On the

— Page 5

Enhancing & Promoting the Economic Vitality of Central Oregon Since 1994

Quality over Quantity

Urlacher Guitars Maintains the Old Luthier Craft

by NOAH NELSON — CBN Feature Writer



REBECCA URALCHER | PHOTO COURTESY OF **URALCHER GUITARS**

rlacher Guitars is a custom, handcrafted guitar maker based in Bend. The guitar maker, also called a luthier, Rebecca Urlacher, has a background in fine arts and is a graduate of the University of Oregon. She was also raised in Bend and graduated from Bend Senior High School.

"While I was in college, I took advantage of my time and spent it learning about all different kinds of artistic mediums, focusing on crafting ceramics," Urlacher said. "I practiced that for six years after graduation before learning about some renowned luthiers in Portland."

Urlacher realized that creating guitars by hand was a very unique and rewarding type of artistic expression, and decided to dedicate herself to the craft. With no experience in guitar playing or woodworking, Urlacher made her first attempt at constructing a steel string guitar in 2002, and completed the build a year later. While she is self-taught for the most part, Urlacher credits other luthiers like Jeffrey Elliott for her skills and success. Aside from learning from established luthiers, she also credits plenty of YouTube videos and old VHS tapes for educating her on the subject.

"Once I got through my first build, someone asked me if I could make one for them," Urlacher said. "In this next build, I realized that I can really improve, build on my skills and sell handmade guitars."

After a few years of building, a classical guitar builder in Eugene reached out to Urlacher and helped hone in her skills even more. "I went from being mostly

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New Family Housing Community Welcomed

Pacific Crest's 48-Unit Canal Commons II Model of Affordability & Sustainability

by SIMON MATHER — CBN Feature Writer



(L-R) HARMONY BYRNE (LRS), KRISTY THOMPSON (SWB), JOHN GILBERT (PCAH), JEFF DIRKS (SWB), ROB ROY (PCAH), KATY BOWLES (PCAH) AND JIM LANDIN (LRS) | PHOTO BY CASCADE BUSINESS NEWS

he pioneering path of award-winning developers Pacific Crest Affordable Housing has reached a new milestone with Canal Commons II, a 48-unit apartment community in North East Bend geared toward family living.

The project, expected to be fully move-in ready by

next month, forms the second phase of the 5.2-acre site's development and consists of a mix of one-, twoand three-bedroom units for families and workforce households, with rents set at less than 60 percent of Area Median Income (AMI).

Phase one of Canal Commons, off Empire Avenue,

PAGE 10

Bend Southern Crossing Development Surge

Proposals Could Add Over 1100 New Units & 45,000 Sq. Ft. of Commercial Space

by SIMON MATHER — CBN Feature Writer

esidents of Bend's Southern Crossing neighborhood recently heard of the extent of new developments in various planning stages in their surrounding area that could translate into over 1,100 new residential units together with hotels and some 45,000 square feet of commercial space.

Outgoing Land Use chair for the Southern Crossing Neighborhood Association (SCNA) Deby Deweese said the density of proposed development was spurred in part by code changes driven by Oregon House Bill 2001 and the follow-up Senate Bill 458.

Those pieces of legislation bill pushed the creation of "middle housing," perceived to be missing in many cities throughout the state, and required updates to local laws that had previously limited the types of housing people could build. The bills seek to help stimulate an increase in supply, particularly in terms of more affordable housing options.

SCNA General Meeting attendees hear that the City of Bend accepted these Bills and even took them further despite the State of Oregon allowing changes or reductions to impacts. Other cities in the state such as Eugene fought back and held multiple public meetings, but Bend held a solitary forum on the subject, only after pressure from local NA's.

"The biggest concern typically is traffic. Just these 11



CONCEPTUAL SITE PLAN OF NEW 297-UNIT MULTIFAMILY APARTMENT COMPLEX CALLED MODERA CENTURY WEST PROPOSED AT THE CENTURY DRIVE/REED MARKET ROAD/MOUNT
BACHELOR DRIVE ROUNDABOUT IN BEND | RENDERING COURTESY OF BLRB ARCHITECTS

projects that are proposed in our area equate to a nearly 70 percent increase in housing units in the SCNA district and could effectively double traffic in our area," Deweese said. "Similar growth is happening all over Bend, but tenants and homeowners will also visit the Old Mill and Box Factory — adding to traffic in the Southern Crossing portion and City Code often doesn't address the 'cocktail effect' in traffic planning.

"But what I would say is 'code is king' and I encourage

PAGF 8

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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.

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HOT NEWS

RECENT TRANSACTIONS

Compass Commercial Real Estate Services brokers Dan Kemp, CCIM and Peter May, CCIM represented the seller, Steve and Robin Rodgers, in the sale of 505 W Three Peaks Drive in Sisters. The 0.73-acre industrial property sold for \$390,000.

Brokers Jay Lyons, SIOR, CCIM, Grant Schultz and Luke Ross with Compass Commercial Real Estate Services represented the landlord, Bonnett Properties, LLC, in the lease of a 3,840 SF office suite located at 63140 Britta Street in Bend. Lyons and Schultz along with Compass Commercial broker Graham Dent, SIOR also represented the tenant, Advantage Dental Services, LLC.

Compass Commercial Real Estate Services brokers Russell Huntamer, CCIM and Eli Harrison represented the landlord, Bend of 3 Encore, LLC, in the lease of the former 1,800 SF Szechuan Chinese Restaurant space located at 1600 NE 3rd Street in Bend to Cuban Kitchen, LLC.

Brokers Russell Huntamer, CCIM and Eli Harrison with Compass Commercial Real Estate Services represented both the landlord, CVSC, LLC, and the tenant, Dakota's Brick Shop, in the lease of a 4,590 SF retail suite located in the Cascade Village Shopping Center at 63455 N Highway 97 in Bend.

Compass Commercial Real Estate Services brokers Pat Kesgard, CCIM and Kristie Schmitt represented the landlord, Greenwood Center Investment, LLC, in the lease of a 1,843 SF retail suite located at 200 NE Greenwood Avenue in Bend. Compass Commercial broker Howard Friedman represented the tenant, Alicia's Fashion, LLC.

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COMMERCIAL REAL ESTATE SERVICES, WORLDWIDE

Avelo Airlines Begins Nonstop Service to Palm Springs from Central Oregon

One-way fares from Redmond/Bend Start at \$39

Avelo Airlines today begins new exclusive seasonal nonstop service to Palm Springs, California from Central Oregon's Redmond Municipal Airport (RDM). Avelo is the only airline at RDM offering nonstop service to Palm Springs. Very low, one-way fares between RDM and Palm Springs International Airport (PSP) starting at \$39* are available at AveloAir.com.

The new route will operate on Boeing Next-Generation 737 aircraft on Mondays and Fridays. In addition to Palm Springs, Avelo flies nonstop between RDM and Los Angeles' Hollywood Burbank Airport (BUR) — LA's most popular and convenient airport.

Avelo Airlines Chairman and CEO Andrew Levy said, "We're excited to start this new service from Central Oregon with our new exclusive nonstop route to Palm Springs. Our Central Oregon Customers already know that Avelo is the most convenient and affordable way to get to Los Angeles. Now flying to Palm Springs is easier than ever — whether for vacation, a weekend getaway, or reconnecting with family and friends."

Redmond Municipal Airport Director Zachary Bass said, "RDM is very excited to grow our relationship with Avelo Airlines with their addition of Palm Springs direct service. Avelo has been a great new airline partner."

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experiences. From an emerging art scene to international film, sporting, and music events, the choices of things to do are endless. With natural hot mineral springs, lush palm groves, over 100 golf courses, and more than 300 sunny days per year, Greater Palm Springs presents a unique combination of escape, adventure, recreation, and relaxation any time of the year.

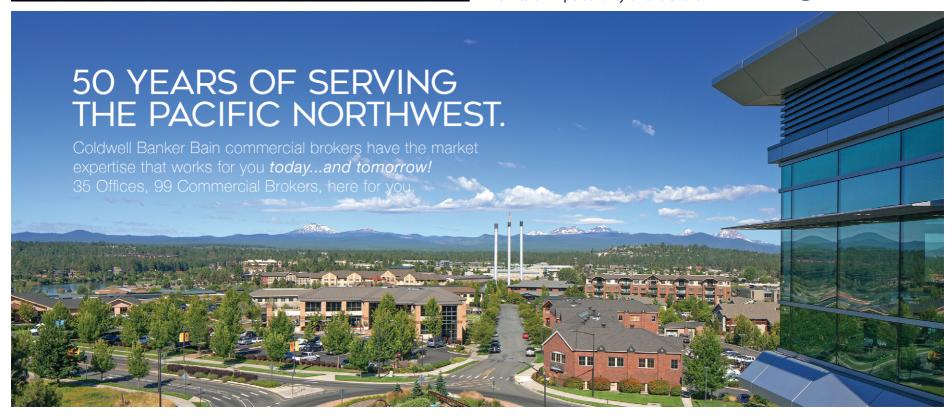
Scott White, President and CEO of Visit Greater Palm Springs, said, "Greater Palm Springs is the perfect winter getaway destination, with inspiring natural beauty, endless sunshine, outdoor activities, and unique wellness offerings like our natural hot mineral springs. Our destination offers more than 200 world-class events throughout the year, including live entertainment and major touring acts at the new \$300 million Acrisure Arena, home to the American Hockey League Coachella Valley Firebirds."

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Continued on Page 30 ►





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Business & Industry

BEND

◆ On November 16, the Bend City Council will hold a public hearing and consider adopting a new Camping Code, which would regulate camping on City-owned property and City rightsof-way, like public streets, sidewalks and landscape strips in Bend.

Those interested in commenting on the proposed code should visit the agenda for the November 16 Council meeting at bendoregon.gov/councilagenda for instructions on how to attend and provide comment. The agenda will be posted later today.

The Camping Code was developed in response to community concerns about camping along City streets and sidewalks and as part of a larger strategy to address houselessness that also includes increasing shelter beds in the community and supporting service providers that support individuals experiencing houselessness. The Bend Municipal Code currently does not ban camping on public property or rights-of-way. The City of Bend developed the proposed code to help regulate City-owned property and rightsof-way to make them safer for everyone while also being consistent with federal court decisions and Oregon law.

"Council first started talking about the development of a code to regulate camping in public rights of way in June. The real work of providing solutions for our unhoused community members, though, has been underway for the past two years," said Councilor Megan Perkins. "We're rapidly approaching our two-year goal of adding 500 shelter beds. That critical piece of capacity building has allowed us to start talking about this code, which adds a regulatory tool to our overall houselessness response strategy."

Learn more about what's proposed in the Camping Code at bendoregon.gov/ camping-code.

Development of the Camping Code included community information sessions and roundtable discussions between Council, non-profit service providers, the business community, advisory groups, and people with current and former experience living outdoors. Council also incorporated direct community input from email and public comments at Council meetings throughout the proposed code's creation.

♦ The City of Bend is hosting an inperson open house to share information about the Neff and Purcell Improvements Project. This high-priority project provides north-south connectivity and improves safety and capacity. The open house includes an overview of the project, anticipated construction schedule and traffic impacts and an opportunity to meet the project team.

Date/Time: 5-7:30pm on Thursday, November 17, 2022

Location: Deschutes Children's Foundation, 2125 NE Daggett Lane

The project includes two areas of construction and incorporates infrastructure for all modes of travel. The Neff and Purcell intersection improvements addresses capacity, efficiency and safety issues at the intersection. The entire intersection will be leveled to provide ADA compliant crossings. The Purcell extension will construct the missing section of Purcell Boulevard between Holliday Avenue and Courtney Drive. This portion of the project will also include construction of sidewalks along both sides of Purcell Boulevard between Holliday Avenue and Full Moon Drive, where gaps currently exist.

Can't make it in person? Project information is available at bendoregon. gov/neff-purcell.

♦ City Council Post Date: November 2, 2022 7:30pm, Megan Perkins' Council Update: Last week, Council held a special meeting to discuss the proposed Camping Code to regulate when, where, and how people experiencing houselessness may use City rights-ofway for survival sheltering.

I want to talk with you now about the development of that code, specifically regarding our timeline and the changes we've made so far.

Council first started talking about the development of a code to regulate camping in public rights of way in June. The real work of providing solutions for our unhoused community members, though, has been underway for the past two years. We're rapidly approaching our two-year goal of adding 500 shelter beds. That critical piece of capacity building has allowed us to start talking about this code, which adds a regulatory tool to our overall houselessness response strategy.

If you've tuned into our process, you know that creating this code has proven to be difficult and it should be. We understand the need to manage the right-

of-way for the public and its intended use, and we also want to help people in crisis on our streets. With that in mind, when we do pass a code, it will be accompanied by a Resolution that outlines the City's intent to continue and strengthen coordination with service providers that provide support to unhoused people who are sheltering in City rights-of-way. We want any rules we introduce to be balanced with offers of assistance or support. Our City Manager has referred to our efforts as aiming toward a "holistic response strategy," which, I think, truly summarizes our intention.

At this evening's work session, Councilors continued our conversation about the draft Camping Code. It has evolved through many rounds of feedback, including input from community members, advisory groups, the business community, City staff, service providers and individuals experiencing homelessness. At this point, the main focus of our discussion is time - to guide when people can shelter on City rights-ofway. We are trying to answer the question of, how long can an individual occupy a right-of-way in a tent or other camp.

At face value, it may seem like a simple question, but it involves several considerations, such as: alternative options for places people can go, how to help people maintain connections with service providers, factors like disability that might make moving challenging, and the conditions that make moving difficult, like extreme weather.

We want a code, or a set of rules, that works for everyone – for our community members, City officials, service providers, and especially for individuals who are unhoused.

The current version of the code specifies 24 hours as the amount of time an individual can spend in the rights-of-way. This would still require a 72-hour removal notice in the event of a violation which is state law for established campsites.

Council intends to pass a camping code before the end of the year. I do also want to remind everyone that any code we pass will not go into effect immediately. Instead, we will undertake an effort, along with the Coordinated Houseless Response Office and service providers, to ensure the new set of rules is understood and communicated across our community.

There will be an opportunity for your thoughts during the Public Hearing at our next Council meeting on November 16 and of course you are always welcome to email Council or make public comment at any of our meetings. I want to thank everyone who has already provided feedback regarding the draft code, and everyone who continues to listen to our questions and deliberations throughout the process.

~ Councilor Megan Perkins





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On the Intersection of Work & Life

by QUINN HANSON, Division Manager — G.A. Rogers & Associates

spend my days interviewing people who are looking for their next career move. As a result, I get an inside look Into how people are thinking about their lives, careers, and what's important to them. Outside of cash and health insurance (the bare minimum benefits to compete to hire someone), the most requested perk when joining a new company is work-life balance. I can totally appreciate the sentiment; however, work-life balance is the wrong goal. I'm writing to everyone here today to pose a new perspective; specifically, that work-life harmony is a better



goal to hold than work-life balance. The difference is subtle and important.

Balance is a state of equal distribution between things (physically, like a teeter tauter, or metaphorically, like the scales of justice). It's static. The traditional idea of work-life balance is that there is a distinct separation between to the two; neither one overly influencing the other. In the course of a 24-hour day, one might work eight hours, sleep eight hours and have the other eight hours for "life," which means something different for everyone. Life and work are not static, though. There are always competing forces and things outside our control happening. It follows then, that seeking a balance in an inherently non-static world is going to be tough (e.g., impossible) to achieve.

To make the nebulous, high-level idea of combining work and life something achievable, we can rip two definitions of harmony and repurpose them for us. Harmony (1): the combination of simultaneously sounded musical notes to produce chords and chord progressions having a pleasing effect. Harmony (2): the quality of forming a pleasing and consistent whole.

For our purposes, we can think about work-life harmony as: the combination of personal and professional activities in such a way as to produce a pleasing experience.

Seeking harmony instead of balance is a better goal for the simple fact that it's achievable. We can't control all the moving pieces in the world, so trying to balance them all isn't an option. Instead, consider creating a feedback loop between work and life that continuously energizes you and feeds into the other area. The ideal state is where life feeds your excitement for work, and the work you do feeds (not drains) the life you live.

How this plays out in reality will differ by the individual, but the steps are mostly the same. Choose work that feeds the life you live outside of work. The problems you would solve even if you did not get paid to do so is a good starting point for figuring out what kind of work would blend in well with the life you live. Taken from the opposite point of view, the work you already do might fit better into another lifestyle, though most people tend to choose lifestyle before work.

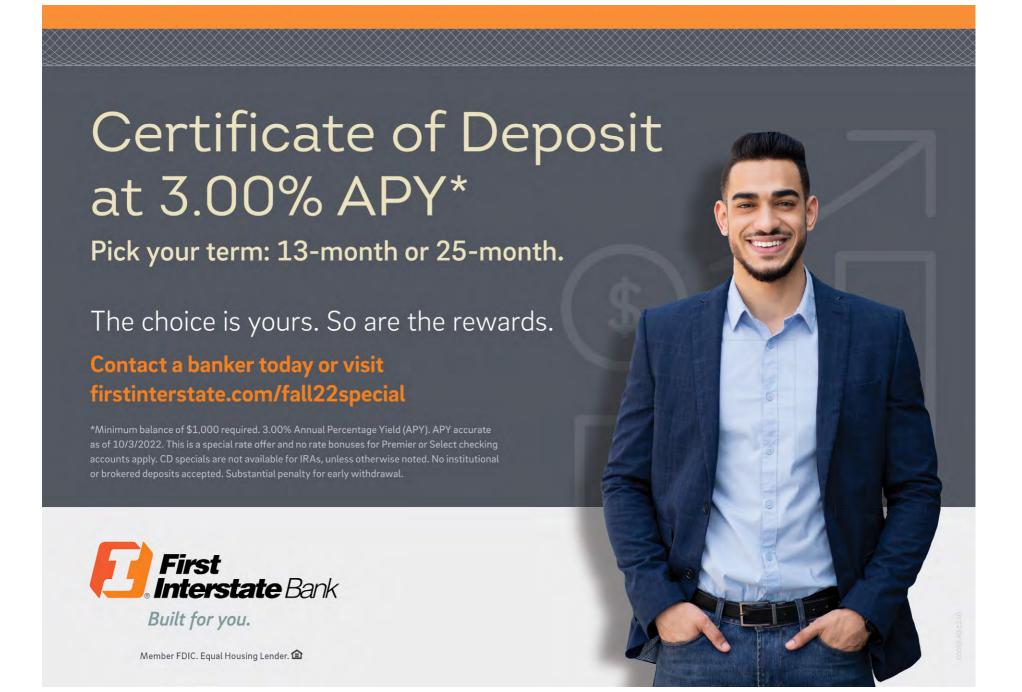
The intersection of work and life is one most of us will have to deal with for 40+ years. Having the wrong goal for that entire period of time won't do us any favors. Living in a harmonic state for those 40 years, though, will lead to much greater satisfaction for us, and the people we live with.

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Turning a Service into a Product

by MICHAEL SIPE, President — CrossPointe Capital

any businesses I work with offer a service or a product that they attempt to differentiate through offering a higher level of service. Perhaps you do too. If so, you're probably being disproportionately impacted by the economic disruption caused by the pandemic years. Online shopping, staffing shortages, supply chain problems and increasing government regulations all make the service industry more difficult than ever. We can expect this situation to worsen in 2023 as money tightens, buyers become more cost-sensitive



and look for maximum value. This will require strategic business innovations like turning services into "products."

Service Providers are Transforming their Service into a Product

Many businesses have reacted to these challenges by turning their services into what appears to consumers as if they were tangible "products." Here are a couple of examples:

- Atacoshopthattypicallyservesupalivelyin-storediningexperience, has recentlypivotedtoofferingaproduct called their "Emergency Taco Kit," a take-out survival kit for the taco lover.
- A talent booking service, as an alternative to in-person individualized performances, now offers its "Personalized Music Message" product, which enables you to commission an artist to create a customized video greeting for a loved one.

Eight Steps to Productize Your Service.

To take advantage of the market gravitation towards buying products, service providers can take the following eight steps to turn their service into a "product" in the eyes of their customers. In the process, they are able to manage workflow and supply issues more effectively. They also create market differentiation and avoid the downward pricing pressure and margin squeeze caused by the commoditization trend challenging most service industries.

Step 1: Niche Down Uncomfortably:

The first step is to narrow your focus to a single type of customer. Niche down further than you're comfortable, then niche down some more. Consider:

- Demographics: (age, gender, income)
- Firmographics (company size, industry)
- Life stage (just married, retirement)
- Company life stage (start-up, mature, etc.)
- Psychographics

Step 2: TVR-Rank Your Services:

Once you've niched down more than feels comfortable, the next step in

turning your service into a product is to identify the services you offer that are Teachable to employees, Valuable to your customers who have a Recurring need for it. I call it your "TVR."

Step 3: Get Clear on Your Quarter Inch Hole:

Harvard Professor Theodore Levitt was famous for saying, "People don't want to buy a quarter-inch drill. They want a quarter-inch hole." Be clear about what problem your product solves for your niche.

Step 4: Brand It:

With a service, you're typically hiring people. With a product, you're buying a *thing*. Unlike people who have *names*, something like the "Emergency Taco Kit" and the "Personalized Music Message" have *brands*.

Step 5: List Your Ingredients:

Service businesses customize their deliverables in a unique proposal for every prospect, but product companies list their ingredients. Pick up any package at a grocery store — whether it's a bottle of dishwasher detergent or a box of cereal — and you'll see an itemized list of what's inside the box, which is why your offering needs to list what customers get when they buy. Don't forget to note (but perhaps not fully disclose) the "secret sauce."

Step 6: Pre-Empt Objections:

When selling a service, you have the luxury of hearing your prospect's objections first-hand, and you can dynamically address them on the spot. When selling a product, you don't have the benefit of a person to overcome objections, so consider what potential objections customers might have and pre-empt them in the design and packaging of your "service as a product."

Step 7: Price It:

Services are quoted by the hour, day or project and usually come at the end of a custom proposal. Products publish their price. Consider menubased pricing to allow for customer choice.

Step 8: Manufacture Scarcity:

One of the benefits of a service business is that you always have sales leverage because your time is scarce. You can't make more hours in the day, so customers know they need to act to get some of your time. With product businesses, you need to give people a reason to act today rather than tomorrow, through things like limited-time offers, limited-access products, etc.

If the concepts you read here are intriguing, contact me to discover ways you can improve your business with our complimentary Value Builder Assessment. Michael Sipe is an entrepreneur, local business consultant and candidate for HD53 State Representative.

CrossPointeCapital.com







Michael Sipe, President CrossPointe, Inc.

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To see how these factors influence the value of your business, call or send an email and request our free, confidential, no-obligation 10x Value Catalyst Assessment. Or simply go to the business growth link below.



New Enforcement Priorities Unveiled with Independent Contractor Rule

by JOSH GOLDBERG, Attorney — Barran Liebman LLP

t is easy to overlook the significance of the United States Department of Labor's ("Department's") newly announced regulatory approach to worker classification. These rules have undergone steady revisions in hopes of articulating a clearer and more reliable test to determine if an individual is an employee or independent contractor. The trouble with this incremental approach is that industry customs may have undue influence on worker classifications and lead to businesses misunderstanding the risk that might flow from classifying certain categories of workers as independent contractors (and therefore not subject to



the protection of wage and hour laws and numerous employment rights). While these industry practices may be reinforced through years of experience, the Department has gone to great lengths to emphasize that industry practice is legally irrelevant. Given the Biden administration's new approach, there is no better time for companies to audit their worker classification practices and reconsider their criteria for classifying workers.

Old Regulatory Approach

In the final days of President Trump's term in 2021, the Department attempted to clarify when an individual is in business for the employer or themselves. The "streamlined" approach primarily looked at two factors—the nature and degree of control over the work and the worker's opportunity for profit or loss. While these two factors would frequently determine the appropriate worker classification, the 2021 rule also identified three secondary factors that may tip the balance in close cases.

The 2021 rule gave employers more freedom to set the terms and conditions of an independent contractor's work without compromising their classification. It assured employers that they are free to require an independent contractor to comply with legal obligations, satisfy health, safety and quality assurance standards, and subject the independent contractor to a business' training and policies. The 2021 rule also downplayed whether the worker was performing work integral to the employer's business. According to studies by different interest groups, millions of workers could be reclassified under this 2021 rule, but the rule was enjoined by court action and later withdrawn.

What's New

The new rule, which is scheduled to take effect later this year, rejects the streamlined approach. The Department acknowledges that the touchstone economic realities test is underdeveloped, and its rule will inevitably inject new uncertainty into worker classifications. Nonetheless, it reiterated that, ultimately, what matters most is whether the worker is economically dependent on the employer or whether the worker is in business for themselves.

The Department proposes a six-factor balancing test. In brief, the factors are: (1) the opportunity for profit of loss depending on managerial skill; (2) comparative capital investments by the worker and employer; (3) permanence and exclusivity of the relationship; (4) the nature and degree of control over the performance of the work and the economic aspects of the working relationship; (5) the extent to which

the work performed is an integral part of the employer's business, regardless of how indispensable the employee is; and (6) the skill and initiative in connection with business-like initiative. The Department's proposed rule will consider any other factor it believes is relevant, underscoring that each worker must be classified on the basis of the particular arrangement with the company and how entrepreneurial the worker is.

It also underscores that the rule does not anticipate an independent contractor will have an exclusive or indefinite relationship with a single company. Professional service, medical providers and construction companies should therefore pay particularly close attention to President Biden's regulatory approach; even if these businesses do not closely supervise a worker, they may invite risk by classifying workers as independent contractors.

Importantly, the new approach differs from the 2021 rule in that a business' decision to place control measures to ensure legal compliance, compliance with health or safety standards, or quality control is now indicative of an employment relationship.

An Enforcement Priority

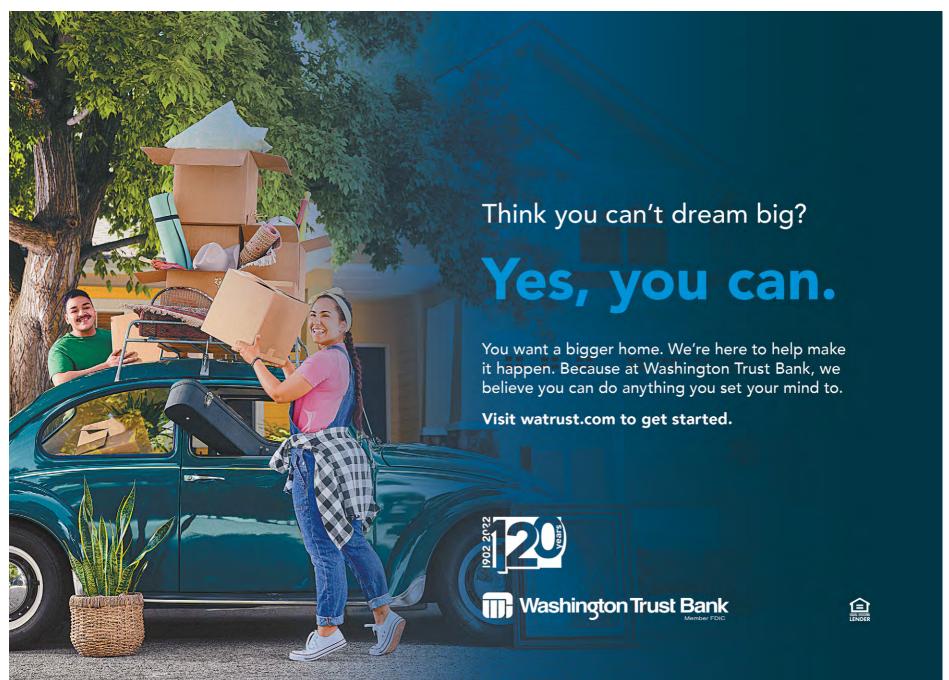
In a recently released statement of policy, the Fair Trade Commission ("Commission") has announced worker classification anti-competitive effects will now be an enforcement priority for gig companies. These companies rely on independent contractors who earn income by providing on-demand work, often through an app. With the demands of the pandemic economy, 16 percent of the American workforce now earns money through gig work and these workers are disproportionately people of color. The Commission notes that companies retain substantial control over independent contractors through the use of artificial intelligence, algorithms, or surveillance technology and make decisions about workers' schedule and pay, undermining their ability to classify workers as independent contractors.

The Commission has already issued new regulations to curb deceptive claims about gig work and required companies to be transparent and disclose potential earnings and costs. The Commission has also announced it is closely scrutinizing non-competition and non-solicitation agreements with independent contractors. However, now the Commission will also scrutinize overly broad non-disclosure agreements and it will be unsurprising if the Commission includes worker classification as part of their regulatory review of mergers and acquisitions.

Worker classification risks may be costly even for companies that do not depend on gig work. Employers who misclassify workers may be liable for back taxes, technical wage and hour violations and other penalties if the worker does not fall within an overtime or meal break exemption. And because industry practice can provide a false sense of security, revisiting worker classifications and auditing your company's practices is prudent to stay ahead of these upcoming changes in the law.

Josh Goldberg is an attorney with Barran Liebman LLP, where he advises and represents employers on a full range of employment matters. For questions, he can be contacted at 503-276-2107 or jgoldberg@barran.com.

barran.com



Business & Industry

outhern Crossing Development Continued from page 1

people to get involved earlier in planning code development to get ahead of this curve and have input. For instance, they can ask to be put on the City's email list for code changes or join the new SCNA Transportation Committee."

As part of an effort to incentivize more living options, in 2016 Bend re-zoned what it called the Core Area for more urban development, meaning buildings could be taller and could house both commercial and wider residential uses. In the wake of that move, larger projects put forward for consideration include a multi-story, 315-unit residential and retail development proposed next to the Box Factory in Bend by owner/developers Killian Pacific.

The project off Industrial Way is set to be a mixed-use urban development of approximately 480,00 square feet in a structure stepping up to six stories including 12,000 square feet of retail and approximately 450 parking stalls.

A central feature of the project will be a new "Woonerf" (the Dutch term for "street living" indicating a common space created to be shared by pedestrians, bicyclists and low-speed motor vehicles) between the existing Box Factory and the new development. The project would include a mix of townhomes and apartments, as well as grass courtyards and a major change to NW Lava Road to prioritize the safety of bicyclists and pedestrians, according to documents submitted to the city of Bend by the developer.

Following public meetings, SCNA representatives hailed the proposal for not being just the "same old, same old." The environmentally focused complex would include in-home daycare, pet facilities (including a washing station), rooftop terraces, tiered elevations to avoid a visual "wall" effect, retail businesses on the ground floor, and the outdoor pedestrian mall that will allow bicyclists to continue to ride through the Box Factory. In addition, Killian is committed to working with the City to make some of the rentals affordable.

The development focuses on strong environmental building practices as well as an emphasis on walking and biking due to the location, with Killian Pacific also committed to helping with a mobility hub for alternative transportation as part of "raising the bar" on development.

Other concepts contemplated for the area include Mill Creek Residential's





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RENDERING OF THE PROPOSED BRI AT OLD MILL, WHICH INCLUDES FOUR STORIES OF ACTIVE ADULT APARTMENTS, TOTALING 168 UNITS,
OVER COVERED PARKING BELOW | RENDERING COURTESY OF CURTIS MINER ARCHITECTURE

plans to develop a new 297-unit multifamily apartment complex called Modera Century West at the Century Drive/Reed Market Road/Mount Bachelor Drive roundabout on Bend's Westside. The proposed apartments will be in two buildings, each at five stories over ground-level parking. BLRB Architects recently hosted a virtual meeting to answer questions on the project from the public.

Bri at Old Mill, designed by Utah-based Curtis Miner Architecture includes four stories of active adult apartments, totaling 168 units, over covered parking below. Community amenities will include a fitness center, cafeteria, theater room, golf simulator, clubroom, outdoor pool and spa, business center and office support.

An application for 954 SW Emkay in Shevlin Corporate Park is for new construction of a multi-story, multi-family mixed-use building utilizing podium construction. The 202 total residential units include five walk-up townhome units, with retail spaces planned at the ground level.

A roughly 250,000-square-foot development is being planned along the bluff above the Deschutes River and Bill Healy Bridge in southwest Bend. "Bend Village" will include condos, retail, restaurants and hotel lodging, according to planning documents filed with the city of Bend. The project proposes seven buildings on approximately seven acres of land. The complex also runs along Mount Bachelor Drive, with some frontage along Reed Market Road near the bridge.

Other developments in the pipeline include two-story lofts on NW Arizona, a 21-lot small unit development subdivision proposal for 61429 Blakely Road, 29 upscale townhomes behind Selco on Scalehouse Loop in the Old Mill District, and 31,000 square feet of retail and nine residential units in the Old Mill District at the intersection of SW Mill A Drive and SW Powerhouse Drive.

Further on the horizon, Beverly Hills-based developer Kennedy-Wilson has plans for the 21-acre former Kor-Pine mill site owned by Bend-based construction material company Hooker Creek through a joint venture. The property is located just south of downtown Bend and adjacent to the Old Mill District east of the Deschutes. Kennedy-Wilson said the development will align with the goals set in the Core Area Plan adopted in 2020. Plans are still being developed, but the developer said they are aiming for a vibrant, connected and walkable community. The concept is further out as any development would require significant investment in infrastructure and detailed traffic and transportation network planning.

Further east, the Stephens Road Tract offers 261 acres where the City hopes it can build housing to address the rising cost of living, with developing infrastructure also key to its creation. SCNA has been involved in discussions regarding protecting view easements and trails on Central Oregon Irrigation District (COID) land, as well as traffic plans for Southern Crossing.

Save Bend Green Space (*savebendgreenspace.org*) is a 501 (c) (3) nonprofit whose present mission is to save property in the Deschutes South Canyon in Bend as an open space natural park and recreation area. The organization aims to improve and promote natural open spaces throughout the city, advance good environmental stewardship of lands and water, support smart growth policies for communities in Central Oregon and promote tree preservation to enhance carbon sequestration and reduce Bend's heat island effect. "If neighbors are concerned about development, they can join their relevant neighborhood association as a conduit to the City and to the developers involved," new SCNA Board Chair Roberta Silverman commented. "You can also attend the public meetings that are required before an application is filed, where you can communicate with the developer ahead of time.

"Development is very much ruled by code and it is good to understand codes and see what is allowable," Silverman continued. "Development needs to be thoughtfully planned to mitigate impacts, particularly in terms of traffic, and I would encourage interested parties to get involved in the conversation early on, so they can have a say in how our city grows."

PHOTO | BY CANVA STUDIO

Marketing to Your Region

by RON MONTGOMERY — Cight Solutions

ere are Cight Solutions, we're proud to be based in Central Oregon. So proud in fact that much of our marketing is targeted within the state and more specifically in Bend where we are headquartered.

For most businesses, a targeted focus like a specific geography can keep marketing budgets manageable and create an opportunity to be more informed when speaking to your target audience. Here are some ways you can focus your marketing efforts regionally to help grow your business!

Local SEO

If you're not familiar with SEO yet, it's important to note that there are two distinct types of SEO. Standard SEO would include keywords that are broader while local SEO is more targeted.

Let's say you own a bakery in downtown Bend. Consumers searching for "bakery near me" or "best bakery in Bend" would be more likely to find you with local SEO. With standard SEO, typical consumer searches would be less focused such as "best bakery".

The best part...local SEO generally has a higher conversion rate!

Digital Advertising

Digital ads are more precise in their targeting than traditional advertising methods. While you cannot control who sees a billboard along a highway, you have more control over viewers with digital ads.

While there are generally eight different targeting options for a digital advertising campaign, geographical targeting is one of the great ones! It allows you to ensure your digital ads are appearing to consumers within a specific area.

Because digital format ads can be updated after initial publication, this flexibility allows you to make changes such as targeted geography even after initial publication.

Leverage Local

Marketing to the geography where your business resides affords a unique opportunity to speak more specifically to your audience.

Say you own a local clothing store; you have an opportunity to market cold weather gear more predominantly when you're in the same geography and understand that you've been experiencing more snow days.

Joint marketing is another advantage, allowing you to partner with other local businesses and market your goods or services together. Own that bakery we mentioned before? Perhaps you start supplying your baked goods to a local coffee shop or restaurant. Marketing that partnership and availability of goods at one or both locations provide greater reach for brand recognition.

Central Oregon has so much to offer businesses of all sizes and industries. With tourism statistics continuing to rise, geographically focused marketing helps you reach both locals and visitors alike.

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523 N.W. Colorado Ave. | Suite 100
Bend, OR 97703 | 541.306.4324
bendwealth.com

Are you chancing it by taking your financial advice from an app or social media? Financial planning is not really a good do-it-yourself project. Do this instead: Get the financial guidance you need from someone who knows better. For a complimentary consultation, email **stu@bendwealth.com**.

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anal Commons II Continued from page 1

also comprising 48 units, was finished at the end of 2019 and fully leased by February 2021 with a waiting list of over 200 households, illustrating the continuing soaring demand for more affordable housing in the area.

With construction costs topping \$11.3 million, Canal Commons II spans two 24-unit three-story buildings featuring impressive views of the Cascade Mountains, the adjacent canal and close proximity to the 127-acre Pine Nursery public park — the largest in Bend's park system, boasting boasts expansive green space with a disc golf course, dog park and trails, plus athletic fields and courts. Residents can also enjoy balconies and easy access to surrounding schools, various shops and services.

The project amenities include laundry facilities, a commons building with

community room and warming kitchen, meeting room, fitness room, outdoor patio area, playground and raised-bed gardens.

The new apartment community was designed by the Bend office of LRS Architects and constructed by general contractor SunWest Builders. It is Pacific Crest Affordable Housing's fifth such project in Bend, including senior living facilities such as Discovery Park Lodge in NorthWest Crossing, and eighth in Central Oregon overall.

As with other PCAH projects, a high degree of sustainability and energyefficient design and construction has been interwoven throughout the development. Canal Commons II includes super high-efficiency air source heating/cooling, Energy Recovery Ventilation for all units, solar-generated electricity and solar-heated water, triple pane equivalent windows, dual flush toilets and drought-tolerant landscaping.

Rob Roy, Pacific Crest Affordable Housing co-operating manager, said, "Not only are we producing high-quality affordable housing, but we are also

utilizing as many sustainable building practices as we can incorporate into the project.

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

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

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

Recognizing that developers have



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anal Commons II
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an obligation to both the community and the environment, Roy said Pacific Crest Affordable Housing has put substantial effort into maximizing the efficiency of projects, particularly important in stabilizing operating costs as Canal Commons II utilities are included in rents.

He said each project had implemented progressively more impactful sustainability features and Canal Commons would be providing some 300kw of power through solar infrastructure, including expansive arrays, and energy net efficiency measures would reduce the project's energy consumption by 75-80 percent from Oregon's code minimum.

Other sustainable features used throughout our buildings include insulated concrete form walls, innovative truss design and thermal breaks. Lighting is 90 percent sensor-controlled and 100 percent LED, and all the appliances are Energy Star-qualified.

With a combination of ecologically considerate design and thoughtfully implemented amenities, the features

build on Pacific Crest's sustainability goals, with the aim of achieving Earth Advantage Platinum Rating — the organization's highest level.

As the population of Bend continues to surge, growing from 76,000 in 2010 to some 111,000 by 2020, and market values have climbed, affordable housing has increasingly become harder to come by for working families.

Roy added, "We are committed to creating solutions that allow residents to remain in their communities among families and friends and near their jobs for the long term.



PHOTOS | BY LINDSEY BRUNSMA

"This is our eighth project involving leveraging tax credit incentives to fund development which has helped us to provide over 300 local affordable housing units in our hometown of Bend."

Pacific Crest acquired the original site for the Canal Commons development from the City of Bend for competitive value after its proposal for the parcel won out over two other submitted designs through a Request for Proposal

COMMITMENT

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Redmond, OR 97756



PHOTOS | BY LINDSEY BRUNSMAN

anal Commons II Continued from page 11

(RFP) process following review by the council's Affordable Housing Committee.

Pacific Crest co-owner John Gilbert said, "We are pleased with the level of commitment our partners, including the City of Bend, have shown in supporting the creation of more affordable housing, and Pacific Crest Affordable Housing since our inception in 2005 has continued to build under our core principles of sustainability, livability, health and wellness, and of course, affordability.

"The State of Oregon and the City of Bend continue to have a shortage of affordable housing, and we are working diligently to provide more housing opportunities to our community," Gilbert continued. "To Pacific Crest, lowincome housing doesn't mean low-quality housing. In fact, we believe quite the opposite, so we have followed the same mission since the beginning: create high-quality projects such as Canal Commons II that seamlessly blend affordability, aesthetics and energy savings.

"The result is buildings with progressively impactful sustainability features

that provide not only dignified but also desirable housing options for lowincome residents of Central Oregon. We believe that everyone deserves not just a place to live, but a comfortable, secure and affordable place to live that provides a foundation for them to reach their full potential.

"Such is the evident demand for living options such as this, that we could have filled this complex several times over."

Funding for both phases of Canal Commons was realized through investments backed by Federal Low-Income Housing Tax Credits which subsidize the acquisition, construction and rehabilitation of affordable rental housing for low- and moderate-income tenants. Oregon Housing and Community Services (OHCS), City of Bend and private lenders are also investors.

The apartment community on Thornhill Lane is administered through Viridian Management and Pacific Crest, like many affordable housing developers, was able to secure a 20-year property tax exemption for the development

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"We have done several projects in the affordable housing sector with Pacific Crest in Central Oregon and each is unique in its own way and utilizes a different model," Project Architect Jim Landin said. "This one is designed in a more contemporary style, built as three-story walk-ups with entry from exterior stairways, which families, in particular, prefer versus the elevator with interior hallways model.

"We have been part of the team with Sun West on Pacific Crest's properties for 20 years and after working on so many projects together everyone knows their responsibilities and how to carry them out. It is a fantastic collaborative team and we learn something each time."

About Pacific Crest Affordable Housing

Pacific Crest Affordable Housing, LLC is an award-winning developer of high-quality housing for low-income tenants in Central Oregon. These projects are public-private partnerships, funded with various



CANAL COMMONS PHASE 2

Thornhill Ln., Bend, OR 97701

Property Owner/Developer:

Pacific Crest Affordable Housing Contractor: SunWest Builders

Project Cost: \$11M Sitework Start: August 2, 2021 Completion: December 9, 2022

Square Footage: 48,848 sq. ft.

Amenities: Quantity two, three-story apartment buildings — one 12 unit building, one 36 units — total of 48 units, wood framed. Solar rooftop units plus high energy efficiency design and construction. Second, and final phase of the Canal Commons 96 unit apartment campus.

Financing: First Interstate Bank
Project Manager: Kristy Thompson
Supervisor: Jeff Dirks
Architect: GL3 Architects
Principal Architect: Jim Landin
Structural Engineer: Ashley & Vance
Civil Engineer: Ashley & Vance
Mechanical Engineer:

ColeBreit Engineering Plumbing Engineer:

Land Effects

CEA Consulting Engineers
Geo Engineering:

Carlson Testing & Engineering Landscape Architect:

Subcontractors and Suppliers:

7 Peaks Paving, AM-1 Roofing Inc., Anderson Clark Interiors, Baxter Builders, Bell Hardware, Bend Commercial Glass, Bend Electric Inc., Cascade Civil Corp., Cascade Painting & Design, CCI Bend, LLC, Ceniga's Masonry, Central Oregon Trim & Door, Central Oregon Waterproofing, Custom Plus Heating, Diamond Concrete Products, Double F Welding, Fabulous Floors, Foster Creek Construction, Gail Contractor Services, Guarantee Glass & Mirror, Johnson Brothers Appliances, Lakeview Millwork Sales, Miller Lumber, McLean Concrete Construction, Mike's Fence Center, North Country Building Specialties, Northwest Laundry Supply, Pavement Protectors, Platinum Exteriors, Resist-All Seamless Gutters, Severson Fire Protection, Shamrock Northwest Construction, Sign Pro, Solid Rock Masonry, Springtime Landscape & Irrigation, Sunburst Fabrication, Superior Garage Floors, Teck Plumbing, Tye Engineering & Surveying, Ultra Quiet Floors

combinations of public funds, private investment, grants, loans and in-kind contributions. Five of the seven projects are restricted to seniors (aged 55 and better), and all are income restricted to serve households earning 60 percent of the Area Median Income or less. Pacific Crest aims to locate its projects in some of the most desirable neighborhoods in the communities in which they are located to foster a seamless blend of low-income housing with the rest of the community.

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Congratulations to **SunWest Builders** on the completion of **Canal Commons II!**

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Along with providing a comprehensive list of Central Oregon Commercial Contractors, Cascade Business News will feature

TOP PROJECTS COMPLETED in 2022

in our December 21 issue!

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

DEADLINE TO SUBMIT TOP PROJECTS IS DEC. 14







Tech Thoughts

by ROB ENDERLE — Enderle Group

Three Technical Advantages to Buying Local

hen we talk about buying local, we often point to things like how that contributes financially to the area where you live, how it helps your neighbors, and how it keeps big retail from destroying local businesses (Amazon is often held up as the evil entity in that fight). But while each of these points have merit, there are three technical reasons to buy local that are more personally beneficial, and we will cover them here.

Let's get started.

Products More Localized

When a product is conceived, the people that conceive it do so based on their own experiences. If those folks are in China, there is little likelihood that they will have any idea of what people need where you live. This was one of the things that companies like Toyota discovered when it tried to penetrate the U.S. automotive market. Products designed in Japan did not do well in the U.S., but once Toyota opened a U.S. design center, its success skyrocketed because it better understood the customer.

When a smaller company develops a product, customer feedback drives both initial and eventual product decisions over time. This makes it more likely that a local manufacturer will potentially understand and be better able to meet your unique needs than a remote company.

Potentially More Responsive

I say "potentially" because I'm sure we've all had experiences with local people that aren't responsive, but, unlike a remote company, what we say on locally oriented social media platforms like Nextdoor matters to them and, if it doesn't, we can drop in on them personally to share our dissatisfaction, providing a much stronger impact than calling someone in another part of the world to express those same views.

In addition, you're more able to create a deeper relationship with the company which provides benefits in terms of better treatment because they know you. If you have an issue, it is far better if the vendor knows you in terms of how they

respond. Think of it. You are more responsive if someone you know calls you to your job rather than some arbitrary person you have never met. With a local vendor, you can build a relationship that would be difficult if not impossible for a remote vendor or service.

Career Opportunities

As I mentioned above, we often talk about helping our neighbors. When a vendor is local and you are working closely with them, you are more likely to find out about job openings and opportunities than if you were working with a remote vendor. Unless you want to relocate, even finding out about an opening at a remote vendor would do you little good if you had to relocate to take the job and are unwilling to leave to do so.

While we may never work for a local supplier, many of us have kids, relatives or friends who are looking for jobs, and this greater access to a local company could enable us to pitch a family member or friend to a vendor we have a relationship with, and, depending on the depth of that relationship and the business's need, a local vendor provides a better job safety net if we or someone we know suddenly finds themselves unemployed or in need of a job change.

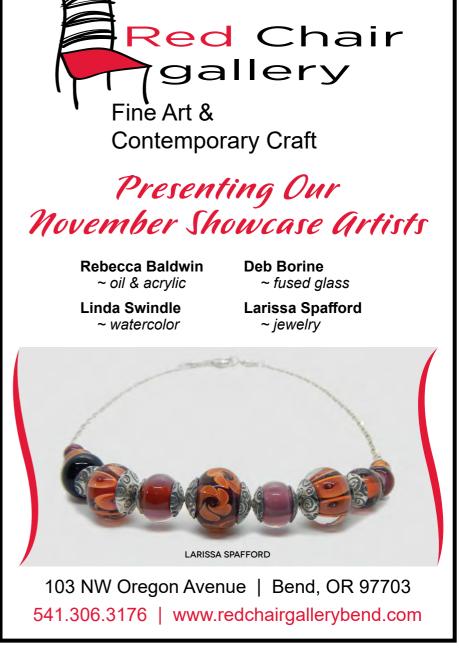
Wrapping Up

Buying local does help the local economy, but the personal benefits may be more significant. Those benefits are solutions that better meet our personal and regional needs, responsiveness from the employer (this depends on the vendor) and increased job opportunities that you otherwise would be less likely to know of that could help you and those you care about. But to get these benefits, you do have to develop a relationship with the local vendor. If you aren't willing to create that relationship, then the benefit of using the localized vendor will be reduced.

So, when given the choice, buy local. It's in your best interest to do so.

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Made in Central Oregon

Made in Central Oregon (Listed Alphabetically)

This list is just a sampling of Made in Central Oregon products. Numerous other people in Central Oregon are responsible for making hundreds of other fabulous items, it would be impossible to list every single one. Our complete list of Made in Central Oregon is posted on CascadeBusNews.com. If you would like a complete list of small manufacturers, see the CBN Book of Lists or email cbn@cascadebusnews.com. Please call us if you'd like to be added to the list: 541-388-5665.

Who Makes It	Phone/Web	Product	Where to Find It
Angelina Organic Skincare	541-647-1655 aosskincare.com customercare@aosskincare.com	Handcrafted, organic & fair trade products.	838 NW Bond St. #1, online, Anjou Spa, select retail stores in Bend & Sage Springs Spa in Sunriver.
Baldwin's Custom Hat & Boot Co.	541-610-9978 baldwinhats.com info@baldwinhats.com	Custom-made hats & boots.	See website.
Barebones Cajon	541-420-2290 facebook.com/BareBonesCajon	Handmade custom snare cajon drums made by local craftsmen.	Special order.
Be-Bop Biscotti	888-545-7487 be-bop.net orders@be-bop.net	Hand decorated, gourmet Biscotti.	Online, various local stores & retailers.
Bend Soap Company	541-241-6185 www.bendsoap.com info@bendsoap.com	All-natural skincare.	See website for locations.
Bontá Gelato	541-728-3433 www.bontagelato.com jlabhart@gmail.com info@bontagelato.com	Small batch, natural artisan gelato Italian style ice cream & sorbetto.	C.E. Lovejoy's, Central Oregon Locavore, Devore's, Farmer Brown's Farm Stand, Food4Less, Natural Grocers, Newport Market, Whole Foods, Melvin's Fir St. Market, Ray's Food Place, Market of Choice.
Branch + Barrel	branchandbarreldesigns.com branchandbarrel@gmail.com	Hand-made jewelry designs utilizing natural wood or reclaimed oak barrel staves accented with hand-forged precious metals.	Online.
Breedlove & Bedell Guitar Company	877-800-4848 www.breedlovemusic.com tohinfo@twooldhippies.com	Guitars & mandolins.	Breedlove Guitar Company & dealers throughout the world.
Bronwen Jewelry	541-640-3567 www.bronwenjewelry.com	Handcrafted versatile & durable outdoor jewelry.	Online & at North Soles Footwear, Black Butte Ranch, Hopscotch Kids & locations throughout the U.S.
Bucha Buena LLC	541-840-7557 www.buchabuena.com alex@buchabuena.com	Makes alcoholic & nonalcoholic kombucha tea.	See website for locations of hard kombucha on tap & non-alcoholic kombucha.
Cascade Lavender	541-546-9390 www.casca de lavender.com in fo@casca de lavender.com	Approximately 5,000 plants & 24 different cultivars available for U-pic, essential oils, hydrosol, dried lavender bunches, buds, aromatherapy products, plants, eye pillows, neck & body wraps, sachets & gift baskets.	Farm & store located at 5000 SW Feather Dr. Madras, OR.
Cascade Spa Covers	541-388-7963	Spas, spa covers, hot tubs, whirlpool baths.	Store located north side of Bend.
Crater Lake Spirits	541-318-0200 www.craterlakespirits.com	Locally sourced ingredients including infused vodkas, Reserve products, ground to bottle Estate products, Special Projects & Rye Whiskey under their Crater Lake Spirits by Bendistillery label.	See website for locations.
Country Catering	541-383-5014 541-383-3851 www.bendcatering.com cody@bendcatering.com	Spices, seasonings, rubs, salsas, BBQ sauce.	Throughout Oregon, Idaho & online.
DANI Naturals	541-382-2339 888-306-SOAP www.daninaturals.com orders@daninaturals.com	Hand wash, body lotion, butter, sugar scrub, hand creme, shower gel, vitamin bath soak, 100 percent soy wax candles, reed diffusers.	Online, or at Newport Market, Paper Jazz, C.E. Lovejoy's, Anjou Spa, Jinsei Spa, Nashelle, Oregon Bath & Body, Pine Ridge Inn, Postal Connections, St. Charles Gift Shop, Wall St. Suites & Spa Brasada.
Dog Pack Collars	www.dogpackcollars.com dogpackcollars@gmail.com	Handmade Dog collars & bandanas.	Online.
Eberhard's Dairy	541-548-5181 www.eberhardsdairy.com ebdairy@eberhardsdairy.com	Dairy products: milk, ice cream, butter & cottage cheese, sour cream, eggnog.	Local grocery outlets.
Entre-Prises USA	541-388-5463 www.entre-prises.us info@epusa.com	Climbing walls.	Globally & online.
Faith, Hope & Charity Vineyard & Winery	541-526-5075 www.faithhopeandcharityevents.com info@faithhopeandcharityevents.com cindy@fhcvineyards.com	Wine by the bottle, glass or case.	Faith, Hope & Charity Tasting Room in Terrebonne.
Free Range Equipment	541-241-8702 freerangeequipment.com	Backpacks, Phanny Packs.	Online.
Fernweh Woodworking	541-241-2257 www.fernwehwoodworking.com justin@fernwehwoodworking.com	Small batch, hand-crafted furniture.	See website.
www. fernwehwoodworking.com	888-358-8347 www.giantloopmoto.com	Saddlebags & motorcycle tank bags: panniers, soft luggage for adventure & sport touring, snow gear for snow bikes & snowmobiles & more.	Online.
justin@ fernwehwoodworking.com	Small batch, hand-crafted furniture.	See website.	Online.
Goody's	541-385-7085 www.goodyschocolates.com info@goodyschocolates.com	Handmade chocolate & ice cream treats.	Goody's in Bend, Sunriver & Prineville, also at partner locations available on website.
High Desert Bellows	541-548-6181 www.etsy.com/shop/HighDesertBellowsCo Bisonbill42@msn.com	Handcrafted wood & leather fireplace bellows.	14870 SW Hawk Place Crooked River Ranch & fireplace stores across the West.

Made in Central Oregon

CONTINUED FROM PREVIOUS PAGE

Made in Central Oregon (Listed Alphabetically)

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Who Makes It	Phone/Web	Product	Where to Find It
Holm Made Toffee Co.	541-430-7092 www.holmmadetoffee.com randi@holmmadetoffee.com	Artisan confectioner using local ingredients.	Online, Jackson's Corner, Newport. Market, Tumalo Garden Market, C.E. Lovejoy's, Central Oregon Locavore, Desperado Boutique, Taste Oregon, Sunriver Country Store at The Village at Sunriver, Merchant Trader in Sunriver & various Central Oregon Farmers Markets.
Humm Kombucha	541-306-6329 www.hummkombucha.com hello@hummkombucha.com	Kombucha.	Over 40 locations throughout Central Oregon & at the Humm Kombucha Brewery & Tasting Room on NE Second St.
Hydro Flask	888-584-9376 www.hydroflask.com	Double wall vacuum insulated stainless steel water bottles.	Online, various local stores & retailers.
Inspired Leaf	541-388-4823 www.inspiredleaf.com cindi@inspiredleaf.com	Tea, accessories.	Online, Newport Market, Café Sintra & CE Lovejoy's. See website for all locations.
JDSup	541-788-1967 jdpaddleboards.com jd@jdsup.com	Inflatable Stand Up Paddle Boards.	Online.
Jem Organic Nut Butters	541-728-3844 www.jemorganics.com info@jemorganics.com	Raw organic gourmet specialty food.	In stores & restaurants around Oregon & the U.S. See website for full listings & online store.
Johan Closet Solutions	541-318-5200 www.johanclosets.com erik@johanclosets.com	Quality custom closet solutions. Woodworking.	Retail location on SE Bridgeford Blvd. or online.
July Nine	www.julynine.com info@julynine.com	Reusable tote bags.	Wabi Sabi, online & at boutiques throughout the world.
Lava Terrace Cellars	541-280-9935 lavaterracecellars.com duane@barkergroupnw.com	Wine.	3rd Street Beverage, Bend-South Liquor Store, Black Butte Ranch - General Store, CE Lovejoys Brookswood Market, East Bend Liquor, Market of Choice - Bend, Newport Avenue Market, Oliver Lemon's - Sisters, Trailhead Liquor & online.
LeCol's Soap Bar	541-390-8934 www.lecolssoapbar.com	Handcrafted soaps, body creams, balms, scrubs & candles.	Clementine Urban Mercantile, Hello Sunshine, Oregon Body & Bath, The WorkHouse. More listed online.
Light Elegance Nail Products	800-275-5596 541-526-1417 www.lightelegance.com sales@lightelegance.com	Cosmetic nail products.	Check online for nearest retailer.
Light My Fire: Wildcrafted Fire Fuel	www.conlocommon.com info@conlocommon.com	Bouquets of juniper, sage & other foraged materials, which, while beautiful, are also intended to ultimately be burned in a fire pit or fireplace.	Lululemon, Wren & Wild, Botanic & Luxe, Barre 3.
Lone Pine Coffee Roasters	541-306-1010 www.lonepinecoffeeroasters.com	Micro-roastery & café.	Lone Pine Coffee Roasters, Devores, Whole Foods, Newport Market, Nature's, Chow, Common Table, Madison Coffee, Hometown Grounds.
Maragas Winery	541-546-5464 www.maragaswinery.com info@maragaswinery.com	Handcrafted barrel-aged wine.	Maragas Winery, Giorgio's West Bend Liquor, Jackson's Corner East & West & online.
Metabolic Maintenance Products	800-772-7873 Fax: 541-549-3299 www.metabolicmaintenance.com	Manufacturing of vitamin supplements & natural products.	Healthcare professionals & practitioners, Metabolic Maintenance of Sisters.
Metolius Tea	833-242-4832 www.metoliustea.com	Artisan teas: chai, lattes, matcha, loose leaf teas & syrups.	Market of Choice, Newport Market, Northwest Provisions, Lone Pine Coffee, Food4Less, Natural Grocers, Palate Coffee Bar & online.
Museum at Warm Springs	541-553-3331 www.museumatwarmsprings.org museum@redmond-net.com	Native American handcrafted jewelry, beadwork & baskets.	The Museum at Warm Springs off Hwy. 26
Nashelle Jewelry	458-206-4811 855-853-1900 www.nashelle.com customerservice@nashelle.com	Creating beautiful jewelry using recycled precious metals & natural gemstones.	Store location in the Old Mill District & online.
New Growth Clothing	www.newgrowthclothing.com info@newgrowthclothing.com	Locally designed & manufactured eco-friendly, sustainable garments.	Skjersaa's Ski & Snowboard Shop, Rescue Moderne Consignment & online store.
Nomad Leather	541-815-4356 www.nomadleather.com nomadleather@hotmail.com	Handmade custom leather items & accessories.	etsy.com/shop/nomadleathernw, Desperado, The Silver Otter, Sweet Tease Salon, Lulu's Boutique, Element 909, Cowgirl Cash, Bedouin.
Oregon Yerba Mate	541-408-0058 www.oregonyerbamate.com shop@oregonyerbamate.com	Wholesale & retail yerba mate. Full breakfast, lunch, espresso & tea at café.	Oregon Yerba Mate of Redmond & online.
Pono Farm & Fine Meats	541-330-6328 www.ponofarm.com	Custom butcher shop & kitchen serving lunch, locally raised beef & heritage pork.	Corner of Cooley & Hunnell Rd., Bento Bento & Ariana.
Rack-N-Roll	541-383-1800 www.rack-n-roll.com info@rack-n-roll.com	Storing hitch racks.	Online.
Rage Productions	541-382-1001 www.rageproductions.com sky@rageproductions.com	TV & film production, web design, graphic design action sport films.	20727 High Desert Ct. Ste. 4, ski & snowboard/outdoor stores world-wide & online.

Made in Central Oregon

CONTINUED FROM PAGE 17

Made in Central Oregon (Listed Alphabetically)

This list is just a sampling of Made in Central Oregon products. Numerous other people in Central Oregon are responsible for making hundreds of other fabulous items, it would be impossible to list every single one. Our complete list of Made in Central Oregon is posted on www.cascadebusnews.com. If you would like a complete list of small manufacturers, see the CBN Book of Lists or email cbn@cascadebusnews.com. Please call us if you'd like to be added to the list: 541-388-5665.

Who Makes It	Phone/Web	Product	Where to Find It
Redmond Smokehouse Treats	541-548-5575 facebook.com/redmondsmokehouse/ redmond_smokehouse@msn.com	Free-range all-natural fresh turkeys & hams, smoked hams & turkeys.	353 SE Railroad Blvd., Redmond.
Rhino Skin Solutions	541-639-1372 RhinoSkinSolutions.com Info@RhinoSkinSolutions.com	Kin solutions, apparel, dog care, accessories.	Locally & internationally, see website.
Riff Cold Brewed Coffee	458-206-0825 www.riffcoldbrewed.com hey@riffcoldbrewed.com	Cold-brewed coffee with two simple ingredients; sustainably sourced, artisanal coffee & pure Cascade mountain water.	Available in ready-to-drink bottles, 3-liter Bag-in-Box & on draft at bars, restaurants & businesses throughout Oregon.
Ruff Wear	888-783-3932 541-388-1821 www.ruffwear.com	Gear for dogs on the go.	On website, Tumalo Creek & Kayak, pet & outdoor stores.
Sakari Botanicals	541-647-9604 www.sakaribotanicals.weebly.com	Organic & local flowers & native plant materials producing Hop, Rosehip, Lavender & Sweetgrass Oils, Lip Butters & Teas. Specialize in producing custom medicinal native products, contract wholesale plant sales & native plant consulting services.	See website.
Scavenger Woodworks	541-948-9622 scavengerwoodworks.com traegaddis@gmail.com	Custom reclaimed wood furniture.	See website for locations. Custom designs.
Schoolhouse Produce	541-504-7112 www.schoolhouse produce.com Schoolhouse Produce@gmail.com	Organic & nonorganic produce & local grocery products.	1430 SW Highland, Redmond.
Silipint	541-678-5044 www.silipint.com info@Silipint.com	Silicone pint glasses, shot glasses, bowls & cups.	Online & at various local retailers & grocery stores.
Sisters Cascade of Gifts	541-549-8591 www.sisterscascade.com	Handmade fudge.	150 W Cascades Ave., Sisters.
Sisters Coffee Company	541-549-0527 800-524-5282 www.sisterscoffee.com	Coffee, tea & coffee accessories.	Sisters Coffee Company, Rays Markets, Sunriver Market Store & Sunriver Country Store, Farmer Johns, see website for more locations.
Sparrow Bakery	541-647-2323 www.thesparrowbakery.net	Sweets & baked items, savory breads, sandwiches & soups.	Sparrow Bakery in Bend & wholesale items in local retail locations.
Spindrift	541-280-8283 www.spindriftdog.dog	Dog gear.	Bend Pet Express, Foot Zone, Sebastian's Healthy Pet Food & Supplies, online.
Straw Propeller Gourmet Foods	541-526-5677 855-507-8729 www.strawpropeller.com info@strawpropellergourmetfoods.com	All natural, on-the-go oatmeal in 15 flavors & 5 flavors of muesli made with certified gluten-free oats, non-GMO, all natural & kosher certified ingredients.	35 different Central Oregon locations including about 15 coffee shops, 20 states, Canada & Guam. Also available online.
Strictly Organic Coffee Co.	541-383-1570 541-330-6061 541-647-1402 www.strictlyorganic.com contact@strictlyorganic.com	100% certified fair trade & certified organic coffee.	Local grocery stores, at coffee shops in Bend, restaurants & on website.
Sullivan Glove Co.	541-382-3092 800-627-7954 www.sullivanglove.com orders@sullivanglove.com	Leather gloves & slippers.	Online & Sullivan Glove in Bend & other retailers.
Tastefully Bend	541-797-9691 www.facebook.com/tastefullybend	Biscotti.	See website.
Urlacher Guitars	541-554-1802 www.urlacherguitars.com	Custom-made guitars.	See website.
The Workhouse Studio Space & Retail	541-241-2754 www.theworkhousebend.com connect@theworkhousebend.com	Artisan's locally handmade crafts & goods.	50 Scott St., Bend in The Old Iron Works.
Wild Roots	www.wildrootsspirits.com	Each bottle of Wild Roots starts with a 6 times distilled & 100 times filtered corn-based vodka, infused with over a pound of natural Northwest-grown fruit. To capture the essence of the beautiful Northwest	Wild Roots Tasting Room, Cascade Street Distillery. See website for locations.
Zamp Solar	541-728-0924 www.zampsolar.com support@zampsolar.com	12-volt solar charging systems for off-grid, RV, marine, agriculture & other applications. Offer a variety of portable & hard mounted solar kits made right here in Bend, OR USA.	Solar Dealz, The Solar Store, Flyte Camp LLC, All Seasons RV Marine, Big Country RV, La Pine Ace Hardware, see website.
Zealios Skin Care	teamzealios.com info@teamzealios.com	Sunscreen, shampoo & other personal care products for performance athletes.	See website for locations.

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.



Call 541-388-5665 & get your company on a list!

Old Fashioned & Staying That Way

Gene Baldwin's Custom Hats

"I've been able to craft hats for people who

have never been able to buy a hat off the

shelf because their head is a certain shape,

too big or too small. All I need are some

measurements and I can make something

really special for those people."

by NOAH NELSON — CBN Feature Writer

ased on the quality of his craft, you might expect Gene Baldwin, owner of Baldwin's Custom Hat & Boot Co in Sisters, to have been a hatmaker his whole life. In reality, he actually got into the business a bit later in life after spending much of his career as a lab technician, then a funeral director in Portland.

"I've done a lot of things in my life, and even spent some time raising and showing Arabian horses," Baldwin said. "I started selling hats on the side during my other business ventures, and transitioned into making them myself in 2004."

Baldwin said he was inspired by a hat maker he stumbled upon in Grants Pass in a small Western store. Watching the store handcraft their hats, he figured he could learn how to do it himself. After learning from another well-established hat maker and learning how to operate the necessary machinery, Baldwin tried his hand at the craft and has been making custom hats ever since.

Everything Baldwin does is the oldfashioned way, down to the antique equipment he uses in his hat-making process. Even down to engaging and connecting with people who actually

use cowboy gear for its intended purpose, Baldwin makes sure that every hat he makes can survive on the ranch, and still look great at the Sisters Rodeo.

The main draw Baldwin has to his business is the fact that a custom hat will fit like nothing else. "I've been able to craft hats for people who have never

been able to buy a hat off the shelf because their head is a certain shape, too big or too small," Baldwin said. "All I need are some measurements and I can make something really special for those people."

Baldwin offers a variety of hat styles, and maintains some old-fashioned materials to ensure that his hats are always made at the highest quality. The

fur used to make each hat is handpicked and imported from Europe. All of Baldwin's hats are either pure beaver fur or are blended with European Hare. You choose from 100 percent beaver, 50/50 beaver and hare or 100 percent hare. A hat made with real fur lasts longer, keeps its shape better and offers better protection from the elements.

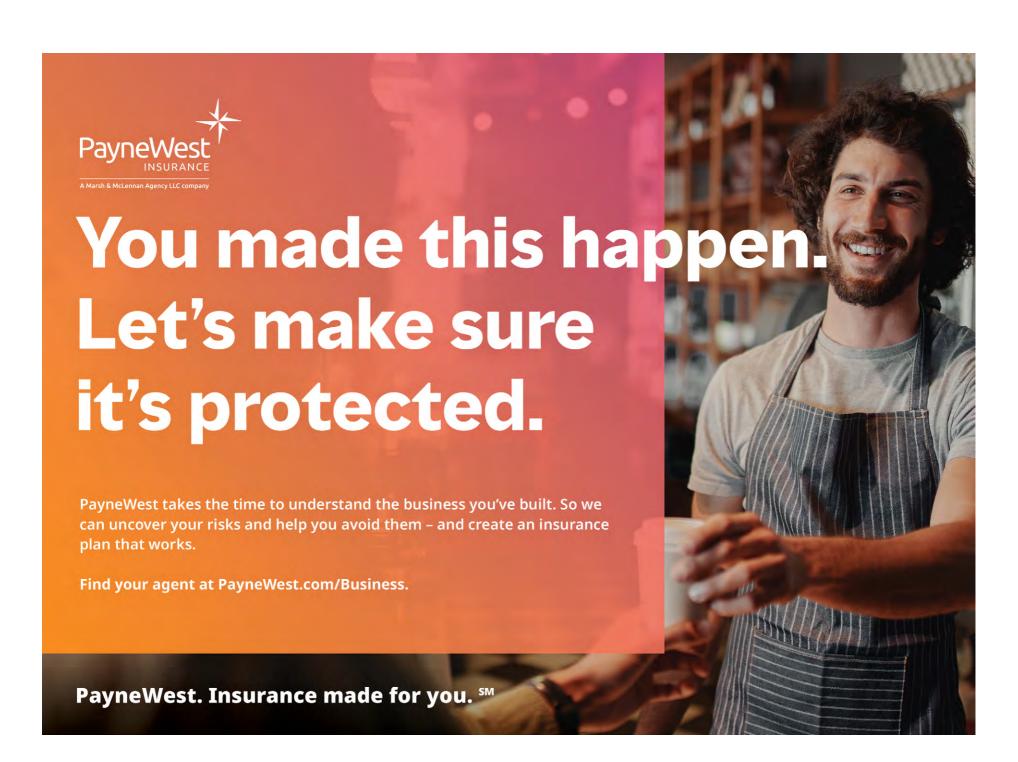
At this point, Baldwin doesn't even know how many hats he makes a month; he simply loves his craft and that has translated into plenty of business and a waiting list of several months. "I don't love bookkeeping, but I do love what I get to do every day," he said.

Down to using natural dyes that never run when they get wet, everything Baldwin creates is quality. "At 81 years old, I'm not sure how much longer God will let me keep doing this. What I do know is that I stand behind

my work and every hat I create is made to the highest quality I am capable of producing," Baldwin said.

baldwinhats.com

~ Gene Baldwin



rlacher Guitars Continued from page 1

self-taught to learning from a wellestablished master of the craft. Things got more serious from there, and my passion for guitar-making guided my business growth," Urlacher said.

Urlacher set up shop in Eugene but moved her life and business to Bend, her hometown, in 2011. She fully set

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(ABOVE) REBECCA URALCHER (L) CAMATILLO ROSEWOOD CONCERT GUITAR (R) PALE MOON EBONY URLACHER GUITAR | PHOTOS COURTESY OF URALCHER GUITARS











rlacher Guitars
Continued from previous page

up a workspace in her home and has been handcrafting high-quality, steel string guitars ever since; her motto has always been and will forever be, "quality over quantity."

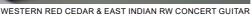
Urlacher is the sole luthier in her business, and one of the only female luthiers to exist in the industry. She offers five different styles of guitar to choose from, ranging in size from the small parlor guitar to the large tenor and dreadnought styles. Over the last few years, Urlacher has been able to create guitars for high-level, touring and performing musicians. To Urlacher, this is incredibly rewarding and encourages her to maintain this craft.

"When I deliver a musician their guitar, that guitar gets to live a new life with them," Urlacher said. "Seeing their talent expressed through my craftsmanship is incredibly rewarding, and it's one of the reasons I moved away from the more traditional fine arts."

Urlacher will be celebrating her 50th birthday in February, and will also be stringing up her 50th guitar. At this point in her life, she has considered taking on an apprentice, but she imagines this will happen further down the road.

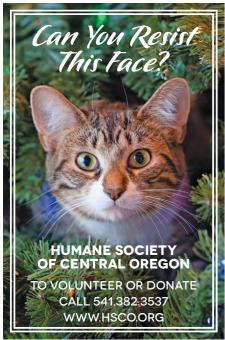
urlacherguitars.com

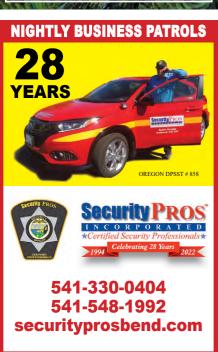






WESTERN RED CEDAR & EAST INDIAN RW CONCERT CUTAWAY |







Old, New & Completely Unique

Fernweh Woodworking Creates New Trends

by NOAH NELSON — CBN Feature Writer

ernweh Woodworking is a veteran-owned, high-end woodworking business that is based in Bend. Founded in 2015 by Justin Nelson, Fernweh strives to create modern, sleek and stylish pieces of furniture that can add some flair to any home.

Nelson graduated from Purdue University with a degree in business, then spent some time in the United States Marine Corps. After that, he then found himself on a firefighter hotshot crew. After these jobs, he decided he wanted to move to Bend and take up woodworking; a craft that he actually had no prior experience in. With nothing but a love of design and the passion to learn, he started his business and became a self-taught woodworker.

"I call myself 'self-taught' but that really includes a ton of YouTube videos and books on woodworking," Nelson said. "Alongside my digital lessons, I

OXBEND CHAIRS

learned that the woodworking community is robust, alive and very helpful. We're very involved in the greater woodworking community and I learned a ton from some of the more experienced woodworkers I connected with."

A few of Nelson's design inspirations are Sam Maloof (particularly his passion, kindness, and work ethic); Hans Wegner (his practicality and purposeful creativity); and Finn Juhl (his pursuit of perfect curves and natural beauty). All of these inspirations come alive in Fernweh's collection of modern and sleek designs.

The design aesthetic of Fernweh's work has been described as "Danish" mingled with "Mid-Century Modern." However, Nelson's goal for each piece



JUSTIN NELSON IN THE SHOP | PHOTOS COURTESY OF FERNWEH WOODWORKING

is to stand out as an original that creates a category of its own. This aesthetic, while striving to be bold and new, is also heavily based on Nelson's admiration for great Danish designers.

At this point in his business, Nelson says they are in the middle of a big phase of change. "Right now we are in a 2000 square foot space, but we've been growing rapidly enough that we feel comfortable making plans to expand into a larger commercial space," Nelson said. "With this growth, we still want to keep things in Central Oregon. We've had the chance to outsource beyond this region, but we've turned them down to keep things as local as possible, despite the fact that most of our sales go out East to areas like New York."

Continued on Next Page ►



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ernweh Woodworking Continued from previous page

The first big modern launch that now defines Fernweh's style was the Sun Chair back in 2017. This last September, Fernweh crafted their 100th Sun Chair on the fifth anniversary of its original launch. Nelson and his team will be unveiling a new collection, with plans to launch it for the public sometime next year.

For the future, Nelson is just focused on maintaining the quality of his products, unveiling a new line of modern furniture and expanding into a larger space. The future for Fernweh appears to be a bright one, filled with growth that prioritizes supporting and staying local.

fernwehwoodworking.com



CHARCOAL SLING CHAIR



OXBEND CHARCOAL BENCH WITH SADDLE SEAT PAD | PHOTOS COURTESY OF FERNWEH WOODWORKING







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Find Everything You Need in Central Oregon for Thanksgiving

by KRISTINE THOMAS — CBN Feature Writer

 elebrate Thanksgiving by shopping local for everything you need from the turkey to the pies and the wines to produce.

Here's your Central Oregon shopping list for Thanksgiving and the holiday season:

- **Redmond Smokehouse:** From boneless hams to smoked turkeys, the Redmond Smokehouse adheres to old-fashioned values with modern production techniques and equipment to produce meat products that are nutritious. Visit redmondsmokehouse.com to order custom, quality meats.
- Farmhouse Pies: Annie Skelton founded Farmhouse Pies, a retail and wholesale bakery, in 2016. She learned to bake pies from her aunt when she was a child. She doesn't use preservatives or additives in her pies. Instead, she uses fresh ingredients and in-season produce from local farmers. The pies with an all-butter pie crust are Triple Berry, Bourbon Pear Crumble, Apple Streusel, Classic Apple and Pumpkin Maple.

Visit farmhousepies.com for more information or find the pies at Central Oregon Locavore, Sebastian's Seafood and Helmholtz Farm Stand.

- Local Breweries: Central Oregon is known for its breweries. Deschutes Brewery, Sunriver Brewing Co., GoodLife Brewing Co. and 10 Barrel Brewing Co. all won medals at the Great American Beer Festival. Celebrate Thanksgiving and college football the Oregon State vs. University of Oregon with a locally made beer.
- Local seasonings: Enhance your foods flavor with wine salts from Dry Canyon Salt Co. Visit drycanyonwinesalt.com to find recipes and learn more.
- Central Oregon Wineries: Start a new tradition this holiday season by purchasing wine from a Central Oregon winery. Yes, wine grapes can grow in Central Oregon with several wineries specializing in growing cold-hardy grapes including La Crescent, Marechal Foch and Marquette. Local wines include Lava Terrace Cellars, Faith, Hope and Charity Vineyards, Maragas Winery and Central Vineyards.
- **Central Oregon Locavore** is the place to go to find local meats, cheeses, seasonal fresh produce, wines, desserts and more to grace your holiday table. The store is located at 1216 NE First St. in Bend.



PHOTO | BY COTTONBRO STUDIO

BBB's Ultimate Guide to Holiday Shopping

by REBECCA BARR, PR and Communications Manager — Better Business Bureau

s the saying goes, it's the most wonderful time of year. Cheery music, holiday parties, festive decorations. It can make even the grinchiest people beam with glee. But the gift-giving season comes with a price and the 2022 holiday shopping season promises to be an unpredictable one.

Consumers are already dealing with high inflation rates and increased prices of consumer goods, which are throwing a wrench into holiday shopping. On top of that, electronics, toys and other products will be (or already are) in short supply, and retailers are struggling to staff up as the shopping season nears.

Product shortages and increased online shopping are likely to result in an increase of online purchase scams this year. These scams accounted for nearly 40 percent of all scams reported to BBB Scam Tracker in 2021. Shortages are likely to make purchase scams even more common as desperate shoppers turn to shady websites in hopes of finding this year's must-have gifts.

But don't get your tinsel in a tangle — the good news is by getting a jump start, doing your research and knowing what to avoid, you'll be a savvy holiday shopper ready for Jolly Old Saint Nick. Here's your ultimate guide to successfully getting through the holiday season:

Black Friday, November 25:

Make the most of Black Friday deals. Start with a list of items and use sale flyers and promotions to determine which store has the best price. Set a budget and stick with it before heading out.

Some retailers may offer an additional percentage off the purchase but could exclude certain deals or items such as "door busters." Watch for companies boasting a high percentage off; the item may be "75 percent off," but the original price could be inflated. Carefully check the price tags, terms and conditions. Research online to see if competitors have the item at a better price.

Pass along any information about returns, exchanges, repairs and warranties to the person who will use the item. Gift receipts are an easy way for recipients to return or exchange a gift if it's not just right, but make sure the item is able to be returned before purchasing.

Small Business Saturday, November 26:

Small Business Saturday — a day to celebrate and support small businesses across the country — has become an important part of the holiday shopping season. You can join in by shopping at local businesses in your community, which in turn, helps the local economy. These business owners are neighbors, friends and family with local roots. You can feel good about shopping small, knowing your purchase is making a difference.

Many communities are hosting special events to celebrate and support the businesses that make your hometown unique. Find out what local events are

happening in your area on the Small Business Saturday website or visit your local chamber of commerce or merchants' association.

Find out what past customers have to say by reading reviews online, such as those on BBB.org, and learn what shops are participating by going to ShopSmall.org.

Cyber Monday, November 28:

Will you be shopping in the convenience of your home on your computer, tablet, or cell phone? Be wary of scams targeting online shoppers who are quick to hit checkout. A recent study released by Better Business Bureau found that online scams have increased online scams rose 87 percent since 2015.

If a company is selling the hottest item of the year at a price that seems too good to be true, it probably is. Watch out for false advertising and keep a close eye on the web address in your browser. Scammers love to create lookalike websites that, at first glance, appear to belong to a trusted retailer.

Be wary of businesses you aren't familiar with. Check their BBB Business Profile on BBB.org, look at the rating and read customer reviews. And make sure you're browsing on a secure web address that begins with "HTTPS" and not just "HTTP." Never put personal or financial information in forms on non-secure web pages.

Giving Tuesday, November 29:

The holiday season isn't just about shopping; Thanks to Giving Tuesday, it's also a major time to support charity and give back. Even when you're on a budget- every dollar counts. The BBB Wise Giving Alliance at Give.org urges potential donors to research charities before giving to ensure their generous contributions are going to trustworthy organizations.

When charities seek support for the same cause, their names are often similar. Before you give, be sure you have the exact name of the charity to avoid a case of mistaken identity.

Review the website carefully, too. A responsible charity will include the following facts on its website: its mission and programs, measurable goals and concrete criteria that describe its achievements. You should also be able to find information on their finances. Keep in mind, the type of work a charity does will affect its costs.

Also, be mindful of on-the-spot donation decisions from unfamiliar organizations. The holidays bring a higher frequency of donation requests outside public locations. Don't succumb to pressure to make an immediate giving decision. Responsible organizations will welcome your gift tomorrow as much as they do today.

Marketers have been known to exploit the holidays to make emotional pleas to donors. Instead of making an impulse decision based on emotion, do some research first to verify that your selected charity operates ethically.

bb.org/holiday

The Giving Season

Six Tips for Making Smart & Effective Charitable Donations This Holiday Season

by ED WETTIG, CFP — Cornerstone Financial Planning Group

he holidays are a popular time for charitable donations. With so many charities to choose from, it's more important than ever to ensure that your donation is well spent. Here are six tips that can help you make smart and effective charitable donations.

1. Choose your charities wisely

Choosing worthy organizations that support the causes you care about can be tricky, but it doesn't have to be time-consuming. There are several well-known organizations

that rate and review charities, as well as provide useful tips and information on how to donate and choose a charity (see sidebar). To get started, here are some things to consider:

- How the charity plans to use your gift. Contact the charity by phone or go online to find information about the charity's mission, accomplishments, financial status and future growth.
- How much the charity spends on administrative costs. If a charity has higher-than-average administrative costs, it may be spending less on programs and services than it should. This could also be a sign that the charity is in serious financial trouble. In addition, if a charity uses for-profit telemarketers, then it may get very little of the money it raises, so ask how much of your donation the charity will actually receive.
- The legitimacy of the charity. Take the time to check out the charity before you donate. Ask for identification when approached by a solicitor, and never give out your Social Security number, credit card number, bank account number, account password, or personal information over the phone or in response to an email you didn't initiate.
- How much you can afford to give to the charity. Stick to your giving goals and only give what you can afford. Legitimate fundraisers will not try to pressure you and will be happy to send information that can help you make an informed decision regarding your donation.

2. Maximize your donation through a matching gift

If your employer offers a program that matches charitable gifts made by employees, you can maximize your charitable donations. Some matching gift programs may have specific guidelines — for example, they may only match a gift up to a certain dollar limit, and the charity may need to provide additional information.

3. Make automatic donations

If you're looking for an easy way to donate regularly to a favorite charity, consider making automatic donations from a financial account. Automatic donations can benefit charities by potentially lowering fundraising costs and by establishing a foundation of regular donors. You'll also benefit, since spreading your donations throughout the year may enable you to give more and simplify your record keeping.

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4. Look for alternatives to cash donations

Although cash donations are always welcome, charities also encourage other types of gifts. For example, if you meet certain requirements, you may be able to give stock, direct gifts from your IRA, real estate, or personal property. Keep in mind that you'll want to check with your financial professional to assess potential income and estate tax consequences based on your individual circumstances. Other alternatives to cash donations include volunteering your time and using your talents to improve the lives of others in your community.

5. Consider estate planning strategies when gifting

Another option is to utilize estate planning to make a charitable gift. For example, you might leave a bequest in your will; give life insurance; or use a charitable gift annuity, charitable remainder annuity trust, or charitable unitrust that may help you give away the asset now, while retaining a lifetime interest. Check with your financial or tax professional regarding any potential estate or tax benefits or consequences before making this type of gift.

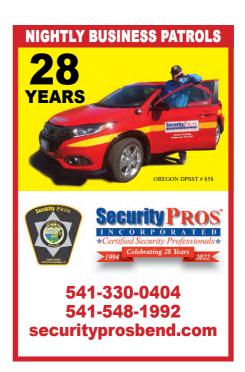
6. Remember the importance of record keeping

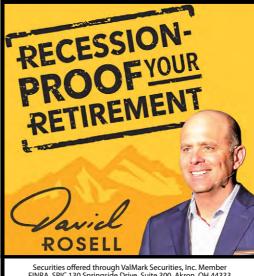
If you itemize when you file your taxes, you can deduct donations you've made to a tax-qualified charity — however, you must provide proper documentation of your donation to the IRS. Keep copies of cancelled checks, bank statements, credit card statements, or receipts showing the charity's name, date of your donation and contribution amount. For donations or contributions of \$250 or more, you'll need a detailed written acknowledgment from the charity. For more information and a list of specific record-keeping requirements, see IRS Publication 526, Charitable Contributions.

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PODCAST ON
INVESTING IN THESE
UNCERTAIN TIMES.





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



Jesse Luersen

Cascade Lakes Brewing Co. has hired Jesse Luersen, an operations and people specialist, as its new hospitality director. In her new role, Luersen will partner with Director of Culinary Operations Jeff Kelly to oversee food and beer service at Cascade Lakes' Bend Brewpub and 7th Street Pub in Redmond as well as the opening of the brewery's new Eastside Bend pub, which is scheduled to open in early 2023. She will also help manage Cascade Lakes' special events.

Luersen has more than a decade of professional hospitality industry experience, with a wide range of roles that have taken her from Vermont to Hawaii and Alaska, with stops in Sunriver, San Francisco and Redlands, California. Most recently, she served in Bend as the regional director of tasting rooms for Evoke Winery, overseeing operations for

the winery's tasting rooms in Bend, Hood River and Seaside. Before that, she was the first mate and captain for Silver Fox Charters in Homer, Alaska, and the first mate for Maui Classic Charters in Hawaii.

Luersen is a Bend native and a graduate of Summit High School. She holds a bachelor of arts in Environmental Studies from the University of Redlands, where she also played college basketball. Jesse lives in Bend with her fiancé, Madeline Steen, and their dog, Ivy. In her free time, she is an avid fly fisherman, whitewater rafter, boat enthusiast and beer lover.

Elk Ridge Chiropractic & Wellness Center announced the arrival of its new Physical Therapist, Doctor **Corinne Hieatt**. Hieatt joined the team on October 10, and will be servicing Elk Ridge patients in the new physical therapy building adjacent to the main Elk Ridge building on Franklin Avenue in Bend.

Before Hieatt became a physical therapist, she completed my undergraduate degree from the University of California at San Diego with degrees in biology and Spanish literature (Se habla Español). She then earned her doctor of physical therapy degree from the University of Southern California.

Hieatt is drawn to physical therapy because of a passion for helping her patients reach their highest potential. She love the diversity of treating patients of all ages — from infants

who need help reaching their motor milestones, to fall-prevention in the elderly. Hieatt also has a lot of experience with orthopedic and sports injury rehabilitation, and a special interest in neck, back and hip injuries.

Outside of the clinic, Hieatt loves to surf the river wave in Bend and go to the coast to surf in the ocean whenever she can. She practices yoga and meditation daily; and is an avid hiker, camper, snowboarder, cross country skier and is currently working on her mountain biking skills.



Shelley Riley

SELCO Community Credit Union has hired **Shelley Riley** as its vice president of Marketing. In her new role, Riley will oversee all marketing and communications efforts for SELCO, which serves more than 150,000 members across Oregon.

Corinne

Hieatt

Riley brings more than 20 years of banking and marketing experience, helping some of the largest financial institutions in the U.S. develop member-focused strategies and multichannel marketing plans. SELCO completed a significant upgrade to a state-of-the-art digital banking platform in October, and Riley's expertise will be critical as SELCO continues to bolster its technological infrastructure.

Before joining SELCO, Riley spent two years as a senior marketing consultant for Wells Fargo Bank, providing strategic consultation for critical marketing optimization

projects across the bank's U.S. operations. Before that, she served three years as Union Bank's director of credit marketing strategy and three years as a strategic marketing executive in Bank of America's North Carolina headquarters. In all, her career has spanned more than 20 years and includes some of the most recognizable names in banking.

Riley, a native Oregonian, graduated from the University of Oregon with bachelor's degrees in marketing and management. She lives in Portland with her husband and her two dogs. In her free time, she is an avid sports fan and scary movie aficionado, and loves to hike, camp, ski and kayak.

Better Business Bureau (BBB) announced their Oregon winners for the 2022 Torch Awards: **Webfoot Concrete Coatings** (Bend) — Large Business of the Year, **Bridge City Law I Accident & Injury Lawyers** (Portland, Oregon) — Small Business

of the Year, **Brandefined** (Beaverton, Oregon) — Medium Business of the Year, **Klaus Roofing Systems of Oregon** (Eugene, Oregon) — Medium Business of the Year and **O'Brien Bookkeeping Services** (Eugene, Oregon) — Spark Recipient.

The Torch Awards for Ethics is the most prestigious honor BBBGW+P bestows on businesses operating within its eight-state service area. Winners must demonstrate a high level of personal character, meet the highest standards of ethics and build trust with their customers and the community.



Edward Ewe

In November, **Volunteers in Medicine** welcomed **Edward Ewe** as the newest board member to the board of directors.

Ewe is a clinical assistant professor and the community counseling clinic director at Oregon State University-Cascades. As a professional counselor, he has worked with individuals and couples at his privet practice in Bend. In addition to counseling, Ewe teaches and provides clinical supervision to counseling students at the OSU Cascades and is an approved clinical supervisor in Oregon and Washington. He has 16 years of experience as a professional counselor and 13 years as a clinical supervisor. Ewe was conferred the Western Association for Counselor Education and Supervision (WACES) 2021 Outstanding Mentor Award because of his involvement and mentorship of counselors in

training. Prior to moving to the Pacific Northwest, he had the opportunity to serve on an executive board at a local behavioral health organization in Oklahoma

Precise Flight, Inc. announced the promotion of **Bill Hoback** of Bend to the position of chief operating officer.

Hoback has worked for Precise Flight for more than a decade, most recently serving as Precise Flight's general manager. He has also held positions of senior director of Business Development, sales director, senior sales executive and OEM sales manager for Precise Flight. Prior to joining the company Hoback worked for Cessna Aircraft in assembly, quality, flight line, customer service and special projects.

Hoback will begin his role as Chief Operating Officer in November 2022.



Bill Hoback



Anna Higgins



Rochelle Williams

The **High Desert Education Service District** (HDESD) has appointed two new leadership positions to the executive team, including an assistant superintendent and a regional director of school improvement. The two positions report to Superintendent Paul Andrews and serve students, families, schools districts and communities in Crook, Deschutes and Jefferson Counties.

Anna Higgins is HDESD's new assistant superintendent, overseeing the organization's human resources, communication and innovation efforts.

In addition, she continues to serve as the executive director of i4Education, the nonprofit innovation arm of the HDESD. Higgins, joined HDESD in 2013 as a founder and executive director of Better Together Central Oregon, a regional, cross-sector partnership working to improve the educational outcomes and well-being of young people from cradle to career. She most recently served as HDESD's chief strategy and innovation officer. Higgins brings more than 19 years of expertise in education and nonprofit leadership to the role.

Rochelle Williams is HDESD's new regional director of school improvement, providing system-level visionary leadership in the development and implementation of a region-wide ecosystem of support to improve the academic success of students. Williams brings more than 25 years of pre-kindergarten through 12th grade classroom and administrative leadership to the new role, most recently having served since 2018 as principal for Pine Ridge Elementary School in Bend. In her new role, she will partner with Shay Mikalson, HDESD's chief student success officer, to facilitate the creation and implementation of an equity-centered, data-informed vision to improve student academic achievement in partnership with educators and community members.

More Who's Who Next Page ▶

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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*.

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Continued from previous page



Haron Wonrd

4 Seasons Home Services has earned accreditation from the National Home Watch Association (NHWA) for the fourth year. The NHWA was formed in 2009 in order to establish and maintain the highest industry standards for Home Watch and absentee homeowner services throughout the United States and Canada. Home Watch is a visual inspection of a home or property, looking for obvious issues, which means that it is a service that "keeps an eye on things" at your vacation or primary home while you are not in residence.

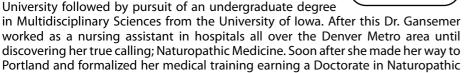
Owner Aaron Tarnow purchased 4 Seasons in 2019. For more than 30 years, 4 Seasons has provided Home Watch services to the resort community of Sunriver. Tarnow is excited to be expanding into more of Central Oregon, including the Bend, Crosswater and Caldera Springs areas. 4

Seasons watches over 140 homes. In addition to Home Watch, they offer executivelevel cleaning, handyman, vacation rental management and coordination of repair services.

Tarnow moved to Bend from Traverse City, Michigan, in 2007 and with his wife, Amy, enjoys all that the area has to offer. Prior to purchasing 4 Seasons, Tarnow worked in the medical field as an orthotist/prosthetist, while managing several rentals on the side. Though quite a career change, Tarnow finds the customer service aspects of Home Watch to be a fun and engaging change of pace. Amy is a native Oregonian and works full-time as a school administrator. She helps Tarnow with bookkeeping and other management responsibilities for 4 Seasons. Tarnow serves as the Chapter Lead for the NHWA's Northwest Chapter.

Hawthorn Healing Arts announces the addition of Dr. Nicole Gansemer, ND to our multidisciplinary group of healthcare providers. Dr. Gansemer will be scheduling patient appointments later in November. Dr. Gansemer graduated from the National University of Natural Medicine (NUNM) in Portland, Oregon where she earned a Doctorate in Naturopathic Medicine. After graduating, she went on to complete a CNME accredited residency and extensive postgraduate training and mentorship in tick-borne diseases, biotoxin illness and other environmentally acquired illnesses.

Dr. Gansemer hails from rural lowa where she discovered an interest in medicine very early on. Her pursuit of medicine launched officially with a study in pharmacy at Drake



laws of nature Dr. Gansemer now strives to provide holistic support for patients by weaving together Eastern and Western medicine to help facilitate deep healing of the mind, body and spirit. In addition to a doctorate in Naturopathic medicine Dr. Gansemer has studied

plant medicines from around the world ranging from the Amazon Jungle to the forests of the Pacific Northwest. She also has additional training in Craniosacral Therapy and Neural Therapy. These healing modalities, in addition to her medical training, have laid a strong foundation for her practice.

Medicine. With an approach to medicine that is evidence-based but rooted in the

Dr. Gansemer's expertise lies in chronic infectious disease and tick-associated illnesses, environmental toxicity, chronic fatigue, autoimmune disease, digestive issues, infertility and hormone imbalances. Her treatment plans often include modalities such as pharmaceutical medications, IV therapy, peptide therapy, botanical medicine, homeopathy and drainage remedies, nutritional counseling, detoxification strategies and stress reduction techniques.



April

Rector



Ben

Williams



Edward

Booth

Alexandra **Gupta**

as a senior tax as-

Kernutt Stokes recently announced the hiring of nine new hires and one promotion. **Maricruz Gomez** and Elizabeth (Liz) Herron were hired as reception-



ists in the Bend office. Holly Rice has joined the firm

Travis Julie Hubbard Meyer

Matt **Brody**

sociate in the Corvallis office. In the Eugene office, **Travis Meyer** has been hired as operational accountant; Julie Hubbard as virtual accounting associate; April Rector as receptionist; Ben Williams as IT help desk specialist; and Edward Booth and Alexandra Gupta, both University of Oregon alumni, are the newest associates. Matt Bro**dy** of the Eugene office has been promoted to IT system administrator.

Businesses Serving Community

Nicole

Gansemer



PHOTO | COURTESY OF FAMILY ACCESS NETWORK

The Family Access Network (FAN) received \$10,000 from TJX Foundation to celebrate the grand opening of a new Marshalls department store in Redmond. FAN places advocates directly in schools across Crook, Deschutes

and Jefferson counties to connect children in need with crucial resources that will help them flourish in school and in life. Now entering its 30th year of operation, FAN continues to open doors to hope by providing food, school supplies, clothing, transportation assistance, health care and so much more.

"We're so excited that TJX Foundation chose to celebrate the grand opening of their Marshalls location by giving back to the community!" said Lauren Olson, FAN Foundation Board Chair. "It is always inspiring to see the local business community recognize the importance of FAN's services, especially as we equip kids for another winter."

TJX Foundation's Community Mission is to provide great value to their communities by helping vulnerable families and children access the resources and opportunities they need to build a better future. Their foundations proudly support a variety of organizations, from national charitable groups to local nonprofits. This support can include donations to local charities when they open a new store or grants to Associaterecommended organizations that fit their giving guidelines. In fiscal 2022, their community efforts globally, including foundation giving, supported nearly 2,500 nonprofit organizations worldwide.

familyaccessnetwork.org • 541-693-5675

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Bend-Redmond Habitat Receives \$150,000 Matching Gift from The TallTreeTrust

by MELLISSA KAMANYA, Director of Grants Management — Bend-Redmond Habitat for Humanity

end-Redmond Habitat for Humanity's Humanity in Action Capital Campaign has received a \$150,000 matching gift from TallTreeTrust. This gift will used to match community donations, up to \$50,000 per year over three years.

"The TallTreeTrust was established to support environmentally sustainable work in Central Oregon, ensuring that generations to come are able to enjoy the trails, rivers, and tall trees as much as we do today. We are strong supporters of Bend-Redmond Habitat for Humanity's environmentally sustainable mission, not only in building green affordable homes, but also with the ReStore's model of reselling household items rather than filling our landfill. It is an honor to support their work," said Andrea and Timothy of The TallTreeTrust.

Bend-Redmond Habitat for Humanity launched its \$4M Humanity in Action Capital Campaign in 2020, and as October 1, 2022, has raised \$2,865,020. The campaign aims to expand homeownership opportunities for low-

income families in Bend and Redmond.

Bend home prices have increased more than 35 percent in the last 12 months, and September 2022's median home price was \$775,000. In comparison, the average Habitat for Humanity family can afford a mortgage of \$200,000, and there have not been homes for sale at this price for several years. Funds raised in the Humanity in Action Capital Campaign enable Bend-Redmond Habitat for Humanity to build more homes, serve more families, and invest in the lives of adults and children more than ever before.

"Andrea and Timothy understand that it is more difficult than ever for working class families to find a pathway to homeownership in Bend and Redmond. Their incredible generosity will impact generations of our families," said Darrion Cotroneo, Bend-Redmond Habitat for Humanity's Director of Development.

In honor of TallTreeTrust's gift, Somewhere That's Green Indoor Plant Shop in Bend will give away a tree to the donor of the largest single gift received



TIMOTHY AND ANDREA OF THE TALLTREETRUST | PHOTO COURTESY OF BEND-REDMOND HABITAT FOR HUMANITY

by December 31, 2022. Bend-Redmond Habitat for Humanity will contact the winner of the tree after January 1, 2023. Donations can be made by online at bendredmondhabitat.org/donate.

bendredmondhabitat.org • 541-385-5387

Council on Aging of Central Oregon Receives New Matching Grant to Finalize Build Out of New Senior Services Center

by EMMA FRIED-CASSORLA, Director of Communications & Programs — Council on Aging of Central Oregon

he Council on Aging of Central Oregon (CoA) announces that it has received a \$50,000 matching grant from the Maybelle Clark Macdonald (MCM) Fund to finish the build-out of the organization's Senior Services Center, set to open to the public for community dining on November 23, 2022. The grant supports the project's final phase, including casework and lighting for the dining room, furniture and electronics for the community and social rooms, refurbished storage sheds and other infrastructure updates.

The MCM Fund was started in 1970 with the

mission of easing hardship and improving the wellbeing of humanity, specifically supporting work in Oregon. This is the first grant that CoA has received from the MCM Fund.

CoA is now fundraising for another \$50,000 to match this grant, with limits of \$5,000 per donor. The Council received its first \$5,000 corporate match from OnPoint Community Credit Union, which has been a supporter for five years. "The Council on Aging of Central Oregon has a nearly 50-year legacy of working to be supportive, inclusive and compassionate toward a community whose struggles often go overlooked,"

said Stephen Wymer, OnPoint's Central Oregon area manager and vice president. "As a community credit union, we are honored to continue supporting their mission and strengthening the Central Oregon area we're proud to call home."

The Senior Services Center is at the former Bend Community Center site at 1036 NE Fifth Street. Inperson dining, which has been on hold since the start of the pandemic, will restart on November 23 and will continue every Wednesday, Thursday and Friday, except November 24 and 25.

councilonaging.org



How do we Move **Forward** Measure





What to Do When You Get Into a Motor Vehicle Accident

by ABIGAIL MORSE — Elk Ridge Chiropractic & Wellness

ccidents on the road are a regrettably common occurrence. That's nothing new. You and/or someone you know might have been involved in an accident — or multiple — over the years. Whether it's a minor fender bender at a traffic signal, black ice that slides you into a tree, or something far more serious, the sad truth is, when we're on the road, things happen — and they happen a lot. According to the state of Oregon's crash data reports, between 2016 and 2020 (the most recent data pull), there have been over 250,000 reported motor vehicle accidents!

Oftentimes, when these accidents happen, individuals involved tend to turn down medical attention when asked by first responders at the scene. Lever & Ecker, PLCC Attorneys at Law explains why this is: "...even though you may feel fine, you really don't know if you're okay or not. Auto accidents are notoriously disorienting. The same goes for most other unexpected injuries. There is a physical reaction that happens in the body after an accident or injury. It's called the 'fight or flight response' (essentially a massive release of various

chemicals throughout your body, including adrenaline), and it dulls many of your senses. Your brain narrows its focus to what it perceives as an emergency, effectively 'tuning out' all other data. Unfortunately, people often aren't aware of the 'fight or flight response' until after it wears off. This is how people can be injured after an accident and truly have no idea. It takes a while for the pain to cut through the confusion."

As a rule, it's always a good idea to accept medical attention first and foremost at the scene, whether you think you need it or not. But what happens after that?

When the exchange of auto insurance takes place and everyone goes home, the first thing you need to do is contact your insurance company and file a claim. Whether the accident was your fault or the other party's, you'll have to go through your own insurance first and they'll take care of the rest.

As a note, all Oregon auto insurance plans include medical coverage. Be sure to check with your insurance company to see what sort of medical benefits are included in your plan. This is helpful to know, especially if the accident was the other party's fault and either a) they don't have medical coverage as part of their policy (for potential out-of-state insurance plans); or b) they don't have an auto insurance policy at all.

The next thing to do is to call your doctor and schedule an appointment for a full checkup; and while that's certainly what you should do, what most people don't think to do in tandem is call their local chiropractor. Chances are, regardless of how mild or serious your injuries are, your doctor will recommend (and even refer you to) chiropractic care or physical therapy, as even the most minor fender benders are enough to jolt the human body out of alignment.

When you schedule your first appointment with Elk Ridge Chiropractic & Wellness Center, you can specify that you are coming in to receive treatment for an auto accident. On arrival for your initial exam, we'll help you fill out the necessary motor vehicle accident (MVA) paperwork, and take down your insurance information. When your exam is complete and we begin your

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PHOTO | COURTESY OF ELK RIDGE CHIROPRACTIC & WELLNESS

treatment plan, we'll work with your insurance to ensure maximum coverage so that you can return to normal without having to pay outrageous medical fees after the fact.

This time of year, as the weather gets cold and the roads get dicey, we see an exponential rise in MVA patients. That's why it's especially important to double-check your insurance policy's coverage and to get a chiropractor in place to help you stay prepared.

Our chiropractors and physical therapist are currently accepting new patients.

thebendchiropractor.com 541-388-3588





including priority boarding, checked bags, carry-on overhead bags, and bringing a pet in the cabin.

Additionally, the American-made Boeing 737 jets Avelo flies offer a more spacious and comfortable experience than the small regional aircraft currently operating at most of the airports Avelo serves. Customers who value an advance seat assignment can choose from several modestly priced seating options, including seats with extra leg room, as well as pre-reserved window and aisle seating. One third of seats on Avelo aircraft are available for Customers who appreciate the comfort of extra legroom.

Avelo now serves 34 destinations across the U.S. The airline has unlocked a new era of convenience, choice and competition in air travel by flying unserved routes to primarily underserved communities across the country. At least one airport on every Avelo flight is a small hometown airport — making every Avelo journey easier and more enjoyable.

At Avelo, every flight is also nonstop. This connection-free travel experience not only provides Avelo Customers with a faster and simpler travel experience, but also minimizes delays, cancellations and lost bags. In fact, Avelo has established itself as one of America's most reliable airlines with a year-to-date

flight cancellation rate of one percent and an industry-leading year-to-date checked bag handling performance.

Avelo is distinguished by its Soul of Service culture. The culture is grounded in Avelo's One Crew Value which promotes a welcoming and caring experience. By caring for one another and owning their commitments, Avelo Crewmembers focus on anticipating and understanding Customer needs on the ground and in the air.

About Avelo Airlines:

Avelo Airlines was founded with a simple purpose — to *Inspire Travel*. The airline offers Customers time and money-saving convenience, low everyday fares, and a refreshingly smooth and caring experience through its Soul of Service culture. Operating a fleet of Boeing Next-Generation 737 aircraft, Avelo serves 34 popular destinations across the U.S., including its five bases at Los Angeles' Hollywood Burbank Airport (BUR), Southern Connecticut's Tweed-New Haven Airport (HVN), Orlando International Airport (MCO), the Delaware Valley's Wilmington Airport (ILG) and Raleigh-Durham International Airport (RDU).

*Very low, one-way fares include government taxes and fees. Fares start at \$39 and must be booked by November 18, 2022 for travel completed by April 30, 2023. Fares are available on a limited number of flights and seats. Additional fees for carryon and checked bags, assigned seats and other optional services may apply. A \$20 charge per seated traveler applies to all bookings or changes made through Avelo's Customer Support Center. For full terms and conditions, please see Avelo's Contract of Carriage at aveloair.com/contract-of-carriage.

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Watch for Upcoming Editions of CASCADE BUSINESS NEWS

2022 EDITORIAL CALENDAR

December 7
Deadline Nov 30

December 21
Deadline Dec 14

Deadline Nov 30

December 21
Deadline Dec 14

Deadline Nov 30

December 21
Deadline Dec 14

Deadline Nov 30

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2023 EDITORIAL CALENDAR

ISSUE DATE	SPECIAL SECTIONS	INDUSTRY LISTS
January 18 Deadline Jan 11		Architects, Landscape Architects
February 1 Deadline Jan 25	Central Oregon Economic Outlook	Coaches, Business Consultants, Chambers, Business Organizations
February 15 Deadline Feb 8	Family Business Special	Art Galleries, Arts Organizations, Framers
March 1 Deadline Feb 22	Meeting Guide	B&B's, Facilities with Conference Space, Event Rentals, Caterers, Event Planners, Golf Courses, Hotels/Motels, Tour Companies
March 15 Deadline Mar 8	Marketing Industry	Ad Agencies, Media, Printers, Media Productions, Ad Specialties, Publishers, Public Relations & Marketing Professionals, Photographers, Sign Cos, Graphic Designers, Social Media, Web Designers
April 5 Deadline Mar 29	Environmental Special	Landscaping Businesses, Environmental Companies, Recycled Products & Services
April 19 Deadline Apr 12	Real Estate Report	Realtors, Title Companies, Mortgage Companies, Property Managers
May 3 Deadline Apr 26		Banks, Credit Unions
May 17 Deadline May 10	Custom Home Builders	Custom Homes, Log Homes, Building Designers, Interior Designers, Fine Furniture

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Central Oregon Business Calendar

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

BUSINESS EVENTS



November 16

5-6pm COCC Virtual Nursing Information Session.

November 17

11:30am City Club November Forum, How do we Move Forward with Measure 110?, at Riverhouse on the Deschutes Currents Building, Bend.

November 17

4:30 EDCO Virtual and In-Person PubTalk at Silver Moon Brewing.

November 17

5-7:30pm City of Bend Open House for Neff and Purcell Improvements Project at Deschutes Children's Foundation, 2125 NE Daggett Lane, Bend.

November 18

9:30am City of Bend Virtual and In-Person Public Hearing for PLSPR20220270 Phased Site Plan Review; PLCUP20220284 Conditional Use Permit; PLCUP20220285 Conditional Use Permit; PLMISC20220729 Waiver of Public Improvement Standards at Bend City Hall Council Chambers.

November 18

Noon Partners In Care Community Education Virtual Presentation, Supporting Veterans During Life-Changing Conditions.

November 19

9:30am-3:30pm The Environmental Center Local Energy Forum at OSU Extension Service, Deschutes County Fairgrounds, Building 4, Redmond.

November 29

4-6pm City of Bend Virtual and In-Person Transportation Bond Oversight Committee Meeting at Bend City Hall Council Chambers.

November 30

5-6:30pm Sunriver Area Chamber Social Hour at The Fold Pizza.

December 1

11:30am-1pm Latino Community Association Virtual and In-Person Empowering Families Luncheon at Unitarian Universalist Fellowship, Bend.

December 1

Noon-1pm COCC Virtual Vet Tech Program Info Session.

December 2

9-10am COCC Virtual Nursing Information Session.

February 4, 2023

4pm Seventh Annual Redmond Crab Crack. Tickets at Wild Ride Brewing.

WORKSHOPS & TRAINING



(Ongoing)

COCC Small Business Development Center Virtual Classes.

Building Permits

COMMERCIAL PERMITS WEEK ENDING 10-28-2022

City of Bend

\$75,000.00 - Commercial (Alteration) at 61334 S Hwy 97 Bend 97702 OR

Builder: Mastec Network Solutions, LLC 866-545-1782 Permit # PRRE202109250

\$15,000.00 - Commercial (Alteration) 14 sf. at 1235 NE 2nd St. Bend 97701 OR Owner: Duane Stevens Permit # PRRE202107699

City of Redmond

Deschutes County

\$44,387.00 - Commercial (New) 567 sf. at 3090 NW 7th St. Redmond 97756 OR Owner: VDV Properties, LLC 16298 Skyline Dr. Bend, OR 97703

Builder: Christiansens Contracting Company, LLC 541-526-0195 Permit # 711-22-000807

\$28,800.00 - Commercial (Addition) 100 sf. at 2605 SW 1st St. Redmond 97756 OR

Owner: Oregon Industrial Properties-Redmond, LLC 1302 Puyallup St. #A Sumner, WA 98390 Permit # 711-22-002307 \$13,500.00 - Commercial (New) 390 sf. at 336 SW 3rd St. Redmond 97756 OR Owner: Teborima, LLC PO Box 845 Redmond, OR 97756

Commercial (New) 390 sf. at 336 SW 3rd St. Redmond 97756 OR Owner: Teborima, LLC PO Box 845 Redmond, OR 97756 Builder: Justin Robert Sehrt Permit # 711-22-002167

\$233,186.00 - Commercial (New) 1,978 sf. at 64601 Bailey Rd. Bend 97703 OR Owner: BMD Investments, LLC 27313 Orchard Rd. Junction City, OR 97448

Builder: Built, LLC 541-815-2875 Permit # 247-22-000006

\$17,000.00 - Commercial (Addition) 88 sf. at 57327 Beaver Ridge Lp. Sunriver 97707 OR Owner: Gene and Marci Oswald PO Box 3400 Sunriver, OR 97707 Permit # 247-22-006350

\$17,000.00 - Commercial (Addition) 72 sf. at 57365 Beaver Ridge Lp. Sunriver 97707 OR Owner: Randall Bernstein PO Box 3400 Sunriver, OR 97707 Permit # 247-22-006538 Commercial (Addition) 72 sf. at 57369 Beaver Ridge Lp. Sunriver 97707 OR Owner: Suzanne Kormanik PO Box 3400 Sunriver, OR 97707

Builder: Webfoot Painting Company 541-390-0590 Permit # 247-22-006537

COMMERCIAL PERMITS WEEK ENDING 11-4-2022

City of Redmond

\$1,859,788.00

\$2,576,146.00 - Commercial (Multi Family) 16,000 sf. at 3090 NW 7th St. Redmond 97756 OR Owner: VDV Properties, LLC 16298 Skyline Dr. Bend, OR 97703

Builder: Christiansens Contracting Company, LLC 541-526-0195 Permit # 711-22-000803

\$2,278,310.00 - Commercial (Tenant Improvement) at 244 NW Kingwood Ave. Redmond 97756 OR Owner: Deschutes County PO Box 6005 Bend, OR 97708 Builder: Sunwest One, Inc. 541-548-7341 Permit # 711-22-001543

Commercial (Multi Family) 11,340 sf. at 3055 NW 7th St. Redmond 97756 OR Owner: VDV Properties, LLC 16298 Skyline Dr. Bend, OR 97703

Builder: Christiansens Contracting Company, LLC 541-526-0195 Permit # 711-22-000801
\$1,350,885.00 - Commercial (Alteration) at 2105 W Antler Ave. Redmond 97756 OR Owner: Redmond School District 2J 145 SE Salmon Ave. Redmond, OR 97756

Builder: Apollo Sheet Metal, Inc. 509-586-1104 Permit # 711-22-000364

\$123,000.00 - Commercial (Tenant Improvement) 3,104 sf. at 2444 SW Glacier Pl. Redmond 97756 OR

Owner: Bitner Holdings, LLC 63130 Lookout Dr. Bend, OR 97703 Permit # 711-22-001199

\$100,000.00 - Commercial (Addition) 1,500 sf. at 106 SE Evergreen Ave. Redmond 97756 OR Owner: Michael and Mary Lantz 323 SW Canyon Dr. Redmond, OR 97756 Builder: Philgood Contractors, Inc. 541-279-1579 Permit # 711-22-002152

City of Bend

\$634,401.00 - Commercial (New) 4,731 sf. at 1844 SW Knoll Ave. Unit 1 Bend 97702 OR Owner: Chell and Becca Williams Permit # PRNC202200458

\$150,000.00 - Commercial (Addition) 14 sf. at 1983 NW Keenan Ct. Bend 97703 OR Owner: Zavala Trust Permit # PRAD202204526

\$100,000.00 - Commercial (Alteration) 1,239 sf. at 2027 NE Daggett Ln. Unit 19 Bend 97701 OR Owner: Daggett Townhomes, LLC

Builder: Summit Contractors Group, LLC 503-769-4333 Permit # PRRE202206921

· Town of Country ·

COCC Bend Campus Building Named after Former President

by SIMON MATHER — CBN Feature Writer

entral Oregon Community College (COCC) has named a prominent academic building the "Middleton Science Center" after a former president who took the helm during a crucial period in the institution's evolution.

A naming ceremony recently officially commemorated the Bend campus science center title, in honor of Dr. James "Jim" Middleton, COCC's fourth president, who served the college from 2004 to 2014.

The ceremony featured tours of the Middleton Science Center, which opened in 2012, and was joined by attendees including current president, Dr. Laurie Chesley. "Jim oversaw tremendous enrollment and campus growth at COCC during his tenure," Dr. Chesley said. "His leadership and vision helped the college align with community needs

before, during and following the Great Recession, including the expansion of access for Central Oregon's rural areas and the building of several essential state-of-the-art facilities. We're delighted to honor his legacy in this way."

New building developments on the Bend campus during Middleton's presidency included the Science Center, the Health Careers Center, Wickiup Residence Hall, the Jungers Culinary Center and the Coats Campus Center, as well as the establishment of both the Madras and Prineville campuses. During this time, COCC was named one of the top 50 fastest-growing community colleges in the nation by the Community College Times.

Along with facilities and campus advancements, Middleton helped initiate a range of new academic programs at COCC, including aviation, pharmacy technician, veterinarian technician and business entrepreneurship.

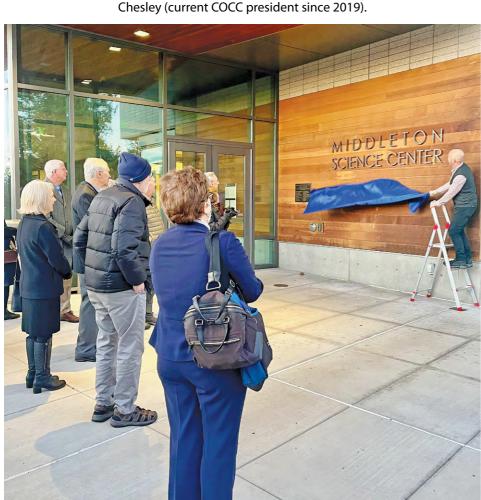
His career covered more than 30 years as a higher education administrator; he served as the president of the College of Marin in California before joining COCC. Middleton also taught English literature at the community college and high school levels. "Dr. Middleton is a remarkable individual who brought a comprehensive vision, a shared leadership style, and a keen ability to forge and promote dynamic community partnerships," said Bruce Abernethy, chair of COCC's board. "He was alternately both the gentle push and the steadying hand as COCC went through an unprecedented period of growth and success."

cocc.edu

PHOTOS | COURTESY OF COCC



Three of COCC's six presidents. Left to right: Dr. Robert (Bob) Barber (COCC president 1990 - 2004) Dr. James (Jim) Middleton (COCC president 2004 - 2014) and Dr. Laurie Chesley (current COCC president since 2019).



The Middleton Science Center is officially unveiled.



The Middleton Science Center building at COCC's Bend Campus.



COCC past president Dr. James Middleton speaks at the naming ceremony.



COCC Board Chair Bruce Abernathy addresses attendees and pays tribute to Dr. Middleton.