

Business of Pets

— Pages 13-22

**Enhancing & Promoting the Economic Vitality of Central Oregon Since 1994** 

## **Firing Synergy**

Synergy Ceramics Encourages Creativity to Flourish

by KRISTINE THOMAS — CBN Feature Writer



AJ EVANSEN AND SYDNEY DICKSON | PHOTO BY KRISTINE THOMAS

J Evansen, 29, took a pottery class to relieve stress from his other college classes. Sydney Dickson, 22, discovered her love for ceramics in high school. Their paths crossed in Dickson's garage when they were "throwing clay."

Eager to share their love of working with clay to create items with others, they decided to open Synergy Ceramics in June 2021. "Synergy Ceramics is a small yet comfortable community studio for people of all levels," Evansen said. "It's a safe space for people to express themselves in their work, enjoy the moments of working with clay and feel supported to try something new."

Their business partnership celebrates their opposing strengths and knowledge with the goal to offer "something spectacular" to the growing art community in Bend. "I have known for a while that I wanted to start a business and would need a business partner," Dickson said. "Since the eighth grade, I have loved the word 'synergy' and what it meant. I knew that's what I wanted to name a business."

Evansen specializes in crystalline glazes and beautiful vase forms. Dickson is drawn towards the more functional side of pottery — creating travel mugs, flower vases, dish sets and everything in between.

Synergy Ceramics offers five-week classes, memberships and date night workshops. "We both bring different skills to the table and the studio allows us to bring our skills together to benefit our students," Evansen said. "We allow our students to go whatever direction they want with learning how to work with and shape their clay."

Dickson encourages people to try a new art form by learning how to work with clay. "Doing something for yourself can be extremely gratifying and healthy," Dickson said. "The studio is a great place to meet people and be a part of the growing art community in Bend."

Both Dickson and Evansen have learned their individual techniques from other

PAGE 6

# Madras \$11.3 Million Shared Health & Wellness Campus Opens

New Care Era as Mosaic Medical & Jefferson County Public Health Join Forces

by SIMON MATHER — CBN Feature Writer

new era of care has dawned in Jefferson County with the unveiling of an \$11.3 million shared health and wellness campus.

The project is a partnership between Mosaic Medical Group and Jefferson County Public Health (JCPH) to create a centralized facility, next to St. Charles Madras, designed to cater to underserved populations in the area.

According to the 2021 County Health Rankings, the county was rated among the least healthy in Oregon in terms of health outcomes and factors.

While residents are known as strong and resilient:

- The county has the highest rate of emergency room utilization in the state (partly due to scarcity of other immediate care options);
- Rates of diabetes are double compared to the state average;
- 40 percent of Jefferson County adults have had at least one permanent



(L-R) JACOB STRUCK, SKANSKA SUPERINTENDENT; RENEE ALEXANDER, BBT ARCHITECTS PRINCIPAL; EMILY BOYNTON, MOSAIC SENIOR DEVELOPMENT OFFICER; DR. MICHAEL BAKER, JEFFERSON COUNTY PUBLIC HEALTH HEALTH SERVICES DIRECTOR; RICARDO BECERRIL, COMPASS PROJECT SOLUTIONS INC. PRESIDENT | PHOTO BY CASCADE BUSINESS NEWS

PAGE 10

## Bend State of City Address Outlines Major Shifts

Outgoing Mayor Reflects on Successes Including Housing & Transportation

by SIMON MATHER — CBN Feature Writer



(L-R) MAYOR SALLY RUSSELL, CITY MANAGER ERIC KING AND BEND CHAMBER CEO KATY BROOKS | PHOTO COURTESY OF BEND CHAMBER

ousing and transportation updates — including progress on the \$190 million in bond projects approved by voters in 2020 — were two major topics touched on by outgoing Mayor Sally Russell as she presented the 2022 State of the City Address recently, hosted by Bend Chamber of Commerce.

Russell also delved into ongoing moves to create

more workforce living options, strategies to address houselessness and "exciting" steps toward redevelopment work happening in the Core Area of Bend at the well-attended forum held at the Open Space Event Studios

Another highlight of the past year was the adoption of an integrated water system master plan emphasizing conservation, but a major focus continued to be on code

PAGE 4

www.cascadebusnews.com

DTS TRESPY
US POSTAGE
USY
BEND OR
STAND OR

Bend, Oregon

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



**MIRROR POND CLEANERS** 

(541) 389-1411

615 NW Franklin Ave. • Bend, Oregon 97701







### INSIDE THIS ISSUE

Ducinoso 9 Industru

business & industry 2
Hot News 4
Building in Central Oregon Jefferson County Health & Wellness Center10
Business of Pets 13
Pet Services 16
Veterinarians 18
Money & Investment23
Who's Who24
Businesses Serving Community 25
Healthy Communities28
Business Calendar31
Permits 31

A Division of Cascade Publications Inc.

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

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

Subscriptions are \$35 for one year (\$40 for out of tri-county). CBN is a division of Cascade Publications Inc. which also publishes the monthly Cascade Arts & Entertainment magazine, Book of Lists, Sunriver Magazine, Premiere Builders Exchange Directory, Bend-La Pine High Schools Fall & Winter Sports Programs and the Art & Wine Auction Program. Locally owned and operated since 1994.

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

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

#### CONTRIBUTORS

CAM DAVIS		5
STEVE MAHER		7
TRIPSWITHPETS.COM		14, 19, 21
ROB ENDERLE		16
PET-ARTICLES.BLOGSPOT.COM		22
DAVID ROSELL		
r. LEE BROWN		
JULIE BROWN		
KELLY CANNON-MILLER		
ALLLI CANNON-WILLER	••••••	

#### The Producers

-ounder Pameia Huise Andrews
President/CEOJeff Martin
ditor/Production Director/ Feature WriterMarcee Hillman Moeggenberg
eature Writer Kenneth Marunowski, Ph.D.
eature Writer Simon Mather
eature WriterKristine Thomas
Distribution David Hill

#### **The Editorial Board**

Steve Buettner SunWest Builders
Preston Callicott Effectual Inc.
Theresa Freihoefer C.O. Community College
Katie HartzHyphn
Neal HustonNeal Huston Architects
Jim LeeInvitExcellence
Ron Miller The Miller Company
David RosellRosell Wealth Management
Eric SandeRedmond Chamber
Howard SchorBusiness Consultant
Chris SchroederMorgan Stanley
Brian ShawverSecurity Pros
Scott Steele Steele Associates Architects
Susie StevensConsultant
Chris TelferSpectrum CPA Group LLP

#### **RECENT TRANSACTIONS**

Compass Commercial Real Estate Services brokers Robert Raimondi, CCIM and Luke Ross represented the seller, NFT Investments, LLC, in the sale of 20576 NE Painters Street in Bend. The 18,360 SF industrial building on 1.23 acres sold for \$3,515,000.

Brokers Peter May, CCIM and Dan Kemp, CCIM with Compass Commercial Real Estate Services represented the seller, CPT Legacy, LLC, in the sale of 250 NW 6th Street in Redmond. The 7,541 SF retail building on 0.41 acres sold for \$1,250,000.

Compass Commercial Real Estate Services broker Graham Dent represented the buyer, Murphy Warehouse, LLC, in the acquisition of a 1.74-acre industrial parcel located on SW Deerhound Avenue in Redmond. The property was purchased for \$550,000.

Compass Commercial Real Estate Services principal broker Bruce Churchill represented the seller, **Steve Spencer**, in the in the sale of two 1.76-acre industrial lots located on the southeast corner of SW Empire Drive and SW Layton Court in Prineville. The properties sold for \$383,400.

represented the tenant, WSP USA, Inc., in the lease of a 2,320 SF office suite located at 856 NW Bond Street in Bend.

# Broker Graham Dent with Compass Commercial Real Estate Services

### Jefferson County Offers \$750,000 Incentive for Construction of Industrial Space

second grant program that offers a cash incentive for the private development of new industrial, light industrial or for the major rehabilitation of existing space within the County's borders. For years, all existing heavy and light industrial space has been fully occupied in Madras, Metolius, Culver, Crooked River Ranch and Warm Springs, which the Jefferson County Board of Commissioners see as a barrier for business development. This incentive offers up to \$750,000 for the construction of a building, or buildings, available for lease or for expansion of an existing owner-occupied building. The minimum size for eligibility is 5,000 square feet. The soft deadline for applications for this incentive is

Jefferson County has finalized its Friday, June 3, 2022, at 4pm. Late applications will still be considered.

'We are thrilled to bring this incentive to the commercial and industrial development community, on the heels of a well-attended developer tour last Friday, which will provide new location options for growing businesses in Jefferson County," said Jefferson County Commissioner Kelly Simmelink. "We thank EDCO and the City of Madras for their collaboration in helping us bring this funding opportunity to fruition."

Economic Development for Central Oregon (EDCO) Interim CEO Jon Stark noted that "Few communities dedicate

🖜 ontinued on Page 30

### Connecting our clients to innovative real estate solutions

NAICascade.com/Recent-Transactions



COMMERCIAL REAL ESTATE SERVICES, WORLDWIDE 706 9370 | 243 SW Scalehouse LP Suite 1B, Bend, OR | www.NAlCascade.co

### Visit Bend Announces Application Period for Bend Sustainability Fund Grants

For groups with shovel-ready projects needing a cash infusion, Visit Bend's Bend Sustainability Fund (BSF) is open for applications.

From July 1-31, individuals and organizations can apply for grants earmarked for projects that protect, create steward or sustainable opportunities for urban and wild experiences in and around Bend.

This is the second funding cycle for the BSF. In its first year, the program granted \$840,000 to eight projects including trail and infrastructure improvements at the Oregon Badlands Wilderness, Tumalo Falls and Rimrock, as well as a new Nature Playground at the High Desert Museum. While the precise amount available for this year's cycle won't be finalized until July 2022, available funds will exceed \$800,000.

The Bend Sustainability Fund uses a portion of transient room tax dollars (TRT) to create grants for projects geared toward protecting and improving Central Oregon's outdoor spaces. "Oregon law requires a portion of transient room tax dollars (TRT) to go back into tourism promotion and  $tour is m\text{-}related\ facilities, "explained\ Visit$ Bend's Sustainability Manager Serena Gordon. "In Bend, our 'tourism-related facilities' include not just brick and mortar buildings, but the urban spaces, trails and recreational assets that bring

'ontinued on Page 30 🕨



### AFTER 13 YEARS IN OUR DOWNTOWN OFFICE LOCATION, ALLEDA REAL ESTATE IS MOVING TO A VIRTUAL OFFICE PLATFORM.

The amazing team of professional Realtors at Alleda are excited to continue to be a trusted resource in serving your real estate needs! As local experts who know the trends of Central Oregon, we will offer the same dedication, experience and integrity that we have always been known for.



**NICOLE BASSEN** Broker 503-707-5044



**JENNA BIFANO** Broker



**LORI COON** Broker



**VONNIE GREEN** Broker



**SHANNON GREY** Broker



**RACHEL KAHLER** Broker



LIZ LOTOCHINSKI Principal Broker 541-420-2588



FRAN MCCORMICK Broker 541-815-5664



**JULIE MEHL** Broker 541-410-5565



**GLORIA COON** Principal Broker, Owner 541-610-7277



JIM COON Principal Broker, Owner 541-390-9927

### **Business & Industry**

## tate of the City Continued from page 1

changes and other incentives to encourage more "middle housing" development. Chamber CEO Katy Brooks paid tribute to Russell's near 18 years of public service in Central Oregon, including the last ten as an elected public official with Bend City Council and concurred that availability of workforce housing was a major issue, with employers facing labor shortages exacerbated in part by workers not being able to afford to live in the area.

Russell pointed to the new 96-unit Stillwater Crossing project at the southern edge of Bend as a great example of attainable housing as part of trying to promote more of a full spectrum of housing options.

During a video round-up presented by Russell, Bend Oversight Committee member Leanne O'Neill described progress on the raft of transportation projects that have been funded, starting with the first dollars being spent on the ongoing Wilson corridor improvements stretching from Ninth to 15th streets.

Other priorities included the Newport Avenue key corridor route improvements and Purcell Extension, both scheduled to be completed this year, with the Wilson work looking to be finished sometime in 2023.

Several related projects were also in the design phase, including Midtown Crossings looking to straddle Hwy 97 and the railroad tracks, Butler Market & Boyd Acres improvements, and the Reed Market corridor updates.

Reflecting on the GO Bond successes, O'Neill said, "This is delivering on what was promised to voters, through a transparent, participatory process, and as the projects roll out there will be opportunities for open houses to monitor progress."

Russell said that the Bend Central District (BCD) — in an area roughly bounded by Revere Avenue to the North, the train tracks and Third Street underpass to the South, spanning to 4th St to the East — was a Core area that the City and community members "have been looking at redeveloping for over 25 years".

She added, "The formation of the Tax Increment Finance District is a huge step forward and we are on the cusp of this through groundwork put in place and we are beginning to see a lot of developer interest in this effort.

"The vision for the Core area and BCD is to be the hub for employment and housing, and the City is a committed redevelopment partner in this direction."

Kina Condit-Chadwick of the Core Area Advisory Board talked about "bridging the gap" between the current downtown and this area and how to improve connectivity and flow, with accessibility being a major factor, especially for those without a vehicle.

Russell said, "The Central Business District/Core area has unique potential for an urban style redevelopment and can become a place where people can live, work and play.

The City has acquired the former Rainbow motel site as an opportunistic public investment as part of this effort, to meet a variety of short-term needs and long-term community needs. It could be today a shelter and tomorrow a park, community center or City Hall, and is an exciting opportunity."

Major projects to boost regeneration efforts included the concept of a Hawthorne

Bridge over Third Street and the railroad tracks to further foster connections between downtown and Juniper Park and surrounding neighborhoods that have previously been somewhat isolated.

On the housing front, Russell praised the flagship Stillwater Crossing project for widening attainable housing options, made possible in part through the Park District waiving System Development Charge fees. Over 750 new affordable units for Bend were also in the discussion phase.

Statistics showed that regarding housing development, between July 1, 2021 and May 9, 2022: 936 units were complete, with 1572 under construction, illustrating a mix of 43 percent in the multi-family category, 35 percent single family and 23 percent other.

Russell observed, "This is kind of the opposite to when I first worked on housing on the council and we are striving to create more middle housing and affordable options.

"A huge shift is taking place in our community and this is the only way we are going to be able to move forward in creating incentives and more strategies and to keep moving the needle, particularly in terms of workforce housing."

Upcoming potential projects included around the Stevens Road Tract area brought into Urban Growth Boundary in SE Bend, which looks to create walkable communities.

A recent proposal before the council for a bordering parcel included 2487 dwelling units, in a transit-supportive environment, featuring a mix of medium to high density along a five-acre Main Street route, with parks and schools.

The plan also calls for commercial and Mixed Employment nodes, seven acres of trail corridor and one larger centrally located 29-acre community park, as part of some 39 acres of open space, which represents 15 percent of the overall site.

Regarding houselessness, over a series of public meetings and public work sessions an Emergency Houselessness Task Force was formed to create a strategic plan to quickly address the crisis in the short term. Long-term the plan aims to "disrupt the status quo that feeds homelessness" through a collaborative City/ County office. Shelter code amendments are part of a move in that direction.

On the public safety front, considering the serious drought conditions in the West, Russell alluded to fire resilience and following "Own Your Zone" guidelines to reduce risk. She also referenced the opportunity for people to get phone warnings regarding emergency situations by opting into the Deschutes County Alert system (see website: deschutes.org/911).

She also encouraged voters to back an upcoming levy proposal for expanding fire services to the Pilot Butte Station to keep up with ever-growing demand.

City Manager Eric King added that a new City Hall was a key element of a multiyear process of acquiring land in the Bend Central District, as part of a master plan for the area, as they had outgrown their current facility. He expected a new base could be in place by 2025.

Wholesale improvements to Reed Market Road would be a multi-year process, starting with the widening of the roundabout at 15th Street, with the bulk of work being conducted after East-West corridor updates so detours could be in place before scheduled completion of an overpass over the rail freight line sometime between 2025 and 2026.

Feasibility studies and conceptualizations were also underway for potential bridges creating midtown crossings at Hawthorne and Greenwood Avenues.



Free summer course for 2022 in-district high school grads.

Are you an in-district student completing your high school diploma or GED? COCC is offering you up to 4 free credits this Summer term so you can jump-start your college career. Whether you're interested in gaining skills to enter the workforce, transferring credits to another college or university, or continuing your education at COCC, we're here to help you achieve your goals!



https://bit.ly/COCCFreeSummerClass • 541.383.7700

COCC is an affirmative action, equal opportunity institution.





## AdvenChair's Grandest Achievement Yet

### Bright Angel Trail in Grand Canyon National Park

#### by CAM DAVIS

n 1869, when John Wesley Powell led the first crew of explorers down the Colorado River into what is now known as the Grand Canyon, he had no idea what kind of destructive forces lay ahead. In fact, shortly after beginning the journey, one of their wooden boats overturned in a rock-filled cataract and almost instantly split apart into kindling, destroying a full third of the group's provisions. It only got worse from there.

Similarly, when Geoff Babb took a team of adventurers down the Bright Angel Trail in 2016, attempting to reach the Colorado River in a modified human-powered wheelchair, he was not prepared for the destructive forces lay ahead either. In his case, it was the virtually endless assortment of water bars — large logs or rocks that stick up across the trail to divert rain and snow melt. After going up and over several hundred of them within the first two miles, the axle on his chair gave way and Babb's journey was over.

However, just like Powell a century-and-a-half before, Babb and his team were not to be deterred. And, having learned from the first experience, they vowed to return with equipment much better prepared for the challenge. Did they ever?

Less than six years after his breakdown, Babb went back to "the Big Ditch" in late April with a totally new chair — AdvenChair 3.0 — which he and his team helped create. And succeeded.

"Breaking down on our Grand AdvenChair in 2016 is the best thing that could've happened to the first chair," said Babb, whose mobility remains severely limited following two brain stem strokes. "It made us take a step back and look at strengthening every aspect of the chair and the team."

Babb brought in design engineer Jack Arnold, who became instrumental in developing an all-terrain wheelchair-using mountain bike parts for durability, versatility and easy maintenance. He also added multiple contact points to allow the crew to steer, pull, brake and lift.

With shock-absorbing mountain bike tires, adjustable handlebars and hand brakes, an adjustable seat and harness, a team of one to six people can navigate AdvenChair 3.0 overall types of rugged terrain, mud, sand and snow, allowing people with mobility challenges to experience the serenity and grandeur of wild places with family and friends.

The prototype AdvenChair 2.0 debuted in December of 2019 with a dazzling orange powder-coat finish and went through extensive testing and a few modifications in 2020.

"What's unique about AdvenChair is that it's as versatile as it is durable," said Arnold. "The seat can adjust to handle young children as well as large adults. And since it easily converts into a normal-size wheelchair, it can go indoors and be transported on planes, trains and buses, not to mention the trunk of a car."

Despite the inevitable complications due to the COVID 19 pandemic, Babb began taking orders and received his first shipment of upgraded AdvenChair



PHOTO | COURTESY OF ADVENCHA

3.0 chairs in June of 2021. Already, the chairs have found their way into some pretty incredible places, including the ancient city of Machu Picchu in Peru, an outdoor school near Eugene and the televisions of countless Oregonians on *Oregon Field Guide*.

In training for the *Grand AdvenChair 2* over the past three months, the team made first ascents of Burma Road at Smith Rock State Park and Grey Butte, which requires a climb of more than 2,600 feet.

The Grand Canyon's Bright Angel Trail presented a vertical drop of more than 4,800 feet over ten miles, complicated by more than 3,000 water bars with protruding rebar, as well as countless natural rock obstacles, plus stretches of mud and sand. The return trip brought the same challenges in reverse with temperatures hovering well over 90 degrees.

"We knew the Bright Angel Trail would be difficult," said Babb. "But there's no way to prepare for the relentless water bars, some of them more than a foot tall and at awkward angles. It really gives you no break for the entire ten miles to Phantom Ranch."

A group of ten men and women, (affectionately known as "mules") took

Continued on Page 31 ►

# Celebrate the opening of our Bend Financial Center!

Wednesday, June 8 | 3 – 6 p.m.

Washington Trust Bank 1219 NE 3rd St., Suite 120 Bend, OR 97701

Stop by for a chance to tour our brand-new facility, meet our Central Oregon team and learn about how we can meet your banking needs at our full-service financial center. We look forward to seeing you!

Follow our social channels to see what other fun events we have planned.

watrust.com







## ynergy Ceramics Continued from page 1

ceramic artists. Dickson credits a great high school teacher who encouraged her love of ceramics by opening the classroom to allow her extra practice time.

While earning her associate degree in business from Central Oregon Community College, she took "one last ceramics class" that led to her being hired as the kiln and fire technician for the COCC studio. She also assisted teaching classes at Pottery by Yvonne in Tumalo. When the pandemic caused things to close in the spring of 2020, she bought a kiln and pottery wheel and began teaching classes in her garage, where she met Evansen, who was eager to move to Bend from Portland.

Working in a solo studio, Evansen felt his creativity being stifled. He enjoys bringing nature into his work, echoing the shapes and colors he discovers in his outdoor adventures. His work reflects the geometry found in life like the radial symmetry of sunflowers.



SYDNEY DICKSON





In-kind contributions by Bendistillery, Cascade Catering Company, Deschutes Brewery, Mission Linen, Table Tops Event Rentals, and Va Piano Vineyards.



AJ EVANSEN | PHOTOS BY KRISTINE THOMAS

While their individual artistic styles differ, Evansen and Dickson share the philosophy of providing a safe and welcoming studio for people to let go of their daily struggles.

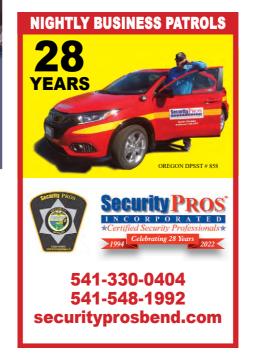
In separate interviews, they both said when working with clay, it's hard to be caught in negative thought patterns or stress because the focus is on just how to work with the clay.

Dickson said the studio has been a "great community builder." "We see people who take our classes become friends who meet for dinner before classes, plan hikes and do other activities together," Dickson said. "I think people are looking for something stress-free to do that lets them unwind."

Dickson and Evansen are grateful to witness the countless 'aha' moments when students understand how to guide and form the clay and to see their students enjoy playing with the clay. "A great deal of failure happens when people are throwing clay on the wheel," Evansen said. "Failure is part of the process of learning and letting go to feel what is going to happen with the clay."

Owning a business specializing in ceramics is a dream come true for both Evansen and Dickson. They are grateful to their students and members for their support. "We didn't want to do pottery alone," Dickson said. "We enjoy sharing the experience and knowledge with the community. Doing what we love just makes it easier to foster an inviting, inclusive workspace for everyone who steps in the door."

synergyceramicsbend.com



### Synergy Ceramics

1900 NE Division Street, Suite 108 in Bend

Visit synergyceramicsbend.com to learn about classes, workshops, memberships and more.

They will have a booth at the NW Crossing Farmers' Market starting in June.

Online Book
of Lists

Call to Subscribe:
541-388-5665

## Envision Bend Announces Visioning Project's Partner Organizations

The 15 Diverse Organizations Represent a Cross Section of the Greater Bend Area

#### by STEVE MAHER — Bend Vision Project

nvision Bend has announced the official partnering organizations of its Bend
 Vision Project, a community-driven engagement and visioning initiative
 designed to improve the quality of life for everyone in Bend.

The project partners, representing a cross section of the community, include (in alphabetical order):

- Bend Chamber of Commerce
- Bend-LaPine Schools
- Bend Police Department
- Central Oregon Disability Support Network
- Central Oregon Intergovernmental Council (COIC)
- City Club of Central Oregon
- Council on Aging of Central Oregon
- Deschutes Public Library System
- Economic Development for Central Oregon (EDCO)
- High Desert Food & Farm Alliance
- Latino Community Association
- Neighborhood Leadership Alliance
- NeighborImpact
- St. Charles Health System & Foundation
- The Environmental Center

These organizations have publicly endorsed the Bend Vision Project and have agreed to align the Bend Vision Project's Action Plan with their own planning work where appropriate, help distribute a public survey and other information, and assist with data collection and the development of metrics.

Envision Bend will officially launch the Bend Vision Project the week of June 27 with a series of events, including ones for the public.

The work of the Bend Vision Project will extend into 2023, culminating with the release of a five-year Action Plan. The plan will include a vision statement that describes the community's desired future, and strategies, projects and programs to help achieve it.

This is the first large-scale community visioning project for the greater Bend area since 2005-06.

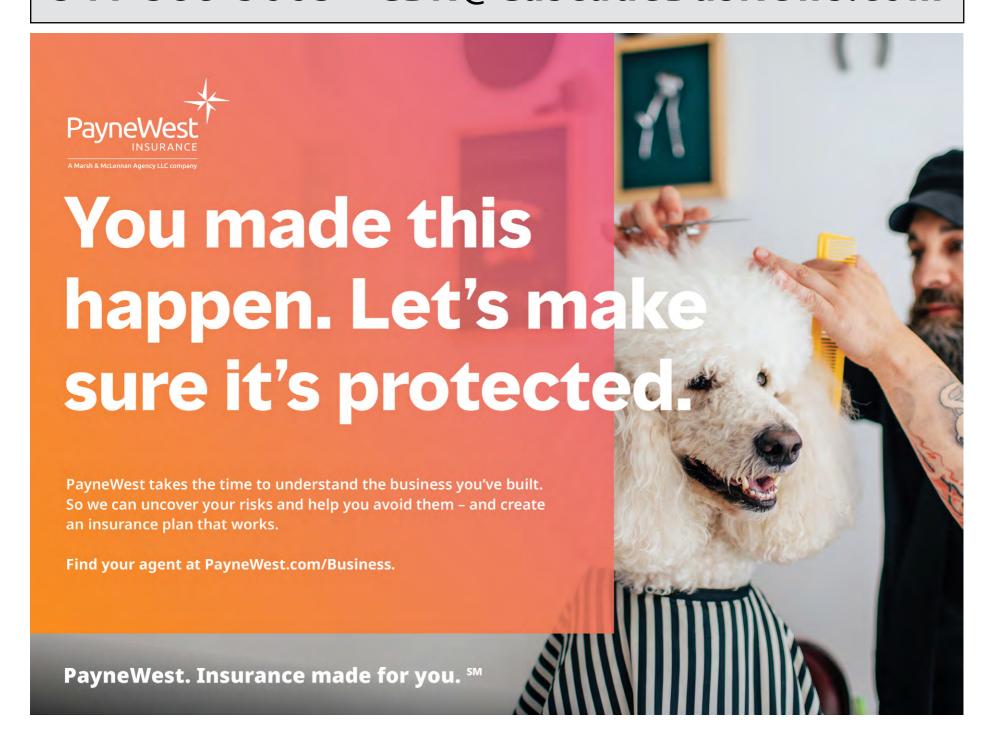
To help gather input from residents, the Bend Vision Project will survey residents, conduct interviews of community leaders and connectors, hold community listening sessions and visioning workshops, and attend community events to gather feedback from people.

For more on the Bend Vision Project, visit the Envision Bend website at envisionbend.org or its Facebook page at facebook.com/EnvisionBend.

Envision Bend is a nonpartisan, nonprofit organization that works with government, business, community groups, and people of all backgrounds and perspectives from across the Bend area to help shape our future, making Bend a better place for everyone.

envisionbend.org facebook.com/EnvisionBend

Free E-Headlines Sent Directly to Your Email 541-388-5665 • CBN@CascadeBusNews.com



## Navigating the Supply Chain Storm

### Redmond Economic Development Annual Event Outlines Impacts and Insights

#### by SIMON MATHER — CBN Feature Writer

edmond Economic Development Inc. (REDI's) Annual Luncheon for 2022 featured an exploration of the challenges, opportunities and silver linings of the pandemic-related supply chain issues that have jolted the globally connected economy.

The event, attended by business and community leaders and hosted by Central Oregon Daily's Julia Kelleher and Allen Schauffler at the Deschutes County Fair and Expo, this year brought a regional lens to the issue with a panel of experts discussing impacts, ideas and insights on the road to recovery.

Guests heard from three industry specialists about navigating the supply chain storm in their individual fields, including Joe Anzaldo, COO of locally owned Rudy's Markets Inc./Oliver Lemons, Jana Jarvis President of Oregon Trucking Association and Jim Sansburn, CFO of leading private homebuilder Hayden Homes.

Anzaldo touched on the trials the grocery business has faced including being out of a range of stock supplies, challenges related to staffing, and the new normal of "unpredictable loads" with delivery trucks potentially showing up any time of day or night, subject to availability.

Jarvis, who has over 20 years of public policy and management experience in both the corporate and trade association environment, observed, "It's important to note in the last couple of years that people have seen how critical the supply chain and trucking within that sphere is, both to the nation and consumers. Some 72 percent of freight is moved by truck.

"After the shutdown in March 2020, there were extreme highs and lows, with great demand for essential goods while manufacturing closures meant there was a shortage of raw materials, wood products and many other commodities such as those supplying the housing industry.

"That summer (of 2020) during the early onset of the pandemic, consumers shifted buying power to things like home improvements and supply chain issues came in fits and bursts, Impacted by the offshoring of so many consumer goods. Trucking demand was up significantly, and that continued to the first quarter of 2022.

"Large container ships were stranded, at one time creating a bottleneck of over 100 vessels at the port of Los Angeles. Some switched to transporting to East Coast ports but that added to costs and timeframes.

"China is now back in a relative lockdown situation and one upshot is that companies are looking at more domestic manufacturing or nearshoring in places like Canada and Mexico, which will increase trucking demand further and see long-term changes."

Sansburn, of homegrown company Hayden Homes — now the Pacific North West's largest private homebuilder, constructing in excess of 2000 homes a year — said cycle times were lengthened as jurisdictions worked remotely, with consequent extended permit times adding delays at the beginning of the



ATTENDEES HEAR FROM PANEL MEMBERS AT THE REDMOND ECONOMIC DEVELOPMENT INC. 2022 ANNUAL LUNCHEON AT DESCHUTES COUNTY FAIR AND EXPO CENTER | PHOTO BY SIMON MATHER

entitlement process.

He added, "Direct costs were up 40 percent, equivalent on average to an additional \$80,000 per home, due to increases in land development materials such as pipe and so forth.

"We had supply interruptions in everything from appliances to paint, garage doors, hinges, switches and pretty much every component in a house faced shortages and delays, with our purchasing department constantly figuratively putting out fires.

"One consequence was it created the need for increased communication regarding addressing issues, including, for example, explaining longer lead times for cabinets, or limited options for buyers in terms of appliance packages.

"We had to eliminate washer/dryer and refrigerator options and bought six months-worth of supplies like lighting fixtures. Customers were obviously impacted, and we substituted materials if needed where possible."

On how his organization overcame various obstacles, Anzaldo said, "As an independent market we are not tied to a single distribution center. We work with three or four major distributors and were able to move between one or another to optimize inventories.

"We also got creative to some extent in purchasing from restaurant supplies, for instance — when restaurants shuttered, we bought in bulk from their sources and repackaged."

Jarvis added, "As the pandemic started there were huge demands in freight moving goods, and the first quarter of this year is the first time since that spot market prices for freight started to decrease.

"Drivers became owner-operators, and we struggled to meet demand, but there are signs of drivers coming back to help with capacity.

"It was tight for drivers even before the pandemic — in 2019 the industry had a shortfall of over 60,000 — and during the worst of the crisis there was a lot of strain on the job. In many cases, drivers couldn't use restrooms, or get food on the road as a lot of truck stops closed."

She highlighted the initiative announced by President Biden of the creation of a federal apprenticeship program designed to accelerate Commercial Driver License (CDL) training as a "key ingredient" to boosting recruitment efforts in trucking, with Walmart, for one, offering \$100,000 salaries for CDL drivers and trucking in general not being "all long haul."

Sansburn reiterated the most pressing challenges facing the housing industry included the supply chain fluctuations, rising inflation, increased land acquisition costs, permitting delays and a continuing skilled labor shortage.

He said one advantage of Hayden Homes having multiple developments across the North West was that they could shift materials between regions to mitigate supply demands. The company also adapted by stocking up on fixtures and appliances, but he said the switch to more remote working was "hard on our culture."

On addressing the challenges on the grocery front, Anzaldo said, "We have had to morph and change to figure out the best way to maneuver through, which has included being more nimble and flexible and adjusting quickly, which is more feasible as an independent entity. But I don't see us going back to the way things were."

Jarvis said, "There are two big issues in the trucking industry — labor and fuel. Labor costs are going up, fuel costs in terms of diesel continue to rise and we have inflation running at over eight percent.

"Until we resolve these issues, the cost of goods will continue to be far more expensive. Operators have even had problems getting parts for trucks and used trucks are selling for the same as new vehicles three or four years ago.

"Oregon is also pushing moving out of diesel trucks into electric vehicles, which cost three to four times more. We are on the cusp of change and we will see more change in the trucking industry in the next ten years than the last 100."

Sansburn said that along with the dramatic rise in direct costs, land development expenses were up by an average of \$20,000 per home, and land prices continued to rise.

The situation was exacerbated by a rising interest rate environment. As of May this year, the average interest rate for a 30-year fixed-rate mortgage was around 5.55 percent, the highest since 2009, and up more than two full percentage points from 3.11 percent at the end of December 2021.

On a \$300,000 loan, with a 30-year, fixed-rate mortgage this would represent a payment of about \$1,283 a month at a 3.11 percent rate. If you paid over five percent instead, that would cost an extra \$346 a month or \$4,152 more a year and something like another \$124,560 over the lifetime of the loan.

And Oregon is about to become even more expensive if new housing and

# SUNRIVER

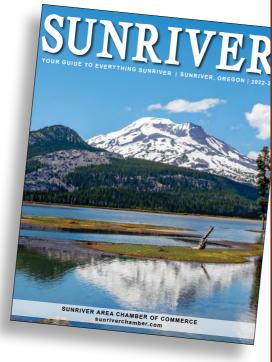
Official Visitor Guide & Chamber Directory



2022-2023

The Sunriver Magazine includes maps of the area, feature articles on Sunriver's numerous amenities along with expanded coverage on shopping, dining, recreation, cultural activities and services for both the visitor and resident.

The magazine also includes Sunriver Area Chamber member businesses.



For more information, contact Jeff at 541-388-5665 or jeff@cascadebusnews.com

EDI
Continued from previous page

transportation rules are adopted by the state, with such mandates and regulations regarding required density particularly impacting Hayden Homes' primary target market of first-time homebuyers.

Sansburn said, "Increasing minimum density to 25 units per acre effectively kills single-family detached housing. It removes options and limits choice to more high rises."

He encouraged those interested in the subject to research the grassroots group People for an Affordable Oregon, made up of community members and organizations who believe that addressing climate change is valuable, but solutions must be reasonable and not set Oregon back on overcoming its housing crisis and achieving economic recovery post-pandemic (see website: peopleforanaffordableoregon.com).

Regarding any silver linings in the aftermath of the supply chain disruptions, Jarvis said amid the uncertainty people should remember this is an election year and become more involved in policy discussion shaping the future of Oregon.

She commented, "Environmental mandates are going to make it harder to live in the state. This is a very challenging election year and people need to be involved and study candidates.

"We need people who want to help us. I don't care if Republican or Democrat, they have to care about Oregon."

Sansburn said supply chain fluctuations meant Hayden Homes had to be nimbler as a company and had forced a deep dive into processes and systems and engagement in new supplier relationships, and ways to communicate with buyers.

He added, "We learned how to do things differently and are a better company for it."

Anzaldo said, "We realized there was actually a lot of passion regarding essentials. People appreciated getting the basics such as food and there was a genuine admiration for what we do, seeing that it matters and giving us a genuine sense of pride as a kind of first responder."

Jarvis lamented the increasing costs of diesel — preferred in trucking as a more energy-efficient fuel. The situation in Russia was complicating matters, with world demand shifting and a glut of goods still on container ships, but a move toward more nearshoring facilities would make a difference in terms of trucking.

On the affordable housing front, Sansburn said his company was doing everything it could to address the issue, including offering more housing in the 600-1,000-square-foot range as part of a drive toward smaller homes.

He added, "The housing industry is looking at different methods, including technical changes such as 3-D printing and different modular homes that can be assembled quickly on site — as the old saying goes: time is money.

"Land prices in Central Oregon are as high as we have ever seen but if demand goes down in the face of factors such as rising interest rates, maybe prices will trend lower? "Once we get past some of the remaining supply chain issues hopefully pandemic-related costs will ease and relieve some of the pressure.

"Labor shortages were strained by losing a generation of tradespeople in the great global financial crisis that did not come back, but we still strive to be affordable for homebuyers relative to the average median income."

REDI's Annual Luncheon focuses on presenting information relating to economic development for Central Oregon's community and business leaders.

Earlier in the REDI luncheon, Central Oregon Community College (COCC) President Dr. Laurie Chesley highlighted the institution's efforts regarding workforce training, and the commitment of its Center for Industry and Professional Development in helping REDI's cause in business retention and development.

REDI Director for EDCO Steve Curley pointed to "exciting times" for economic development in Redmond with a post-pandemic rebound including a growing and "robust pipeline" of new projects representing 1823new jobs and approximately \$250 million in capital investment.

Plaudits were also given to the Youth Career Connect (YCC) regional initiative that provides Internship opportunities for high school and college-age students where local employers provide "real-world" work experience and experiential learning for students to improve the readiness and employability of Central Oregon's future workforce.

Board member Steve Bettis praised the contribution of REDI to the retention and expansion of his company Medline Industries Inc.'s based in Redmond.

Bettis, who is vice president of Operations for the ReNewal Division of Medline (a multi-billion dollar Illinois-based global manufacturer and distributor of essential medical supplies) recollected, "Back in 2001 our parent company decided to acquire surgical instrument reprocessor Medisiss, which had originated in Central Oregon as we were interested in gaining a place in that market.

"We kept local management in place and took over the existing space in a medical-related leased building.

"When it came time to look at creating a new facility, we got to work with REDI. Medline has plants all over the country, but an entitlement package was prepared, and local representatives met with Chicago executives and showed it was not all about incentives, it was as much about the local commitment.

"We met with city and state officials and asked does the community want Medline? The answer was a resounding yes and Redmond showed the genuine will of the community to have us here, which resulted in the building of a new \$12 million plant, with a further expansion totaling \$16 million representing a major investment in our business retention and growth.

"EDCO led by CEO Jon Stark, the City leadership, and REDI including the Board — an outstanding group of people, from whom I learn something every meeting — did a first-class job."

Gary O'Connell Central Oregon Market Region president at title sponsors Summit concurred that REDI was "a shining example of private-public partnership" and "a tireless advocate for business vitality and growth."

rediinfo.com





### FOR LEASE - OLD MILL

### 376 SW Bluff Drive, Bend

3,002 sqft of well-maintained office space in the Old Mill District

- Move-in ready, new carpet and paint
- Fits 8-25 people
- 1 conference room
- Central air conditioning
- Private restrooms
- Mostly open floor plan layout
- Abundant light and windows
- 4 private offices
- Print/copy room
- 36 parking spaces

RYAN AMERONGEN, CCIM Broker, Licensed in Oregon 541.213.8967 amerongenr@buccolagroup.com

#### JENNA JOHNSON

Broker, Licensed in Oregon 541.322.5966 x5 jenna@cobaltpropertiesgroup.com

info@keypropertiesbend.com 541.728.0033 keypropertiesoregon.com

**BEND** 431 Franklin Ave Bend | 97703 RE/MAX KEY PROPERTIES

## hared Health & Wellness Campus Continued from page 1

tooth removed due to decay or gum disease;

 Over a quarter of Jefferson County residents have been diagnosed with depression.

The new wellness campus — designed by Bend-based BBT Architects with construction overseen by general contractor Skanska — centralizes a comprehensive slate of much needed health services for the community.

The sleek modern style wood-frame building, with many sustainable features including solar panels flanking exterior overhangs, prioritizes open and airy space with voluminous natural light, including liberal use of solar tubes.

Along with medical, dental and behavioral health services, the new spaces include a public community space — complete with state-of-the-art audiovisual equipment — for classes,

events and gatherings. Providers say that by having separate facilities sharing resources, they can more effectively serve community needs.

Jefferson County Public Health's portion of the 19,500-square-foot building features offices, exam rooms and Woman, Infant and Children (WIC) supplemental programs, while, building on its evolving 15-year history of providing high-quality health care in Madras, Mosaic Medical's portion features exam rooms, a lab, a dental clinic and a low-cost pharmacy, which is open to customers and the public.

The building, located at 500 NE A Street adjacent to St. Charles Medical Center, on land donated by the hospital system, is now fully operational and serves as the sole office for JCPH.

Mosaic Senior Development Officer Emily Boynton said, "Mosaic Medical is grateful to partner with Jefferson County Public Health to expand our care and ensure that the most vulnerable individuals can continue to access essential health services, regardless of their current life circumstances.

"The health center consolidates affordable medical, dental, behavioral health, pharmacy and community services in a central, convenient location for Jefferson County residents and health partners will be able to share resources and work collectively on community needs."

Boynton said the new strategic location would enable Mosaic to increase its reach by tripling dental capacity; doubling the number of medical exam rooms and behavioral health rooms onsite; adding the onsite pharmacy; providing nutrition classes in the shared community room and offering virtual and drive-up care.

It is also designed to be accessible to all residents, including community members who do not have a personal vehicle as the campus will be easily accessible via a new dedicated public transportation stop on NE A Street, along with biking and walking paths to move visitors quickly between facilities.

Mosaic is currently at 97 percent of a fundraising goal of \$5.7 million to cover its portion of the transformational project cost, and Boynton appealed for a final stretch push from community donations to hit the total by the grand opening



DR. JOSE JAVIER, MOSAIC DENTAL DIRECTOR AND SARA KELLY, MOSAIC DENTAL OPERATIONS MANAGE



PHOTOS | BY CASCADE BUSINESS NEWS

celebration on June 24, adding, "Donors can join an expansive network of partners, supported with state and federal grants, who have come together to make the Madras Health Center vision a reality."

Financial contributors will be honored on a donor wall and artwork to be displayed will feature local artists as well as that of students from area schools.

Mosaic joined the investment initiative in the building and moved to the new location in part because previously it cared for just 13 percent of Jefferson County residents (30 percent of Madras residents) and needed additional resources and room to serve more of the county's vulnerable populations and meet their health and behavioral needs.

Beginning in 2001, Mosaic Medical has served the Central Oregon community and has had a presence in Madras since 2006, making basic medical services more accessible primarily to the underserved (priority populations include the low income, migrant/seasonal farmworkers, homeless and the Latinx populations living in the county).

Boynton added, "During these almost 20 years, the need for our services has grown and so has our ability to provide more essential services.

"With these expanded services in mind, we did not hesitate when Jefferson County approached us to share in the construction of a new, larger building with the Jefferson County Health Department in Madras.

"With this new location, we will be able to support many of the same lowincome clients as the Jefferson County Public Health in one convenient location, steps away from specialized medical services like labs and x-rays that are often difficult for our patients to access.

"This location also means that the hospital can easily refer patients to our primary care, dental, or behavioral health services, freeing up the emergency room as well as urgent care specialists all over the region for the most urgent and critical of cases."

Dr. Michael Baker, Health Services director at Jefferson County Public Health, and a champion in the region and state in advocating for rural public health initiatives, said, "The vision was to work together to create more synergy in the local health care system in terms of both preventative measures and treatment, as well as centralizing access to medical records.

"The idea was for a kind of one-stop-shop philosophy for health and wellness, replacing what was something of a fractured system that had various locations scattered around.

"The partnership now creates more of a resource and facilitates better navigation through the health care system and is the first phase of a bigger more integrated overall campus here."

Owner's Project Manager Ricardo Becerril of Compass Project Solutions Inc. commented, "The Jefferson County community has a great history of collaboration and effectiveness and was very supportive of this effort."

BBT Project Architect Renée Alexander, AIA, NCARB, added, "Stakeholders from all sides were involved in discussions about the goals of each entity and what could be shared to streamline functions and connectivity to St. Charles.

"Wellness for staff and providers was also a priority as maximizing natural light throughout the facility was a major design driver. Since mechanical systems were designed during the pandemic and wildfires, the design team and owners worked to find cost-effective solutions for maintaining operations and creating healthy

ontinued on Next Page



Come join us in celebrating the opening of the Jefferson County Health & Wellness Center

A partnership of Jefferson County Public Health and Mosaic Medical



Friday, June 24 2:30 p.m.

Community Ribbon-Cutting Ceremony 500 NE A St., Madras, OR



### hared Health & Wellness Campus

Continued from previous page

spaces during these events.

"Our design team worked to site the campus to leverage the hospital next door. With the ability to easily refer patients across facilities, barriers are removed, and more community members will be encouraged to access much-needed services."

Skanska Superintendent Jacob Struck said, "Even though work continued through the pandemic, the project, which broke ground in February last year, was brought in on budget and on time. This was a very collaborative and creative team who were awesome to work with.

"We're really honored to be a part of this community effort, and to work toward building a great Madras community."

Elaine Knobbs-Seasholtz, Mosaic's Director of Strategy and Development, added, "Sharing the space with Jefferson County Public Health means that we have better collaboration and support services for the community between our two agencies."

The Mosaic fundraising effort for the new Madras Health Center has been backed by numerous generous donations including recently from local businesses, including First Interstate Bank (\$10,000) and Central Oregon Association of REALTORS (\$25,000).

"The Central Oregon Association of REALTORS is happy to lend support to Mosaic Medical's Madras Health Center," said COAR President Cat Zwicker. "The new facility ensures more people in Jefferson County have access to essential





DR. KIM MONTEE, MOSAIC MADRAS CLINIC MEDICAL DIRECTOR | PHOTOS BY CASCADE BUSINESS NEWS

healthcare services. REALTORS believe in being 'good neighbors' by contributing and volunteering in Central Oregon's many communities."

In addition to their financial support, FIB employees donated their time, volunteering over 170 hours at Mosaic's community vaccination clinics last year.

"We could not be opening this new health center without the generosity of the community," said Steve Strang, CFO at Mosaic. "We are most grateful for those businesses who have stepped up in a big way to support this health center."

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 meet that demand.

Mosaic was also recently awarded a \$50,000 grant from the Marie Lamfrom Charitable Foundation as well as a substantial grant from The Ford Family Foundation to support the development of the new Madras Health Center.

Sally Bany, co-founder of the Marie Lamfrom Charitable Foundation, said, "My grandmother, Marie Lamfrom, was committed to caring for people, especially those who were hospitalized or in need of care.

"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."

ontinued on Page 12

### **SKANSKA**

# Thank you Jefferson County + Mosaic Medical

Skanska would like to thank Jefferson County, Mosaic Medical, BBT Architects, Compass Project Solutions and all other project partners for helping deliver the successful Health and Wellness Building to provide consolidated healthcare services to the Jefferson County community.



#### hared Health & Wellness Campus Continued from page 11

Local philanthropist organization the Bean Foundation was also a contributor to the project.

#### **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, visit: marielamfrom.org.

#### **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, visit TFFF.org.

#### **About the Bean Foundation**

Al Bean had a vision: a foundation that was rooted in community stewardship  $and worked \, collaboratively \, with \, others \, to \, identify \, opportunities, design \, solutions$ and implement change that would benefit children, families and all residents





PHOTOS | BY CASCADE BUSINESS NEWS

serves Jefferson County and the Warm Springs Reservation and its focus has traditionally been on fostering recreation, education, culture and the arts. For more information, visit: thebeanfoundation.com.

#### **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, in Bend, Redmond, Prineville and Madras, it offers integrated health services that address each patient's medical, dental, behavioral health, nutrition and medication needs. Care is never influenced by how much money patients make, what language they speak or the status of their insurance coverage. Mosaic Medical aims to provide quality care for all.



mosaicmedical.org

## **CONGRATULATIONS**

The new health and wellness clinic represents a significant accomplishment for Mosaic Medical, the Jefferson County Health Department, and our region.

Our team is proud to be part of creating this vital asset for our Central Oregon community.

BBTARCHITECTS

#### **JEFFERSON COUNTY HEALTH & WELLNESS CENTER**

**Includes Mosaic Madras Health Center & Pharmacy** and Jefferson County Public Health 500 NE A Street, Madras, OR 97741

#### **Property Owner Representative:**

Ricardo Becerril, President, Compass Project Solutions Inc. Contractor: Skanska USA Building

**Project Cost:** 

Total project cost: \$11 million. Mosaic portion of Costs: \$5.4 million (supported with State and Federal grants plus community donations).

**Cost Estimating:** Construction Focus Sitework Start: February 22, 2021

Square Footage: 19,486 sq. ft.; Mosaic space: 9,050 sq. ft., shared space with Jefferson County Health: 2,580 sq. ft.

**Amenities:** Community Room with teaching kitchen, one staff mother's/lactation room, Mosaic Drive-Up Care, Mosaic Pharmacy (open to the public), Mosaic Dental, Mosaic OHP Enrollment Services, Mosaic Medical and Behavioral Health Services.

#### Financing:

Mosaic portion of Costs: \$5.4 million (supported with State and Federal grants plus community donations).

**Project Manager:** 

**Chad Young** 

**Superintendent:** Jacob Struck

**Project Engineer:** 

**Taylor Blevins** 

**Architect:** BBT Architects, Inc.

**Structural Engineer:** Walker Structural Engineering

**Civil Engineer:** 

H.A. McCoy

**Engineering & Surveying** 

**Mechanical/Electrical Engineer:** 

Interface Engineering **Acoustical Engineer:** 

Listeri Acoustics

**Landscape Architecture:** J Battleson Design

#### **Subcontractors and Suppliers:**

K3 Construction — Sitework; McLean Concrete — Foundation & Slab; L&M Fabrication — Steel Fabrication; Baxter Builders — Wood Structure; Sureline — Casework; LDC — Weather Barrier & Exterior Insulation; Skanska USA Building — Fiber Cement Siding & Steel Erection; Skyline Sheetmetal Flashings, Metal Siding, & Metal Roofing; Eagle Roofing — Roofing; Bend Commercial Glass — Storefront & Windows; Bell Hardware — Supply of doors, frames, & hardware; Don Frank Flooring — Flooring; Deschutes Painting — Interior & Exterior Painting; DBI — Drywall, ACT, and Interior Doors & Hardware; BMS — Accessories; Center Point — Signage; Johnson Brothers — Appliances; Interior Tech — Coiling Doors; Cash's — Window Coverings; Severson Fire Protection — Fire Sprinkler; Apollo — Plumbing; Southland — HVAC; Tomco — Electrical; Sunlight Solar — PV and Bus Stop; Green Thumb — Landscaping; Lets — Final Clean; Foundry Services -Cement Siding Supply; Solar Light — Solar Tubes; Davidson's Masonry — CMU Trash Enclosure; Freemont Millworks — Casework

## COCC & Think Wild Partner on Vet Tech Externship

#### by KRISTINE THOMAS — CBN Feature Writer

elping to care for a stressed-out turkey vulture diagnosed with lead poisoning wasn't something Martin Jacobi ever imagined he would do

Especially, a turkey vulture prone to vomiting as its defense mechanism.

Yet, Jacobi had the opportunity through Central Oregon Community College's Veterinary Technician program to work with various wild animals during his

HELPING A TURKEY VULTURE

externship with Think Wild, a nonprofit organization providing a wildlife support system in Central Oregon. Jacobi graduated from the two-year program this June.

Before his externship, Jacobi knew little about possible vet tech careers working with wild animals or about Think Wild, which started in 2016 and added its wildlife hospital in 2020.

Think Wild Executive Director Sally Compton said Think Wild seeks to reduce the incidents of conflict between humans and wildlife through prevention education. Think Wild provides veterinary treatment and care to injured or orphaned wildlife at its wildlife hospital. It also has a hotline to answer the public's questions, educational programs, community outreach and volunteer opportunities. Injured birds and animals are brought to the wildlife hospital where they are treated and released back to the wild.

The partnership between Think Wild and COCC began with students analyzing fecal samples provided by Think Wild. "Professional development is important to the work we do at Think

Wild," Compton said. "We enjoy having the students learn about how to care for injured wildlife and for them to learn how their skills treating domestic animals can apply to wild animals.

COCC vet tech students are required to complete three, three-week externships. Students can select

Think Wild as one of their three-week rotations.

Beth Palmer, MEd., CVT, is the director of the Veterinary Technician Program at Central Oregon Community College. "It's been a great partnership between COCC and Think Wild," Palmer said. "Our students get to take what they learn in the classroom and apply it at the wildlife hospital."

She's grateful to Dr. Laura Acevedo, who created the curriculum for externs working at Think Wild's

wildlife hospital. "Think Wild is fully invested in our students by continuing to teach them new skills while reinforcing what they have learned by allowing them to put it into practice," Palmer said. "The partnership has really benefited the students who now know there are jobs caring for wild animals."

Pauline Hice, director of wildlife rehabilitation, said COCC externs are both an asset to working in the wildlife hospital and ambassadors for Think Wild. "After they are done working here, the externs have offered to come back as volunteers at the hospital," Hice said.

Hice said she has enjoyed watching the students grow in their skills in vet tech sciences. "The students get to see how what they have learned applies to both domestic and wild animals," Hice said.



MARTIN JACOBI | PHOTOS COURTESY OF THINK WILD

want to create a bond with them."

The skills he learned such as how to monitor vital signs, administer tests and give injections are similar when caring for both domestic and wild animals.

He's grateful for the opportunity to extern at Think Wild. "It opened my horizon to other career ideas," Jacobi said. "I am interested in learning more about wildlife medicine and plan to volunteer here. I am grateful to have this wonderful yet unusual experience as a vet technician."

thinkwildco.org cocc.edu/programs/vet-tech



Jacobi said it was quite different working with wild animals from domestic animals, especially going from giving cute puppies their vaccines to an unattractive turkey vulture." When working with cats or dogs, you can pet them to comfort them," he said. "It's the opposite with wild animals because you don't



## Trips with Cats — A Purr-fect Idea?

Why Traveling with your Favorite Feline is Easier than You Might Think

provided by TripsWithPets.com



PHOTO | BY VALÉRIE UNGERER ON UNSPLASH



rom tips, to travel gear, to hotel recommendations, everything related to pet travel seems to revolve around the canine set, leaving some cat parents to wonder whether it's possible to take their beloved furkids along on trips.

The good news is, traveling with cats is not only possible — it's very doable. In fact, a growing number of cat parents are planning trips with Fluffy in mind.

#### **Why Cats Travel Less**

Cat parents do take fewer trips with their feline furkids, partly because cats are naturally less inclined to like crates and car rides, and partly because their independence and self-sufficiency makes it easier to have them stay home.

That said, people increasingly want to travel with their kitties.

"We get a lot of inquiries asking about cat travel," says Kim Salerno, founder and CEO of TripsWithPets.com. "There's definitely a growing interest in hotels, destinations and activities that accommodate cats."

#### It's Not That Different

Cat parents may be surprised to learn that many travel considerations are the same for both cats and dogs. Like any dog, your ability to bring your cat along on a trip depends largely on his temperament. Some cats love adventures and car rides, while others are skittish, or loathe being confined to carriers. If your cat is easygoing but in poor health, or unaccustomed to safety restraints, it's best to leave him home until those issues are resolved.

#### Does 'Pet-Friendly' Include Cats?

If you have a travel-happy cat, there are plenty of places that will welcome your feline. Many hotels that allow dogs also allow cats. Always be mindful of pet fees, restrictions and rules about leaving cats unattended in the room.

As far as activities are concerned, cats are able to go pretty much anywhere dogs can go: hiking trails, pet-friendly beaches, outdoor festivals, pet-friendly stores and more. You can even sit on restaurant patios with your cat.

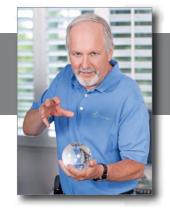
#### **Keep Kitty Safe**

Wherever you take your cat, make sure he's restrained by a leash or a carrier. Backpack carriers are a great option; they'll keep your cat safe and secure and your hands free.

Remember that 'pet-friendly' means dogs will likely be present, and monitor accordingly. Never take your cat anywhere dogs are allowed off-leash.

In short, with a little preparation, planning and care, you really can take your best cat companion along for just about any ride!

Source: TripsWithPets.com



## **Tech Thoughts**

by ROB ENDERLE — Enderle Group

## Mobile Pet Grooming & Care

### The Path to the Future

s I write this, we have two veterinarian techs in our home clipping our cats' claws, combing out their matted fur and giving one of the dogs her rabies shot. According to the research firm Global Market Insights, the pet care market is slated to grow at 8.8 percent. Thirty-seven percent of that market is focused on cats and will reach over \$350B worldwide and was nearly \$100B in the U.S. in 2020.

One aspect of this market that is showing significant strength is mobile pet grooming. Let's explore that and other things as we look to the future of pet grooming.

#### The Growth of Mobile Pet Grooming

The pandemic has shifted a lot of the emphasis and growth to mobile services and away from fixed sites. This is not surprising when you consider that, like us, many people have multiple pets, and have, thanks to that pandemic, gotten used to people coming to them rather than having to go to a remote location. Granted, after seeing the amount of hair that comes off our dogs when we have them groomed, I'm not planning on having the groomers come to me unless they use their own truck to groom in, I have no desire to have my house filled up with dog hair. In spite of the hair factor, interest in remote pet care is growing anyway according to Global Market Insights.

Pet Grooming has historically been recession-resistant, which is important given we appear to be heading towards one. But mobile pet grooming has a number of additional benefits, including much lower overhead (you don't need a store front, only a van you can work out of) and your need for administrative support is reduced, as well, because you don't need to maintain a site and you can largely outsource much of that side of your business, including the folks who answer the business phone (though given how much these services differ in quality, don't go cheap here).

Like with on-premises stores, much of the profit will likely come not from the direct services but from being able to recommend and supply pet products to your customers. Today you can have the things you recommend drop shipped to the customer and may only need to stock trial bottles which are usually provided for free as a teaser. Pet food, leashes and pet beds are more easily supplied by pet stores, but treatments for softer hair or to reduce matting in long haired dogs and cats, and to address cosmetic problems like the stuff that builds up around your pet's eyes are all viable things that a mobile groomer could reasonably use to

enhance revenue and profit.

You can also sell things like pet Insurance and get reference fees for recommending a dog sitter, though realize that if the sitter doesn't work out, you'll likely also lose a customer so be careful with stuff like this. It's far easier to get a customer than it is to recover one that no longer trusts you.

According to market research (in this case BRANDONGAILLE) your most lucrative target customer is in the 45 to 54 age range and the cost of setting up a grooming business is moderate at \$50 to \$60K. It is advised that you attend dog grooming school if only to avoid mistakes and become aware of the resources available to you.

While a grooming certificate isn't required where I live in Oregon, getting a job as a groomer may require one (but given the massive staffing shortages now, I'll bet that isn't always true). But without that certificate, if a pet is injured, you may have a harder time protecting your business from punitive and negligence penalties, and you are more likely to make one of those critical mistakes. If you search on "How to Become a Dog Groomer in Oregon," you can find resources that can help you get your grooming business started.

#### **Wrapping Up:**

The future of pet grooming, for now, appears to be mobile. More convenient for the customer, less expensive to operate (unless gas gets a ton more expensive) and far cheaper to set up than a fixed location. It's also historically invulnerable to recessions, so this is a decent choice for those who love to work with pets.

And while other industries, like food, are pivoting hard to robotics and automation, pet grooming isn't likely won't. There's just too much variation in pet size and personality that would make such a solution too complex and expensive for this segment of the market.

So cheaper, more secure, and, assuming you do it right, with a more reliable income particularly in pet-heavy Central Oregon. Mobile pet grooming could be the answer to what you will do when you retire from your current virtual job. It may be an ideal job for someone who loves pets more than people and wants something to do that is fun and makes decent money when you really aren't ready to retire yet or want to have a job that still allows you to take time off to enjoy the wonderful resources and weather we have in Central Oregon.

 $ender le group. com \bullet 408‐272‐8560 \bullet render le @ender le group. com$ 

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

2022 CASCADE BUSINESS NEWS FASTEST 20 Become a part of this impressive group of companies by filling out the simple form at **CascadeBusNews.com** or call 541-388-5665.

- Established and operating on or before January 1, 2019.
- Gross revenues in 2021 greater than 2019 with consistent year-over-year growth.
- > Gross annual revenues \$100,000 or greater in fiscal year 2021.

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

Reported revenues should be taken from externally prepared financial statements or tax returns filed with the IRS. Deadline September 28, 2022.



PRESENTED BY

SPONSORED BY

EVENT SPONSOR









## **Business of Pets**

## Pet Services (Listed Alphabetically)

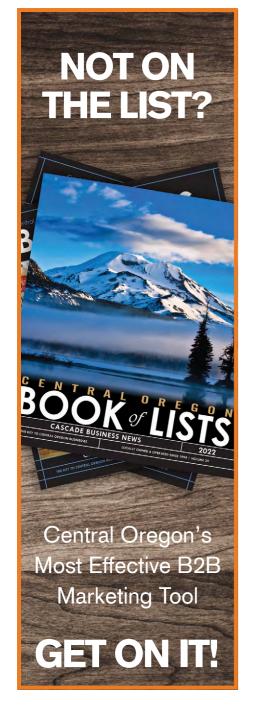
Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Services
Bend Kitty Lodge 21785 Coyote Dr. Bend, OR 97702	541-389-2058	541-318-5357	www.bendkittylodgeoregon.com	Laurie Seals	3	1990	Cats only boarding facility.
Bend Pet Express - East 420 NE Windy Knolls Bend, OR 97701	541-385-5298	N/A	www.bendpetexpress.com help@bendpetexpress.com	Ryan Kwaterski, Kim McCohan	10	1993	Pet food, supplies & dog wash.
Bend Pet Express - West 133 SW Century Dr., Ste. 301 Bend, OR 97702	541-389-4620	N/A	www.bendpetexpress.com help@bendpetexpress.com	Kim McCohan, Ryan Kwaterski	10	1993	Pet food & supplies.
Bend Pet Resort LLC 60909 SE 27th St. Bend, OR 97702	541-388-0435	N/A	www.dogtownusa.org reservations@bendpetresort.net	Eric Fannin	6	1987	Boarding, grooming, doggie day care.
Canine Country 65960 61st Ave. Bend, OR 97701	541-382-7752	N/A	N/A	Lori Nickeson	1	1970	Dog agility, rally & obedience trainer.
Central Bark/Groomingdales 367 Sisters Park Dr. Sisters, OR 97759	541-549-2275	N/A	www.woofbark.com centralbark@q.com	Sam Hernandez	8	2008	Dog boarding & daycare, full service grooming & self-serve dog wash.
Central Oregon Pet Care Pros Bend, OR 97702	541-480-3596	N/A	www.centraloregonpetcarepros.com hgohde@protonmail.com	Owner-Operator- Petsitter Heather	1	2005	Caring, dependable, professional home & pet sitters for fish, chickens, cats, dogs. Confidently administer medicines of all sorts. Reiki - hands-on energy healing sessions available for all pets.
Central Oregon Ranch Supply - Madras 3457 U.S. 97 Madras, OR 97741	541-460-5100	N/A	www.centraloregonranchsupply.com cors@centraloregonranchsupply.com	Brittney Wofford, Michaeline Malott	5	2015	Pet food & supplies. Animal health care.
Central Oregon Ranch Supply - Redmond 1726 S Hwy. 97 Redmond, OR 97756	541-548-5195	541-548-7754	centraloregonranchsupply.com cors@centraloregonranchsupply.com	Brittney Wofford, Michaeline Malott	14	1976	Pet food & supplies. Animal health care. Feed, agriculture equipment, tack & show supplies.
Dancin' Woofs Compassionate Dog Training & Daycare 63027 Lower Meadow Dr., Ste. D Bend, OR 97701	541-312-3766	541-312-3766	www.dancinwoofs.com info@dancinwoofs.com	Kristin Kerner	5	1998	Dog daycare, Puppy 101, basic through intermediate classes, private behavioral counseling, fun Clicker & Tricks classes.
DogWatch Hidden Fence Systems of Central Oregon Bend, OR 97702	541-385-1111	N/A	www.dogwatchcentraloregon.com contact@dogwatchcentraloregon.com	Jennifer & Casey Powell	2	2001	Underground pet containment fencing & training & indoor containment systems.
Fido Love Bend, OR	503 610 3635	N/A	www.fidolove.com	Reese Mercer	2	2012	An online meeting place that helps pet lovers find a new home for their dogs, or find a great new dog for their home. Fido Love serves western United States in Oregon, Washington & Northern California. Other states will be added over time.
Groom Bend 624 NW Hill St., Ste. B Bend, OR 97703	415-972-9500	N/A	www.facebook.com/pg/GROOM- Bend-320658028060337 groombend@yahoo.com	Jen Jenning	1	1993	Full grooming including bath, hand drying, scissoring, clipper work, filed nails, glands & ears, customized per each dog's needs.
Happy 'Tales' Pet Resort 8369 S Hwy. 97 Redmond, OR 97756	541-504-5916	541-504-7564	www.happytalespetresort.com info@happytalespetresort.com	Andi Sillers	5	2005	Interactive dog & cat boarding, doggiedaycare, grooming & training.
Horizon Pet Cremation 1723 Lytle St. Bend, OR 97701	541-318-0026	541-678-5612	www.horizonps.com becky@horizonps.com	Becky Vaughan, Brian Vaughan	4	2006	Private pet cremation. We also offer General Cremation Services. Veterinary clinic & private home pickup. We have a mobile veterinarian for home euthanasia's.
Invisible Fence Central Oregon 20720 High Desert Lane, Ste. 5 Bend, OR 97701	541-389-8557	N/A	www.invisiblefence.com centraloregon@invisiblefence.com	Becky Grindeland	3	2009	Underground pet containment.
Muddy Paws Bathhouse 155 SW Century Dr., Ste. 115 Bend, OR 97702	541-647-1555	N/A	www.muddypawsbend.com info@muddypawsbend.com	Kimberly Rafilson	9	2010	Professional dog grooming & bathing. Self-serve wash.
MuttGear, LLC 320 SW Century Dr., Ste. 405-234 Bend, OR 97702	503-887-9444	866-219-7498	www.muttgear.net info@muttgear.net	Joslin Larson	4	2008	Vir-Chew-Ly indestructible dog leash.
Pet Paradise 64155 N Hwy. 97 Bend, OR 97701	541-388-3739	541-318-1928	www.bendpetparadise.com reservations@bendpetparadise.com	Pet Paradise	8	2004	Pet boarding, daycare, grooming & bathing.
Petco - Bend 3197 N Hwy. 97, #5 Bend, OR 97701	541-382-0510	541-382-0583	www.petco.com	Keith Gripentog	25	1998	Dog & cat grooming, premium pet foods & quality supplies. Open 7 days a week. Dog training

#### CONTINUED FROM PREVIOUS PAGE

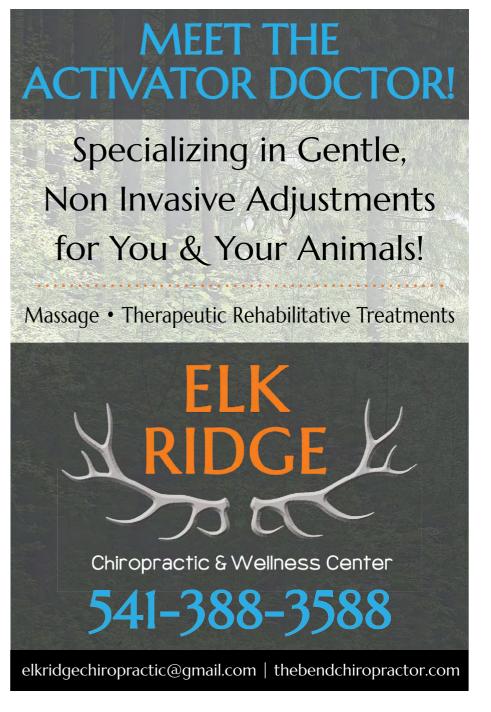
### Pet Services (Listed Alphabetically)

Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Services
Petco - Redmond 1826 N Hwy: 97 Redmond, OR 97756	541-548-8702	541-548-8920	www.petco.com	Dustin Dickinson	15	2013	Dog & cat grooming, premium pet foods & quality supplies. Open 7 days a week. Dog training
Ponderosa Paws Dog Walking 21130 Country Squire Rd. Bend, OR 97701	541-410-9703	N/A	ponderosapawsdogwalking.com ponderosapawz/@gmail.com	Travis Fuller	1	2016	Provides a variety of customized pet sitting & exercise services to keep your dog healthy & happy.
Ruffwear, Inc. 2843 NW Lolo Dr. Bend, OR 97703	541-388-1821	541-388-1831	www.ruffwear.com bark@ruffwear.com	Customer Service	70	1992	Manufacturer of performance dog gear, apparel & supplies.
Safe & Sound Pet Sitting 20583 Shaniko Ln. Bend, OR 97701	541-408-0462	N/A	shume@bendcable.com	Starr Hume	1	2004	Personalized alternative to kennels, pet sitting in your home. Specializing in animal healthcare. Dogs, cats, birds, horses & all types of pets. Trained in dog obedience. 18 years in business. Call for a free interview. Reasonable rates. I charge on a per visit basis, which saves money while giving the most flexibility!
Sisters Feed & Supply 102 E Main Ave. Sisters, OR 97759	541-549-4151	541-549-1046	N/A	Fred McCaulou	3	1997	Equine health supplies, horse, pet food & supplies.
TENDmyPet Bend, OR	541-241-6349	N/A	www.TENDmyPet.com info@tendmypet.com	Elizabeth Green	1	2015	Services include overnight pet care, private dog walks, in-home pet sitting visits.
The Bomb Squad PO Box 8381 Bend, OR 97708	541-617-1900	N/A	www.k9bomb.com turdologist@k9bomb.com	Brian Frankle	3	2000	Removal of K9 landmines.
U-Wash Pets & Grooming 3405 N Hwy. 97 Bend, OR 97701	541-318-1602	N/A	N/A	Rhonda DelCastillo	1	2000	Self serve pet washing & professional grooming.
Wag Bend Play & Stay 902 SE Textron Dr. Bend, OR 97702	541-550-9520	N/A	www.wagbend.com wagbend@me.com	Justin Crowson	3	2011	Dog daycare, dog boarding & no-clip grooming. Second location for private self-training at 21510 E Hwy. 20, Bend.

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.







## **Business of Pets**

## Veterinarians (Listed Alphabetically)

Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Services
Alpine Veterinary Clinic 354 NE Dekalb Ave. Bend, OR 97701	541-382-8930	541-388-8329	www.alpinevetbend.com	Dr. Allan Kelley	11	1985	Small animal clinic, orthopedic & soft tissue surgery, preventive healthcare plans, dentistry, x-ray.
Ark Animal Clinic 528 NE Greenwood Ave. Bend, OR 97701	541-389-6111	541-389-8935	www.thearkanimalclinic.com arkinbend@gmail.com	Dr. Kevin Long, Dr. Janette Wells	8	1972	Small animal veterinary care.
Bend Animal Hospital 63240 Service Rd. Bend, OR 97703	541-389-7778	N/A	www.bendanimalhospital.com bendanimalhospital@bendbroadband.com	Dr. Matt Wesley, Dr. Steven Pappa, Dr. Lynne Brown	12	1985	Complete medical & surgical facilities. Equine, livestock, companion & most specialty animals. After-hours & emergency services are available for current patients.
Bend Equine Medical Center, LLC 19121 Couch Market Rd. Bend, OR 97701	541-388-4006	541-389-7508	www.bendequine.com bemc@bendnet.com	Dr. Wayne Schmotzer, Dr. Wendy Krebs	11	1998	Full service equine hospital, in-house lab, advanced & routine dentistry, 3 mobile vet units, neonatal intensive care unit, complete reproduction center. Lameness specialists.
Bend Veterinary Clinic 360 NE Quimby Ave. Bend, OR 97701	541-382-0741	541-382-0711	www.bendveterinaryclinic.com bendveterinaryclinic@bendbroadband.com	Dr. Tabitha Johnston, Dr. Lauren Stayer, Dr. Erin Miller, Dr. Byron Maas	25	1964	Full-service small animal hospital including exotic pets & limited house calls. Chat with team members to get quick answers, request pet records & earn loyalty points in exchange for discounts on goods/services with Pets of Bend app, available in both Google & Apple stores.
Bend Veterinary Specialty & Emergency Center 1245 SE Third St., Ste C-5 Bend, OR 97702	541-385-9110	541-318-1665	www.bendanimaler.com info@BendAnimalER.com	Tim Russell, Dr. Naomi Kitagaki, Dr. Adam Stone	40	2004	Veterinary emergency practice, veterinary specialty practice, board-certified surgeon, cardiologist & 24-hour/overnight emergency services.
Bird Dog Bioventures/The Athletic Horse 67550 Harrington Loop Rd. PO Box 7017 Bend, OR 97701	5415491709	N/A	www.theathletichorse.com theathletichorse@msn.com	Dr. Patrick Young, DVM	1	2001	Diagnosis & treatment for horses & small animals.
Blue Sky Veterinary Clinic 20205 Powers Rd., Ste. 103 Bend, OR 97702	541-383-3833	541-383-5856	www.blueskyvet.com blueskyveterinaryclinic@gmail.com	Dr. Chad Moles, Dr. Kara Tennant, Dr. Amanda Ford	15	1990	Complete adult, puppy & kitten health exams, vaccinations, geriatric care, diagnostics, dentistry, surgery, emergency care & pet foods.
Brookswood Animal Clinic, LLC 19550 Amber Meadow Dr., Ste. 100 Bend, OR 97702	541-306-6991	N/A	www.brookswoodanimalclinic.com	Liz Gray, MS, DVM, Ruth Loomis, DVM	11	2014	Veterinary services, dentistry, soft tissue & orthopedic surgery, behavior consultations, imaging, preventative healthcare, pet washing station, wellness plans.
Bush Animal Clinic, Inc. 530 SW Mill View Way Bend, OR 97702	541-382-7671	541-389-9391	www.bushanimalclinicinc.com bushac@bendbroadband.com	Meg Quinn, DVM	3	1979	Small animal medicine & surgery, dentistry, dermatology, behavior, preventive health care, geriatric care, puppies & Kittens, too.
Cascade East Veterinary Clinic 1689 SW Hwy. 97 Madras, OR 97741	541-475-7226	N/A	www.cascadeeastveterinary.com cascadeeast@hotmail.com	Dr. Steven Nitschelm	3	1979	Serving Madras & surrounding area, companion pets only, emergency service available.
Central Oregon Animal Hospital 366 NE Underwood Ave. Bend, OR 97701	541-382-7067	541-389-2667	www.CentralOregonvet.com coah@nva.com	Amy Rewick, DVM, Jason Kragerud	25	1972	Companion animal wellness & preventative care, medical & surgical services, ultrasound & orthopedics.
Cinder Rock Veterinary Clinic 2630 S Canal Blvd. Redmond, OR 97756	541-923-1638	541-923-1752	www.cinderrockvetclinic.com	Dr. Keith Sides, Dr. Holly Sides	30	1983	Small animals & horses.
Cole Veterinary Services 18460 Pinehurst Rd. Bend, OR 97701	541-382-0184	N/A	N/A	Dr. Jennifer Cole	2	1983	Equine only practice: reproduction, medicine & surgery, 24-hour emergency service.
Colorado Cat Clinic 655 NW York Dr. Bend, OR 97703	541-318-9879	541-617-1825	www.coloradocatclinic.com catclinic@outlook.com	Dr. Kirsten Munck	4	1997	Cats only veterinary clinic.
Countryside Equine Clinic 2660 NE Hwy. 20, Ste. 610-39 Bend, OR 97701	541-385-8487	541-389-3075	N/A	Dr. Trish Kentner	2	1999	Mobile service: vaccinations, ultrasounds, x-rays, medicine, nutritional consulting, neonatal care, emergency service, special interest in reproduction.
Critter Care-A-Van 65480 73rd St. Bend, OR 97701	541-383-2569	N/A	grifick@aol.com	Dr. Peggy Griffin	1	1992	Small animal medicine, dentistry, preventive care, vaccinations, in-home euthanasia & acupuncture.
Desert Valley Equine Center 21199 NW Spruce Ave. Redmond, OR 97756	541-504-5299	541-548-4030	www.desertvalleyequine.com dvequine@msn.com	Dr. Tim W. Phillips	2	2000	All equine work specializing in lameness, reproduction & dentistry.
East Bend Animal Hospital 409 NE Greenwood Ave., Ste. 110 Bend, OR 97701	541-318-0090	N/A	www.eastbendvet.com ebah@eastbendvet.com	Dr. Jaime Thurk, Dr. Dalton Webb, Dr. Brett Thomas, Dr. Jessica Puccetti	20	2016	Exams, avian pets, exotic pets, spaying & neutering, pet dentistry, surgery, laser therapy, micro-chipping, nutrition, lab services, flea, tick & heartworm prevention, pet emergency, nutritional supplements, vaccines, Veterinary Orthopedic Manipulation (VOM).

## Know Before You Go

The Basics on Flying with Your Pet

#### provided by TripsWithPets.com

o you're planning a trip with your furkid and you need to fly to get to your destination. Wondering where to start? Flying can be somewhat stressful on our own, however, adding a pet to the equation means there's more to worry about. To help ensure a stress-free journey, there are some basic elements to consider that will help you best prepare.

#### In-Cabin vs. Below-Cabin

All airlines have policies on whether your four-legged sidekick can stay with you on the plane, or if he must travel below-cabin. In either case, your pet must be in an airline-approved pet carrier at all times. When flying in-cabin, the carrier must be placed directly under the seat in front of you.

If your pet must fly below-cabin, there's some comfort in knowing that it is climate-controlled. However, be aware that many airlines have embargoes which restrict pet travel during high temperatures in summer months. The embargoes protect furry travelers from the extreme heat in the cargo area when the plane is in a holding area or terminal facility.



PHOTO | PXHERE

#### **Certain Breeds Are Prohibited**

Pets with short muzzles and short flat snub noses, such as Persian cats and pugs, are susceptible to breathing problems. Therefore, it is quite possible that they will have a harder time adjusting to pressure changes during flight. Many airlines completely ban brachycephalic pets from commercial flights.

#### **Special Considerations**

Your pet's overall health and temperament should be taken into consideration before you book your flight. If your pet is fearful of crowds, aggressive or highly anxious in new situations, flying may not be in his best interest.

Prior to travel, a trip to the veterinarian is recommended, just to be sure your pet is physically and mentally ready for this new adventure. Your vet should issue a health certificate that you will need to carry with you during your trip.

#### Cost of Your Pet's Ticket

Just as each airline has different pet policies, they also have varying fees. Generally, one-way fees range from \$50-\$200, and the costs are usually a bit lower when pets travel in-cabin. Additionally, the fees can vary within each airline based on their own policies and restrictions, with certain airlines assessing the pet fee at the time of booking.

#### **Booking Your Pet's Ticket**

When booking your trip, your pet's flight must be booked at the same time when you make your reservation. You must contact the airline directly in advance, and

since you can't book your pet's flight online, you must call to make the reservation. Additionally, airlines only allow a certain number of pets on each flight, so the sooner the better when it comes to your pet accompanying you on the plane.

Source: TripsWithPets.com



Not listed?

Call 541-388-5665

& get your company on a list!

## **Business of Pets**

## Veterinarians (Listed Alphabetically)

			4	,
•	CONTINUED	FROM	PAGE 1	0

Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Services
Feline Fine Cat Clinic I.I.C 61249 S Hwy. 97, Ste. 120 Bend, OR 97702	541-306-2442	541-306-2443	www.felinefinevet.com info@felinefinevet.com	Dr. Stephanie Kadasi, David Cheney	7	2021	Feline only low-stress veterinary clinic, Fear-Free Certified staff members. Services include wellness & health; illness, injury & behavioral problems, procedures & oral surgery (dentistry); laser therapy, microchipping, end-of-life care.
High Desert Veterinary, PC 60885 SE 27th Bend, OR 97702	541-382-9262	541-317-0550	www.highdesertvet.com	Dr. Anthony Oddo	6	1986	Dogs & cats internal medicine soft tissue & orthopedic surgery, emergency & critical care.
Highland Veterinary Hospital 839 SW Highland Ave. Redmond, OR 97756	541-548-6114	541-504-2174	www.highlandvh.com	Dr. Rachel Poet, Dr. Erin Cook	5	1978	Medicine, surgery & dentistry for small animals & exotics, general exams & vaccinations.
Hometown Animal Hospital 1255 NE Third St. Prineville, OR 97754	541-447-5219	541-416-0911	www.hometownvet.net service@hometownvet.net	Dr. Bill M. Williams, Dr. Scott Davis, Dr. Amy N. Achille	6	1975	Quality small & large animal medicine & surgery, 24-hour emergency service.
La Pine Animal Hospital 51693 Huntington Rd. La Pine, OR 97739	541-536-2001	541-536-6102	www.lapinevet.com info@lapinevet.com	Lani Voyles, Gordon Pickering	15	1989	Surgeries, small animal care, puppy & kitten packages, limited grooming & boarding, behavior/obedience training & dentistry.
LaPaw Animal Hospital, PC 1288 SW Simpson Ave., Ste. G Bend, OR 97702	541-389-3902	541-389-3903	www.lapawanimalhospital.com staff@lapaw.net	Dr. Deborah LaPaugh	8	2001	Full service animal hospital including preventative medicine, dentistry, orthopedic & soft tissue surgery. Special interest in ferrets & pocket pets.
Madras Animal Hospital 401 SW Fairgrounds Rd. Madras, OR 97741	541-475-2283	541-475-4237	madrasanimal@gmail.com	Dr. Jerud Rhen	3	1992	Large & small animals, hospitalization, in-out patient & boarding.
Mt. Bachelor Veterinary Hospital 61535 S Hwy. 97, Ste. 3 Bend, OR 97702	541-389-6612	541-385-6521	www.mtbachelorvethospital.com	Dr. Rex Urich	4	1991	Full-service small animal veterinary hospital.
Prineville Veterinary Clinic 350 NE. Hickey Farms Rd. Prineville, OR 97754	541-447-2179	541-447-5051	www.prinevillevet.com reception@prinevillevetclinic.com	Dr. Rhet Schultz, Cindy Malott	12	1995	Small & large animal complete medical & surgical service. 24-hour emergency service.
Redmond Veterinary Clinic 1785 NW Sixth St. Redmond, OR 97756	541-548-1048	541-548-2323	www.redmondvetclinic.com office@redmondvetclinic.com	Dr. Cassee Terry, Dr. Curt Nitschelm, Dr. Shawn Clark	20	1942	Small & large animal & equine medicine, surgery & dentistry, 24-hour emergency service.
Riverside Animal Hospital 25 NW Olney Ave. Bend, OR 97703	514-585-3739	541-585-3740	www.riversidevetbend.com drmenasco@gmail.com	Dr. Sarah Cummings, Dr. Debbie Putnam, Dr. Cody Menasco	12	2015	General veterinary practice.
Sage Veterinary Alternatives 2330 NE Division St., Ste. 4 Bend, OR 97701	541-312-2360	541-317-9216	www.sagevet.com	Dr. Leslie McIntyre	3	2015	Chinese herbal medicine, therapeutic class IV laser, acupuncture, nutrition counseling & food therapy, animal chiropractic, homotoxicology & homeosiniatry, diagnostic ultrasound/echocardiography for dogs, cats & horses at Cinder Rock Veterinary on a non-emergent basis.
Sisters Veterinary Clinic, LLC 371 E Cascade Ave. PO Box 1030 Sisters, OR 97759	541-549-6961	541-549-9262	www.sistersvetclinic.com sistersveterinaryclinic@gmail.com	Dr. Carl E. Berg, Dr. Kelly Barton	12	1976	Complete small animal medical & surgical facility, 24-hour emergency service, specializing in preventive care.
Stride Canine Rehabilitation & Fitness Center 19550 Amber Meadow Dr., Ste. 170 Bend, OR 97702	541-241-6664	N/A	www.stridecaninerehab.com info@stridecaninerehab.com	Janice McConnell, Kristin Wolter	5	2008	Physical rehabilitation & conditioning for dogs.
Sunriver Veterinary Clinic 56825 Venture Ln., Ste. 102 Sunriver, OR 97707	541-593-8128	541-593-1573	sunrivervet.com info@sunrivervet.com	Wendy Merideth	9	1982	Companion animal full service medical & surgical hospital. Wellness & preventative care, canine & feline foods & supplements.
Terrebonne Veterinary Clinic 8485 N Hwy. 97 Terrebonne, OR 97760	541-923-0232	541-923-0877	www.facebook.com/Terrebonne-Veteri- nary-Clinic-196712663749716/ terrebonnevetclinic@gmail.com	Dr. Steve Myrin	6	1982	Large animal, equine, exotics, dog & cat veterinary clinic.
Tumalo Animal Hospital 19850 Fifth St. Bend, OR 97701	541-389-1540	541-389-3104	www.tumaloanimalhospital.com	Dr. Martin Warbington, Dr. Megan Kinnear	7	1982	Full service veterinary care, horses, farm animals, llamas, pets, thermographic imaging, low-cost spay/neuter programs & emphasis on equine breeding.
Westside Pet Hospital 133 SW Century Dr., Ste. 102 Bend, OR 97702	541-678-5440	541-706-9408	www.westsidepethospitalbend.com drshaw@westsidepethospitalbend.com	Dr. Scott D. Shaw	4	2012	Preventative care, puppy & kitten packages, diagnostic services, surgery, internal medicine, dermatology, ophthalmology, dentistry, microchipping radiology, holistic medicine, acupuncture, Chinese herbs, homeopathy, nutritional counseling & more.
Wickiup Animal Hospital 52407 Skidgel Rd. La Pine, OR 97739	541-536-9110	N/A	www.wickiupanimalhospital.com info@wickiupanimalhospital.com	Lindsey Bohard, DVM, cVA	4	2018	Small animals, dogs, cats, we don't see pocket pets

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.

## More "Pets Allowed" in 2022

### Increasing Number of Hotels Welcome Pets Brand-Wide

#### provided by TripsWithPets.com

merica's love affair with pets continues to grow by leaps and bounds. With 70 percent of Americans having at least one pet, and pet spending at an all-time high, more people are focusing on their furry kids. Many companies are following suit — especially when it comes to the hospitality sector.

More hotel brands are recognizing that people are bringing their pets along with them when traveling; so, they're listening to their human guests and making the move to welcoming four-legged guests at 100 percent of their properties.

#### **Brands Making the Change**

As of January 1, all Homewood Suites properties officially became pet friendly. They joined their sister brands Home2 Suites and Canopy by Hilton in offering 100 percent "petsallowed" accommodations.

Further, beginning in April, additional brands will be opening their doors to furry guests. Embassy Suites, Hilton Garden Inn, Hampton and Tru are adding "pet friendly" to their list of features.

PHOTO | BY JOSH SORENSON

"This is a big step in the hospitality industry and it couldn't have come at a better time," remarks Kim Salerno, CEO/founder of TripsWithPets. "With the increase in pet parenting coupled with Americans' eagerness to travel and return to normal, these changes will be very well received."

Among the more popular hotel brands that were early adopters of a brandwide "pets allowed" policy are La Quinta, Candlewood Suites, Red Roof Inn and Motel 6. These are some tried-and-true favorites of pet travelers and their people.

#### Heed Different Rules for "Pets Allowed"

FKEE

CON BUSINESS NEWS

While these brands all allow pets, most defer to the individual hotels within the brand to determine their own specific pet rules. That means pet fees, pet weight limits, number of pets allowed, breed restrictions, types of pets welcome, pet amenities and whether pets are allowed to be left alone in rooms, are up to the discretion of the individual hotel property.

For example, one hotel may allow up to two pets under 25 lbs. and charge a pet fee of \$15/pet per night, while another hotel from the same brand allows only one pet up to 60 lbs. and charges a pet fee of \$50/night.

"Given that hotels within most brands have different petrules, it's very important to ensure that the specific hotel you're looking to book can accommodate your needs," Salerno adds. "Don't assume that because they are part of a 100 percent 'pets allowed' brand that they will welcome your entire crew."

With the news that more brands are opening their doors to four-legged patrons, pet parents now have more options when selecting a pet-friendly place

to stay. However, before booking a room or hitting the road, pet travelers need to be clear on individual hotel rules as they pertain to pet guests.

Source: TripsWithPets.com



Sent Directly
to Your Email

To Receive,
Send Your Email to:
CBN@CascadeBusNews.com

CascadeBusNews.com

CascadeBusNews.com

CASCADEBUSINESS

E-Headines
E

(541) 389-4020 | 130 NW Greenwood Ave | BendTel.com

## Seven Habits of Highly-Effective Owners of Elderly Dogs

provided by Pet-Articles.BlogSpot.com



PHOTO | PxHERE

an's best friend is living longer than ever. This is due to our beloved canines' increased status as family member and families becoming conscientious about providing their dogs' appropriate veterinary care. As a result, we are faced with a variety of health care issues as they age. No matter which health issue you and your elderly dog may be dealing with, there are several components of good pet care you may wish keep in mind.

The first is to make sure your dog gets plenty of exercise and is not overweight. Much like humans, an overweight elderly dog will not cope as well with conditions common in older pets such as arthritis.

The second is to provide proper nutrition for the elderly dog. Older dogs do not need the same amount of calories as a younger dog. The older dog slows down a bit and, therefore, should consume fewer calories per day. Depending upon the specific issues facing your elderly dog, you may need to add some supplements to your dog's meals. Supplements such as glucosamine can be very helpful for elderly dogs with sore joints.

Third, be aware of changes in your dog's behavior. These may include variations in food and water intake and elimination, as well as emotional changes such as lethargy. You are the expert on your pet and know best how (s)he behaves when (s)he is feeling good. Make note of subtle events as such as walking into a room and realizing Sparky doesn't seem to hear you as well as she did; this could be the start of hearing loss. This is common for dogs, as is some diminished sight capacity. Your challenge as the dog owner is to figure out how to best accommodate your dog's reduced sensory capabilities. Do you need to change your environment to make sure your dog is safe? For the sight impaired dog, a baby gate over a stairway would prevent an accident. For the hearing impaired dog, many simple commands such as "sit," "stay" and "stop" have sign language equivalents which will be helpful for them to learn.

Fourth, note that old dogs can and should learn new tricks! Keeping your elderly dog engaged mentally stimulates them and provides another outlet for their spirit as their physical abilities decline. As a dog owner, you are most familiar with your dog's strengths. You are able to create games and tricks which help them use their strengths and challenge them in areas where they are not as strong. For ideas, the internet is a vast resource!

Fifth, [some] veterinarians now recommend that elderly dogs receive checkups every six months. Keep rigorously to this schedule and you will be better able to handle any health issues which may arise. If you do suspect something is wrong with your pet, do not delay in acting. No matter what the health issue, the earlier your pet is seen by the vet, the better chance of proper diagnosis and treatment.

Sixth, be resourceful. Be aware of not only traditional veterinary solutions for your pet, but also investigate possible holistic alternatives such as acupuncture and herbal medicine. Do make sure any professional practicing these techniques has been appropriately licensed and accredited. If you choose to combine traditional veterinary solutions and holistic solutions for treatment of your pet, make sure each veterinarian with whom you are working understands what the other is doing. Traditional medicine and holistic medicine treatments may not always complement each other. Full disclosure with each vet is very important.

Seventh, make sure your pet as comfortable as possible. As the aging pet has become a new demographic among pet supply stores, there are more products available to help owners keep their pets comfortable. Items range from ramps for those dogs not able to use stairs to special orthopedic beds for dogs with arthritis.

Source: pet-articles.blogspot.com

Free E-Headlines Sent Directly to Your Email 541-388-5665 • CBN@CascadeBusNews.com

## Why Business Coaching Works!

### Greg Salciccioli from Coachwell shares his Insights

#### by DAVID ROSELL — Rosell Wealth Management

t's hard to believe it's June already! It's that time of year to both work hard and play hard. Many readers of Cascade Business News as well as my clients are business owners. One of my clients is in the process of selling his successful manufacturing company. A few years ago, he hired Greg Salciccioli and his team at Coachwell here in Bend. His intention was to procure the professional guidance to prepare his company to get the systems and numbers to a certain place to receive the highest price possible as well as find the "right" buyer to take over his baby. My client stated: "Greg's ultimate goal is not only to help build a ready-to-sell business that maximizes revenue but also to help business

owners to enjoy life throughout the process." It was then that I asked Greg to meet with me so I could learn more. I was so impressed with him as a person as well as the service he provides that I asked him to be a guest columnist this month as well as interview him on my podcast show, Recession Proof Your Retirement. Greg Salciccioli is the founder and CEO of Coachwell, a professional consulting company providing executive coaching and coaching systems for leaders and their organizations. For the past 20 years he has devoted his life to helping business owners build and sell exceptional companies. He's also the author of a wonderful book titled: The Enemies of Excellence-7 Reasons We Sabotage Success.





GREG SALCICCIOLI | PHOTOS COURTESY

with a foreword by Patrick Lencioni

Here's some words of wisdom from Greg:

It's lonely at the top. When you are leading a business, often the chance for bettering yourself as an owner and leader slips through your fingers. It's not your intention to forget the importance of self- development, but it's hard to fit it into a schedule that is crammed with urgent decisions, supply chain concerns and talent management challenges.

As important as today's business demands are, the path to elevate your business is in working "on" yourself and your business not just "in" it.

And going it alone in today's challenging business climate can be brutal. All of us can benefit from the valuable "outside insight" a seasoned Business Coach will provide. The question is: how do I know I have the right coach? Glad you asked — Let's answer that question.

It's easy to get confused about what hiring a business coach means. There is a lot of noise out there and promises made, but what really matters is finding — the right experienced coach and accountability partner for you and your business. Finding the right coach means they bring an understanding of business best practices, and they care about what motivates you and your team. They possess knowledge of the many intricacies of running a business and understand how that has an impact on your profitability and team members. A good Business Coach will display competence in navigating productivity snags and challenges that come your way, be intent on listening to your problems and present solutions to the roadblocks you face.

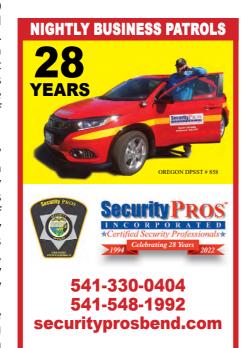
For example, we had a client that was a solopreneur who enjoyed his business but struggled with growing it. We helped him realize that if he was to grow and scale his business he needed to replicate and hire someone who could focus on full time sales. We helped him find the right salesperson and in the last nine

years his revenue has increased by 400 percent. As he scaled, he also learned how to grow additional producers. Today he owns a thriving business with over \$10MM in annual revenue. Great coaching is about taking simple ideas and implementing them to produce dramatic results. That's the essence of Business Coaching.

#### **Business Coaching is Unique**

Why is business coaching unique? And how is it different from hiring a Consultant? A Consultant is usually hired for a specific need in a business's life cycle. A sales plan, a rebranding of the company, or maybe as a temporary conflict mediator. However, a Business Coach is there for the long-term, steadying the hand of owners as they reach higher levels of productivity and growth.

Quality relationships are the cornerstone of the business coaching process. Development and growth





only happen in an environment of trust. A Business Coach is responsible for creating this trusting relationship and helping you nurture it with your team. One of the effective ways a Business Coach achieves this is through accountability.

Entrepreneurs who invest their heart and hard-earned money into a business coaching venture want more than a consultant. They need someone who is invested in their present and their future. Someone who cares for the well-being of their team and who isn't afraid to offer crucial feedback that leads to clarity and progress on the path to greater success.

#### **The Business Coaching Process**

There are a number of ways a Business Coach might work with a business owner. One of the best ways to facilitate this process is with a collaborative model of coaching. Instead of using a predetermined agenda for how to reach success, the most effective Business Coaches collaborate in building goals and action steps that accelerate results.

Active Listening also plays a big role in the collaborative coach's approach. Good coaches listen and learn in order to recommend the right solutions that advance the business.

Regularly scheduled coaching sessions are a critical part of an effective coaching process. Over the years we have discovered a bi-weekly coaching cadence to be most effective. The week between coaching sessions allows owners time to implement their action steps. Then in the next coaching meeting, learnings and results can be reviewed. This refined process with hundreds of clients over the years has proven to be highly effective.

The collaborative model of coaching with a Business Coach who actively listens and learns - gets results! It ensures business owners and team members are inspired to act in their best interests. And the process is holistic. Focusing on topics like:

- Cash-flow.
- Priority management.
- · Leadership effectiveness.
- Team member retention.
- · Marketing and sales.
- · Profit margin.

All these topics and more are captured in the Business Growth Plan.

#### **Putting Together a Business Growth Plan**

A Business Growth Plan is formed directly from the relationship between the

ontinued on Page 30 🕨





www.cornerstonefinancialbend.com

354 NE Greenwood Ave., Suite 216 Bend, OR 97701

Representative is registered with and offers only securities and advisory services through PlanMember Securities Corporation, a registered broker/dealer, investment advisor, and member FINRA/SIPC. 6187  $Carpinteria\ Ave,\ Carpinteria,\ CA\ 93013\ (800)874-6910.\ CORNERSTONE\ Financial\ Planning\ Group\ LLC\ and$ PlanMember Securities Corporation are independently owned and operated. PlanMember is not responsible or liable for ancillary products or services offered by Edward Wettig or Cornerstone Financial Planning Group, LLC

### who's who who's who who's who who's who who's who who's who





Tenley Sage Houghton

**John** Baumann

service her clients and colleagues.

Baumann's love for adventure and the outdoors brought him to the Northwest 16 years ago and he calls Central Oregon home. Originally from New York, where he worked in various sales roles, Baumann has a straightforward no nonsense approach that is trustworthy, personal and refreshing. Baumann's previous experience in education, program directing and coaching create added benefit for his clients.

The defending Special Olympics Unified Sports High School basketball state champions from Bend High School (Bend HS) will be taking their talents to Orlando, Florida next month to compete at the 2022 Special Olympics USA Games from June 5-12, 2022.

The USA Games will feature delegations comprised of Special Olympics athletes, Unified partners, coaches and staff from every state in the nation plus several countries from the Caribbean competing in 19 different sports. Many will be competing at the ESPN Wide World of Sports campus which is located on the Disney World Campus. More than 5,500 delegates will participate, supported by 20,000 volunteers and thousands more family members and supporters there to cheer and support — making this one of the largest humanitarian sports events in the world this year.

**RE/MAX Key Properties** welcomes Tenley Sage Houghton and John Baumann.

Houghton is a fourth-generation educator embracing the tenacious industry of real estate for over five years. She thrives on building longlasting relationships that honor both the immediate and future objectives of her clients. She is a professional guide and resource for anyone buying, selling and investing in real estate. She also uses her connected and highly qualified network to help support and

Special Olympics Oregon will be sending a Team Oregon delegation of 40 people with athletes and Unified partners representing all corners of the state who will compete in athletics (track & field), bocce, bowling, swimming and Unified Sports basketball.

The Bend HS Unified Sports basketball team will compete as part of Team Oregon while at the USA Games — which means that they will receive brand new uniforms and shoes donated by Nike. Competition will be a big part of the experience, but there will also be plenty of time for other special events and experiences including marching in the parade of athletes during the Opening Ceremony at Exploria Stadium (which will be aired live on ABC on June 5), a day trip to Disney World Magic Kingdom and a Family and Friends Night at Animal Kingdom during their weeklong trip to Florida.

The team has been training twice a week to prepare.

The City of Bend was awarded a \$4.8 million Connect Oregon Grant for an air traffic control tower at the **Bend Municipal Airport**.

 $A nair traffic control to we rwill increase a viations a fety in the region by {\tt separating}$ and sequencing aircraft, reduce conflicts with air traffic from Redmond, Prineville and Madras airports, and improve airport operational efficiencies. More organized traffic flow will also reduce fuel use and lower greenhouse gas emissions.

An airport's operations are measured by the number of times an aircraft

lands or takes off. Current annual operations at Bend Municipal Airport are approximately 141,000 take offs and landings.

Oregon Department of Transportation's Connect Oregon is an initiative established by the 2005 state legislature to invest in non-highway modes of transportation, such as aviation, rail and marine.

Connect Oregon made about \$46 million available for infrastructure projects. Aviation, rail and marine projects in Oregon were eligible. Out of 603 applications, 21 were awarded, including Bend's — which was the biggest request.

The City of Bend requested about \$4.8 million, which is 65 percent of the estimated total project cost of \$7.5 million, which covers design and construction. The City will seek Federal

More Who's Who Next Page ▶

### who's who who's who who's who

New hires, promotions, accolades, awards, retiring? Send us your

## Who's Who!

Send a high resolution head shot and a short, 100- to 150-word writeup to CBN@CascadeBusNews.com to be seen in the next edition of Cascade Business News.

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

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

**BUSINESS** NEWS

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

- Established and operating on or before January 1, 2019.
- Gross revenues in 2021 greater than 2019 with consistent year-over-year growth.
- Gross annual revenues \$100,000 or greater in fiscal year 2021.

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

Reported revenues should be taken from externally prepared financial statements or tax returns filed with the IRS. Deadline September 28, 2022.

**PRESENTED BY** 

**SPONSORED BY** 

the OXFORD hotel

**EVENT SPONSOR** 







### who's who who's who who's who who's who who's who who's who

ho's Who
Continued from previous page

funding for the balance of design and construction of the project.

The City anticipates the control tower will be ready for operation by late 2025.



Caldwell, currently under construction.

Schmidt

Mohr

**COLE Architects** announces two additions to its leadership team. The firm has promoted **Jennifer Mohr** and **Ian Schmidt** to partner, joining Matt Huffield, Ian Hoffman and Tim Grissom in COLE's ownership group.

Mohr has been with COLE Architects in the Boise, Idaho office for four years. In that time, she has excelled in leading projects and working collaboratively with teams across various disciplines. As a project architect she has led a large number of local projects, notably the Canyon County Fair Expo Center in

Mohr is a well-rounded and versatile architect; her passion is projects in the Treasure Valley that make an impact on the local community. Mohr is a problem solver and is consistent in attention to detail. Always aware of the environmental impacts of design, she strives to find the right systems and materials, tailored for each project. Mohr is a masters graduate of the University of Tennessee and a LEED Accredited Professional for Building Design and Construction. She is involved in AIA Idaho serving as Secretary/Treasurer and is a member of the City of Boise Planning & Zoning Commission.

Schmidt leads the COLE Architects team in the Bend office. His leadership skills and ability to guide multidisciplinary teams has been a great asset in his time at COLE as he has shown his ability to build shared direction, synthesize complex ideas and collaborate across diverse situations, stakeholders and cultures.

Schmidt's expanded role will include business development and project management. He will continue to be actively involved in firm management and various projects, overseeing design, production and operations. Schmidt is a masters graduate from the University of Washington, serves as director-elect for AIA Oregon, Bend Section and sits on various Affordable Housing committees and boards.

The **Oregon State University** Board of Trustees recently announced the names of two finalist candidates seeking to serve as OSU's next president.

The candidates are **Jayathi Y. Murthy**, dean of the School of Engineering and Applied Science at University of California at Los Angeles (UCLA), and **Charles R. Martinez, Jr.**, dean of the College of Education at the University of Texas at Austin.

Schueler said trustees anticipate selecting OSU's next president on June 3 or 7.

Jayathi Y.

Marthy



OSU's national search for a new president evaluated dozens of candidates and has been aided by a presidential search advisory committee. Trustees interviewed six candidates and considered four semi-finalist candidates before announcing the two finalists to visit OSU's Corvallis campus.

The search process was informed by input from university community members and stakeholders via a web survey and during 15 listening sessions regarding what qualities and qualifications OSU's next president should possess, and what opportunities and challenges face the university in the future.

The search process has included background checks and due diligence reviews of candidates to be advanced to campus visits. The reviews were undertaken by OSU's Office of Human Resources and the executive search firm Isaacson, Miller. OSU's Board of Trustees also engaged an independent contractor to conduct comprehensive background checks of finalist candidates to visit Oregon State.

Northwest banking leader **Karen Salman** has joined **OnPoint Community Credit Union** as its vice president of Operations, a key position for the expanding credit union, which has hired nearly 300 employees in the last year as it opened 20 new branches.

Salman comes to OnPoint after 15 years at Unitus Community Credit Union, most recently as its associate vice president of Deposit Administration. She brings national experience leading core conversions and deep branch and operations experience, with a 15-year tenure



Karen Salman

More Who's Who Next Page ▶

## Businesses Serving Community



PHOTO OF FIRST INTERSTATE BANK EMPLOYEES AND EMILY BOYNTON OF MOSAIC MEDICAL TOURING THE NEW MADRAS HEALTH CENTER



PHOTO OF COAR AND MOSAIC TEAM MEMBERS AT MADRAS HEALTH CENTER CHECK PRESENTATION PHOTOS COURTESY OF MOSAIC MEDICAL

#### MOSAIC MEDICAL

Mosaic Medical recently received two generous donations from local businesses, including First Interstate Bank (\$10,000) and Central Oregon Association of REALTORS (\$25,000). The funds will be used to support the

development of the new Madras Health Center, a partnership with Jefferson County Public Health.

In addition to their financial support, FIB employees donated their time to Mosaic, volunteering over 170 hours at Mosaic's community vaccination clinics last year.

The new health center is located next to St. Charles Madras at 500 NE A St. on land donated by the hospital system. The building houses 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.

#### **HUNGER PREVENTION COALITION OF CENTRAL OREGON**

The Hunger Prevention Coalition of Central Oregon (HPC) has quietly been making a huge impact throughout our Central Oregon community. Celebrating its 20th anniversary in 2022, HPC has passed the \$1,000,000 mark in funds raised and distributed to partner agencies for the sole purpose of increasing the nutritional quality of food available to our neighbors in need. With HPC's assistance, participating food kitchens and outlets are able to include more fresh fruits, vegetables and proteins — such as meat, dairy products and eggs — in every meal and food box.

As endowment income coupled with member fees now fully cover the minimal overhead expenses of the all-volunteer organization, HPC is sending all money raised this year to partner agencies. The endowment was established with funds raised during several golf tournaments hosted by Newport Avenue Market for the benefit of HPC early in its formation. Among the Coalition's earliest boosters, the Market also held the first successful trial run of the Help Fill Empty Plates checkout placards in 2002 and has been featuring them on the counters ever since. As the Market's founder, Rudy Dory said all those years ago, "No one should ever go hungry."

Robin Popp, HPC board president, pointed out that the people benefiting from these funds live not only in Bend, but in Prineville, Redmond, Warm Springs, LaPine and areas in between.

#### **FAMILY ACCESS NETWORK**

The Family Access Network (FAN) received a \$5,000 grant from St. Charles Foundation to support FAN services throughout Central Oregon. FAN advocates work every day to connect children and families who are low-income, living in poverty, or experiencing homelessness to crucial basic-needs services. Working with partner organizations throughout Deschutes, Crook and Jefferson counties, FAN advocates connect clients to resources for food, clothing, shelter, health care, transportation assistance and much more.

### who's who who's who who's who who's who who's who who's who

ho's Who
Continued from previous page

Salman enjoys spending time with her adult daughter and experiencing the bounty of the outdoors in the Pacific Northwest.

at Bank of America and two years at Sterling Savings Bank.

Salman will provide strategic operations leadership and oversee all deposit operations and support functions, including ATM, electronic payments, check services, records retention, account/branch support, IRA/HSA/tax reporting, escheatment and business account services. By fostering efficiencies on her teams and within all operations, Salman will free up front-line staff to develop strong relationships with members.

Outside of her professional experience, Salman has also served the community as co-leader of the Global Women's Leadership Network's Portland-Vancouver Sister Society since 2017. The professional organization works to narrow inequality gaps for women and grow the pipeline of women leaders in the credit union industry. In addition, she has mentored Rose Festival Princesses since 2015, working directly with Parkrose High School students. A competitive race walker,



Greta Luera

**Greta Luera** recently joined **Total Real Estate Group** as a licensed real estate broker in their NW Crossing office. Born and raised in the Pacific Northwest, Luera understands all there is to love about living in Central Oregon. Having lived in Seattle, the Bay Area and Bend, Luera is an expert at relocating. She brings valuable knowledge in what it takes to make your new home, home. With a decade of experience in real estate, Luera hopes to create lasting relationships with clients while helping them find their dream home.

## KPOV Announces Most Successful Spring Membership Drive in Station's History

POV High Desert Community Radio received record-breaking support from the Central Oregon community during their recently completed Spring Membership Drive. Individuals and local businesses came together to donate over \$41,000, exceeding KPOV's goal of \$40,000 and breaking their record by nearly \$6,000. KPOV is grateful to their DJs and volunteers for curating special programming and driving the massive fundraising push for the station.

"On behalf of the Board of Directors and staff, I would like to express my sincere thank you to everyone in the KPOV Community," says Board President Kurt Kempcke. "We are so grateful to the over 320 KPOV listeners who showed up to support your community radio station during our Spring Membership Drive, making this the most successful membership drive in KPOV's 17 years on air!"

KPOV's Station Manager Bruce Morris echoes Kempcke's statements and adds, "KPOV works hard every day to lift up as many local voices as possible, especially those that often go unheard. We are proud that you spoke up this spring to show radio by the people and for the people is a vital part of our community's fabric."

KPOV also expresses gratitude to the great local businesses who bolstered the effort, including Worthy Brewing for their inspiring support. The station thanks El Sancho Taco Shop, The Point Pub and Grill, Strictly Organic Coffee Company, Sunriver Resort and Hayden Homes Amphitheater for providing thank-you gifts and prizes for the drive.

KPOV High Desert Community Radio is a listener-supported, volunteer-powered, nonprofit community radio station that broadcasts at 88.9 FM and at kpov.org. KPOV produces original local programming, including civic affairs, election coverage, and the most diverse music programming in Central Oregon. The noncommercial station also features several nationally syndicated news and information programs not otherwise heard in the area.



KPOV DJS | PHOTO COURTESY OF KPOV HIGH DESERT COMMUNITY RADIO

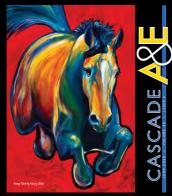
KPOV is located in downtown Bend. Contact KPOV by calling 541-322-0863 or visiting kpov.org.

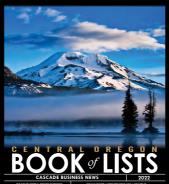
kpov.org

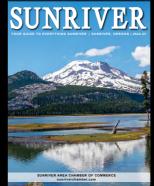
## Cascade Publications Inc.

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









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



# Two Local High Schoolers Join an Expedition to Alaska Focusing on Ocean Plastic Clean-Up

aining leadership development, STEM career education and environmental stewardship skills, The Environmental Center's Jackie Wilson and two local high school students will join the Ocean Plastic Recovery Project on an expedition to Katmai National Park in Alaska to remove marine debris alongside scientists, advocates and environmentalists. The goal of the project is to remove 25 tons of ocean plastic from the marine environment and improve approximately 500 acres of coastal habitat for salmon, bears, and other wild inhabitants of this 4,000,000-acre park.

"I am thrilled to be able to bring this education and leadership opportunity to local youth and see the expedition and learning through their eyes" says Wilson, who participated in a similar expedition last year with a fellow Environmental Center staff member, where they picked up over 8,500 lbs. of plastic waste from the remote environment.

Upon their return, students will share what they learned with their community







PHOTOS | COURTESY OF THE ENVIRONMENTAL CENTER

here in Central Oregon and look to integrate more opportunities like this one for students that participate in The Environmental Center's youth education and leadership development programs. The two participating students, both juniors, are also active in the Green Leadership Coalition, a group by and for high school students across Central Oregon working together to amplify sustainability and environmental justice issues.

Their expedition has been partially funded with generous support from Children's Forest of Central Oregon and Mt. Bachelor, as well as a handful of community members. Students are still seeking additional funding to help pay for travel, lodging, food, and gear. Donations to support this trip can be made at: envirocenter.org/send-youth-leaders-to-katmai-national-park.

envirocenter.org



## Sisters Farmers Market Seeks Musicians, Vendors, Volunteers & Nonprofits

#### by T. LEE BROWN

Sisters Farmers Market will launch a new season of microlocal food, artisanal goods and live entertainment on June 5. While many slots are already filled, the market is still seeking vendors, musicians, nonprofit organizations and volunteers to participate.

Folks of all ages can join in this charming, uniquely small-town farmers market experience. The market runs every Sunday from June 5 to October 2, from 11am to 2pm.

Vendors from around Central Oregon love selling their wares at Sisters Farmers Market. Wendy Storm, based in South Redmond, has brought Mystic Roots Creations to Sisters Farmers Market for the last four years. She says it's her favorite farmers market in the area.

"I love the community of people that go there," Storm enthuses. "I really love that it's a small market."

Her line of organic skin care products for humans and dogs is popular. "You know what's funny," she adds, "Sisters Farmers Market is an hour less [than other markets] but I make just as much money."

Rebecca Saul of Glimfeather Farms raises goats and makes a line of natural soaps and bath goods with their milk. "I love bringing my products to the Sisters Farmers Market mainly because of the people," she says. "Everyone is always so cheerful and happy to be there, and the other vendors are a pleasure to work alongside of. It is a very good market for me in terms of sales."

She describes Sisters as "a wonderful little town," noting that "Fir Street Park is a cozy and beautiful location for the market; the music adds an almost festival-like ambience."

Each Sunday, a different nonprofit organization will be featured at the market. "We are excited to provide this rotating weekly booth space to our amazing local nonprofits and community service organizations," said the market's new manager, Michelle Jiunta. "It's a place where they can share information, education and activities."

Musicians will perform on the beautiful Songbird Stage, known to many as an outdoor Sisters Folk Festival venue. Musicians wishing to apply should contact Jiunta via email to sistersfarmersmarket@gmail.com.

Volunteer Chloé Lepeltier says, "Sisters Farmers Market is a place to gather and share experiences, have fun, have access to good foods, get to discover makers. Music, art, activities, education for kids — it's more than just a place to buy food."

Originally from France, Lepeltier moved to Sisters in 2020 and began helping out the market. "Volunteering was the best thing that could have happened to me, moving to a new town in the middle of a pandemic," she shares. "I've met so many people who I'm able to call friends."

At age 11, Sisters Middle School student Molly Fredland worked last summer as a market volunteer. "It was very fun and it was a great learning experience," she says.

The market is operated by nonprofit organization Seed to Table. "We love



WENDY STORM OF MYSTIC ROOTS CREATIONS SELLS HER HANDCRAFTED PERSONAL SKINCARE ITEMS FOR PEOPLE AND DOGS.
SHE SAYS SISTERS FARMERS MARKET IS HER FAVORITE MARKET IN THE AREA I PHOTO BY OCTAVE ZANGS @OCTAVE / PROVIDED.

being able to meet up with people and explore local makers at the farmers market," said founder Audrey Tehan. "Vendors, visitors, folks in the community — everyone gathers together. There's so much good food, it's just a fun way to enjoy Sunday afternoon."

Lepeltier, the volunteer, enthused: "I love Seed to Table, I love the farmers market and I'm excited for the next season to start."

Sisters Farmers Market runs 11am to 2pm every Sunday, June 5 through October 2 at Fir Street Park. The park is located one block north of Cascade Avenue/Highway 20 at the corner of East Main and North Fir Street in Sisters. Kids cool down in the park's splash pad on hot days.

Food assistance programs are accepted at Sisters Farmers Market, including SNAP, EBT and WIC/FDNP checks. Shoppers using SNAP dollars at the market are eligible for matching funds via Double Up Food Bucks (DUFB). Admission is free.

Vendor and volunteer applications are available at sistersfarmersmarket.com under the "Apply" tab. Potential volunteers can look under "Get Involved." All are welcome to browse for information about the market and sign up for the email newsletter. Instagram users can follow @sistersfarmersmarket as well.

sistersfarmersmarket.com

## Kids INC Afterschool Care to Open Application Process for 2022-23 School Year

### Program Enrollment Includes Limited Part-Time Options to Serve More Families

by JULIE BROWN, Communications & Community Relations Manager — Bend Park & Recreation District

end Park and Recreation District (BPRD) is opening the application process for the Kids INC afterschool care program immediately following the holiday weekend.

The Kids INC application process for the 2022-23 school year began May 31.

- Applications must be received by June 7 at 5pm to be included in the initial selection process. A lottery will be used to determine selection and waitlist status.
- Applicants will be notified of their status by June 17 and will have until June 23
  to secure the space with a first month deposit.

To learn more and apply online, visit the BPRD website, between May 31 and June 7 at 5pm. If online access is a barrier, applications can be accepted by phone at 541-389-7275.

The primary purpose of Kids INC is to support the afterschool care needs of working parents and guardians who do not have other options for their elementary school-aged children. Due to limited capacity, BPRD staff will prioritize those families and guardians who need full-time afterschool care to sustain their employment.

"We know that childcare needs are great in Bend and we do all we can as the largest provider of afterschool care for school-aged children," said Matt Mercer,

BPRD recreation services director.

For the 2022-23 school year, Kids INC will offer part-time options as well as full-time. Part-time space offering is a direct result of parent and guardian input from the more than 150 people who attended 12 town hall meetings and the over 600 online survey received this spring to inform next year's program. While 80 percent of people indicated that they needed full-time care, over 90 percent responded that they would be interested in part-time options if full-time was unavailable.

"Thank you to all families who took time to engage with us. It deepened our understanding of the importance of afterschool care to support working families and how we may be able to help more families with part-time care," added Mercer.

Families selected for part-time spots will have an option to move to full-time when spaces become available, if they indicate during the lottery that full-time care is preferred. This may occur prior to the start of the school year start or any time during the school year, based on staffing levels and space availability at the school.

BPRD asks that families that do not rely on afterschool care to meet job requirements or have alternate afterschool care options available to consider one of the many enrichment and sport programs.

bendparksandrec.org

## Deschutes Historical Museum Announces Juneteenth Free Day

by KELLY CANNON-MILLER, Executive Director — Deschutes Historical Museum

he Deschutes Historical Museum has joined with Juneteenth Central Oregon and The Father's Group to offer a free day on Saturday, June 18 as part of the Juneteenth 2022 celebrations.

Juneteenth 2022 is scheduled for June 18-19, 2022, at Drake Park. A full list of events, programs, and entertainment can be found on their website, juneteenthcentralor.com.

The Deschutes Historical Museum is currently hosting the exhibit *Timber Culture*, a traveling exhibit from the Maxville Heritage Interpretive Center. The exhibit explores the lives of loggers and their families drawn together from different cultures during the great migration of African Americans from the South, and presents an inclusive look at Oregon's multicultural logging communities. In sharing and discussing the history of the segregated logging community of Maxville, Oregon, the exhibit examines issues of race and social justice through the lens of Oregon's history.

"It's an important story almost lost to memory if it weren't for Maxville's founder and executive director, Gwen Trice," says Kelly Cannon-Miller, executive director for the Deschutes Historical Museum. "It not only challenges popular notions of who worked as loggers, but shows what was possible when Maxville's families ignored the segregation lines drawn on town maps. We are excited to add Maxville's voices to this year's Juneteenth celebrations."

Juneteenth Free Day hours are 10am to 4:30pm. The Deschutes Historical Museum is located in historic Reid School, 129 NW Idaho Ave., a short walk from the festivities at Drake Park. For more information, call 541-389-1813.

deschuteshistory.org • juneteenthcentralor.com



MAXVILLE CHILDREN | PHOTO COURTESY OF DESCHUTES HISTORICAL MUSEUM

# Can You Help Out at the Bend Beer Chase & Help Us Earn a Donation for the Ranch?

entral Oregon Veterans Ranch (COVR) is seeking eight more volunteers for Saturday, June 4 between 7am-12:30pm to support our Bend Beer Chase exchange point.

This is a distance running relay that passes through the Ranch on its way to Redmond. Runners handoff to their teammates every few miles, and we are one of those spots.

In addition to a fun experience engaging with this event, COVR will also receive

a donation from Cascade Relays, the race organizer, based on volunteer hours.

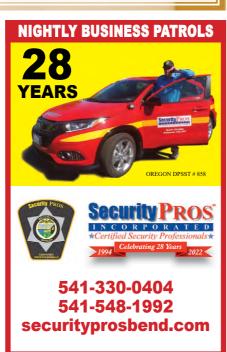
We received a \$700+ donation last year based on our volunteer hours! We really need help off site directing runner traffic, as well as a few other important jobs.

Email Michelle at michellea@covranch.org to sign up!

covranch.org









### efferson County Continued from page 3

these kinds of resources to stimulate speculative development. Given the low vacancy rates (less than one percent) in neighboring communities, it's logical that newly constructed space will generate additional interest from companies looking to relocate to Jefferson County, while providing new options for existing businesses looking to expand."

This incentive may be used in conjunction with the Jefferson County Enterprise Zone program, which offers three-15-year property tax exemptions for qualifying new buildings, renovations to existing buildings and real and personal property used in the business process.

The source of funding used for this industrial construction incentive program is the American Rescue Plan Act (ARPA), distributed by the State of Oregon via the Coronavirus State Fiscal Recovery Fund.

Grant details are available at jeffco.net/administration/page/2022-jeffersoncounty-mfg-industrial-space-grant and the soft deadline for sealed applications is Friday, June 3, 2022, at 4pm.

Contact:

Kelly Simmelink, County Commissioner — 503-730-6573

Jeff Rasmussen, County Administrative Officer — 541-460-0889

#### **About Jefferson County:**

Established in 1914, Jefferson County comprises the northern portion of the Central Oregon region and includes Oregon's largest Native American reservation. It is home to some of the largest manufacturers in the region, has among the state's most diverse population and its farms produce the majority of the annual U.S. and global carrot seed supply. The five communities of Jefferson County include Madras, Metolius, Culver, Warm Springs and Crooked River Ranch, which together, share a common desire for a vibrant future.

jeffco.net

## Continued from page 3

people here and make Bend special."

#### **Projects eligible for consideration must:**

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

 ${\it ``Projects'} including trail development, urban gathering spots, winter backcountry$ infrastructure and river access and accessibility are all examples of the kinds of proposals we're seeking," Gordon added. "We're looking for projects that have already cleared all known barriers and can hit the ground running once funded."

The Bend Sustainability Fund offers a welcome boost not just for visitors who journey to Bend for outdoor recreation and urban adventures, but for locals eager to see protection and enhancement of Bend's community at large.

"As an avid recreationist and advocate for our environment, I believe it's imperative to understand that we have impacts as we travel through a landscape in pursuit of adventure," explained Jared Garfield, owner of Wanderlust Tours and a Bend resident since 2013. "It is that adventure that sustains us as humans, and in return, we are obligated to help preserve the gifts given to us by our sensitive ecosystems. Having an organization like Visit Bend dedicated to preserving these wild places is such a powerful tool. The mission of Wanderlust Tours aligns with

that of Visit Bend, and we are proud of the work they do to improve our backyard for visitors and locals alike."

At bendsustainabilityfund.com, users can find fund criteria, a list of frequently asked questions and previously funded projects. The funding cycle opens July 1 and will close July 31, 2022 so organizers can evaluate applications. Grants will be issued in early October.

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

"The Bend Sustainability Fund is an innovative approach to supporting sustainable public and private infrastructure development, to benefit visitors and residents alike," explained Rachel Colton, Park Planner for Bend Parks & Recreation District. "It fosters public-private partnerships and strengthens our community, including protection of the natural environment, development of new community resources and improved access for all. Bend Park and Recreation District is proud to be a part of the program and contribute to its success."

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

#### **About Visit Bend:**

Visit Bend is a non-membership, nonprofit economic development organization dedicated to promoting tourism responsibly on behalf of the City of Bend. We're a leading provider of information on Bend, Oregon hotels, restaurants, activities and Oregon vacation planning. To learn more or to order a complimentary Official Visitor Guide to Bend, contact Visit Bend at 1-800-949-6086 or visit visitbend.com. visitbend.com • bendsustainabilityfund.com

## Continued from page 23

Business Coach and the owner. Each plan is customized to the particular needs of the client. It all begins with the client and what needs and expectations are most urgent in their world. This gives the coach a sense of direction. The client's priorities, not the coach's, come first. Identifying opportunities, roadblocks and priorities are part of building a successful Business Growth Plan.

Business Coaching, while a bit of an art and a science, isn't about flying blind. Key metrics are established in a Business Growth Plan to measure growth. As part of the Business Growth planning process the Business Coach watches: staff retention, cash flow, productivity, company culture and the owner's productivity levels while at work.

One of the most effective tools in a Business Growth Plan is a Business Valuation.

#### The Business Valuation

A business valuation covers all areas of a business's competency and helps a Business Coach and the Owner gauge market value of the business. The Business Valuation is a diagnostic tool to not only understand the market value of the company but also "understand what's going on under the hood" as well as areas of opportunity to help the business expand.

A business valuation benefits a business of any size, regardless of whether or not they are ready to sell. It shows the likelihood your business will grow in the future and at what rate, helps you to understand cash flow swings and seasonality of sales and how differentiated your business is from competitors. The point of a business valuation is to provide a set point for where the business is in its pursuit of future growth. It shows what factors are within your control as a business owner and how you can improve the valuation of your company.

#### The Power of Business Coaching

Business Coaching is all about results. When solutions are implemented, there will be signs of improvement everywhere you look.

The important thing to understand is that business coaching doesn't work to fix problems or people. The Business Coach engages relationally owners, and their teams, to inspire, direct and promote positive change in every way possible.

Greg can be reached at greg@

coachwell.com or 541-728-0601.

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.

Securities offered through ValMark Securities, Inc. Member FINRA, SPIC.130 Springside Drive, Suite 300, Akron, OH 44333 800-765-5201 Investment Advisory Services offered through ValMark Advisers, Inc., a SEC-registered investment advisor. Rosell Wealth Management is a separate entity from ValMark Securities, Inc. and Coachwell.

RosellWealthManagement.com

## BUSINESSNEWS

## Subscribe to Cascade Business News

RECEIVE A FREE COPY OF OUR 2022 BOOK OF LISTS



**Book of List Online Combo:** \$200 (Out of Area \$210)

1 Year of Cascade Business News

1 Year Online Book of lists

1 Hard Copy of Book of List Annual Savings of \$58

Cascade Business News: \$35 (Out of Area \$40) (includes online subscription)

**ONLINE Cascade Business News:** \$22 (Online Only)

Cascade A&E: \$25 (Out of Area \$30)

\_ Get ALL print pubs for \$50 (Out of Area \$60)

NAME:		
ADDRESS:		
CITY:	STATE: ZIP:	
PHONE:	EMAIL for E-News:	
CHECK ENCLOSED	PLEASE BILL MY: 🔲 VISA 💮 MC	
VISA/MC #:	EXP. DATE:	
SIGNATURE:	CVV:	

Published Twice Monthly Since 1994 • CascadeBusinessNews.com

## Central Oregon Business Calendar

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

### **BUSINESS EVENTS**



#### June 2

11:30am-1pm League of Women Voters of Deschutes County First Thursday Free Public Informational Meeting, Rural Organizing Project, at Unitarian Universalist Fellowship of Central Oregon, Bend.

1-4pm WorkSource Oregon Emergency Healthcare Career Fair at WorkSource Oregon's Bend Office.

Farm to Fork Benefitting Heart of Oregon Corps at Seventh Mountain Resort.

#### June 9

9am La Pine Rural Fire Protection District Regular Board of Directors Meeting and Budget Hearing at the Fire Station, 51550 Huntington Road, La Pine.

#### June 9

11am-12:30pm Bend Chamber Ribbon Cutting at Serenity Lane, Bend.

#### June 14

10-11am Bend Chamber Membership 101 at Bend Chamber Conference Room.

#### June 14

4-6pm Bend Chamber Ribbon Cutting at Mathnasium Learning Center, Bend.

### **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 5-13-2022**

#### **City of Redmond**

Commercial (Alteration) at 2329 SW Glacier Pl. Redmond 97756 OR Owner: Carol L Johnson 4267 NW 39th Dr. Redmond, OR 97756 Permit # 711-22-000017 \$20,000.00

#### **Deschutes County**

Commercial (New) 2,761 sf. at 57850 West Cascade Rd. Sunriver 97707 OR Owner: Sunriver Environmental, LLC PO Box 3699 Sunriver, OR 97707 \$978,955.00

Builder: Slayden Constructors, Inc. 720-547-5400 Permit # 247-21-006268

\$600,000.00 Commercial (New) 2,519 sf. at 191 E Tall Fir Ct. Sisters 97759 OR Owner: Timothy L & Stephanie T Hix 61125 SW Beverly Way Bend, OR 97702

Builder: JF Homes, LLC 541-233-6734 Permit # 247-22-001624

\$10,600.00 Commercial (Alteration) at 523 E Hwy 20 Sisters 97759 OR Owner: Nurbu T Sherpa 61624 Kaci Ln. Bend, OR 97702 Permit # 247-22-001971

#### **COMMERCIAL PERMITS WEEK ENDING 5-20-2022**

#### **City of Bend**

\$1,700,000.00 Commercial (New) 6,905 sf. at 1484 NW Wall St. Bend 97703 OR Owner: Sycan B Corp. Builder: CS Construction 541-536-9174 Permit # PRNC202105940 \$800,000.00

Commercial (New) 6,477 sf. at 61165 S Hwy 97 Bend 97702 OR Owner: JKC Bend, LLC Builder: Kellcon Inc. 541-312-4034 Permit # PRNC202106812

Commercial (Alteration) 575,434 sf. at 63600 NE 18th St. Bend 97701 OR Owner: City Of Bend \$575,000.00

Builder: Baggett Inc. DBA Rocky Ridge Excavation & Hauling 541-475-0162 Permit # PRSIMP202104538

\$300,000.00 Commercial (Alteration) 2,617 sf. at 20801 Brinson Blvd. Bend 97701 OR Owner: IPDM Holding, LLC Permit # PRSIMP202108523

\$98,000.00 Commercial (Addition) 586 sf. at 110 SE 9th St. Bend 97702 OR Owner: Bunger Properties LLC

Builder: Winstead Construction, LLC 54- 410-8517 Permit # PRAD202201362

Commercial (Alteration) 678 sf. at 63333 Hwy 20, Unit:Shrff Bend 97703 OR Owner: Deschutes County Builder: EC Electric 503-224-3511 Permit # PRRE202200206 \$72,000.00 \$35,000.00 Commercial (Alteration) 219 sf. at 844 NW Bond St. Bend 97703 OR Owner: Bongal, LLC Builder: Sunwest Builders 541-548-7341 Permit # PRRE202201642

\$18,000.00 Commercial (New) 1 sf. at 61049 SE 15th St. Bend 97702 OR Owner: Bend Metro Park & Recreation District

Builder: Griffin Construction, LLC 541-447-7237 Permit # PRNC202202221

\$10,000.00 Commercial (Alteration) 157 sf. at 2480 NE Twin Knolls Dr. Bend 97701 OR Owner: Twin Knolls-COIC, LLC Builder: Kellcon Inc. 541-312-4034 Permit # PRRE202201322

#### **Deschutes County**

\$1,492,050.00 Commercial (New) 15,000 sf. at 55890 Hashknife Rd. Bend 97707 OR Owner: Vandevert Ranch Association, Inc. 20310 Empire Ave. #A-103 Bend, OR 97703 Builder: LB Engineering, Inc. 541-317-2939 Permit # 247-22-002120

\$463,651.00- Commercial (New) 3,030 sf. at 273 E Hood Ave Sisters 97759 OR Owner: Hood St. Property, LLC 1555 Shadow Wood Dr. #B West Linn, OR 97068

Builder: Compass Commercial Construction Services, LLC 541-848-4073 Permit # 247-22-000589

Commercial (Alteration) at 16480 South Century Dr. Bend 97707 OR Owner: American Tower Corporation 10 PresidentialWay, Woburn, MA 01801

Builder: KDPCO Services, LLC Permit # 247-21-009721

#### **City of Redmond**

\$20,000.00

Commercial (Alteration) at 2127 S Hwy. 97 Redmond 97756 OR Owner: JKC Redmond, LLC PO Box 25822 Eugene, OR 97402 Permit # 711-22-000498 \$137,626.00



shifts pushing, pulling, lifting and braking Babb down and back up the tenmile Bright Angel Trail over the course of four days. Another 14 volunteers provided support at a campground on the canyon rim.

"I just can't say enough about this chair and my incredible team of mules," said Babb. They all performed well beyond my expectations. We couldn't possibly replicate the difficulty of this trail in our training ventures. But through our selfless teamwork and collective problem-solving skills, we were able to handle everything the trail could dish out. "

Not only that, the team managed to keep Babb stretched out, well-fed, relatively sunburn free and even cooled his feet in a frog-filled creek.

"I'm also extremely grateful for the additional support of local companies

like Food for the Sole, Picky Bars, Laird Superfood, Smith Rock Coffee Roasters and Hydaway who help us all stay nourished and hydrated every step of the wav," added Babb.

As a lifelong hiker, mountain biker and backpacker, Babb sees AdvenChair as the conduit for a lifelong passion to be active outdoors. He also envisions the chair fulfilling his firm belief that people with limited mobility can still experience the grandeur and uplifting serenity of wild places beyond where the pavement ends.

"Exploring the Grand Canyon has been a dream of mine, especially since our initial failure," said Babb. "I got to experience the grandeur of the canyon rocks, the prickly pear cactus hanging from its walls and the princess plume flower that reaches its yellow blooms to the sky. Completing this trip validates that we have created a chair that can take dreamers like me to amazing depths — and heights — with a little help from our friends."

advenchair.com

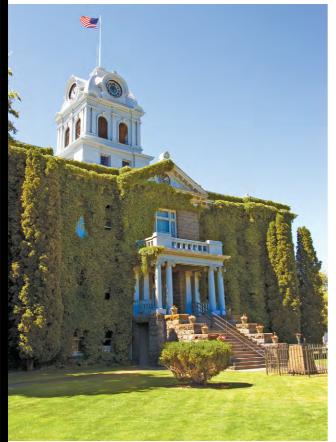


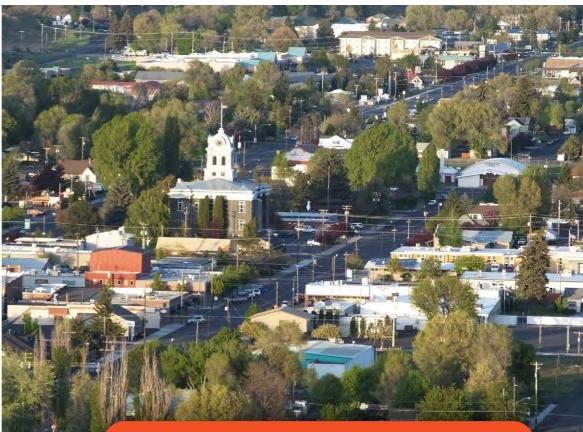
With more than 300 distribution drops in Central Oregon, CBN continues to be the #1 Business News leader since 1994.

## PRINEVILLE-CROOK COUNTY SPOTLIGHT

## Don't miss your opportunity

to market directly to Central Oregon's business community in our June 15th edition of Cascade Business News







Special Issue Rates!

\$220 / eighth page color ad

\$400 / quarter page color ad

\$700 / half-page color ad

\$1,400 / full page color ad

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

**DEADLINE IS JUNE 8**