



Kôr to Partner with Hiatus Homes on Affordable Community

Land Trust Links with Net Zero Development Specialists to Spur Workforce Housing

by SIMON MATHER — CBN Feature Writer



THE HIATUS ROANOKE MODEL DESIGN TO BE DONATED AND REPLICATED IN THE NEW KÔR COMMUNITY LAND TRUST POPLAR COMMUNITY AFFORDABLE HOUSING PROJECT | PHOTO COURTESY OF HIATUS HOMES

The nonprofit Kôr Community Land Trust is progressing its mission to create affordable, sustainable home ownership communities in Central Oregon with the announcement that it is partnering with net zero development specialists Hiatus Homes for its latest project in SW Bend.

Hiatus Homes will support the effort through acting both as general contractor and by donating plans used for the successful Hiatus Roanoke project on westside Bend to be repurposed for the new Poplar Street community.

Kôr Community Land Trust Executive Director, Jackie Keogh, said, "Leveraging market-rate designs through our new partnership with Hiatus Homes will not only provide our affordable homes with unmatched quality, but also significantly help keep our costs down to ensure we can sell these homes at an affordable price to the community."

Kôr was launched as a grass roots effort in 2014 to pursue the community land trust model in a bid to ensure that Central Oregon's workforce and all who make up the fabric of the economy and community have access to healthy, affordable homes for generations to come.

An associated goal is to employ net-zero energy standards to ensure equitable access to energy-efficient homes, and the health and savings that come with it, as well as expanding opportunities for homebuyers who have been

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Deschutes County Takes Green Upgrade Lead

CPACE Move Paves Way for Financing Commercial Building Energy Improvements

by SIMON MATHER — CBN Feature Writer

Thanks to sustainable policy advocates and county commissioner support, Central Oregon commercial building owners will soon have access to low-cost long-term financing to fund up to 100 percent of clean energy improvements.

The Deschutes County Board of Commissioners recently unanimously voted to approve a "Commercial Property Assessed Clean Energy" (CPACE) Ordinance, essentially fast-tracking incentives to upgrade new or existing facilities in ways that reduce energy consumption or generate energy.

The program opens the door to using an innovative financing model that is increasingly being offered by cities and states throughout the U.S. whereby up to a period of 20 years, building owners repay the cost of eligible improvements through a "benefits assessment" on their property tax bill.

The annual energy savings for a CPACE project usually exceeds the yearly assessment payment, so property owners can potentially be cash flow positive immediately,

meaning increased dollars can be spent on other capital projects, budgetary expenses, or business expansion.

As the repayment obligation is tied to the property, it automatically transfers to the next owner if the property is sold, effectively facilitating long-term investments in building performance.

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THE 36-UNIT PROJECT PROPOSED BY ROOST DEVELOPMENT ON 4TH & OLNEY IN BEND'S MIDTOWN AREA INTENDS TO UTILIZE FAVORABLE CPAC FINANCING, FURTHER TO ADOPTION OF A NEW ORDINANCE BY DESCHUTES COUNTY, TO FUND ENERGY EFFICIENCY IMPROVEMENTS TOWARDS ACHIEVING NET ZERO GOALS | RENDERING COURTESY OF TEN OVER

Argonaut Cycles' Road Bike Named One of World's Best

Bend-Based Custom Carbon Craftsmen Kings Honored for RM3 "Masterpiece"

by SIMON MATHER — CBN Feature Writer

A national publication has named a flagship product by Bend-based Argonaut Cycles as one of 2022's best road bikes in the world — and the only model produced in the U.S. to win such a plaudit.

Bicycling magazine awarded Argonaut's RM3 as one of the seven Best Road & Cyclocross Bikes for this year, with reviewer and editor Matt Phillips, who spent two months rigorously riding and testing the model, raving, "This Argonaut RM3 is one of the best-riding road bikes I've ridden in my more than 25 years of working for Bicycling because I can't pretend that it is anything other than a masterpiece!"

Argonaut Cycles is known for pushing the envelope of what is possible with carbon fiber at their headquarters in Bend — from cutting its own tools out of raw aluminum, to designing completely new frame molds for each custom geometry, to forming carbon parts by hand, one ply at a time — as everything springs from a group of craftspeople dedicated to perfection and obsessed with details.

The Argonaut RM3 is the only bike of the top seven recognized by Bicycling to be manufactured in the U.S.,

with highlights identified as including the finely tuned ride and it being light and responsive to produce a feel that is unlike any mass-produced high-end carbon bike.

Argonaut is actually the only carbon bike manufacture producing completely custom bikes. Its patented build and design process allows each bike to be uniquely designed and tuned for the individual rider, addressing their goals, weight, height, flexibility and desired ride characteristics.

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PHOTO | COURTESY OF ARGONAUT CYCLES

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RECENT TRANSACTIONS

Compass Commercial Real Estate Services brokers **Peter May, CCIM** and **Dan Kemp, CCIM** represented the seller, **2221 LLC**, in the sale of 2221 NE 3rd Street in Bend. The 36,253 SF retail building on 2.1 acres sold for \$4,700,000.

Brokers **Dan Kemp, CCIM** and **Luke Ross** with **Compass Commercial Real Estate Services** represented the seller, **Centerra Properties**, in the sale of two tax lots located at 61425 & 61475 American Lane in Bend. The two industrial land parcels totaling 8.27-acres sold for \$3,611,668. The third tax lot totaling 4.55-acres is expected to close at the end of 2022.

Compass Commercial Real Estate Services brokers **Russell Huntamer, CCIM, Jay Lyons, SIOR**, and **Grant Schultz** represented the landlord, **Mt Nolan, LLC**, in the lease of a 4,825 SF retail suite located at the Redmond Design Center at 875 SW Rimrock Way in Redmond.

Brokers **Peter May, CCIM** and **Russell Huntamer, CCIM** with **Compass Commercial**

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Central Oregon Employer's Council Workplace Safety
Tips from Oregon OSHA & SAIF Virtual Seminar

No two organizations in Oregon know more about workplace health and safety than Oregon OSHA and SAIF. The Central Oregon Employer's Council has brought them both together for you, for a springtime safety seminar!

This virtual seminar will help you stay up to date and in compliance with current health and safety workplace requirements and best practices, in our constantly-changing world.

- You will learn from Oregon OSHA's Standards and Technical Manager about any remaining (or new) COVID workplace requirements, an employer's obligations when it comes to wildfire smoke (now that wildfire season is fast approaching!), federal OSHA's new record-keeping rules, how OSHA can

Continued on Page 30 ►

Street Dog Hero Gets a Brick & Mortar
Preserving the Mission of a Space Designed for Spay & Neuter

At the beginning of the month, Street Dog Hero entered into its first lease, occupying the spay and neuter facility formerly occupied by Humane Society of Central Oregon and Bend Spay and Neuter Project, and establishing its first brick and mortar.

With a surgical suite, kennels and office space, the new facility offers Street Dog Hero (SDH) a place to share in-person office space for staff, host events and train and onboard fosters and volunteers, as well as a place for the Heroes to land and launch from, and eventually a space from which to achieve SDH's strategic goal of providing spay, neuter and wellness services not only to dogs in under-



PHOTO | COURTESY OF STREET DOG HERO

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Bend Industrial Park Filled After Surging Demand

by **SIMON MATHER** — CBN Feature Writer

Bend's newest industrial park spanning 128,000 square feet in seven buildings, which was introduced to the market at premium rates three years ago, is now 100 percent leased after a surge in demand and dwindling inventory saw fierce competition for high quality flex space.

Leasing agents Fratzke Real Estate Advisors said the modern custom design buildings offering a range of Class A industrial features sought by users helped attract a diverse mix of some 20 tenants to the 7.25-acre High Desert Industrial Park off NE Fourth Street.

Principal Brian Fratzke, CCIM, commented, "We started marketing in 2019 when the economic climate was a little different offering base lease rates starting at \$1/sq. ft. per month, which was



(L-R) TOM TAPIA AND BRIAN FRATZKE | PHOTO COURTESY OF FRATZKE REAL ESTATE ADVISORS

not received with great credibility in the marketplace at the time.

"Even though the client had owned the land for some time rising construction costs were a major factor

Continued on Page 30 ►

Town Hall Meeting will Explore Center for the Arts
Public Input Sought

Area residents and community members are being invited to participate in conversations about the proposed Central Oregon Center for the Arts (COCA). The conversations will take place at two more town hall meetings at Coats Campus Center, 2600 NW College Way, Bend.

- Wednesday, May 4 — Business and Real Estate Leaders from 4-5:30pm

- Thursday, May 5 — Community at Large from 4-5:30pm

The topic of conversations will be a study, currently underway, designed to explore the possibilities of building and operating a performing- and visual-arts center in Central Oregon that will serve

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Kôr Community Land Trust

Continued from page 1

excluded from the opportunity to build wealth through homeownership.

Kôr Community Land Trust was founded in 2014 by two Bend residents, Amy Warren and Jason Offut, who saw too many community members displaced because of the cost of housing in the area. At the same time, typical affordable housing lacked a commitment to sustainability and the cost-saving that comes with it for residents. In response, Kôr has grown to provide environmentally sustainable and permanently affordable homeownership communities for Central Oregon’s workforce.

The Community Land Trust model was actually born out of the civil rights movement when sharecroppers in Georgia could not claim the right to vote without owning land. They pooled their resources and collectively purchased a working farm and, in doing so, started the first Community Land Trust.

Since, Community Land Trusts have developed across the Northwest and the nation and while their community needs are diverse, they all use a similar model. Homeowners own their home outright by leveraging a traditional mortgage; the Community Land Trust owns the land under the house and leases it back to the homeowner, typically through a 99-year renewable land lease.

The lease ensures that the home resells to another income-qualified homebuyer if the homeowners sell. The original homeowner receives a fair return on their initial investment while helping future generations access affordable homes as they did.

Working families and individuals who can qualify for a mortgage often cannot afford to purchase a home in the current rising market climate as their wages remain relatively stagnant, but Kôr aims to bridge this gap by creating homeownership that is attainable and affordable.

Kôr communities primarily serve low-income households, with up to a quarter of their homes available to middle-income households. In this way, Kôr creates mixed-income communities for households earning between 65 percent AMI to 120 percent AMI. For a family of three in Bend, that’s an annual income range of approximately \$47,034 to \$86,832 annually.

Kôr homes are built to high standards of craftsmanship and designed to net-zero energy standards featuring solar panels, a tightly sealed building envelope, upgraded fixtures, hard surface flooring and energy efficient lighting and mechanicals.

Keough said Kôr is not only committed to breaking down the barriers for lower-income households to access affordable homeownership, but is also committed to energy justice, with the help of sustainable partners locally such as Sunlight Solar, Solar for All, Building Solutions, Energy Trust of Oregon, Earth Advantage and Northwest Aero Barrier.

Lower-income households are disproportionately burdened by energy insecurity due to their higher likelihood of living in older, energy-inefficient homes. This situation causes increased housing costs and unhealthy living conditions, linking housing to health insecurities. Persistent income and health inequality perpetuates instability that leads to generational poverty.

Keough was brought on board with Kôr after growing her affordable housing experience at the Portland Housing Bureau and for the last four years as Deputy Director at Proud Ground — the largest Community Land Trust in the Pacific Northwest.

In these roles, she has engaged with culturally and economically diverse communities to develop community-led strategic, communications and fundraising plans that are centered in diversity, equity, inclusion and justice. She said, “Our program was designed with a dual model to build affordable and sustainable net zero homes. As an example of our achieving energy efficiency goals, our average utility bill is \$12 per month.

“The homes we create are designed to be permanently affordable, if someone liquidates, they agree to sell to another low-income household in a shared equity philosophy.

“We currently have 42 units in different stages with the City of Bend and the Poplar project benefits from net zero goals and Hiatus being willing to donate architectural plans used in their Roanoke project. They have built this model before and the homes will have the same level of quality and design as market rate housing.”



HIATUS HOMES ROANOKE | PHOTO COURTESY OF HIATUS HOMES

Kôr receives funds from a number of state, federal and city public sources as well as private donations, with the eventual price for a home being determined by the cost to build in combination with how much they are much able to raise. Last summer its first completed unit, a two-bed, two-bath home, sold at less than half the area median price.

Keough hailed the City of Bend as a “great partner” and praised it for providing funding to acquire land from Avion water Co. for the Poplar community. It has also invested in pre-development funds. She added, “We are aiming at first time homebuyers and the demand is huge. We don’t believe in waiting lists but run a housing lottery system. For the last project we had 90 people apply for five units, which shows how we need to keep scaling up to meet demand.

“We are always on the lookout for more land and development opportunities throughout Deschutes County and Central Oregon. The process can take some time, so we hope to find patient sellers who want to make an impact.”

All homebuyers must qualify for a traditional mortgage through a lender. To qualify for a loan, homebuyers must meet lender requirements, including credit scores, proof of income, debt-to-income ratios and bad debt limits.

Kor’s general contractor for the Poplar project, Hiatus Homes, is the leader of net-zero, small unit, market-rate and single-family developments in Deschutes County. Hiatus Homes has proven that small, efficient and design-driven developments have a positive community impact.

This partnership represents an innovative public private partnership in both reducing the cost of affordable housing but also building affordable units with the same integrity as market-rate homes. Hiatus Homes’ CEO, Jesse Russell remarks, “We are grateful for the opportunity to help Kôr with its mission to bring environmental sustainability into affordable housing and help make homeownership an opportunity for more of the people that make Bend such a special place to live.”

Ten Over Studio will be working closely on the project as a partial in-kind donor with the intent to promote design that benefits the community and connects people to their surroundings while leaving a minimal environmental footprint. The community will include seven single-family homes, each designed with three bedrooms and two bathrooms with goal net-zero standards. The units will be permanently affordable through the Community Land Trust model, serving the community’s affordable housing needs for generations.

Kôr Community Land Trust and Housing Works was also recently selected by Deschutes County to purchase and develop the 7.12 acres at 19755 Simpson Avenue into affordable housing. The innovative partnership between the local public housing authority, Housing Works, and Kôr will bring 110 new homes to the west side of Bend providing both rental housing and home ownership opportunities that will remain permanently affordable for generations.

Housing Works will develop the parcels east of 18th Street into 68 apartments and 12 townhomes available for rent to households earning less than 60 percent AMI. Kôr Community Land Trust will utilize the westernmost parcel to build 30 for sale goal net-zero single-family homes for households earning between 65-80 percent AMI.

The initial site plans, designed by Pinnacle Architecture for the rental units and Ten Over Studios for the homeownership units, presents an equitable approach to the site, its neighboring community and the natural landscape and existing treescape.

korlandtrust.org

Ballot Measure 110

Bad For Business — Bad For Oregon

by MICHAEL SIPE — State Rep. HD 53 Candidate

Small business is the backbone of Central Oregon. For small business to survive and thrive, it requires an environment of law and order. Lest there's any doubt, visit any war-torn country around the world or any crime-ridden inner city across America. For that matter, just visit downtown Portland. Or even parts of Bend and Redmond now. Without the foundation of public safety, businesses are vandalized, burglarized and terrorized. Employees quit. Customers flee. Businesses close.

Increased crime, government restrictions, high taxation and other social challenges, are significant reasons great employees and excellent businesses are leaving Oregon for safer, more stable states.

A main factor in public safety deterioration is Ballot Measure 110, which was approved by voters in 2020 and decriminalized hard drugs like methamphetamine and heroin in Oregon. However, 110 has been a jaw-dropping failure by almost any measure. A recent Oregon Public Broadcasting headline summarizes the sad truth: "People are dying while state bureaucracy holds up Oregon treatment dollars, say Measure 110 proponents." That's what the 110 backers are saying.

The legislature urgently needs to send Measure 110 back to Oregon voters so they can reevaluate whether to stick with Oregon's first-in-the-nation experiment in hard drug decriminalization.

Legislators should generally avoid asking voters to rethink their decisions. However, Measure 110 is an exception because it is so thoroughly failing to achieve its purpose as it was sold to voters, namely, to reduce the harm caused by hard drugs by replacing jail time with voluntary treatment programs to be funded with \$276 million in re-allocated marijuana tax funds. Not only that, the adverse consequences of 110 are hitting our urban areas hard.

Well-intentioned mistakes and unintended consequences are not just political or government phenomena. Businesses make mistakes as well. In business, the quicker you can spot a mistake and correct it, the healthier and more successful your business will be. Failure to spot, acknowledge and correct big mistakes leads to disaster. The same holds true in government.

The Measure 110 mistake is easy to spot. People are dying from



hard drugs like methamphetamine and fentanyl at a higher rate now than before Measure 110 went into effect February 1, 2021. According to *Willamette Week*, there were 291 deaths from methamphetamine overdose in the first half of 2021, versus 391 in all of

2020. The first half of 2021 saw 237 deaths from fentanyl, compared with 230 in the entirety of 2020. Overdose deaths were climbing before Measure 110 went into effect, but the increase has only quickened since.

The enforcement plan for Measure 110 isn't working either. Data compiled by the Oregon Judicial Department from the first eleven months of decriminalization show that police issued few citations and that people they did cite largely failed to use the promised treatment resources. In the last year, police statewide issued only 1,777 citations for drug possession, and another 49 cases were reduced to citations from infractions occurring before the effective date of decriminalization.

Even if police were citing drug users, and even if drug users were volunteering for treatment (which they aren't), there likely isn't any treatment available. The unelected committee that is supposed to allocate \$276 million in marijuana taxes for addiction treatment has failed to distribute the vast majority of those funds. Treatment providers' grant requests are stalled out in the Oregon Health Authority. Meanwhile, Oregon has the highest rate of drug

addiction, and the hardest-to-access drug treatment resources, in the United States.

One consequence of this is the rapidly escalating number of homeless people in our cities, many, if not most, of whom are suffering with addiction and mental illness issues. Of course, the Measure 110 approach and its massively failed implementation are not the sole causes of homelessness, addiction and mental illness. However, they are major factors.

As a result, Bend property crimes — namely vandalism and car thefts — have gone up significantly in recent years. The impact is felt most heavily in areas of town that many small businesses call home. On 2nd Street in Bend, in the heart of Bend's long-planned Central Business District, a homeless camp generated 260 police calls in just three months earlier this year, along with 20,000 pounds of trash in just one month. The small businesses, like Bend Lock & Safe, the Waypoint Hotel and others, have been constantly combatting the area's crime surge. Small businesses in other areas of Central Oregon have also felt the impact of localized crime pockets.

Obviously, none of this had transpired when Oregon voters approved Measure 110 in November 2020. But now we deserve the chance to revisit the wisdom of Ballot Measure 110 and its implementation, with the benefit of knowing what has actually happened since its enactment.

While revisiting Measure 110, the legislature must do the difficult work of replacing it with something superior. Even if Oregon voters decide to stick with

decriminalization of small quantities of hard drugs, we need to put some teeth into enforcement, perhaps like a "three strikes and you're out" approach. The alternative to jail should be mandatory treatment. This requires that we immediately establish the treatment facilities, which we need anyway. Since the executive branch bureaucrats are not getting that job done, we should ensure direct legislative oversight of treatment funding.

Finally, the legislature should seek extensive input from the law enforcement officers, addiction counselors and mental health experts who will have to implement the plan, so that hasty and careless lawmaking does not produce avoidable undesirable consequences.

Measure 110 is an abject failure. It's bad for business and it's bad for Oregon. People are needlessly dying. Our communities are getting trashed. Crime rates are rising. Businesses are being adversely impacted. Public safety is jeopardized. Massive sums of tax money are being wasted. It's time for the legislature and Oregon voters to admit the experiment is a failure and to immediately fix the problem.

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

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Argonaut Cycles

Continued from page 1

Every layer of carbon added to each bottom bracket, down tube, head tube, seat stay and chain stay is predetermined and intentional, resulting in a bike that is truly custom for every rider.

Two paths to the custom goal are articulated. The first is Full Custom, where no detail is spared, and all geometry elements are unique to the single bike. The second route is Proven Geometry, where a cyclist chooses from one of 12 stock geometries before delving into the custom tuning process.

Both methods take advantage of Argonaut's patented frame building process, where every element of the frames is tuned for the individual. The RM3 frameset in Proven Geometry is \$6,500 and a Full Custom frameset is \$8,000, while Argonaut is now offering Proven Geometry with customized curated builds starting at \$10,800.

Bicycling concludes its review by stating of the RM3, "Argonaut is able to create something extraordinary while also elevating their craft. There's a word for that: Brilliance."

Argonaut Cycles was founded as an independent frame builder some 14 years ago by Ben Farver and is known for using the highest quality materials and hand crafting some of the world's finest rider-customized carbon road bikes from its base in Bend's NorthWest Crossing.

With the ability for geometry and "layup" patterns to be tailored specifically to the individual cyclist and a total weight typically coming in under 16 lbs., Argonaut bicycles are universally praised for fantastically fast, precise handling and overall quality, as evidenced by the recent Bicycling recognition.

The company's line has already previously received multiple awards and accolades within the industry, with one reviewer from *Cyclist Mag* declaring, "I feel the Argonaut just has an extra modicum of tailored refinement that elevates it above anything I've tested."

Sections of the frames are molded in single pieces before being bonded all together in a process that attunes to certain identified characteristics and involving over 80 man-hours per unit.

With investment in latest techniques, including patented molding technology, CNC machinery and a 3-D printer, Farver is proud of the resulting vertical integration which allows the complete production process to be undertaken in-house.

"Our Composite facility here in Bend is both workshop and showroom. This is where raw material is wheeled in and where completed bikes roll out," he said. "It's the culmination of a huge effort to build off of our original Space Bike and bring all



PHOTO | COURTESY OF ARGONAUT CYCLES

of Argonaut composite production under one roof.

"There is a lot of technical, space-age sort of stuff going on inside our bikes. But it's all directed at one singular goal: to give the individual rider the best riding-bike possible."

Farver actually started his bike-building career working with steel in 2007, but his quest for more performance eventually led him to the almost limitless potential for customization by using carbon, with the ability for every Argonaut to be unique to the individual owner.

Bikes like the balanced, lively, Argonaut RM3 are available in both pre-designed and fully customized frame geometries, with Farver adding, "Your custom bike should fit like a glove from day one."

"Long story short, making a carbon fiber bicycle frame with a deliberate, specific layup schedule throughout is a giant undertaking, and creating custom layup schedules (and patterns!) even more so."

"But it's totally worth it. The juice is absolutely worth the squeeze. No other way is it possible to make a bicycle with this kind of ride quality. That is, a bike that is an absolute joy to ride."

argonautcycles.com

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College & Career Tech Grads In Demand for Open Jobs

How They Should Handle Virtual Interviews Entering the Workforce Latest Results from The Harris Poll

by KAREN TURNER, Managing Director — Express Employment Professionals

With 86 percent of U.S. companies looking to hire employees in key departments this year, more than half (52 percent) say they intend to hire recent college graduates. This is according to a recent survey from The Harris Poll commissioned by Express Employment Professionals.

College graduates have continually been on the radar for hiring decision-makers since 2020 (48 percent in the first half of 2021, 43 percent in the second half of 2020 and 38 percent in the first half of 2020). Further, more than 1 in 3 say they plan to hire vocational/career tech graduates (42 percent) and/or college students (36 percent) in 2022.

As these college and career tech grads apply for jobs, they may face at least an initial virtual interview as 61 percent of businesses say they have conducted remote video interviews. However, these remote interviews come with their own challenges for interviewees.

More than two in five hiring decision-makers (43 percent) say they are tougher with candidates in remote interviews as compared to in-person. Specifically, if interviewees are seen wearing unprofessional dress (e.g., loungewear, spaghetti straps, etc.) (41 percent), hiring decision-makers report it would cause them not to hire the candidate.

The state of the interviewees' background is also under watch as a visible mess (36 percent), a TV on (35 percent) and/or people in the background (31 percent) could be cause for the candidate to be denied the position.

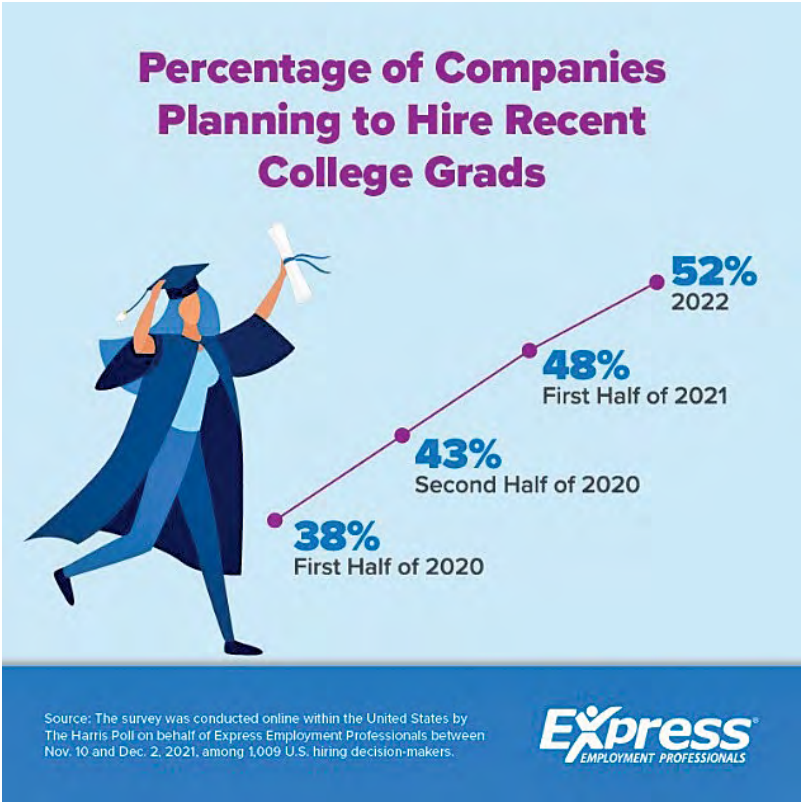
"It is critical to treat a virtual interview with the same professionalism and preparation that you would if it was an in-person interview," said Chris Petty, franchise manager of the Central Oregon Express franchise office. "While through the pandemic we have all become more comfortable with the virtual interview technology, we still encourage candidates to practice interviewing with friends and family ahead of time."

The labor market is ideal for these new graduates, and they should take advantage of this kickstart in their career paths, according to Express Employment International CEO Bill Stoller.

"With higher wages and more demand for their talent than many previous generations, we congratulate the Class of 2022 and look forward to seeing their impact on the workforce," he said.

Survey Methodology

The survey was conducted online within the United States by The Harris Poll on behalf of Express Employment Professionals between November 10 and December 2, 2021, among 1,009 U.S. hiring decision-makers (defined as adults ages 18+ in the U.S. who are employed full-time or self-employed,



GRAPHIC | COURTESY OF EXPRESS EMPLOYMENT

work at companies with more than one employee and have full/significant involvement in hiring decisions at their company). Data were weighted where necessary by company size to bring them into line with their actual proportions in the population.

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CPACE
Continued from page 1

The move means building owners are no longer restricted by limited capital budgets to improve building function and can borrow money upfront for energy efficiency, renewable energy, or other applicable projects. CPACE may be funded by private investors or government programs, but it is only available in states with enabling legislation and active programs.

To be eligible, a project must be located in a county or municipality that has approved CPACE programs within a state that has passed PACE-enabling legislation. Oregon has put the framework in place, but Deschutes County is only the second municipality in the state after Multnomah County to formally adopt the option and administration process, in the commercial sphere.

The ordinance comes into formal effect on May 4 of this year, and will allow owners of, for instance, commercial, industrial and multifamily (five or more units) properties to make energy improvements to existing facilities and finance the improvements over a long term (up to 20 years).

“The Commissioners’ leadership creates a triple win for commercial property owners and developers who want to reduce operating costs, improve cash flow and meet sustainability and public health goals,” said Paula Latasa, of climate education and outreach group 350Deschutes. “Commercial businesses and local leaders are genuinely eager to make this program available.”

Following the initiative, several developers and property owners locally will soon implement efficiency and renewable energy improvements they hope to finance with CPACE. Roost Development will be using CPACE to finance two “Net Zero” commercial projects, including a three-story 36-unit highly energy-efficient multi-family housing development slated for a site off 4th & Olney in Bend’s popular Midtown area.

Roost manager Perry Brooks says the project, designed by the Bend office of Ten Over Studio, will bring a “new and exciting living experience” to the neighborhood, with the net-zero goal at the heart of creating a safe and sustainable environment.

The residential High Density (RH) Zoned project will feature efficient materials, assemblies and solar on the roof, and Brooks said the design and construction elements mean the project will actually be giving back to the electrical grid at the end of the day. Everything from well-insulated panelized construction systems and high-performance interiors that don’t leak, to a large photovoltaic array will play a part in achieving such net zero goals.

CPACE has received widespread support in Central Oregon from 114 stakeholders including more than 55 businesses, commercial property owners and local leaders. Notably, the program has been endorsed by: the Cities of Bend, Redmond and Sisters, Central Oregon Association of Realtors (COAR), the Bend and La Pine Chambers of Commerce, Brightwood Corp., First Interstate Bank, Brooks Resources, Sunlight Solar, Peter Baer Architecture, Neil Kelly and Merete Hotel Management.

The program creates access to private capital for developers and commercial and multi-family property owners for efficiency, clean renewable energy and resiliency projects. Participants can secure up-front financing for water conservation, energy saving or generating measures, energy storage and even Electric Vehicle (EV) charging.

Financing can be for new or existing developments and can include hard and soft costs (hard costs being those associated with physical building construction, while soft costs typically refer to the planning, permitting and financing of a construction project).

Advocates say CPACE financing preserves owner equity and fills funding gaps in the “capital stack” — the layers of capital that go into purchasing and operating a commercial real estate investment, outlining who will receive income and profits generated by the property and in what order.

CPACE can align incentives for landlords and tenants, as both the tax assessment and cost savings from the project can be shared with tenants under most lease structures.

The main characteristic that differentiates C-PACE from other financing methods available to property owners is that this “loan” is placed as a lien on the property tax assessment. Among other advantages, this means that C-PACE financing runs with the land and therefore does not accelerate or become due upon sale. This mechanism also allows for long-term financing, often at fixed rates.

Over the last 12 years, the PACE initiative has grown exponentially across the country to meet demand for long-term financing that both improves building performance and reduces operating costs and emissions.

The program is being used successfully in almost all commercial sectors: hospitality, industrial, office, retail, healthcare, nonprofits, churches, agriculture and multifamily (five units+). Stakeholders are particularly excited about successful CPACE projects in affordable multi-family housing, homeless shelters, nonprofits and the agricultural sector.

The local effort to authorize CPACE has been driven by 350Deschutes in alignment with its mission “to accelerate a just transition to a clean energy economy” utilizing a policy that stimulates the economy, creates clean energy jobs, reduces building related emissions and can reduce energy burden in low income and workforce housing projects.

Latasa said that reducing the energy burden is also seen as an essential component of making housing truly affordable.

She added, “Many key stakeholders have been engaged in this process and we hope there will be a wider uptake of this tool to improve building performance and benefit

properties in almost every asset class, from hospitality groups to nonprofits.

“It is exciting, for example, to see how the agricultural industry can benefit in terms of water conservation, through building and infrastructure improvements, or having a real opportunity to electrify operations.

“There has been a huge amount of collaboration between business and county leaders to help move the needle in terms of achieving climate and sustainability goals. Also, more local as well as national entities can become qualified CPACE lenders to boost the overall effort to transform communities by enabling property owners to make buildings more efficient and resilient.”

Latasa said PACE helps communities increase resilience to natural disasters, such as seismic events, reduce carbon emissions and meet climate change goals while also generating significant local economic activity and job creation.

Nearly half the energy consumed, and three quarters of the electricity generated in the United States is used to heat, cool, light and otherwise operate buildings. Most of this energy is created by burning fossil fuel, so reducing its consumption in a meaningful way will depend on reducing energy use in buildings.

A number of barriers have thus far limited wide-scale adoption of energy efficiency and renewable energy measures, but the introduction of PACE aims to overcome the challenges that have hindered adoption of energy efficiency and related projects.

PACE financing is repaid as an assessment on the property’s regular tax bill and is processed the same way as other local public benefit assessments (sidewalks, sewers) have been for decades. It is a national initiative, but programs are established locally and tailored to meet regional market needs, such as in Deschutes County and can be combined with utility, local and federal incentive programs.

Energy projects are permanently affixed to a structure and the PACE assessment is filed with the local municipality as a lien on the property.

Property owners are supporters of the initiative because they can fund projects with no out-of-pocket costs. And since financing terms extend to long terms, it becomes possible to undertake deep, comprehensive retrofits that have meaningful energy savings and a significant impact on the bottom line.

Local governments are also in favor as it is an economic development initiative that lowers the cost of doing business in their community, encourages new business owners to invest in the area and creates jobs using the local workforce.

Subject projects also have a positive impact of air quality, creating healthier, more livable neighborhoods, as well as improving building stock and boosting property values, and property tax basis.

The parties involved in a C-PACE deal usually include:

- A PACE administrator that manages the project and ensures adherence to program requirements;
- A local government that collects the property tax assessment and remits payment to the capital provider(s) if necessary;
- A contractor or energy services company (ESCO) that installs the equipment;
- The building owner (customer) receiving the upgrade, or tenants working in concert with their landlord; and Private investors, bondholders, or a government to provide the capital.

Before financing is disbursed, the project must be approved by the PACE administrator. For properties with a mortgage, consent from the mortgage lender is usually required.

Depending on state statute, capital for CPACE projects may come from the government through reserve funds or bond issuances, from private investors, or a mix of the two. Once the project is approved and financing is secured, the contractor installs the equipment and the customer begins to realize energy savings.

EcoNorthwest estimated that a \$1 million PACE investment generates \$2.5 million in economic activity and USC researchers estimated that in one program, a similar investment created approximately 12 jobs.

Advocacy group PACENation says the initiative has proven to be an essential public policy to scale up investment in U.S. energy efficiency, clean energy and resilience upgrades to homes and commercial buildings. To date, over 300,000 building owners have used PACE to invest more than \$9 billion in necessary improvements to their properties.

About PACENation

PACENation is the national nonprofit association that works alongside policymakers and community stakeholders to strengthen and expand access to assessment-based financing for residential and commercial projects that increase energy efficiency, clean energy, clean drinking water and resilience against natural disasters. Its membership community includes state and local governments, environmental and faith-based organizations, energy efficiency and climate policy experts, small businesses, PACE administrators and PACE lenders with shared goals to create resilient and resource-efficient communities.

About 350Deschutes

350Deschutes is part of the Global Network of 350.org and engages in climate education, outreach and policy to accelerate a just transition to a clean low carbon economy, with special consideration for the needs of the most vulnerable communities. It is a separate nonprofit organization from 350.org and located in Deschutes County of Oregon, yet follows a similar purpose to build awareness, educate, organize and stop new fossil fuel infrastructure and further actions for climate stability. 350Deschutes’s work is supported by Meyer Memorial Trust. 350 was named after 350 parts per million (ppm) — the safe concentration of carbon dioxide (CO2) in the atmosphere. 2021 records hit 419 ppm and yearly average are rising.

350deschutes.org

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Checking in with Central Oregon Banking Professionals

With all of the uncertainty in the markets, high inflation and gas prices, rising interest rates, Cascade Business News reached out to some of our local banking professionals to get their perspective on the coming months and year.

We thanks them for sharing and hope that you, the reader, will find some insights to help your business grow and thrive in this unique time.

.....



Gary O'Connell
Market President, Central Oregon Region
Summit Bank
sbko.bank

Coming out of the mask mandates, are your clients feeling a surge in business overall?

While we have many business banking clients experiencing a surge, we are not able to attribute this to mask mandates in a measurable way, nor can we attribute causation of any surges to the relinquishing of the mandates. Only time will tell, but overall business sentiments are positive and cautiously optimistic after emerging from the mandates with the general perception that we have made a move closer to what we think is normal.

Will interest rate hikes affect borrowing? Are certain industries affected more than others?

Interest rate hikes are expected to impact demand for borrowing but, again, not enough time has elapsed for us to measure and come to that conclusion. Anecdotaly, the answer is beginning to look like 'yes' and the more leveraged businesses will feel an even greater impact. However, any drop off in borrowing demand so far is masked by an equally offsetting increase in demand from borrowers induced to borrow now for initiatives that had been contemplated

for later in the year. They want to lock in to rates now rather than wait. Further, Summit Bank is in a market share acquisition phase so our growth doesn't rely entirely on new borrowing by businesses. That said, we have interest rate conversations with borrowers every day. This topic will be a standing agenda item in the public business environment throughout the year. The futures markets recently indicated that that Fed Funds rate could reach 2.50 percent to 2.75 percent by this November, meaning the Prime Lending Rate (the rate at which banks lend to their strongest corporate clients) could rise to 5.50 percent to 5.75 percent. The Prime Lending Rate today is 3.50 percent. If this condition materializes, it could present quite a shock to the borrowing environment. The Prime Lending Rate is a short term rate. Long terms rates such as the five- and ten-year Treasury already have future market expectations built in to them, and we do not see the same potential steep rise further in long term rates this year as we do with short term rates.

Continued on Page 13 ►



Cory Allen.

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Central Oregon Financial Institutions

Banks and Financial Institutions *(Listed Alphabetically)*

The financials listed contain the most current information provided by the financial institution.
In some cases it is as of May 2021, but for some of the entities it is information based on the previous quarter.

Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Local Deposits	Assets	Net Loans	Return Average Assets	Return Average Equity	Locations
Bank of America 1210 NE Third St. Bend, OR 97701	541-389-3500	541-693-0057	www.bankofamerica.com	Elise Laymon	22	1922	\$224 Million	\$1.6 Trillion	\$956 Billion	1.19%	9.43%	Bend (2) Redmond (1)
Columbia Bank 805 NW Bond St. Bend, OR 97703	541-322-4401	541-322-4444	www.columbiabank.com cdupont@columbiabank.com	Chris DuPont	32	1993	\$332.1 Million as of 4Q 2021	\$18.45 Billion as of 4Q 2021	\$9.93 Billion as of 4Q 2021	1.10% as of 4Q 2021	8.44% as of 4Q 2021	Bend (2) Redmond (1) Madras (1)
First Interstate Bank 1100 NW Wall St. Bend, OR 97703	541-385-6200	541-382-8780	www.firstinterstatebank.com bill.kuhn@fib.com	Cameronne Mosher	162	1977	\$824,037,000 (Deschutes County only)	N/A	N/A	1.29%	10.45%	Bend (5) Redmond (1) Sisters (1) Sunriver (1) Prineville (1) Madras (1)
JPMorgan Chase Bank, National Association 450 NW Franklin Bend, OR 97701	541-382-2866	541-388-2742	www.chase.com daniela.gill@chase.com	Daniela Gill	12	1955	\$295.7 Million	\$1.91 Trillion	\$15.1 Billion	0.84%	8.82%	Bend (3) Redmond (2) Prineville (1)
Summit Bank 560 SW Columbia St. Bend, OR 97702	541-317-8000	N/A	www.sbko.bank goconnell@sbko.bank	Gary O'Connell	16	2015	\$830 Million Total @ 3-31-22	\$926 Million @ 3-31-22	\$638 Million @3-31-22	1.28% Q1 2022 YTD	14.5% Q1 2022 YTD	Bend, Eugene & Portland

Continued on Page 12

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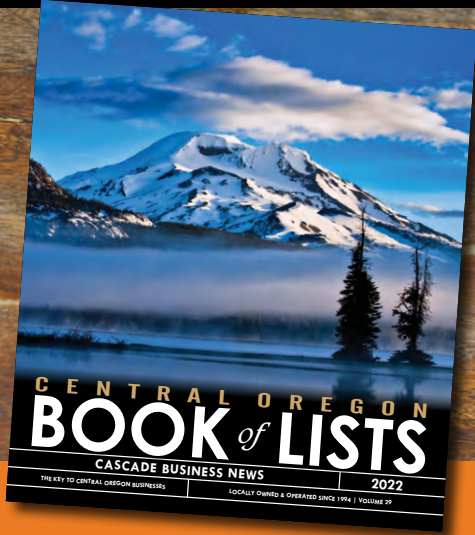
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Roger Lee,
Summit Bank
Vice President and
Business Client Advisor

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“Joining the outstanding team at Summit Bank was a clear choice,” says Business Client Advisor Roger Lee, a local leader in economic development. “Summit’s local decision making, local underwriting, and a focus on helping businesses thrive is the perfect combination.”



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Banks and Financial Institutions *(Listed Alphabetically)*

▶ CONTINUED FROM PAGE 10

The financials listed contain the most current information provided by the financial institution.
In some cases it is as of May 2021, but for some of the entities it is information based on the previous quarter.

Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Local Deposits	Assets	Net Loans	Return Average Assets	Return Average Equity	Locations
U.S. Bank 1025 NW Bond St. Bend, OR 97703	541-388-8722	541-388-7396	www.usbank.com wendy.mcgrane@usbank.com	Coby Horton, Wendy McGrane	125	1937	\$1,219,249,000 as of 6/30/2021 (Deschutes, Jefferson & Crook Counties)	\$586 Billion as of 3/31/2022	\$313 Billion as of 3/31/2022	1.09% as if 3/31/2022	12.7% as of 3/31/2022	In Central Oregon: Bend (6) La Pine (1) Redmond (1) Sisters (1) Madras (1) Prineville (1)
Umpqua Bank 400 SW Bluff Dr., Ste. 100 Bend, OR 97702	541-312-4805	541-617-8951	www.umpquabank.com MikeSventek@umpquabank.com	Mike Sventek	48	2004	\$240 Million	\$26.9 Billion	\$20.4 Billion	1.21%	7.90%	6
Washington Federal 572 SW Bluff Dr., Ste.110 Bend, OR 97702	541-330-1807	541-330-6928	www.washingtonfederal.com dave.huckins@wafd.com	Dave Huckins, VP, Business Banki	56	1917	\$252 Million	\$14.9 Billion	\$9.9 Billion	1.12%	8.33%	La Pine (1) Gilchrist (1) Bend (2) Redmond (1) Prineville (1) Madras (1) Sisters (1)
Washington Trust Bank 1219 NE Third St., Ste. 120 Bend, OR 97701	541-516-8320	N/A	www.watrust.com/centraloregon cjallen@watrust.com	Cory J. Allen	11	2021	\$7,000,000	\$10,097,355,793	\$5,832,079,142	0.87%	11.05%	42 branches
Wells Fargo 960 NW Wall St. Bend, OR 97701	541-388-0540	541-388-0579	www.wellsfargo.com N/A	Michael Orlowski	135	1936	\$663.7 Million	\$1.6 Trillion	\$895 Billion	1.32%	14%	Bend (3) Redmond (2) Madras (1) Prineville (1)

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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Summit Bank

Continued from page 9

Do you see the U.S. going into recession this year?

We are not prepared to predict that we are going in to a recession. We are prepared to say that we will have a correction this year, and many think this is healthy. There are mixed signals. Consumer demand is holding steady (for now), but we will continue to watch that metric. There are other indicators we are monitoring closely: interest rate movements, the labor markets, mortgage loan production, supply chain issues, industry consolidation, corporate bankruptcies and of course listening to our clients in our portfolio as they are the eyes and ears on the ground in our business communities. Just in the last few days (as of April 25), we have heard an emerging concern about trucking, with two reports now of trucking demand hitting the skids in Q1. Whether that can be attributed to the availability of alternate freight solutions such as rail or air or as a seasonal trend for Q1 or if that is a sign of waning demand remains to be seen.

What are the biggest challenges facing the banking community? What is changing in the industry?

The biggest challenges in the banking community, in our view, is maintaining the psychological confidence of the business community. Banks are steadfast in trying to ensure their continued financial stability and soundness in changing times. At Summit Bank, we maintain public confidence by making good financial decisions, being transparent and remaining close to our clients as both predictable and unforeseen events take shape in our economy. Our goal is to be frank and honest with our clients but never to surprise them. However, we do have a concern at the bank industry level about some financial institutions making rash decisions by cutting expenses, changing policies and cutting lines of businesses. We are starting to see that already which can have a very adverse impact on their business clients. As far as what is changing in the industry, I am sure the most common answer from the contributors to this to this CBN issue will be FinTech (Financial Technology) developments. Summit Bank has made major FinTech upgrades and improvements in the last few years based on changing consumption habits and changing business processes of our business client base. We view these initiatives not just as expenses but also as investments. We must keep a clear pulse on our client base and adapt with them to remain relevant in to the future. To do so, our philosophy as far as technology is to make investments that support transaction efficiency but never to use technology to replace face to face interaction for management of relationships. We don't invest in call centers or loan underwriting centers behind the scenes. We manage relationships and make decisions as close to the client as possible, aided by technology to augment the execution of routine client transactions.

What are your goals for 2022?

Our goals for 2022 are centered on growth. We want to grow our impact in the Pacific Northwest and support even more businesses as their primary business financial partner. To do so, we will continue growing our capital base, our client acquisition activities, our talent level and our training

and development budgets, all while preserving our culture and feel as a local, accessible, community business bank that is responsible financially, socially and environmentally. Recently, Summit Bank was voted as Oregon's Top 100 workplaces and Top 100 Green Companies and we are committed to maintaining that environment even as markets change. It sounds simple, but we are working hard every day on

these deliverables.

Additional comments?

We encourage readers of Cascade Business News to come and meet with us to discuss their plans, concerns and strategy. In uncertain times there is even greater value to having a business banking partner that is local, accessible, responsive and most importantly won't surprise you should there be an adverse impact to your business or a change in

market conditions. If you are a business owner or decision maker and you haven't heard from your business banker in the last quarter, if you are uncertain about where your firm stands with your bank, or if you are not sure what your bank will do as the economy changes, please come and talk to a banker at Summit Bank. Here is a link to our outstanding team in Central Oregon: sbko.bank/about/our-team.



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Wendy McGrane
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Coming out of the mask mandates, are your clients feeling a surge in business overall?

Many of our clients innovated during the pandemic to meet the changing needs of their customers, and have not experienced significant increases in business specifically related to mandates being lifted. Businesses involved in hospitality, event planning, travel and other services where in-person interactions are critical have indicated that they have noticed a surge in business upon the lifting of mandates.

Will interest rate hikes affect borrowing? Are certain industries affected more than others?

Low interest rates coupled with homes becoming home offices for many consumers spurred a rise in the housing market during the pandemic. Additionally, government stimulus programs helped Americans build savings to exceed pre-pandemic levels. Consumer debts were at record lows pre-pandemic and are even less today.

As the cost of borrowing increases, demand for borrowing may decrease. Since the Federal Reserve decided to accelerate its monetary policy normalization process in response to the surge in inflation in early December, the 30-year fixed mortgage rate has increased by almost two full percentage points. This sharp increase has likely spurred homebuyers to hold off on making purchases, and likely higher monthly mortgage payments make it more difficult to qualify for financing.

Increased interest rates will likely impact business capital investments, and capital-intensive businesses may be more affected than others.

Do you see the U.S. going into recession this year?

We are seeing continued demand for goods and an increased demand for services as restrictions have been lifted. Spending on services is about four percent below pre-pandemic. Spending on goods is about eight percent above pre-pandemic. We expect spending to increase on services this year, with a possible decrease in spending on goods. We have seen an unprecedented period of job growth post-pandemic, and unemployment is now nearing pre-pandemic levels.

Businesses are experiencing shortages of both workers and materials, as well as disruptions due to low inventory. This is constraining sales, hiring and overall

growth, while keeping upward pressure on costs. Corporate profit margins are the highest they have been in 70 years, a sign that companies are able to pass along rising costs to their customers. Businesses have capacity to absorb wage pressure, which may result in an increase in wages to support consumer spending. Rising costs are causing a dramatic effect on consumer confidence.

Recession is unlikely, but possible if unemployment rises quickly. For more information, U.S. Bank offers weekly economic insights at the following link: pages.usbank.com/weeklyeconhighlights.

What are the biggest challenges facing the banking community? What is changing in the industry?

Client needs and expectations continue to evolve, and banks need to evolve with them. Customers are no longer comparing us to other banks and financial service providers, and instead they are comparing us with companies that provide the best client experiences. We need to meet our clients where they are, and deliver solutions to make their lives easier.

Branch transactions are decreasing as clients are embracing digital tools to conduct banking. Our bankers are conducting fewer transactions, and having more consultative conversations with clients. We are investing in ways to make banking easier and more convenient. We are developing our employees to conduct more holistic conversations with clients to better understand their businesses, and to make recommendations best suited to support the current and future needs of our clients.

What are your goals for 2022?

We seek to simplify the lives of our clients as we help them to achieve their financial goals.

Additional comments?

We have a talented team of community-minded bankers throughout Central Oregon, and we welcome the opportunity to support the changing needs of businesses and nonprofits here in the region. If you are a business owner and would like to be introduced to a banker that will be focused on supporting you to meet your goals, while simplifying your life, please contact me directly at wendy.mcgrane@usbank.com.



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Umpqua Bank Crowdfunding Partnership Accelerates No-Cost Financing for BIPOC, Women Entrepreneurs

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Umpqua Bank, a subsidiary of Umpqua Holdings Corporation (NASDAQ: UMPQ), has officially activated its \$1 million Umpqua Bank Managed Loan Fund with Kiva, a nonprofit unlocking capital for historically underserved entrepreneurs and their communities. Through Kiva’s innovative crowdfunding microloan platform, Umpqua is providing eligible BIPOC and women entrepreneurs across its footprint accelerated financial support towards a 0% interest loan up to \$15,000 to finance their emerging business.

Leveraging Kiva’s crowdfunding platform, qualifying business owners in Oregon, Washington, California and Idaho will receive a triple match from Umpqua for every dollar raised for their business from family, friends and supporters in their communities.

Umpqua is encouraging entrepreneurs in communities it serves to learn more about Kiva and apply for funding. “Our partnership with Kiva makes it possible for more entrepreneurs to turn support from their communities into a source of capital that would otherwise not be available,” said Umpqua’s Chief Marketing Communications Officer Eve Callahan. “If individuals believe in and are willing to help finance a local BIPOC or women entrepreneur, Umpqua will triple-match the amount of their financial support so enterprises can more easily and quickly access the financing they need.”

How Kiva Works

For any business owner in need of funding to start, sustain or grow, the only collateral needed to access capital through Kiva is the support of the people and community they serve. Typical barriers to access are removed from consideration, including those related to credit history, physical assets for collateral, citizenship or verifiable financial track record.

Kiva works hand-in-hand with entrepreneurs to set a financing goal up to \$15,000 and raise contributions from friends, family and community members on its platform. Kiva also offers access to a global network of lenders interested in supporting businesses. Financial commitments raised are then combined into a 0% interest business loan eventually repaid to supporters over three to five years.

Umpqua, through the Umpqua Bank Managed Loan Fund, will help BIPOC and women entrepreneurs reach financing goals more quickly by effectively quadrupling every dollar they raise towards their financing goal.

How to Apply

To apply for Kiva financing and the triple dollar match through the Umpqua Bank Managed Loan Fund, entrepreneurs in Oregon, Washington, California and Idaho can visit the Umpqua-Kiva partnership page. The initial application

process typically takes between 20 and 30 minutes.

The Kiva partnership is part of Umpqua’s Small Business Empowerment Program, which brings together the bank’s various initiatives to improve access to funding, products/services and expertise under one strategic umbrella. Along with Kiva, the Small Business Empowerment Program includes partnerships with organizations that are often the first step for entrepreneurs interested in accessing Kiva funds, including: Oregon-based MESO (Micro Enterprise Services of Oregon); Washington-based Business Impact NW; and California-based Centro Community Partners.

“We are excited to partner with Umpqua Bank as part of its Small Business Empowerment Program to provide additional loans and unlock capital for under-resourced entrepreneurs,” said Sarah Marchal Murray, chief strategic partnerships officer at Kiva. “Ensuring every business owner has equal access to capital and other resources to succeed is important for creating strong and vibrant communities. Partnering with Umpqua, Kiva is honored to extend our platform’s reach to more communities across the West Coast.”

About Umpqua Bank

Umpqua Bank, headquartered in Roseburg, Oregon, is a subsidiary of Umpqua Holdings Corporation and has locations across Idaho, Washington, Oregon, California and Nevada. Umpqua Bank has been recognized for its innovative customer experience and banking strategy by national publications including The Wall Street Journal, The New York Times, BusinessWeek, Fast Company and CNBC. The company has been recognized for eight years in a row on FORTUNE magazine’s list of the country’s “100 Best Companies to Work For,” and was recently named by The Portland Business Journal the Most Admired Financial Services Company in Oregon for the seventeenth consecutive year. In addition to its retail banking presence, Umpqua Bank

also owns Financial Pacific Leasing, Inc., a nationally recognized commercial finance company that provides equipment leases to businesses.

About Kiva

Kiva is a global nonprofit that brings people together to invest in lasting impact. Kiva connects individuals, institutional investors and corporations with global opportunities to invest in humanity—when and where it will make the greatest collective impact. With as little as \$25, you can help women, refugees and small businesses across the globe build a better future for individuals, their families and communities. Join two million people who have invested \$1.7 billion in real dreams and real opportunity around the world.

umpquabank.com
kiva.org

“Our partnership with Kiva makes it possible for more entrepreneurs to turn support from their communities into a source of capital that would otherwise not be available.”

~ Eve Callahan
Chief Marketing Communications Officer, Umpqua

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Trends in Rates & Commercial Lending

by ROGER LEE, VP, Business Client Advisor — Summit Bank

With health-related mandates in the rear view mirror for the time being, we're all navigating the impacts of a new challenge, inflation, for the first time in a generation. We are hearing the very same business owners who so decisively weathered a global pandemic are now grappling with rapidly rising costs and how best to pass those on to their customers.



Historical 10-year Treasury Yield

Macro Trends

With inflation, now over eight percent, comes real pressure for the Fed to tighten the screws on the economy by raising interest rates, slowing or stopping its purchase of securities (quantitative easing), or other monetary controls. Fed chairman Powell has openly signaled significant rates increases for 2022, yet four months into the year the Fed Funds rate has only increased by 25 basis points.

As Summit Bank Market President Gary O'Connell notes in his CBN contribution, markets have already adjusted to anticipate a higher rate environment signaled by the Fed — rising, for example, by more than 200 basis points for ten-year Treasuries since January and slightly inverting the yield curve for some debt terms. An inverted yield curve (short term rates are higher than long) has over time demonstrated reliability as a harbinger of economic recession. Today's Fed leadership may be more worried about a worsening economy than its historical focus on taming inflation.

Interpreting these macro trends — when to borrow and when to pay off loans — is understandably bewildering to small business owners who comprise the bulk of our Central Oregon economy. There are other things more in their control.

As a newcomer to the banking industry, I appreciate Summit Bank's culture to develop long-term relationships with its clients that stand the test of time, rate changes, policy swings and even the business cycle. That approach is a key element of the bank's very low number of non-performing and past due loans. During my career in economic development, I saw disruption created by financial institutions that made sweeping credit risk decisions by company or industry at the first signs of distress. That's not in the DNA of a small community bank, known to its clients through regular interactions.

stimulus — particularly those that focus on providing credit where banking, a heavily regulated industry, can't go. Business Oregon's finance division has seen a capital influx equal to nearly 40 years of historical funding to deploy \$83.5 million to businesses across the state — specifically improving the prospects of small and young firm's future bankability.

With new money to lend, there are many changes, including to the Entrepreneurial Development Loan Fund (EDLF) which raised lending limits to small and early stage businesses from \$250,000 to \$1 million. The Oregon Business Development Loan Fund (OBDF) has expanded lending limits to \$2 million and has rates that are again competitive with conventional loans. And newer, equity-like resources such as the Royalty Fund are being recapitalized (\$12 million) and a new \$30 million Venture Capital Fund created to offer businesses the ability to repay loans in other ways rather than just set principal and interest payments. Business Oregon is also launching a new construction insurance loan, a needed tool for business development projects.

In addition to having its own very active and successful SBA 7a loan team, Summit is an active partner with the SBA and its 504 program affiliate Community Development Corporations (CDCs) including Evergreen Business Capital and Northwest Business Development Association (WBDA). By sharing risk, banks are able to deploy capital where regulations would not otherwise allow.

At the end of the day, Summit Bank's focus is to efficiently and effectively help businesses find the capital they need, when they need it — be it through our lending or a host of partners. Local business hero Les Schwab was famous for saying, (paraphrased) "Take care of your customers and everything else will fall into place." We couldn't agree more.

sbko.bankv

Lending Trends

Rates at which businesses borrow money has been markedly volatile in 2022. Summit Bank CFO, Scott Goldstein recalls that it is the most variability he's seen in the market for nearly two decades, even as rates have changed in the long term. At the same time, we've quickly grown accustomed to some of the lowest rates ever, historically. I recall being satisfied with an 8.5% rate for the mortgage on my first home in 1994. Today, it would feel like a fleecing. For perspective, here's a chart of U.S. ten-year Treasury rates (an index used for commercial real estate loans) over the past six decades. While rates are on a steep rise currently, in the big picture they are still remarkably low. The 1990s were years of dramatic economic expansion and opportunity, yet rates then were on average more than double what they are today.

Business Loan Options

A number of public and non-traditional lenders have benefited from federal

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

Central Oregon Financial Institutions

Credit Unions *(Listed Alphabetically)*

The financials listed are the most current information provided by the financial institution.
In some cases it is as of April 2021, but for some of the entities it is information based on the previous quarter.

Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Local Deposits	Assets	Net Loans	Members	Primary Field of Members
First Community Credit Union 62080 Dean Swift Rd., Ste. 180 Bend, OR 97701	541-382-7280	541-388-5485	www.myfirstccu.org matt.nicassio@firstccu.org	Matt Nicassio	7	1957	N/A	\$1,727,759,000	599,436,815	87,000	Member-owned financial cooperative, currently operating 28 branches throughout Oregon & are open to everyone in the community. Offer a full array of financial products & services to consumers & small businesses; delivered by local professionals & through convenient technology.
Mid Oregon Credit Union PO Box 6749 Bend, OR 97701	541-382-1795	N/A	www.midoregon.com kyle@midoregon.com	Bill Anderson	145	1957	\$576 Million	\$628 Million	\$444 Million	41,601	Persons who live, worship, work or go to school & businesses & legal entities located in Deschutes, Crook, Jefferson, Lake & Wheeler counties & Northern Klamath County that is part of the COCC tax district.
Northwest Community Credit Union 61490 S Hwy. 97 Bend, OR 97702	541-382-2458	541-382-0244	www.nwcu.com adettwyler@nwcu.com	Arden Dettwyler	10	1949	\$1,652 Million for State of Oregon	\$1,831 Million	\$1,177 Million	107,318	Deschutes, Douglas, Jackson, Jefferson, Josephine, Klamath, Lane, Linn, Marion, Multnomah & Washington Counties.
OnPoint Community Credit Union 950 NW Bond St., 61276 S Hwy. 97, Ste. 100 Veterans Way, Redmond Bend, OR 97703	541-749-2240	541-749-1792	www.onpointcu.com stephen.wymer@onpointcu.com	Stephen Wymer	35	1932	\$300 Million	\$8 Billion	\$4.8 Billion	40,000 Central Oregon / 465,000 OR & WA	28 Oregon Counties and several counties in Washington: Benton, Clackamas, Clatsop, Columbia, Coos, Crook, Curry, Deschutes, Douglas, Gilliam, Hood River, Jackson, Jefferson, Josephine, Klamath, Lane, Lincoln, Linn, Marion, Morrow, Multnomah, Polk, Sherman, Tillamook, Wasco, Washington, Wheeler, Yamhill, Clark & Skamania in Washington.
Oregonians Credit Union 110 NE Fifth St. Prineville, OR 97754	541-447-4995	541-447-5369	www.oregonianscu.com memberservices@ofcu.com	Tricia Wanous	5	1936	\$13 Million	\$300 Million	\$100 Million	23,000	Any person who's company is a member of the Prineville Chamber of Commerce or family members.
SELCO Community Credit Union 88 SW Scalehouse Loop Bend, OR 97702	541-312-1831	541-312-1818	www.selco.org ccaution@selco.org	Cheryl Cauthon	46	2000	\$196 Million Local	\$2.62 Billion in all of SELCO	\$1.515 Billion in all of SELCO	143,000 in all of SELCO	Eligible to anyone who lives in the 27 Oregon or 8 Washington counties we serve.

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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Money doesn't dream big, people do.

At OnPoint, we encourage people to pursue their dreams and for 90 years we've empowered them with the financial tools and resources to do so. Join us by becoming a valued member. We'll help turn your big dreams into an even bigger reality.



People are the Point.



Stephen Wymer
Central Oregon Area Manager
OnPoint Community Credit Union
onpointcu.com

Coming out of the mask mandates, are your clients feeling a surge in business overall?

We have heard from our business members that they are cautiously optimistic about getting back to business as usual. Central Oregon experienced a flood of new residents during the pandemic so businesses have generally stayed busy, but struggle to compete for employees. Large, global companies are now paying employees almost \$25 per hour, making it difficult for smaller, homegrown businesses to keep up with the competition.

Will interest rate hikes affect borrowing? Are certain industries affected more than others?

Yes, the increase in interest rates is going to affect borrowing. First and foremost, they will impact home and commercial mortgages as rates have increased rapidly in recent weeks.

Over the long run, industries that invest in large assets will also begin to feel the pain. For example, when a manufacturer needs to purchase equipment — if they can get the equipment due to supply chain woes — they usually need a loan, and rates are increasing as we speak.

Do you see the U.S. going into recession this year?

While I don’t have a crystal ball, it is clear there are a lot of economic pressures at play, from historic inflation and increasing interest rates to supply chain issues that could take us down that path.

What are the biggest challenges facing the banking/credit union community?

Nearly every sector is struggling to find and retain quality employees, and I see that as our biggest hurdle. A challenge more specific to financial services is adapting to new technologies and alternative service delivery channels, which are both changing at a rapid pace. Our increased reliance on technology has also increased rates of fraud in our community. OnPoint has invested heavily in fraud prevention to protect our members and the community through this time of increased cybercrimes.

What is changing in the industry?

Digital transformation is causing a considerable shift in how people bank

and not entirely for the better. In 2021, banks closed 3,324 branches, a new industry record, according to National Public Radio (NPR). Many of these closures occurred primarily in low- and moderate-income areas, leaving many communities under- or unbanked. While many financial institutions are closing local branches, OnPoint opened 20 new branches last year, which is more than any other financial institution opened in the United States.

Our growth has meant greater access and convenience for our members, as we continue to hear they value the in-person experience at our branches. Our expansion has also enabled us to invest more in the local communities we serve, resulting in 157 new jobs and more than \$2.2 million in donations to 304 area nonprofits, a new charitable giving record for OnPoint.

What are your goals for 2022?

Last year was a big year for us as far as growth and giving, and we’re continuing to build on that foundation in 2022. We look forward to expanding our reach within the communities we serve as we approach key milestones, such as 500,000 members and \$10 billion in assets.

We also hope 2022 will be a year of collaboration, where business leaders, elected officials and corporations come together to solve the issues our communities are facing like affordable housing, equity and climate change.

Additional comments?

My message to the Central Oregon business community is to get back to the basics of taking care of your customers and your employees, and they will stick with you. Also, know that you don’t have to navigate these challenging economic times alone. Reach out to your financial institution to find out what resources they offer and leverage as many of them as possible. At OnPoint, we work closely with our small business community to support them in starting, managing and growing their businesses. This includes working one on one to set goals, create roadmaps and determine the perfect financing solution for their unique needs. If you’re interested in learning more, we encourage you to contact one of our three branches in Central Oregon to discuss how we can help you and your business achieve your goals.

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Cheryl Cauthon
Manager — Old Mill & West Bend Branches
SELCO Community Credit Union
selco.org

Coming out of the mask mandates, are your clients feeling a surge in business overall?

With the mask mandates lifted, I think for the first time in more than two years there is a feeling of optimism that we’ve all been deprived of for some time. We’re certainly seeing surges in business among members, particularly in the restaurant and retail industries, as those were two of the hardest-hit sectors of our economy.

Will interest rate hikes affect borrowing? Are certain industries affected more than others?

With interest rates at all-time lows through the pandemic, there will no doubt be some sticker shock as rates creep higher. But we’re fortunate that as a credit union, our ability to offer lower fees and lower rates will likely be an attractive alternative for consumers looking to borrow money. And while the housing market remains strong in Central Oregon, a rate increase of even 0.5% on a median home has the potential to make some buyers look for other options. On the commercial side, we continue to see strong interest in lending, particularly in Central Oregon. That being said, when interest rates and cap rates rise some projects become less feasible or desirable without major changes, which don’t always pencil out for the owner or investor.

Do you see the U.S. going into recession this year?

That obviously remains to be seen, and there are a number of factors at play both domestically and globally that we won’t know answers to for some time. That said, with inflation at or near an all-time high, there is likely going to be some level of economic slowdown in 2022. But there are also strong indicators of economic growth, such as we’re seeing in the housing market and automobiles, particularly electric vehicles.

What are the biggest challenges facing the banking/credit union community? What is changing in the industry?

One of the biggest challenges in the industry remains unchanged, and that’s the challenge of keeping pace with habits and preferences that are evolving more rapidly than ever, while still maintaining the principles of community banking as many of us know and love it. How do we continue to build and maintain strong personal relationships with our members at a time when technology has proliferated in the industry, and many financial institutions (and consumers) are moving toward digital-only products and services. At SELCO, we’re embracing this opportunity by ensuring members can choose what’s best for them - and realizing that what is most convenient one day may not be preferred another. It’s part of our effort to meet members where they are, and to engage with them whenever, and however they choose. We are preparing to open our fifth Central Oregon branch on May 9 in North Redmond, which will allow us to meet the needs of a growing market and to provide personal services to the growing Redmond market, as well as Crook and Jefferson County residents.

What are your goals for 2022?

As a member-owned, community credit union, our goals might be a little different than other institutions. Obviously, we need to continue operating a successful and growing business, but more importantly, we want to continue making meaningful contributions to the communities we serve, including right here in Central Oregon. Whether through awarding college scholarships to local seniors, sponsoring and volunteering with area nonprofits, supporting the local 4-H club, or making financial education more interesting (and maybe even fun) for students and young adults. The latter of those topics, financial literacy and education, is a core area of emphasis for SELCO as we strive to further empower our members and community to reach their financial goals with confidence.



Kevin Cole
President
Mid Oregon Credit Union
midoregon.com

Coming out of the mask mandates, are your clients feeling a surge in business overall?

Most of the businesses we serve rebounded from COVID-19 pretty quickly. While it may be early to see any shift from the removal of mask mandates in their numbers, we have not heard any anecdotal evidence that businesses have seen a surge in business since the mandate was lifted. A lot of businesses in Central Oregon have been running at or above capacity for a while now due to lack of workforce. If there was a surge of business they may not have been able to accept it. We monitor our members’ debit card activity as an indicator of business activity in Central Oregon. We saw a slight slowdown in activity in the first quarter of 2022.

Will interest rate hikes affect borrowing? Are certain industries affected more than others?

Rising interest rates will reduce loan demand at some point. We are beginning to see the higher rates reduce refinancing activity. Demand for loans to purchase homes and business property remains fairly strong for Mid Oregon. Residential real estate lending is most impacted by rising rates. With mortgage rates rising to over five percent in such a short period of time, we expect to see more balance in the housing market later this year.

Do you see the U.S. going into recession this year?

We are operating with a soft-landing assumption for national economic growth later this year and into early 2023. It may feel like a recession for some businesses after the robust post-COVID growth. I believe Central Oregon has some additional factors supporting economic activity here. Specifically, the migration into the area of remote workers and retirees should continue to drive demand. There is also such a shortage of housing and construction labor in Central Oregon that a slowdown may not feel like a slowdown for some time as the backlog is cleared.

What are the biggest challenges facing the banking/credit union community? What is changing in the industry?

Hiring, developing and retaining our employees is the biggest challenge we face. We have been fortunate at Mid Oregon. We have not had to close branches due to lack of staff, even during COVID with a few exceptions. We have noticed some of our competitors are still operating with reduced hours or experiencing branch closures due to staffing shortages. The industry is also sensitive to fluctuations in interest rates. Rapid interest rate shifts like we have seen recently and expect to see rest of the year are challenging for our business. One of the big changes in the industry is doing things remotely. Some of our jobs can be done remotely, but many of them cannot. During COVID our members adopted remote service channels at much higher rates than we saw prior to COVID. Now we are seeing them return to more in-person transactions. Figuring out where that mix is going to settle so we can have the right mix of staff in the right place at the right time is a real challenge for us.

What are your goals for 2022?

Providing excellent service to our members is our priority. Our other goals include growing our loan portfolio, improving ease of use for members and staff and finding additional locations to support future growth.

Additional comments?

Mid Oregon Credit Union is a low-income credit union and Community Development Financial Institution. We expect to receive an \$8.25M investment through the Treasury Emergency Capital Investment Program in June. These funds will support the lending we do to low-and-moderate income borrowers in Central Oregon. We plan to use this funding to expand our Workforce Housing Loan Program and to expand lending programs for manufactured homes and ADUs.

Choose Mid Oregon Credit Union— Your local financial partner



When you choose Mid Oregon Credit Union, you become part of a financial cooperative serving the community since 1957.

As the only financial institution headquartered in Central Oregon, we offer great rates and convenient services to help you achieve your financial goals.

- **Free Checking Accounts** for you or your business.
- **Great rates on vehicles and RVs**—get pre-approved online or request Mid Oregon financing at the dealership.
- **Everyday Rewards VISA®**—earn cash back, merchandise, or other rewards on your everyday purchases.
- **Fast, friendly service on your next home loan**—including HELOC, refs, ADU and construction loans.
- **People who know business**—financing for vehicles and equipment, real estate, and more.
- **Worldwide access**—manage your money anytime in Digital Banking. Deposit checks, see all your accounts in one place, and view your current credit score instantly.



Find us at a branch location in Bend, La Pine, Madras, Prineville, Redmond, and Sisters.
Online at midoregon.com, or call our Contact Center at 541-382-1795.



Mid Oregon Members Raise \$3,500 for Healthy Beginnings

Almost \$39K Raised for Healthy Beginnings Since 2004

by STEPHANIE CURTIS, Communications Specialist — Mid Oregon Credit Union



THE OLNEY CREW BRAVED THE BLUSTERY WEATHER AND CONTRIBUTED TO THE THREE TONS OF DOCUMENTS THAT WERE SHREDDED ON THE APRIL 17 FREE SHRED DAY

Mid Oregon’s 18th Annual Adopt-A-Bear fundraiser raised almost \$3,500 for Healthy Beginnings to fund free health and development screenings for preschool-age children in Central Oregon.

From April 1-17, Mid Oregon’s members and the community ‘adopted’ cut-out bears by making donations at credit union branches, online at midoregon.com and over the phone. Healthy Beginnings donations were also accepted during Mid Oregon’s annual Free Shred event with Republic Services on Saturday, April 16. The one-day event raised over \$1,000 and shredded onsite over three tons of documents for almost 200 participants in Bend, Madras, Prineville and Redmond.

Since 2004, Mid Oregon Credit Union’s annual Adopt-A-Bear fundraiser has raised almost \$39,000 for Healthy Beginnings. Community donations keep Healthy Beginnings screenings free for all families who use their services. The screenings are performed by local medical, dental, nutritional and behavioral specialists, providing parents with a thorough assessment of their child’s physical and developmental health. For more than 25 years, Healthy Beginnings has served more than 13,700 children in Central Oregon counties.

“We continue to be amazed by the generosity of our members in supporting



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community initiatives,” says Kyle Frick, VP of Marketing and Community Relations. “Their donations ensure that more Central Oregon children have access to these much-needed screening services from Healthy Beginnings.”

Mid Oregon Credit Union is a full-service, member-owned financial cooperative headquartered in and serving Central Oregonians since 1957. With more than 41,000 members in Deschutes, Jefferson, Crook, Wheeler, Lake and North Klamath Counties and over \$600 million in assets, Mid Oregon partners with members to meet their financial needs and to help them achieve their dreams.

Healthy Beginnings is a registered 503(c) nonprofit organization located in Bend, dedicated to ensuring that all local children enter their school life ready to learn, contribute and thrive. They conduct free, comprehensive health and developmental assessments for children under the age of five using state-of-the-art screening tools and performed by certified volunteer health and behavioral specialists. These free health screenings are available to every child in Deschutes, Crook and Jefferson Counties.

midoregon.com
myhb.org

SELCO Community Credit Union Expands Services for Greater Redmond Area Members

Addition of a Second Freestanding Branch in Redmond Provides Convenience
While Bolstering SELCO’s Commitment to Redmond — Open House Scheduled for May 9-13

by JUSTIN YAX



PHOTO | COURTESY OF SELCO COMMUNITY CREDIT UNION

The new location replaces SELCO’s previous limited-service branch, which operated from 2009 to 2020 inside Walmart, fills a growing need for expanded banking services in the Redmond area and beyond, and makes SELCO the only credit union with multiple Redmond branch locations.

“It’s no secret that Redmond is growing quickly. But our community — as well as northern Deschutes, Crook and Jefferson Counties—has been largely underserved when it comes to banking institutions,” says Tim Dizney, manager of SELCO’s new Redmond location. “We’ve seen other banks and credit unions come and go over the years, but SELCO remains committed to the community we’ve been honored to serve for the past 15 years.”

SELCO Community Credit Union is doubling down on its commitment to serving members in the growing Redmond market, with the May 9 opening of a new freestanding North Redmond Branch at 255 NW Oak Tree Lane, immediately north of the Walmart Supercenter. SELCO also operates a second freestanding Redmond branch, which opened in 2007, at 825 SW 17th St.

While consumer banking continues to evolve toward digital services, there is still a strong need to provide the personal touch of a traditional, brick-and-mortar location. Some highlights of the new branch include:

Continued on Next Page ►

OnPoint Community Credit Union Releases Free Financial Literacy eBook Amid Economic Uncertainty

OnPoint’s Guide to Financial Wellness Shares a Wealth of Information to Help People Get Started Now in Achieving their Financial Goals, Reducing Stress & Planning for the Future

provided by ONPOINT COMMUNITY CREDIT UNION

April was Financial Literacy Month and communities in Oregon and Southwest Washington continue to face growing economic complexities, soaring food and energy prices and the Federal Reserve’s first interest rate increase since 2018. To support communities through these complex financial times, OnPoint Community Credit Union released a free eBook, the *OnPoint Guide to Financial Wellness*. The eBook shares in-depth and actionable information to help people pursue better financial outcomes and protect their future.

“At a time when interest rates, gas and grocery prices are on the rise, financial education is more critical than ever,” said Rob Stuart, president and chief executive officer at OnPoint. “Our purpose is to build strong communities through financial well-being, and we have a duty to ensure our neighbors know how to protect their budgets and families. Regardless of experience, everyone can benefit from more financial education.”

According to a 2018 study by the FINRA Investor Education Foundation, 48 percent of Oregonians lack an emergency fund to cover three months of expenses for emergencies such as sickness, job loss or economic downturn, underscoring why financial literacy is more important than ever.

OnPoint’s eBook includes simple, actionable steps to increase financial knowledge. Here are just a few of the tips:

- **Learn about yourself.** Your culture, religion,

upbringing and experiences are just a few factors that influence your financial decisions, sometimes in ways you don’t expect. Gaining a deeper understanding of your relationship with money can help you progress toward your goals. The free Your Money Personality tool can help you identify how your experiences inform your decisions.

- **Understand your financial position.** The first step of financial goal setting should be a “gap analysis,” a process for grasping the difference between where you are now and where you want to be. Here are some questions to help you with your gap analysis: What outcome do I want? What resources do I need to achieve my goals? How will I track my goal?
- **Set realistic, achievable goals.** After a gap analysis, use the “SMART” goals framework to create meaningful goals and give you a roadmap for achieving them. Smart goals are: Specific, Measurable, Attainable, Relevant and Time-bound.
- **Understand your loan options.** To achieve your financial goals, you may want to assess whether borrowing money is the right path for you. Consult



PHOTO | COURTESY OF ONPOINT COMMUNITY CREDIT UNION

your financial institution to determine the best type of loan for your situation. To fully understand what you’re taking on, make sure you learn about loan elements, including the principal, term, interest rate and fees.

In addition to its free eBook, OnPoint works to build financial literacy by providing access to local in-person financial guidance at its 55 branches, financial education workshops, personalized financial education tools through Enrich and its blog. Each resource aims to provide practical tips and tools people can implement today to meet their financial goals and build sustainable habits.

onpointcu.com
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SELCO

Continued from previous page

- 24-hour ATMs
- Two drive-up lanes
- Teller services for traditional transactions
- Member Service Representatives to assist with everything from opening accounts and loans to setting up digital banking
- Investment & Retirement, Insurance, and Mortgage representatives available by appointment
- Branch hours: Monday through Thursday from 9:30am to 5:30pm, and Friday from 9:30am to 6pm
- Drive-up hours: Monday through Thursday from 9am to 5:30pm, and Friday from 9am to 6pm

To celebrate the branch opening, as well as SELCO’s milestone 15th anniversary of serving greater Redmond area members, an open house is scheduled for the week of May 9-13 with daily prizes, snacks from local restaurants and bakeries, branch tours, featured nonprofit community partners, and more. Each day, the open house will recognize a different community partner that SELCO supports, including the Redmond Chamber of Commerce (May 9; ribbon cutting at 4pm), Jericho Road (May 10), NeighborImpact (May 11), KIDS Center (May 12), and J Bar J Youth Services (May 13).

“In Redmond, specifically, we know how important in-person banking is to many of our members, which is why SELCO is expanding its presence at a time when other institutions are reducing in-person services or closing branches altogether,” says Dizney. “These are the same members we see at the grocery store, soccer practice, and the park. They are our neighbors, and we owe it to them to provide the banking tools and services they need, including SELCO’s new North Redmond Branch.”

About SELCO Community Credit Union: Founded 86 years ago by a group of fiscally minded teachers, Springfield-based SELCO Community Credit Union today serves more than 145,000 members as one of the largest and longstanding Oregon-based credit unions. A not-for-profit, federally insured, member-driven financial cooperative with more than \$2.6 billion in assets, SELCO provides its member-owners with exceptional rates and low fees on a full range of financial products and services, including banking, mortgages, personal and business loans, investments, and insurance. Membership is available to anyone who lives or works in one of the 27 Oregon counties SELCO serves.

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OnPoint Community Credit Union Pledges \$100K to Four Local Organizations Protecting the Pacific Northwest Environment

Four \$25,000 donations are part of OnPoint's Green Horizons initiative, which launched in 2021 to empower members, employees and the community to fight climate change.

provided by ONPOINT COMMUNITY CREDIT UNION

In honor of Earth Day 2022, OnPoint Community Credit Union will donate \$100,000 to four Oregon and Southwest Washington organizations on the front lines of protecting our local environment. The credit union will make a total of four \$25,000 donations to SOLVE Oregon, The Nature Conservancy of Oregon, The Freshwater Trust and Forth. These donations build upon OnPoint's Green Horizons initiative that launched in April 2021 to empower members and employees to make greener choices.

"As climate change and economic uncertainty continue to impact the well-being of our communities, we are proud to grow our commitment to a greener future with robust efforts that match the urgency of the moment," said Rob Stuart, OnPoint president and CEO. "Affordability has historically been a barrier to going green. We look forward to continuing our investment and offering programs that make eco-friendly choices easier, and supporting environmental organizations committed to protecting and restoring local lands and waters vital to our survival."

In addition to making donations to environmentally focused organizations, OnPoint's Green Horizons initiative seeks to build a more environmentally and financially sustainable future for all by:

- Providing members with special rate discounts on electric or hybrid vehicles and solar panels.
- Offering employees telecommuting programs, environmental education and volunteer opportunities.

Partnering with KGW 8 on its Good Energy campaign to raise awareness about the impacts of climate change, support eco-friendly organizations and encourage the public to help.

Special Rate Discounts

OnPoint's Green Auto Discount offers 0.25 percent¹ Annual Percentage Rate off auto loan rates for new or used electric or hybrid vehicles financed through OnPoint. People in the market for an electric or hybrid vehicle can also find additional incentives through Oregon, Washington and federal programs.

OnPoint's Green Horizons Initiative is also making it more affordable for homeowners to produce their own solar electricity. When homeowners apply for an EquityFlex Line of Credit for home improvements, they can fix a portion of their line of credit for the purchase of solar panels and receive a 0.25 percent² discount off the EquityFlex Fixed Portion APR. Homeowners can find even more savings by looking at incentives and rebate programs in Oregon and Washington.

Supporting Environmentally Focused Organizations

In addition to special rate discounts, OnPoint will donate \$100,000 to four nonprofits committed to conservation in Oregon. Each organization will receive a \$25,000 donation, including The Nature Conservancy in Oregon, SOLVE Oregon, The Freshwater Trust and Forth.

The Nature Conservancy in Oregon (TNC) brings people together to solve the most significant conservation challenges of our time. In 2021, OnPoint Green Horizons donated up to \$250 to TNC for every approved electric or hybrid vehicle loan. OnPoint approved 1,474 green auto loans last year, resulting in a donation of \$226,750. The donation has supported a range of TNC's projects, including increasing the pace and scale of forest restoration, employing adaptation strategies to ensure vibrant and resilient coastal communities and sustainable fisheries and protecting existing soil and underground carbon in Eastern Oregon.

"OnPoint's donation exceeded our expectations and provided essential support for our most critical projects," said Jim Desmond, State Director of The Nature Conservancy in Oregon. "Keeping our communities healthy and protecting Oregon's special places is a collaborative effort, and we are grateful for OnPoint's continued support."

SOLVE Oregon brings diverse communities together to improve the health and safety of Oregon's neighborhoods and natural areas, including the coast, rivers, parks and forests. OnPoint has donated \$9,500 to SOLVE clean-up events over the past two years, which organizes individuals and communities across Oregon to help remove litter from city streets and marine debris from beaches that can endanger wildlife and negatively impact water quality.

"Partnering with organizations like OnPoint helps us ensure we can continue to protect the health of our communities," said Kris Carico, chief executive officer of SOLVE Oregon. "We look forward to growing our partnership in years to come as the threat to our environment becomes more urgent."

The Freshwater Trust is the largest restoration-focused organization in the Pacific Northwest and the second-largest conservation group based in Oregon. Since 1983, The Freshwater Trust has protected and restored our freshwater ecosystems and changed the course of conservation using science, technology and incentive-based solutions.

"Invisible to most, our freshwater ecosystems underpin Oregon's economy, its communities and its environment. Ensuring the resiliency of these resources is a smart investment for life on the planet," said Joe Whitworth, president and CEO of The Freshwater Trust. "We are grateful for OnPoint's philanthropic support. These dollars allow us to innovate and achieve tangible, quantifiable results for rivers across the state."

Forth works to create solutions that reduce pollution and barriers to accessing electric transportation, such as affordability. It works with community-based organizations and policymakers to build lasting programs and policy models to expand equitable access to electric transportation in the U.S. and beyond.

"Nearly 30 percent of harmful greenhouse gas emissions come from transportation. Going electric isn't an affordable or accessible option for everyone, but it is essential in reducing pollution and cleaning our environment," said Jeff Allen, executive director of Forth. "This donation from OnPoint will help us continue building programs to ensure everyone has an equal opportunity to go electric, especially for those in communities that have traditionally been underserved by the benefits of new, cleaner technology."

Commitment to Tackling Climate Change

OnPoint has also furthered its investment in building a greener future with telecommuting programs, environmental education, employee volunteer opportunities and donations to other environmentally-focused organizations. Learn more at onpointcu.com/green-horizons.

About OnPoint Community Credit Union

OnPoint Community Credit Union is the largest credit union in Oregon, serving over 476,000 members and with assets of \$9.4 billion. Founded in 1932, OnPoint Community Credit Union's membership is available to anyone who lives or works in one of 28 Oregon counties (Benton, Clackamas, Clatsop, Columbia, Coos, Crook, Curry, Deschutes, Douglas, Gilliam, Hood River, Jackson, Jefferson, Josephine, Klamath, Lane, Lincoln, Linn, Marion, Morrow, Multnomah, Polk, Sherman, Tillamook, Wasco, Washington, Wheeler and Yamhill) and two Washington counties (Skamania and Clark) and their immediate family members. More information is available at onpointcu.com or 503-228-7077 or 800-527-3932.

¹APR = Annual Percentage Rate. Vehicles meeting OnPoint's Green Auto Discount standards receive a 0.25 percent discount off stated APR (Annual Percentage Rate). All OnPoint loans are subject to credit terms and approval. Discount does not apply to existing OnPoint auto loans.

²Receive a 0.25 percent discount off stated EquityFlex Fixed Portion APR when proceeds are used to purchase solar panels. Review of purchase order or invoice required to qualify. Discount applies to invoice/purchase order amount, not to exceed \$12,000. All OnPoint loans are subject to credit terms and approval.

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 **CASCADE BUSINESS NEWS**





Profiting From the Sale of Your Unwanted Life Insurance Policy

PART II

by DAVID ROSELL — Rosell Wealth Management

Coincidence. Destiny. Karma. Luck. Fate. Good fortune. These words all describe the opportunity presented in this article and it just might be your ticket to ride. However, the word that I think best describes it all is *serendipity*. It's one of my favorite words that means: luck that takes the form of finding valuable or pleasant things that are not looked for. This has been a favorite word of mine since I first learned about it through the writings of Dr. Wayne Dyer in the late 1980s. Life certainly has its ups and downs for everyone. While I'm no exception, so much of my life has been guided by unexpected, good happenings.

Over the years, I have learned that experiencing serendipity may have a lot to do with being in the right place at the right time. However, I believe many more of these opportune events happen because of attitude, deliberate creation, the Law of Attraction and taking action.

Is This Your Chance?

All too often, especially when life gets in the way, we don't see opportunities that are right in front of us. So, what if I told you that something you don't think you want anymore and have assumed is worthless could potentially be worth some serious cash? In this article, part II from last month's column on Life Settlements, I'll explain how you can turn a unnecessary and often expensive life insurance policy into the kind of money that could redefine your golden years. My business partner, Rodney Cook and I are currently writing a book on this very subject that will be released this summer. It's titled ***In The Know — How to Profit From Your Unwanted Life Insurance Policy***. Here's a few excerpts from our book to better explain this financial strategy.

We are firm believers in the power of life insurance. However, there are times when the policy you purchased years ago is no longer wanted or needed. Most people believe they have only three options for their now unwanted and unneeded life insurance policies. They include:

1. Keep the policy and continue paying the increased premiums.
2. Decrease the death benefit of the policy to maintain an affordable premium.
3. Let the policy lapse and receive any potential cash value that has accumulated if it's a permanent policy.

What if there was a fourth option that might benefit you much more? Would you like to learn how you could potentially profit from the sale of your life insurance policy? We're going to introduce you to a strategy that insurance companies do not want you to know about. We feel you should be *in the know* about a relatively unknown yet powerful option: Life settlements!

So, What Is a Life Settlement?

A life settlement is the sale of an existing life insurance policy, often to a third-party institutional investor called a provider. In such a transaction, the policy owner sells the policy in exchange for a lump sum cash payment. Once the policy is sold to the institutional investor, they become the policy's owner. It is now their responsibility to make all the premium payments moving forward. In return, they will eventually receive the death benefit upon the insured's death.

Are You a Potential Life Settlement Candidate?

Here are the prerequisites:

- The insured's age is 65 and older
- Their life expectancy is 15 years or less
- There has been a decline in health from the original policy issue
- The life insurance policy has a net death benefit of \$250,000 or more (there's no maximum)
- The policy owner can be an individual, trust, or corporation
- The annual premium should be five percent of the death benefit (or less), and the cash surrender value should be 15 percent of the death benefit (or less).

A settlement is only possible when the policy's market value exceeds the cash surrender value. Key factors in determining the market value of a policy are the death benefit, the cost of future premiums and the insured's life expectancy. As you might imagine, even though it's tough to think about, life expectancy is the key component in determining the market value of a life settlement transaction. The lower the premiums and the shorter the life expectancy, the higher the selling price. Conversely, the greater the amount of premiums that need to be paid and the longer the investor must wait for the death benefit, the lower the policy value. Let's flip that notion around and look on the positive side. If you don't need the life insurance policy, it can really feather your nest during this chapter of your life.

Missed Life Settlement Opportunities

If you're the owner of a life insurance policy that's no longer required or wanted but aren't sure what to do about that, you're not alone. Unfortunately, as you now know, more than half of all seniors have no idea they might be able to sell their life insurance policies. That potentially explains why each year, more than \$112 billion in life insurance (face value) is allowed to lapse or is surrendered by individuals over age 65, a trend that will continue through 2027. That's \$120 billion with a "b"! That only partially explains why so many people are walking away from the profit they could potentially collect from a life settlement.

Enter life insurance companies, who make far less money when they have to pay out a death benefit than when a policy is allowed to lapse or when it's surrendered. But, of course, that's in all likelihood not going to happen if that policy is sold to an investor. As a result, insurance companies don't exactly make it easy to attain a life settlement. Not only do they refrain from explaining the life-settlement option to policy owners (even threatening to fire those sales agents who do mention it), they lobby for state laws that could restrict or even shut down the life settlement market.

But that's far from the only impediment. The more significant issue gets back to plain old lack of knowledge. As we've seen, not only do policy owners not realize that they can potentially sell those unwanted life insurance policies, but their



financial advisors don't realize this either.

Luckily, that wasn't the case for Alan Baxter. The most effective way to get you in the know on life settlements is to share actual case studies. As we share these informative stories that may surprise you, it is important to know the following:

- All client names have been changed to protect confidentiality.
- The gross offer we procure for our clients is always reduced by commissions and expenses related to the sale.
- Each client's experience varies, and there is no guarantee that a life settlement will generate an offer greater than the current cash surrender value. In such cases, the client can always surrender their policy to the carrier if the coverage is no longer needed.
- This material is intended for informational purposes only and should not be construed as legal or tax advice or investment recommendations. Please consult a qualified attorney, tax advisor, investment professional or insurance agent about the issues discussed herein.

Alan Baxter is one of those who, rather than surrender the policy and wind up with less than he might have — or nothing at all — was able to profit significantly. Alan, who has always had a passion for skiing — racing at Mt. Hood in high school, working as a volunteer race coach after graduating college and attending the Winter Olympics whenever possible to see the downhill events — purchased a \$2 million term policy 14 years ago to cover survivor needs for his children who were minors at that time. However, his two sons are now successful professionals in their mid-30s — one a fashion designer at Columbia Sportswear and the other a nurse at Providence Healthcare — and the end of the policy's 15-year term period was nearing.

Although Alan's first marriage ended in divorce, he is happily remarried to Kate, who has stuck by him despite challenges that could have destroyed flimsier relationships. In 2008, Alan's love for speed caught up with him—not on skis but behind the wheel of his beloved 1997 Porche 930. He had trailered his race car up to Portland International Raceway (PIR), just as he did several times each summer. As usual, he and his friend Roger had entered their cars into a race sanctioned by the Sports Car Club of America (SCCA), a non-profit automobile club formed in 1944 that runs programs for amateur racing enthusiasts. This would be their first race since the track's recent and extensive renovation, which included repaving as well as widening turns four through seven

and sharpening others to slow down racers before they entered the back straight. Excited to try out the "upgraded" track, Alan pushed his mean machine hard. Although the course is almost perfectly flat, the track configuration includes a hard chicane at the end of the front straightaway. Coming into it with too much speed and not enough downshifting or braking action, he hit the new guardrail at over 150 mph. When he awoke at OHSU Spinal Center, he had no memory of the accident. Moments later, the doctor shared the news that Alan was now paralyzed from the waist down.

Although only 66, Alan, who is expected to live for just another four to seven more years, had to reevaluate many things, including his financial situation. When he

expressed reservations about continuing to pay for or renewing his term policy since his kids, who were the only beneficiaries, were doing fine on their own, the accountant suggested that life settlement specialists review his policy. During the meeting, Alan was surprised to learn that rather than lapsing his term policy, which had no cash value, or paying more than \$45,000 to convert the policy to a permanent policy, he could, instead, sell the term policy on the secondary market and recoup the \$63,000 in cumulative premiums he had paid on the policy as well as additional funds to further enjoy his remaining years.

In the end, a bidding process and negotiated settlement offer brought in a total gross offer of \$980,000, \$917,000 more than he had paid in term premiums. Talk about creating value on an asset that so many people would assume was worthless! Even though I've been studying this whole situation for a while, as well as working up and reviewing financial plans for all our clients, we can't help being amazed at how many people continue to pay for costly insurance policies they don't need. And it's downright disconcerting when you consider the potential upside of selling those policies.

Do you have a life insurance policy that you may not want or need anymore? Visit our website at RosellWealthManagement.com to begin a dialog to help determine if this is a viable option for you. At Rosell wealth management our team specializes in helping our clients create a plan that helps them live their dream retirement with peace of mind.

¹Valmark Securities, *Creating Value out of an Existing Life Insurance Policy* brochure

David Rosell is President of Rosell Wealth Management in Bend. RosellWealthManagement.com. He is the host of *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 at local bookstores, Amazon, Audible as well as the Redmond Airport.

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Valmark Securities supervises all life settlements like a security transaction and its' registered representatives act as brokers on the transaction and may receive a fee from the purchaser. Once a policy is transferred, the policy owner has no control over subsequent transfers and may be required to disclosure additional information later. If a continued need for coverage exists, the policy owner should consider the availability, adequacy and cost of the comparable coverage. A life settlement transaction may require an extended period to complete and result in higher costs and fees due to their complexity. Policy owners considering the need for cash should consider other less costly alternatives. A life settlement may affect the insured's ability to obtain insurance in the future and the seller's eligibility for certain public assistance programs. When an individual decides to sell their policy, they must provide complete access to their medical history, and other personal information.

RosellWealthManagement.com



PHOTO | COURTESY OF ROSELL WEALTH MANAGEMENT

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



Diana
Fischetti

Diana Fischetti has been hired as the first executive director of **Street Dog Hero** (SDH), a Bend-based nonprofit that serves dogs in need around the world and their communities through rescue adoption, wellness, spay/neuter and education. Most recently, Fischetti served as the director of development and marketing at United Way of Central Oregon and previously she co-founded, co-owned and led the operations of Broken Top Bottle Shop. Currently, she volunteers on the Boards of Directors of Kor Community Land Trust and OUT Central Oregon, and is a former Board member of The Environmental Center. Fischetti is thrilled to bring her nonprofit expertise and business background to this lead SDH, and to provide strategic direction and operational oversight.

Coldwell Banker Bain congratulates Broker **David Gilmore** on 24 successful years in real estate. Gilmore, who began his real estate career in 1998 at Coldwell Banker in Del Mar, California, has been a consistent top producer. In 2021, he achieved International Diamond Society status placing him in the Top 12% of over 96,000 agents/brokers in the global Coldwell Banker network. Gilmore enjoys working with both buyers and sellers and generates a strong base of referral business by providing each client with remarkable service and results-oriented strategies. When not serving the needs of his clients, Gilmore enjoys supporting the community through Board positions at High Desert Chamber Music and KIDS Center.



David
Gilmore

Central Oregon Pediatric Associates (COPA) recently announced that **Laurie M. Hill**, MBA has joined the organization as chief executive officer.

Hill brings more than a decade of ambulatory medical practice management experience, leading strategy, operations, financial oversight and new business development activities. She most recently directed operations teams at hospital health systems in California, including Huntington Health Physicians in Pasadena, Adventist Health in Glendale and Los Angeles and Cedars-Sinai Medical Group Foundation in Beverly Hills.

April 24-30 marked this year's Crime Victims' Rights Week. This year's theme, Rights, Access, Equity, for all Victims, embodied the unique challenges experienced by underserved populations in Deschutes County and across the Nation.

This year's crime victims' rights award winners demonstrate the dedication in our county to serve all victims of crime and ensure equal access to services throughout the life of an investigation, criminal prosecution and beyond.

A huge congratulations to our winners:

Sari Ourada is a sexual assault nurse examiner (SANE) with Rapid Sexual Assault Victim Exam Investigations. Ourada treats every single victim/patient and family with the utmost respect, compassion and equity. She makes them feel welcome, valued and truly cared for in an environment that can feel unknown and frightening. She takes the time to listen, explains their rights before completing an exam, explains each step of the process thoroughly and ensures that each family has the necessary follow-up services in place before they leave the hospital. Ourada truly embodies the theme of "rights, access and equity for all victims," and demonstrates this daily through her incredible work.

Milagros Aparicio provides outstanding service to crime victims through her work with the Latino Community Association (LCA). Many crimes committed against our immigrant and Latinx community members go unreported, and when they are reported, these victims of crime face challenges with language access and uncertainties with an unfamiliar legal system. This past year, in the midst of the pandemic, which disproportionately impacted our Latinx community and created even more work for LCA, Aparicio took on an immense amount of work to support a local Latino man who was assaulted and it was charged as a bias crime. Aparicio and the victim decided to use the experience as a way to create more awareness on how belonging begins with all of us, and with the support of LCA and a local videographer, shared his story for Welcoming Week in September 2021. Aparicio's work is not just supporting individual crime victims, she visions ways to make a greater impact to the broader community, so that our immigrant and Latinx neighbors know they will be supported and welcomed when they are victims of crime.

Barbara Hendrix (Barb) is selected for our Lifetime Achievement/Outstanding service to Crime Victims. Hendrix served our community for many years in both her capacity as a child therapist and forensic interviewer with the KIDS Center. She served on the Deschutes County child abuse multi-disciplinary team for over ten years. Hendrix was passionate about always being available for both victims and their families; she was compassionate, caring and always made sure they felt heard and understood. Hendrix was a strong voice for victims of crime as she testified in court as an expert in her field on dozens of occasions. During COVID while everything was on lock down, Hendrix worked with a young victim living out of county because her mother was unable to find a therapist in their

community willing to see her. Although Hendrix is no longer with us, her legacy lives on. Through the families that she served, the lives she touched, all the people that she worked with and family she loved.

Central Oregon Community College (COCC) announced that students **Chyna Kennedy**, **Jasmine Yegge** and **Quinlan Crowe** were selected to represent the college on the Oregon Community College Association's (OCCA) 2021 All-Oregon Academic Team. The students received their honor at the OCCA's annual conference held in Sunriver recently, with COCC President Dr. Laurie Chesley presenting the accolades.

To earn the distinction, students must maintain a minimum 3.5 cumulative GPA and have completed at least 54 credits. Nominated by a faculty member, finalists undergo a review process by the college's committee for academic excellence.

Kennedy, 30, formerly of Eagle Point, is studying communication and journalism at COCC and is interested in covering topics of human rights and the justice system. The dean's list student has earned a 3.87 GPA and plans to transfer to Oregon State University's E-campus for a bachelor's degree.

Yegge, 22, a Bend student in the early childhood education program, has always enjoyed working in a classroom setting and served as a teacher's assistant in high school.



Chyna
Kennedy



Jasmine
Yegge



Quinlan
Crowe

Yegge, who recently participated in a practicum with the High Desert Education Service District, is a dean's list student with a 3.96 GPA.

Crowe, 19, of Sisters, is completing her associate of applied science in massage therapy. Crowe sought a career where she could "connect with people and help them feel better both physically and emotionally." The Merit Scholarship recipient and dean's list student has earned a 3.89 GPA at COCC.

The All-Oregon Academic Team is part of the All-State Community College Academic Team program that launched in 1994 in the states of Mississippi and Missouri. Today, 38 states host All-State Academic Team programs each year, focusing on two-year colleges and recognizing exceptional students. The OCCA sponsors the annual event, in partnership with the Phi Theta Kappa Honor Society, which awards some \$37 million in scholarships nationally to community college students.

The U.S. Small Business Administration (SBA) 2022 Small Business Person of the Year is **Brightways Counseling Group** founded by husband and wife team **Kevin and Angie Shaw**.

Founded in 2017, Brightways Counseling Group counselors provide whole person care for people suffering from a variety of different mental health issues in Central Oregon. What started with one clinic and eight employees has grown to four locations in Bend, Madras, Redmond and Woodburn, Oregon, with 65 employees who, in 2021, helped 2,634 patients be the best version of themselves.

The SBA Small Business Person of the Year award — part of National Small Business Week May 2-5, 2022 — recognizes small business owners who demonstrate staying power and substantiated history as an established business with at least three years of business operation. Winners must also show growth in net worth and business expansion, increase in jobs and sales, innovativeness of products or services, response to adversity and contributions to community-oriented projects.

With an ever-growing demand for counseling services across Oregon, Brightways needed a strong presence where it could be the most responsive to the needs of their community which required expanding its physical locations. This required both expertise and capital to make it a reality.

With the help of SBA Funding Programs, the company was able access the capital needed to purchase and remodel two of its locations where it could effectively outreach to rural and underserved communities.



Kevin and
Angie Shaw

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

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

Sunnyside Sports Celebrates its 50th Year

by SUSAN CONNER — Sunnyside Sports

Fifty years ago, two freshly graduated Corvallis college students hatched a plan to open a bike shop in that little mill town on the sunny side of the mountains, Bend. Gary Fowles and Jim DeSmet named their shop Sunnyside Touring, and opened its doors downtown with a lineup of bike, camping, running, cross-country skiing, skateboard and hang-gliding equipment.

Over the years, ownership and focus evolved. By the early '80s, the shop was focused on bicycles and cross country skis and had become a central hub for Bend's athletic community. Gary Bonacker, Don Leet and many other Sunnyside investors and employees were active in the creation and evolution of many memorable Bend sporting events, including the Pole Pedal Paddle, the Cascade Cycling Classic, and more recently, the Tour des Chutes.



SUNNYSIDE SPORTS STAFF | PHOTOS COURTESY OF SUNNYSIDE SPORTS



Current owners Susan Conner and Mike Schindler find the heart and soul of the shop lies in its extensive service center, its anchoring bike brands of Trek, Ibis, Yeti and Cervelo, and its long-term and committed staff. In recent years Sunnyside has been recognized as one of Oregon's Top 100 Business to Work For, and one of Oregon's Top 100 Green Businesses. The shop enjoys a five-star Google Business rating with over 500 reviews.

The owners wish to thank the Bend community in general, and most especially all employees, past and present, who have contributed their time, energy and talent to keep the shop thriving and in continued service of Central Oregonians.

sunnysidesports.com

Businesses Serving Community



LIFE ENRICHMENT/Wellness COORDINATOR MAGGIE MARTIN DELIVERS SUNFLOWERS TO RESIDENT COLLETTE GUBALA | PHOTO COURTESY OF TOUCHMARK

TOUCHMARK AT MOUNT BACHELOR VILLAGE

Residents and team members at Touchmark at Mount Bachelor Village raised \$4,930 through a Sunflowers for Ukraine fundraiser for Convoy Of Hope. The nonprofit organization partners with others to serve communities in need worldwide. Touchmark's contribution will support the priority of providing food and critical relief supplies to Ukrainians.

"The staff and residents here are truly compassionate people, and we wanted to do something as a community to help the people of Ukraine," explains Touchmark Life Enrichment/Wellness Director Ivanna Lopez. "Everyone was excited to purchase these yellow flowers to make an important contribution to this worthy cause while also spreading joy."

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Bend Farmers Market to Again Offer \$20 Double Up Food Bucks Match for all SNAP Participants

by MEGHAN HOEY

Today, May 4, 2022, the Bend Farmers Market (Market) kicks off its season and with it, is continuing its participation in the Double Up Food Bucks (DUF) program for the third year in a row, as the Market saw its highest-ever EBT sales in 2021.

“We are excited to announce that we’re able to match up to \$20 again this season,” said Jessica Carleton, the Market’s returning manager. “Last year, we had our highest EBT/Supplemental Nutrition Assistance Program (SNAP) sales in the history of the BFM (\$35,372). We attribute this to the ability to offer DUF, and we heard from a number of people that our outreach efforts worked to bring in more SNAP-eligible customers.”

To put these sales into perspective, when evaluating EBT/SNAP sales over the years at the Market, the highest sales were in the 2012 season with \$23,472 coming from EBT/SNAP dollars. Now comparing that number to 2021 sales, that’s a 40.4 percent increase, and a 105.3 percent increase from 2020.

Because of its success, the Market had to specially request additional SNAP tokens to meet its increase in SNAP utilization. Carleton, who operated the Market table each Wednesday last year, spoke with many customers and a number of folks mentioned that they normally couldn’t afford to purchase fresh food, and that because of the DUF program, they were able to buy and cook with fresh, local food purchased at the Market.

“Not only does the DUF program support more of our community members in their ability to purchase fresh, local food from our farmers,” said Marielle Slater, the Market’s Chairperson of the Board, “it provides greater diversity at our Market and the opportunity for greater health. We are delighted about that.”

For the vendors, the DUF program is a win whether they can or can’t accept DUF tokens. “Because the DUF is a matching program, some vendors cannot accept DUF tokens, but they can accept SNAP tokens,” said Courtney Schuur, co-owner of North 44 Farm and newly appointed Market board member. “So customers could use DUF tokens with the vendors who could accept, then use SNAP dollars with the other vendors who couldn’t take DUF. Therefore, more vendors benefit, and customers get access to double the food.”

At the end of the season last year, the Market Board conducted a survey with its vendors, and of those who responded, the 11 vendors who could accept DUF indicated that the program resulted in a positive impact for their business. To put that sentiment into numbers, from 2020 to 2021, the program resulted in a 98.4 percent increase in DUF sales (\$18,000).

“Due to the success of this program, additional funding has been awarded to make the \$20 match available statewide,” said Carleton, “and we will continue to do our part to ensure we keep that extra funding to support our community.”

As a reminder, the DUF program is Oregon’s incentive program that makes it easier for low-income Oregonians to eat more fresh, local food while also getting to support family farmers and local vendors. The program doubles the value of SNAP benefits so recipients can purchase fresh meats, cheeses, eggs and bread and get an additional \$20 to spend on fresh fruits, vegetables, mushrooms, beans, herbs and veggie start. Just like last year, if you spend \$20 of your SNAP dollars at the Market on any food item, the Market will give you another \$20 to buy fresh local veggies and fruit.

The Market will run every Wednesday from 2pm to 6pm May 4 to October 12. The Market is located downtown in Brooks Street Alley between Franklin and Minnesota.

New Market vendors this year include DD Ranch, run by Linda and Jeff Anspach and located in Smith Rock, offers 100 percent grass-fed and grass-finished beef, lamb, heritage pork, free-range hens and raw honey; The House of Yarrow, run by foodie and plant lover Sofia Krasteva, offers gluten-free sourdough loaves, healthy treats and



PHOTO | BY AMANDA PHOTOGRAPHIC

wildcrafted skincare; Oregon Specialty & Wild Berry Jams, run by Debra and Roy Harris, offers multi-varieties of jams made with local fruit and crafted with less sugar than most jams; and Well Rooted Farms, run by Janelle and Frank Maricle and located in Tumalo, offers fresh produce, pasture-raised eggs and pastured beef and pork.

Wednesday market vendors (32):

Baird Family Orchard, Berkey’s Blueberries, Blissful Spoon, Bontà - Natural Artisan Gelato, Boundless Farmstead, BrandyWine Fisheries, Broadus Bees, Cascade Cultures (Super Belly), Compassion Kombucha, DD Ranch, Deschutes Gourmet Mushrooms, Farmhouse Pies, Field’s Grassfed Beef, Gather Nuts, Groundwork Organics, Happy Harvest Farm, House of Yarrow, Hummus Stop, Jackson’s Corner, Marquam Hill Berries, North 44 Farm, Not Bread, Oregon Jams: Specialty & Wild Berry Jams, Oregon Spirit Distillers, Pine Mountain Ranch, Rainshadow Organics, Roots Wild, Sparrow Bakery, Sungrounded Farm, Thomas Orchards, Tumalo Lavender, Well Rooted Farms.

Wednesday market partner:

High Desert Food & Farm Alliance (HDDFA). HDDFA is a nonprofit dedicated to enacting a more inclusive, equitable food system — one that proves food education and collaboration across local producers, businesses and our community; and one that drives programs and organizes resources to make local food more accessible and affordable. Their mission is “To support a healthy and thriving food and farm network in Central Oregon through education, collaboration and inclusivity.”

For more information, please Jessica Carleton, bendfarmersmarket@gmail.com.

Bend Farmer’s Market

The Bend Farmer’s Market has been an institution in Central Oregon for more than 20 years. Its mission is to create and sustain a centralized market that provides fresh, local produce and farm products to its Central Oregon community, both providing a viable market for its local farmers and enhancing the business, nutritional and community health of Central Oregon.

bendfarmersmarket.com

NeighborImpact Serves More than Half a Million in 2021

Brings Resources to Central Oregon in a Pandemic Year

provided by NEIGHBORIMPACT

NeighborImpact, the region’s largest nonprofit provider of social services, saw an incredible jump in demand for service during the 2021 calendar year. A total of 502,901 individuals in Central Oregon sought one or more services from the agency — an increase of 38 percent over the prior year, which was itself an increase over 2019.

Numbers were released to the organization’s board of directors in April. Because numbers must be gathered from various data systems, NeighborImpact typically releases numbers in spring.

NeighborImpact’s budget of \$43.19 million was an increase of 57 percent over 2020. With that budget increase the agency reports significant increases in individuals served, cash and equivalent services provided, instructional hours offered, and dollars leveraged (funds secured by individuals, organizations or governments as a result of NeighborImpact assistance or engagement.)

“Some of this is about COVID,” noted NeighborImpact Executive Director Scott Cooper. “Federal and state governments committed resources in 2020 to alleviate the effects of COVID,

but many of those resources didn’t arrive in local communities until 2021.” Cooper cited federal rent assistance as one of the big programs that pumped up dollars distributed in 2021.

Cooper went on to point out that COVID wasn’t the only reason demand increased. “Rents are part of the issue,” he said. “High rents and rising costs of living drove people to food banks. When you have to cut back a household budget somewhere, food is a good starting point.” NeighborImpact also expanded its Head Start program (preschool) at the start of the pandemic, Cooper noted. “That definitely pumped up instructional hours provided.”

Key indicators for 2021 included:

	2021	2020
Individuals served:	502,907	364,134
Cash (and equivalent) distribution	\$32,567,004	\$17,248,493
Instructional hours (hours x students)	416,935	228,297
\$ Leveraged:	\$34,206,149	\$21,009,163
Annual Volunteers:	1,563	1,691
Annual Volunteer Hours:	22,370	24,856
Annual Budget:	\$43,187,864	\$27,479,492

Based on the tracking system, individuals are counted each time they receive services, and an individual may be counted more

than once if they receive more than one service or receive a service more than once in a six-month period.

Despite eliminating volunteers in Head Start classrooms for a large portion of the year due to COVID, NeighborImpact engaged 1,563 volunteers in 2021 — totaling 22,370 volunteer hours — mostly in support of the Food Bank. In addition, foundations, local businesses and individuals contributed more than \$1.8 million in 2021, to compliment public funding.

“The economic impact of the organization’s work was notable,” Cooper observed. “Between resources distributed directly to families and funds that were brought into the local economy through NeighborImpact involvement (for example, real estate purchases as a result of home ownership counseling), the organization put \$66 million into the hands of consumers and local businesses, in addition to the impact of its payroll. This is significant investment in Central Oregon by any measure,” Cooper noted.

Families and individuals touched by the nonprofit may have received services

from any of its 11 programs. Programs operated by NeighborImpact include:

- Regional food bank
- Energy Assistance and low-income household water assistance program
- Housing
- Head Start and Early Head Start (preschool, 0-5)
- Home ownership counseling and financial education
- Child Care Resources (support for providers)
- Weatherization of homes
- Lending
- Representative Payee
- Community Development

Asked if the growth in services and budget is sustainable, Cooper responded, “We haven’t seen any slow down in demand. New services are also coming to the region with sustainable resources, especially in homeless services and early childhood education. I think we would expect a federal and state pullback of resources at some point and that would effect resources, but we also have raised the bar with some permanent investment, and that’s here to stay.”

neighborimpact.org

Madras Health Center Project Receives Two Substantial Grants

Mosaic Capital Campaign Now 95 Percent Funded

by BRIDGET MCGINN, Communications Manager — Mosaic Medical

Mosaic Medical, a nonprofit community health center providing quality care for all in Bend, Redmond, Prineville and Madras, was recently awarded a \$50,000 grant from the Marie Lamfrom Charitable Foundation as well as a substantial grant from The Ford Family Foundation. The funds will be used to support the development of the new Madras Health Center, a partnership with Jefferson County Public Health that is scheduled to open this spring. These two grants bring Mosaic’s capital campaign for the project closer to reaching the \$5.3 million funding goal — over \$5 million has been raised to date.

“My grandmother, Marie Lamfrom, was committed to caring for people, especially those who were hospitalized or in need of care,” said Sally Bany, co-founder of the Marie Lamfrom Charitable Foundation. “All of us at The Marie Lamfrom Charitable Foundation are proud to continue that commitment of care through our new partnership with Mosaic Medical and the Madras Health Center. The new Center will provide critical care to those who need it most in Jefferson County, and we eagerly await its opening.”

The new health center will be located adjacent to St. Charles Madras at 500 NE A St. on land donated by the hospital system. The building will house Mosaic’s Madras Health Center, Mosaic Pharmacy (open to the community) and Jefferson County Public Health. The location of the facility is of great benefit to community members, who can be easily referred to Mosaic’s primary care, dental or behavioral services, keeping the hospital’s emergency room clear for critical needs.

“Sharing the space with Jefferson County Public Health will mean that we have better collaboration and support services for the community between our two agencies,” said Elaine Knobbs-Seasholtz, Mosaic’s Director of Strategy and Development.

“And in the same spirit of partnership, we are thrilled to welcome this new relationship with the Marie Lamfrom Charitable Foundation,” said Penny Pritchard, Grants Program Manager at Mosaic. “We share the same appreciation for the role of relationships in successfully improving the health and well-being of the individuals, families and communities we both serve. And we look forward to growing this relationship to continue improving the lives of Central Oregonians.”

Mosaic has served the Madras community since 2006, providing medical services to all residents of Jefferson County no matter what language they speak, their health insurance status or their ability to pay. Over the years the need for health services has grown, along with Mosaic’s ability to provide it. The new facility will double the number of medical exam rooms, provide much needed space for dental and behavioral health services, and add a low-cost pharmacy available to all.

Mosaic is currently seeking private grants and donations to reach the \$5.3 million project funding goal. To learn more about getting involved in this life-changing health center, please reach out to Emily Boynton, senior development officer at donate@mosaicmedical.org or call 541-323-3860.

About Marie Lamfrom Charitable Foundation:

The Marie Lamfrom Charitable Foundation was established by Dave and Sally Bany in 1998 to support nonprofit organizations throughout the Pacific Northwest. The Foundation focuses on nonprofit programs that support education and mentorship, arts and creativity, and health and well-being. The Foundation was named for Sally’s grandmother, Marie Lamfrom. For more information, please visit marielamfrom.org.



ARCHITECTURAL RENDERING OF NEW MADRAS HEALTH CENTER, SCHEDULED TO OPEN SPRING 2022 | RENDERING COURTESY OF MOSAIC MEDICAL

About The Ford Family Foundation:

The Ford Family Foundation was established in 1957 by Kenneth W. and Hallie E. Ford. Its mission is “successful citizens and vital rural communities” in Oregon and Siskiyou County, California. The Foundation is located in Roseburg, Oregon, with a Scholarship office in Eugene. For more information, please visit TFFF.org

About Mosaic Medical:

Mosaic Medical is a nonprofit community health center that serves Central Oregonians from all walks of life. Through a network of over a dozen clinics, we offer integrated health services that address each patient’s medical, dental, behavioral health, nutrition and medication needs. Our care is never influenced by how much money our patients make, what language they speak or the status of their insurance coverage. Mosaic Medical provides quality care for all. For more information, please visit mosaicmedical.org.

mosaicmedical.org

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Street Dog Hero

Continued from page 3

resourced communities in Mexico, but also those in Central Oregon.

Located at 910 SE Wilson, Suite A1, in Bend, the space has a long history of housing spay, neuter and wellness services. Initially outfitted for the provision of veterinary medical services by the Bend Spay and Neuter Project, which provided spay and neuter services to Central Oregon community members for years, the space was then occupied by the Humane Society of Central Oregon (HSCO) when it merged with Bend Spay and Neuter Project.

"We are extremely pleased to have worked in tandem with Street Dog Hero to make the transition of the space happen," said Lynne Ouchida, Community Outreach Manager for HSCO. "This move is a huge benefit to

SDH and our community."

Marianne Cox, SDH's Founder and Board President, said, "a facility has been a key part of our strategic vision for some time and we are so excited because it will allow us to greatly expand our services and opportunities for collaboration."

Since 2017, SDH has provided spay and neuter services to over 1,000 — and provided wellness services to over 800 — Central Oregon dogs and cats. In Central Oregon, SDH has partnered with local nonprofits to do just that, including HSCO, Fences for Fido, Central Oregon Community College Veterinary Technician Program, Lark RRR (Lark Ranch, Rescue and Rehabilitation) and Oregon Humane Society.

SDH concentrates its efforts where animals are least likely to receive essential care due to financial, geographic and cultural barriers. In total SDH has provided nearly 2,000 free or low-cost spay and neuter surgeries

and offered wellness services to over 2,600 owned and street dogs and cats in underserved communities locally and internationally. SDH will return to several areas in Mexico in 2022 to continue international spay, neuter and wellness services.

In addition to the organization's Spay, Neuter and Wellness Program, SDH has a Rescue, Foster and Adopt Program. SDH works in collaboration with rescue partners across the globe who are local to those areas to rescue street dogs and bring them home to Oregon. Here, they are fostered in homes and then adopted by loving "Furever Families."

In the U.S., SDH has rescued and adopted dogs from Central Oregon, California, Texas, Ohio and Puerto Rico. Abroad, the nonprofit has saved dogs from Afghanistan, Albania, Armenia, British Virgin Islands, China, Guam, India, Mexico, South Korea, St. Thomas and Thailand. Since 2017, SDH has rescued almost 2,000 dogs from neglect,

hunger and abuse from around the world — providing them with wellness, sterilization, transportation, fostering and adoption.

SDH envisions a world where all dogs are healthy, safe, cared for and wanted. Through this work, SDH makes a lasting impact on owned and street dogs and cats and the families that surround them.

About Street Dog Hero

Street Dog Hero serves dogs in need around the world and their communities through rescue, adoption, wellness, spay/neuter and education. SDH is focused not only on saving dogs that currently need to be rescued, but also on the root causes of pet overpopulation by offering low-cost and free sterilization in hopes of reducing the number of unwanted companion animals that are born. And, advocacy, education and outreach makes lasting positive change in the lives of dogs (and cats) and their humans.

streetdoghero.org

COEC

Continued from page 3

actually help you and your business, and much more!

• You will also hear from SAIF experts as to how to control your workers' compensation costs, workplace safety in a remote work environment, claims management, and return to work requirements following workplace injuries.

This lively, interactive virtual presentation will address these issues and much, much more. There

will also be plenty of time for Q and A with these knowledgeable experts!

OSHA Presenter: Dave McLaughlin, OSHA Standards and Technical Manager. McLaughlin provides technical assistance to Oregon OSHA Field Staff and to employers, and is responsible for drafting OSHA rules, publications, interpretations and fact sheets.

SAIF Presenters: Nancy Overstreet, Senior Account Representative Supervisor; **Katie Bearden,** Senior Account Representative; **Kevin Kilroy,** Senior Safety Management Consultant; **Margaret Burtness,** Return to Work Coordinator; and **Lyndsie**

Taylor, Claims Adjuster.

Thursday, May 12, 2022

8:50am — Announcements and Introductions

9am-12pm — Presentations

This program is approved for 3 SHRM PDCs.

Pre-registration required at eventbrite.com/e/workplace-safety-tips-from-oregon-osh-and-saif-tickets-328201257797.

For information contact: Central Oregon Employer's Council, sandys@bendcable.com, 541-410-9181 or PO Box 778, Bend, OR 97709.

centraloregonemployerscouncil.org

Bend Industrial Park

Continued from page 3

and we saw from first-hand experience that the price for new construction was going up exponentially.

"Things slowed down during the lease-up process in terms of the pandemic effects and timelines for permitting and tenant improvements, but here we are in April 2022 100 percent leased, with everyone from the largest user, an energy company from Canada, occupying 27,000 sq. ft., to a pharmaceutical development and manufacturing company with 3,500 sq. ft.

"Many of the tenants are global or national in scope, or very established regional companies like Crescent Electric or EO Media, which distributes *The Bulletin*.

"A lot of what you might term quasi-industrial users made approaches, but we steered away from that and wanted to be truly an industrial park with a mix of more compatible traditional industrial users. "An interesting data point also is how much demand there was for dock-high* loading capacity of which we had a good

proportion on-site but in hindsight would have created even more such bays."

**A dock-high loading dock sitting around four feet from the floor is used to provide a highly efficient method to move cargo between a semi-trailer and warehouse with the intent to match the height of the floor of the warehouse with that of the shipping surface of a semi-trailer to facilitate movement of cargo.*

"With the advent of Amazon and so forth and the increased capacity for order fulfillment, a lot of companies are now receiving deliveries via tractor trailer/semi load, which is lot easier to unload with dock high. The volume of business makes shipping by container more cost effective and it is also indicative of Bend just getting bigger.

"The demand for industrial space here is currently incredibly high and I still get two-four calls a week for industrial space. "We spoke to a company recently about building a facility in Bend but when costs such as land, building shell and offsite improvements were factored in, the base lease rate would have to be close to \$1.80/sq. ft. to cash flow! "It cost the client around \$190/sf to build High Desert Industrial Park, and the last lease base rate

we inked was \$1.25/sq. ft.

"Now we are seeing that when second or third generation tenants vacate the level of demand is seeing space re-leased at much higher rates. "Bend has scant inventory, and Redmond is not far behind, so we may also see users looking more at outlying areas in Central Oregon. "As it turns out we got somewhat lucky with timing for High Industrial Park and at one point we were the only inventory in town. But it was built right and resulted in a win-win scenario."

Flexible floor plans offered sizes from 3,500 sq. ft up to 26,000 for an entire building, as part of the project, which was designed by Bend-based Steele Associates Architects. General Contractor was Dominion Construction, out of West Linn, Oregon.

A number of other factors saw the complex command premium rents, including buildings being constructed with maximum feasible height that can accommodate mezzanine levels and trucks, voluminous use of windows to allow plenty of natural light and the availability of three-phase electrical service.

The park was designed so that sidewalks are flush with parking areas to provide flexibility in the placement of

loading zones and garage doors, while the campus is fully landscaped and includes bicycle parking.

In the early stages a conceptual team of stakeholders including Fratzke gave input on what features should be included to maximize appeal and attract as diverse a group of tenants as possible.

As well as the property intrinsically having high visibility, north-south connectivity and access, amenities included dock-high loading capability, ample turnaround radius for 53-foot trucks, plenty of paved parking and a clear-span building style so users could customize interior floor plan requirements to their individual needs.

Suites are were well-suited to high-profile industrial businesses, with retail showroom opportunities, and the buildings were constructed to high standards, including CMU and steel frame construction, steel roofs and siding, generous masonry and wainscoting.

Fratzke Commercial Real Estate Advisors is a real estate brokerage focused on the leasing, sales, consulting and property management of commercial real estate in Central Oregon.

fratzkecommercial.com

RECENT TRANSACTIONS

Continued from Page 3

Real Estate Services represented the landlord, **Forum Holdings, LLC**, in the lease of a 2,204 SF retail suite located at 2680 NE Hwy 20.

Compass Commercial Real Estate Services brokers **Graham Dent** and **Luke Ross** represented both the landlord, **Redmond Ventures, LLC**, and the tenant, **Solid Fab Works, LLC**, in the lease of a 10,000 SF industrial suite located at 690 W Veterans Way in Redmond.

Brokers **Bruce Churchill**, **Jay Lyons**, **CCIM**, **SIOR** and **Grant Schultz** with **Compass Commercial Real Estate Services** represented the landlord, Taylor Development, LLC, in the lease of a 1,710 SF flex suite located at District 2 West at 2783 NW Lolo Drive in Bend.

Compass Commercial Real Estate Services broker **Graham Dent** represented the tenant, **WSP USA Inc.**, in the lease of a 2,320 SF office suite located at 856 NW Bond Street in Bend.

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Central Oregon Business Calendar

Email Your Upcoming Business Events to CBN@CascadeBusNews.com

Event Details at CascadeBusNews.com/Business-Events

BUSINESS
EVENTS




- May 4**
7pm City of Bend Proposed Shelter Code Amendments Public Hearing.
- May 4**
7pm City of Bend Virtual and In-Person City Council Meeting at Bend Municipal Court.
- May 4**
7-8pm City Club Virtual Jefferson County Commission Position 1 Primary Forum.

- May 5**
11:30am League of Women Voters of Deschutes County First Thursday Meeting at Unitarian Universalist Fellowship of Central Oregon, Bend.
- May 5**
7-8pm City Club Virtual Jefferson County Commission Position 2 Primary Forum.
- May 10**
6pm City of Bend Hearing Officer Meeting at Deschutes County Services Building Barnes Sawyer Rooms.
- May 12**
8:50am-Noon Central Oregon Employer's Council Virtual Seminar,

- Workplace Safety — Tips from Oregon OSHA and SAIF.
- May 12**
9am La Pine Rural Fire Protection District Regular Board Meeting at the Fire Station on Huntington Road, La Pine.
- May 17**
5:30-8pm Bend Chamber Virtual and In-Person State of the City with Mayor Sally Russell at Open Space Event Studios.
- May 18**
Noon Hospice of Redmond and Redmond Senior Center Veterans Luncheon at the Redmond Senior Center.

WORKSHOPS
& TRAINING



July 23 and September 17
9am-1:30pm and 6-8:30pm Deschutes Soil and Water Conservation District and OSU Extension Service Virtual and In-Person Irrigation Water Management Workshop Series: Adapting to Drought Conditions at Deschutes County OSU Extension Office, Redmond.

(Ongoing)
COCC Small Business Development Center Virtual Classes.

Building Permits

COMMERCIAL PERMITS WEEK ENDING 4-15-2022

City of Redmond

\$3,834,199.00	-	Commercial (Multi Family) 31,827 sf. at 3610 SW Metolius Ave. Redmond 97756 OR Owner: Obsidian Avenue, LLC 14020 SE Johnson Rd. Milwaukie, OR 97267 Permit # 711-21-002134
\$65,000.00	-	Commercial (Tenant Improvement) at 367 NW Oak Tree Ln. Redmond 97756 OR Owner: Wellmax, LLC PO Box 1583 Corvallis, OR 97339 812-273-2144 Builder: Dickerhoof Construction, LLC 541-231-5977 Permit # 711-22-000501

City of Bend

\$1,900,000.00	-	Commercial (Multi Family) 41,186 sf. at 144 SW Crowell Way Bend 97702 OR Builder: Stillwater Construction and Remodeling, LLC 541-678-2994 Permit # PRNC202101986
\$1,400,000.00	-	Commercial (Addition) 14,868 sf. at 2075 NE Wyatt Ct. Bldg B Bend 97701 OR Owner: Partners in Care, Inc. Builder: Sunwest Builders, Inc. 541-548-7341 Permit # PRAD202102863
\$175,000.00	-	Commercial (Alteration) 13,749 sf. at 1501 NE Medical Center Dr. Bend 97701 OR Owner: EPC Sparti, LLC Permit # PRRE202201057
\$100,000.00	-	Commercial (Alteration) 1,277 sf. at 65 NW Newport Ave. Ste. 100 Bend 97703 OR Owner: Newport Asset Holding, LLC Permit # PRRE202200055
\$93,000.00	-	Commercial (Alteration) 14,661 sf. at 2620 NE Hwy 20 Ste. 200 Bend 97701 OR Owner: Forum Holdings, LLC Permit # PRRE202108175
\$60,000.00	-	Commercial (Alteration) 60,039 sf. at 210 SW Century Dr. Ste.105 Bend 97702 OR Owner: Forum Holdings, LLC Permit # PRRE202105240
\$45,000.00	-	Commercial (Alteration) 546 sf. at 20365 Empire Ave. Bend 97703 OR Owner: Golden Empire, LLC Builder: Archer Construction Permit # PRRE202200151
\$0.00	-	Commercial (New) 1,024 sf. at 63045 Corporate Pl. Bend 97701 OR Owner: Bend Research, Inc. Builder: CS Construction Permit # PRNC202108808

Deschutes County

\$1,811,026.00	-	Commercial (Multi Family) 79,411 sf. at 63184 Britta St. Bend 97703 OR Owner: KWDS, LLC Permit # PRNC202105140
\$477,456.00	-	Commercial (New) 4,800 sf. at 16691 Assembly Way La Pine 97739 OR Owner: Bath Properties, LLC 21070 Scottsdale Rd. Bend, OR 97701 Builder: Doran and Zachariah John Foote 541-771-9847 Permit # 247-21-007156
\$270,421.00	-	Commercial (Detached Accessory) 1,488 sf. at 51375 Hwy 97 La Pine 97739 OR Owner: K Huntington, LLC 409 NE Greenwood Ave. #200 Bend, OR 97701 Builder: Just Right Heating and AC, LLC 541-390-8683 Permit # 247-22-001382
\$80,000.00	-	Commercial (Addition) 200 sf. at 55555 Foster Rd. Bend 97707 OR Owner: T-Mobile USA, LLC 3 Monroe Parkway Suite P #313 Lake Oswego, 97035 Builder: Summit Solutions Group, LLC 541-549-6620 Permit # 247-22-001283
\$50,274.00	-	Commercial (Detached Accessory) 1,431 sf. at 51375 Hwy 97 La Pine 97739 OR Owner: K Huntington, LLC 409 NE Greenwood Ave. #200 Bend, OR 97701 Builder: Just Right Heating and AC, LLC 541-390-8683 Permit # 247-22-001218
\$15,486.00	-	Commercial (Solar) at 1000 S Locust St. Sisters 97759 OR Owner: City of Sisters Sisters, OR 97759 Permit # 247-22-000437

COMMERCIAL PERMITS WEEK ENDING 4-22-2022

Deschutes County

\$50,000.00	-	Commercial (New) 1,600 sf. at 16680 Box Way La Pine 97739 OR Owner: Steven Senger 1347 NW Albany Ave. Bend, OR 97703 Permit # 247-22-000658
\$25,000.00	-	Commercial (Alteration) at 16800 Reed Rd. La Pine 97739 OR Owner: Western Tower, LLC 1411 E Pinecrest Rd. Spokane, WA 99203 Permit # 247-21-007923

City of Redmond

\$891,800.00	-	Commercial (New) 11,836 sf. at 2120 SW Badger Ave. Redmond 97756 OR Owner: Francis Senger 19579 Sunshine Way Bend, OR 97702 Permit # 711-21-002692
\$300,000.00	-	Commercial (New) 4,311 sf. at 1590 SW Lake Rd. Redmond 97756 OR Owner: Front Water Holdings, LLC 1555 NE 3rd St. #B-4251 Prineville, OR 97754 Permit # 711-20-001749

City of Bend

\$690,000.00	-	Commercial (Alteration) 7,655 sf. at 2620 NE Hwy 20 Bend 97701 OR Owner: Forum Holdings, LLC Builder: Engelke Construction Solutions, LLC 330-273-2222 Permit # PRRE202108928
\$75,000.00	-	Commercial (Alteration) 32,001 sf. at 2610 NE Hwy 20 Bend 97701 OR Owner: Forum Holdings, LLC Permit # PRRE202108926
\$10,000.00	-	Commercial (Multi Family) 900 sf. at 801 SW Bradbury Way Bend 97702 OR Owner: Shevlin Apts, LLC Builder: Exxel Pacific, Inc. 360-734-2872 Permit # PRRE202202215

Central Oregon Center for the Arts

Continued from page 3

the diverse cultural needs of Central Oregon through stage, music, fine-arts and education in the Tri-County region to support and develop arts and culture. Dubbed a “discovery study,” it is being conducted by the Arts Consulting Group, a national firm with offices in Portland. It will rely on input from artistic communities, residents and thought leaders throughout Central Oregon. The town hall meetings will be moderated by members of the ACG team.

Questions to be answered by the study include what form and size the proposed center for the arts should be, where it might best be located, how it might be financed, how it can fit the needs of all area residents and more. The Arts Consulting Group has developed an online community engagement survey to gather feedback and ideas. Go to surveymonkey.com/r/COCA0316 to participate in the survey. The survey deadline is May 8. Attendance is free, but registration is required. To register for the event, visit cocarts.org. For additional information, contact Jon Thompson, COCA communications chair, at info@cocarts.org or at 818-207-1026. cocarts.org

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- » Gross annual revenues \$100,000 or greater in fiscal year 2021.

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Reported revenues should be taken from externally prepared financial statements or tax returns filed with the IRS.

Deadline September 28, 2022.

Only percentage of growth will be published.



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