 Plateau Drive in Bend.

Brian Fratzke, CCIM, Principal of **Fratzke Commercial Real Estate Advisors, Inc.** represented both the Landlord and Tenant in a 5 year lease of 1,592 +/- SF of space to *Interpath Laboratories* at 920 SW Emkay in Bend.

Fratzke Commercial Real Estate Advisors, Inc. broker **Dan Steelhammer** represented the Landlord in a 37month lease of 2,400 +/- SF of industrial space at 20772 Carmen Loop in Bend.

Nick Vaughn, broker of **Fratzke Commercial Real Estate Advisors, Inc.** represented the Tenant, *AD Glass & Design,* and **Brian Fratzke,** CCIM, Principal of F**ratzke Commercial Real Estate Advisors, Inc.** represented the Landlord in a 60 month lease of 2,403 +/- SF of space at 30 SW Century Drive in Bend.

Fratzke Commercial Real Estate Advisors, Inc. broker **Dan Steelhammer** represented the Landlord in a 24 month lease of 2,400 +/- SF of industrial space at 20729 Carmen Loop in Bend.

Dan Steelhammer, Broker & **Brian Fratzke,** CCIM, Principal, both of **Fratzke Commercial Real Estate Advisors, Inc.** represented the Landlord in a 3 year lease of a 4,369 +/- SF industrial building to *EarthCruiser USA* at 61515 American Loop In Bend.

Tom Tapia, CCIM, Principal of **Fratzke Commercial Real Estate Advisors**, **Inc**. represented the Tenant, *Radian Weapons*, and **Brian Fratzke**, CCIM, Principal of Fratzke Commercial Real Estate Advisors, Inc. represented the Landlord in a 3 year lease of 17.272 +/- SF of space at 1550 NE Kingwood Avenue in Redmond.

Tom Tapia, CCIM, Principal of **Fratzke Commercial Real Estate Advisors, Inc.** represented the Tenant, *KMMR dba SOLV,* in a 3 year lease of 820 +/- SF of space at 1631 NE 2nd Street in Bend.

Tom Tapia, CCIM, Principal, and **Brian Fratzke**, CCIM, Principal, both of **Fratzke Commercial Real Estate Advisors, Inc**. represented the Landlord, in a 60 month lease of 2,989 +/- SF of space at 1693 SW Chandler Ave in Bend.

Central Oregon Business Calendar

Email Your Upcoming Business Events to CBN@CascadeBusNews.com Event Details at CascadeBusNews.com/Business-Events

BUSINESS EVENTS



Now-August 6

City of Bend Online Open House Featuring Planning for Bend's Water Future. www.bendoregon.gov/water-master-plan.

July 8

9am La Pine Rural Fire Protection District Regular Board Meeting at 51550 Huntington Rd., La Pine. Request for public comment sent to admin@lapinefire.com 3pm July 7.

July 8

11am-1pm City of Bend Virtual Environment and Climate Committee Meeting. Zoom: https://bendoregon-gov.zoom.us/j/93301449490?pwd=R3lnQVdqOUFxb-VpiWUo5cEo1dHVxZz09, call-in: 1-888-788-0099, webinar ID: 933 0144 9490, pass-code: 336583, YouTube: https://youtu.be/uln6j5VdvN0.

July 13

Noon Kôr Community Land Trust Ribbon Cutting for Net-zero, Affordable Housing Development at 21221 Hurita Place, Bend. RSVP to jkeogh@korlandtrust.org or 541-247-1244.

July 15

11am-1:30pm EDCO Virtual and In-Person Annual Luncheon. In-person tickets and registration at https://www.eventbrite.com/e/2021-edco-annual-luncheon-tickets-144684331731, virtual tickets and registration at https://hopin.com/events/2021-edco-annual-luncheon.

July 15

Noon-1pm City Club Virtual July Forum, Ethics, Public Policy and COVID-19. http://www.cityclubco.org/live.

July 17

10am-2pm High Desert Corvette Club and High Desert Region Porsche Club of America Third Annual Car Show at Bend Factory Store Mall.

July 31

9am-1pm at Deschutes County Solid Waste Free Summer Household Hazardous Waste Event La Pine High School. Information at www.deschutes.org/sw and 541-317-3163.

August 7

9am-1pm Deschutes County Solid Waste Free Summer Household Hazardous Waste Event at the Deschutes County Fair & Expo Center. Information at www.deschutes.org/sw and 541-317-3163.

August 11

11am City of Bend Council Virtual Rules Subcommittee Meeting. Register at https://bendoregon-gov.zoom.us/webinar/register/WN_ns5XQg96TxqtsAEsB5K-4kA. After registering, you will receive a confirmation email containing information about joining the webinar.

August 29

La Pine Lions Club Golf Tournament at Quail Run Golf Course. Contact Sue Mose at lapinelionsclub@gmail.com for info.

September 30-October 3

The Wall That Heals * Traveling Vietnam Wall Memorial at Frontier Days Events Land, La Pine. TWTHlapine@gmail.com or 970-371-6260 for more info. www.lapine. org/wall-heals-la-pine.

October 23

La Pine Chamber of Commerce and Visitors Center Annual Chamber Awards Banquet. Location TBD, call the La Pine Chamber for more info at 541-536-9771.

Building Permits

COMMERCIAL PERMITS WEEK ENDING 6-11-2021

Deschutes County

\$48,192.00

Commercial (Tenant Improvement) 3,706 sf. at 65920 Old Bend Redmond Hwy Bend 97703 OR Owner: Friends Of The Children Central Oregon PO Box 6028 Bend, OR 97708 Builder: Alex Collins 541-382-5535 Permit # 247-21-001537

COMMERCIAL PERMITS WEEK ENDING 6-18-2021

City of Redmond

\$800,000.00

Commercial (Multi Family) 2,835 sf. at 620 NW Kingwood Ave. Redmond 97756 OR

Owner: Kingwood Lofts, LLC 715 NW Kingwood Ave. Redmond, OR 97756 Permit # 711-21-000805

Crook Co. & City of Prineville

\$212,000.00

Commercial (Alteration) at 2675 SW High Desert Dr. Unit 26 Prineville 97754 OR Owner: Paul and Loreen Cooper PO Box 365 Monument, OR 97864 Builder: Temp Rite Mechanical, LLC 541-678-0744 Permit # 217-21-002038

COMMERCIAL PERMITS WEEK ENDING 6-25-2021

Deschutes County

\$398,220.00 - Commercial (Storage Building) 6,000 sf. at 52419 Skidgel Rd. La Pine 97739 OR

Owner: Earl Allen Construction, Inc. PO Box 2790 La Pine, OR 97739 Permit # 247-21-003090

\$60,000.00 - Commercial (Alteration) 11,360 sf. at 51340 Hwy 97 La Pine 97739 OR Owner: Deschutes County PO Box 6005 Bend, OR 97708

Builder: LCG Pence, LLC 503-252-3802 Permit # 247-21-002125

\$320,000.00 - Commercial (Tenant Improvement) at 517 NW Birch Ave. Redmond 97756 OR Owner: Bethlehem Inn Redmond, OR 97756

Builder: Sunwest One, Inc. 541-548-7341 Permit # 711-21-001036

City of Bend

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

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