Catching the Action
TGR Aims to Document & Support Action Sports
by NOAH NELSON — A&E Feature Writer

Teton Gravity Research, often short-ened to TGR, is an action-sport focused media production company that aims to share the ever evolving history and culture of sports like skiing, snowboarding, mountain biking and more. Founded in 1995 in Jackson Hole, Wyoming, TGR was born when four people, Steve Jones, Todd Jones, Dirk Collins and Corey Gavitt, pooled their money together and purchased their first set of camera equipment with the mission to document the development of action sports. Naturally, they decided to name their group after the nearby mountain range that inspired their own action sports: the Teton Range.

Soon, the group became instrumental in fueling the world of action sports in mountain towns across the Western U.S. Over 25 years later, one of the only things that’s changed with TGR is their scope. After years of successful film releases (57, at the time this was written), TGR has been able to sign multiple athletes to help support the creation of their films and the development of action sports.

Logically, it was only a matter of time before TGR films and their producers landed in Bend. After all, a mountain town with a rich culture of winter and summer sports like ours has everything that TGR needed: professional athletes, local movie venues like the Tower Theater and plenty of people who love to watch ski, snowboard, biking and surfing films.

With release after release, TGR has become a popular name for action-sport enthusiasts in Bend. The production company has worked multiple athletes who call Bend home, and has filmed plenty of scenes in our Cascade Mountains.

One of TGR’s newest athletes is an accomplished skier, Amy David, from Pinedale, Wyoming. Amy has been competing in (and winning) skiing competitions since she was young, recalling the day she first set foot on snow.

M ore than a decade ago, community, business and city leaders created a clear plan for what they wanted to see happen in Redmond, including making the city economically sustainable. “Redmond’s success as a community is due to the partnerships between local leaders and inviting people to have their voices heard about what they want for Redmond,” City of Redmond Economic Development/Urban Renewal Program Manager Chuck Arnold said. “I feel like the Redmond community has been thoughtful about what we want for our city and how we want to grow.”

Leaders carefully took into consideration how to manage growth, while working to maintain Redmond’s small-town ambiance. Arnold said local leaders are working to encourage investments in Redmond’s business community, create new housing and ensure good-paying jobs.

“Our goal is for people to see that Redmond is a great investment,” Arnold said, “whether they live or work here.”

From Urban Renewal to housing projects to recruiting new traded-sector and commercial businesses, Arnold said there is careful consideration about what is in the best interest and investment for the city’s overall health.

Redmond Spotlight — Pages 9-13

Bend Venture Conference Picks Stand-Out Start-Ups
Central Oregon Companies Among Winners Awarded $665,000 in Funding
by SIMON MATHER — CBN Feature Writer

Two Central Oregon female-led innovative start-up companies were among the winners of major capital investments totaling $665,000 at the latest annual Bend Venture Conference, held recently at downtown’s iconic Tower Theater.

The Economic Development for Central Oregon (EDCO) hosted event is now in its 19th year and has grown to become one of the biggest angel investment conferences in the country, bringing together entrepreneurs, investors, students and business leaders from across the Pacific Northwest.

For 2022, it featured 14 finalists presenting their groundbreaking ideas and business models to an audience of hundreds in hopes of gaining investment from prominent funds. Of these contenders, seven companies in various phases of development were selected to receive investment infusions.

Each fall, the BVC LLC fund and the BVC Impact LLC fund are raised from individual investors to invest in the conference Growth Stage (already generating revenues) and Impact (deriving social or environmental benefit) finalists. Beginning in August, applicants for both categories began meeting with investors from the funds.

Meanwhile, contenders in the Early-Stage track were evaluated by investors at Portland Seed Fund (PSF), who have spearheaded the BVC investment in initial phase ventures since 2018.

Central Oregon Companies Among Winners Awarded $665,000 in Funding
by KRISTINE THOMAS — CBN Feature Writer

Of the early-stage companies Central Oregon’s Bend-based medical device pioneer Osheru, and Range Revolution of Madras — the world’s first leather luggage company using only traceable and regenerative hides — each received $40,000 from PSF.

Osheru (tidilyft.com) has a mission to revolutionize eye surgery through development and commercialization of a proprietary device invented by founder, Bend-based Ophthalmology Specialist Dr. Patricia Buehler MD — who has over 32 years of experience in the medical field and is a...
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Deschutes County Launches CPACE Program

Deschutes County announces that a Commercial Property Assessed Clean Energy (CPACE) finance program is now available to eligible property owners in the county.

CPACE is an innovative program that enables commercial property owners to obtain 100 percent long-term, fixed-rate financing for energy efficiency, renewable energy, water conservation and seismic rehabilitation projects. By allowing a property owner to access 100 percent up-front private sector financing for longer terms than are typically available for conventional

Deschutes County Accepting Applications for Arts & Culture Grant Program

The Deschutes County Board of Commissioners are accepting applications for the County’s Arts & Culture grants program.

This marks the sixth year that Deschutes County will offer this grant opportunity, which is designed to increase arts and culture opportunities in Deschutes County and make arts and culture education available to Deschutes County residents.

Last year, 15 groups were selected for grants ranging from $1,000 to $4,000. Funding is supplied by the County’s portion of proceeds from video lottery gaming.

Eligible applicants are local nonprofit organizations with programs or projects that meet the following criteria:
Seek to increase arts and culture opportunities in Deschutes County
Make arts and culture education available to Deschutes County residents

The deadline to apply is December 15, 2022. Applications can be submitted online at deschutes.org/arts-culture-grants.
Managing partner at Infocus Eye Care, Dr. Buehler has a patent on the concept and pending patents on the product design. She said, “I have been an eye surgeon for 30 years and have done thousands of blepharoplasty procedures (which involves removal of excess unwanted skin, fat and muscle which is causing some harm to the function of the eye).”

The device, dubbed “iLIDlyft,” simplifies upper eyelid surgery to make the vision and appearance-enhancing procedure more widely available and more affordable.

With age, eyelids stretch, and the muscles supporting them weaken. As a result, excess skin and fat can gather above and below your eyelids. This can cause sagging eyebrows, droopy upper lids and bags under the eyes.

Dr. Buehler said an ancient practice provided the spark of inspiration for her entrepreneurial venture.

“She said, ‘I have been an eye surgeon for 30 years and have done thousands of blepharoplasty procedures (which involves removal of excess unwanted skin, fat and muscle which is causing some harm to the function of the eye).’”

The initial focus of the business relates to the upper eyelid as it is somewhat unique in improved peripheral vision and a more youthful appearance.

“Unfortunately, the procedure can take one to two hours to perform with the surgeon dealing with bleeding requiring cautery and needing meticulous suturing. The patients often have to go through a difficult and disfiguring recovery with bruising and swelling for up to two to three weeks and pay up to $6,000 for the procedure.”

“To the dismay of the surgeon and the patient there were occasionally problems with symmetry, and issues with wound healing. “My innate insight came while visiting an exhibit at the Metropolitan Museum of Art in New York on ancient Egyptian medicine. The Egyptians removed excess eyelid skin by compressing it between two small twigs, depriving the skin of blood supply and allowing it to fall off in three to five days.”

“Based on this idea, I worked with my co-founder and my co-founder and an engineer to design and patent the iLIDlyft as a novel medical device that could markedly simplify and improve the procedure.”

“The patient benefits from an easier process with quicker recovery time, meaning less potential missed work. Essentially this is a disruptive technology, which makes the blepharoplasty procedure much faster and can be done in the medical office.”

The iLIDlyft device has jaws that compress the upper eyelid tissue and a following blade that takes tissue outside of the compression area.

One device is placed on each eyelid, with adjustments to optimize symmetry, and specialized forceps, which will also be sold as part of a kit for physicians, are used as part of the procedure. Surgeons in the field will receive training in the technique as it becomes more widely in use.

“The initial focus of the business relates to the upper eyelid as it is somewhat unique in the subject tissue’s ability to heal rapidly.”

Dr. Buehler is currently securing funding for clinical trials for the FDA Class I device, as it goes through the certification and validation process and expects to have the finalized version ready for the second quarter of 2023.

She has a patent on the concept and pending patents on the product design, and in the longer term is looking for other sources of capital as things ramp up and working towards potentially tapping international markets.

RANGE Revolution (rangerevolution.com) is tapping into an increasing groundswell of consumer desire to support sustainable ecosystems by giving a “regenerative” option when it comes to buying leather handbags & luggage staples.

It was originally founded in 2020 by organic farmer/rancher Cate Havstad-Casad, who helps run Casad Family Farms in Madras, known for actively regenerating its soils and surrounding ecosystem through holistic land management, including rotational grazing, and careful monitoring of ecological outcomes.

Havstad-Casad is also a custom hat-maker, and her concept was initially formulated when she was working on a design and wanted to utilize regenerative sourced leather hides but saw there was no obvious path to that goal.

She said, “I saw that there was a demand for sourcing hides coming from ranches that employed proven regenerative practices.”

“Using the EOY (Ecological Outcome Verification) Protocol developed by the Savory Institute, we ensure our partner ranches participate in a monitoring program through which ecological outcomes data is collected from the land to ensure the holistic management practices result in net-positive ecological outcomes.”

“All Range Revolution leathers are coming from lands that are regenerating soils and increasing biodiversity on rangeland ecosystems.”

“Revolutions can be beautiful, design can be a force for good, and business models which support biodiversity and ecosystem health are the future.”

“It is not just altruistic; it makes good business sense. Every industry is ultimately reliant on preserving the ecosystem, and there are opportunities to ease stresses on the supply chain by promoting regeneration.”

“We are building a company that is founded upon reverence for living systems and focused on creating a value chain that is based on planetary limits of production, giving people an opportunity to participate in land regeneration through the purchase of our products.”

“It is credit to Indigenous peoples that conducted regenerating practices that we have lost track of, that were dominant prior to colonization and industrialization. This is actually a value-added proposition. Consumer studies show there is a huge audience for this and people want to know that their purchases are producing some benefits.

Millennials are conscious of living through climate challenges, and we are experiencing the biggest transfer of wealth amongst the baby boomers. Billied as “leather goods from the land, for the land,” Range Revolution products are built of 100 percent American cattle hides which are vegetable tanned in the U.S.
The BVC award comes as Havstad-Casad undertakes a wider seed round fundraising effort, looking to expand the leadership team, create connections globally and set up third-party logistics. She is currently building out the Range Revolution collection including handbags, luggage and men’s suitcases.

Her designs will be seen at major retailers in 2023 and will be expanded into the luggage and men’s suitcases. The Growth Stage Competition is for companies that have a proven concept and initial revenues. The finalists are Minnow Technologies (Seattle, Washington) and Wild Rye (Sun Valley, Idaho).

Minniow is a cloud-connected delivery hub (called a "pod") that makes food delivery efficient and reliable. It was awarded $185,000 from the BVC LLC. Wild Rye is a women’s outdoor brand crafting attractive and technical mountain apparel that fits, inspires confidence and welcomes more women into the outdoors and was awarded $65,000 from the BVC LLC.

The Impact Competition featured for-profit companies with integrated social or environmental missions. The companies that received investments this year are Ethicann of Bethesda, Maryland and Portland, Oregon’s Photon Marine which proved to be the conference’s biggest winner after scooping some $235,000 in backing.

Ethicann Pharmaceuticals Inc., a biotechnology company developing high-value, cannabinoid-based drug therapies using a development strategy of reformulating approved drugs into safer and equally efficacious drugs was awarded $60,000 from the BVC Impact LLC.

Photon Marine designs and develops an electric outboard motor system and intelligent fleet management software for commercial boat fleets and was awarded $45,000 from the BVC Impact LLC, with follow-on investments of $150,000 from Elevate Innovation Gap Fund II and $40,000 from Portland Seed Fund.

The goal is to electrify this portion of the maritime sector and help protect fragile ocean ecosystems. "After months of meetings between our companies and investors, it is hugely rewarding to see the response. Companies and investors from around the country have been exposed to Bend and we'll continue to foster these relationships and offer resources and support," explained Deanne Buck, EDCO’s Venture Catalyst. "This program wouldn’t be possible without our partners and Oregon-based funding entities including Portland Seed Fund and Elevate Capital."

Jenn Lynch, Fund Manager for the BVC Growth Stage and Impact funds, added, "The BVC Conference Fund investors were so impressed with the caliber of the businesses that elected to pitch. "The investors put in a significant amount of work in the weeks preceding the conference — they’re truly invested in these businesses in more ways than one. We’re thrilled to welcome these new companies to the BVC Fund portfolio and look forward to their success."

In addition to company pitches, attendees heard from investment industry leaders, Lily Trager of Morgan Stanley Wealth Management and Mel Strong of NEXT VENTURES VC firm, on the latest research on impact investing and the virtues of untraditional funding perspectives.

"All investments are awarded following considerable due diligence of each of the presenting finalists. Investments and follow-on deals are still being finalized. bentvc.com • edcoinfo.com
Bend Retail’s Recovery from the Great Recession
by RUSSELL HUNTAMER, CCIM, Partner & Broker — Compass Commercial Real Estate Services

The Bend retail market has matured since the Great Recession, which officially lasted on a national level from December 2007 to June 2009. The retail landscape has experienced strong absorption, a significant amount of redevelopment or the repurposing of existing buildings and a plethora of new construction.

Increased Demand
In Q3 of 2007, before the effects of the recession resulted in the increase in vacant retail space, the vacancy rate was at a low of 3.28% across 4.16 million square feet. At the trough (Q2 of 2009), Bend’s retail market experienced a peak vacancy rate of 13.2%, representing 572,331 SF of empty space across a total of 4.33 million SF. Today, Bend’s retail sector boasts a 2.88% vacancy rate across 4.60 million SF, representing a total absorption of 832,833 SF since the 2009 low. As a result, rental rates have increased, and many prospective tenants have been left with very few choices, if any. Although we did not immediately see the V-shaped recovery many were hoping for, there has been strong demand and a robust rate of absorption, which has picked up the pace, especially over the last five years.

To illustrate the tenant demand on existing sites, Big Lots replaced the 23,000 SF former Linens ‘N Things location at The Forum Shopping Center in 2010. Hobby Lobby quickly obtained the 63,000 SF former Sears space at the Bend River Promenade in 2014. Ashley HomeStore leased the former 53,000 SF JC Penney space at Cascade Village Shopping Center in Q3 2021 and recently opened its doors in 2022. Black Steer also leased the former Johnny Carino’s 6,722 SF building at Cascade Village and is set to open in late October 2022.

BEND OFFICE MARKET
by JAY LYONS, SIOR, CCIM — Compass Commercial Real Estate Services

Compass Commercial surveyed 222 office buildings totaling 2.75 million square feet for the third quarter office report of 2022. The market experienced 25,173 SF of positive absorption in Q3 2022, with a decline in vacancy rate from 4.29% in Q2 2022 to 3.38% in Q3. The vacancy rate has declined for four consecutive quarters and has not been this low since Q1 2019. There is 92,942 SF of office space currently available in the market.

LEASING: Leasing demand has rebounded to pre-COVID levels, as is evidenced by the declining vacancy rate. The Downtown submarket experienced significant positive absorption this quarter of 20,179 SF, which is primarily attributed to increased leasing activity at Franklin Crossing in downtown Bend. Respectively, the Highway 97/3rd Street submarket experienced 11,001 SF of positive absorption largely due to Broken Top Candle Company leasing a 17,682 SF building at 2491 NE Twin Knolls Dr. The West Side submarket experienced 6,007 SF of negative absorption this quarter.

RENTS: Lease rates remain unchanged from Q2, with the high end of the market ranging from $2.00 to $2.85/SF/Mo. NNN and more affordable spaces ranging from $1.40 to $2.00/SF/Mo. NNN. As inventory continues to decline, the market may experience upward pressure on lease rates.

CONSTRUCTION: Shevlin Crossing, an approximately 45,054 SF two-building Class A office project in NorthWest Crossing, is under construction with an estimated shell delivery of Q1 2023. There are no other speculative office developments currently under construction.

SALES: There were two notable sales this quarter. An owner/user purchased a 4,102 SF office building with two suites located at 777 SW Mill View Way within the West Side submarket. The building in the off-market transaction sold for $1,750,000, or approximately $427/SF. Another owner/user purchased a 2,841 SF single-tenant office building located at 434 NE Norton Avenue for $795,000, or approximately $280/SF.

New Construction and Redevelopment
Inventory has increased to the tune of approximately 260,500 SF since the recession by means of new construction and the redevelopment of existing properties. Killian Pacific purchased the 91,940 SF Old Mill Marketplace in 2013, later remodeling and rebranding it into The Box Factory. Only one 2,600 SF space remains available. A former wood mill on Century Drive on Bend’s west side was repurposed and rebranded as the Century Center, and it is currently 100% occupied.

Regarding new construction, Wilco demolished and replaced the former Regal Cinemas east side location in 2014 with a 33,000 SF building, followed by the construction of a 14,690 SF Walgreens on the same development site. Starbucks and Washington Trust also demolished and replaced the former Ernesto’s Italian restaurant. After the collapse of the former 43,000 SF Ray’s Food Place building, G Group developed a 203-unit high-end apartment complex known as The Hixon with 20,000 SF of retail space on the ground floor. The Chick-Fil-A anchored Robal Road Village was completed in Q2 2020 with seven buildings totaling about 53,000 SF. One of the largest construction projects currently underway is Reed South, located at the corner of Reed Market Road and 27th Street. The roughly 30,000 SF retail center anchored by Cascade Lakes Brewing is nearing shell completion.

Demand remains strong despite the current economic headwinds. Some retailers are proceeding with caution, while others are becoming more acclimated to higher lease rates. The Bend retail market we are experiencing today is a different market than it was before the downturn of the Great Recession.

Continued on Next Page
**BEND RETAIL MARKET**

*by ELI HARRISON — Compass Commercial*

Compass Commercial surveyed 88 buildings totaling 16.6 million square feet of retail space across 262 buildings. During the quarter, 36,901 SF of positive absorption was recorded, resulting in the citywide vacancy rate decreasing from 3.63% in Q2 2022 to 2.88% in Q3 2022. There is now 132,352 SF of available retail space for lease.

**LEASING:** Retail leasing picked up in Q3 after slowing slightly in the previous quarter. Overall retail vacancy dropped by almost a full percentage point in Q3, caused by over 36,000 SF of positive absorption. Each submarket with available space to lease reported an increase in leasing activity, apart from the Old Mill District and Downtown submarkets which maintained 0% vacancy rates. The East Side submarket saw a decrease in vacancy, with the leasing of the 5,378 SF former Sew Many Quilts location by Arnd Sewing. The West Side submarket saw a substantial increase in positive absorption with the leasing of a combined 6,363 SF at the Westside Yard, with new tenants including The Now Massage, Precision Chiropractic, Stone Soup and Tea Cup Fulls. The Great Greek signed a new lease in the South 97 submarket at the Reed South development at the corner of Reed Market Road and 27th Street.

**RENTS:** The asking rental rates for Bend retail space range between $1.15 and $4.00/ SF/Mo. NNN with the highest rates associated with drive-thru sites and new construction.

**CONSTRUCTION:** The Reed South project has completed the shell delivery of retail buildings A and B and the drive-thru location, and the Cascade Lakes Brewing building is close to finishing its shell construction. The Pioneer Plaza development at the corner of Olney and Wall Street has almost completed its shell construction of the 3,000 SF restaurant building and has 1,500 SF of available retail space.

**SALES:** Notable sales during the quarter include the Les Schwab Tire Center, located at 105 NE Franklin Ave, which sold for $5,400,000 or $165/SF. The Former Sonic site sold for $5,200,000 or $2,470/59/SF at a 5.15% cap rate, and 706 SW Industrial Way sold for $3,350,000 or $640/50/SF at a 4.14% cap rate.

**BEND INDUSTRIAL MARKET**

*by GRAHAM DENT, SIOR — Compass Commercial*

Compass Commercial surveyed 320 Bend industrial buildings totaling 4.61 million square feet for the third quarter Bend industrial market report of 2022. The market experienced 13,599 SF of negative absorption in the quarter.

At the end of Q3 2022, the overall vacancy rate stood at 0.63%, a slight increase from the 0.34% recorded in Q2 2022. There is 29,337 SF of industrial space currently available in Bend.

**LEASING:** As evidenced by the low vacancy rate, demand for industrial space remained very high during the quarter. Landlords continue to enjoy high tenant retention rates due to the lack of available and affordable alternatives. Tenants are becoming more efficient and creative with the space they occupy as rates for alternative spaces have become unaffordable for many.

**RENTS:** Average asking rates for Bend industrial space are between $1.00 and $1.25/SF/Mo. NNN*. Due to the high demand for industrial space in town, Landlords are consistently achieving rates above $1.00/SF/Mo. on new leases. Generally, smaller spaces under 5,000 SF will command rates on the higher end of this range.

**CONSTRUCTION:** There are no speculative industrial development projects underway. The construction occurring in the market is limited to owner/user development projects. Rental rates are at an all-time high, as are land prices and construction costs making speculative development risky.

**SALES:** There were a couple of notable industrial building sales during the quarter. An investor purchased a property located at 62988 Layton Avenue for $1,990,000 or 528/SF which represented a 4.0% cap rate. Another property located at 62988 Layton Avenue sold to an owner/user for $3,430,000 or 528/SF.

**REDMOND INDUSTRIAL MARKET**

*by PAT KEGSARD, CCIM — Compass Commercial*

Compass Commercial surveyed 88 buildings totaling 1.66 million square feet for the third quarter Redmond industrial market report of 2022. In this quarter, the Redmond industrial market recorded negative absorption of 11,250 square feet. At the end of Q2 2022, 11,725 SF of industrial space was available in Redmond, and there is now 22,975 SF of vacant space in Q3 2022. As a result, the vacancy rate increased from 0.70% in Q2 to 1.38% in Q3.

**LEASING:** Activity in the Redmond industrial market showed little movement, with tenants remaining in their current spaces. The 22,975 SF currently available came on the market during Q2 and Q3. The Redmond industrial market continues to be very tight, keeping the lease rents on the higher side.

**RENTS:** Average asking lease rates in the Redmond industrial market are between $0.85 and $1.10/SF/Mo. NNN* depending on the condition of the space. Asking rates for new projects under construction will probably be between $0.95 and 1.25/SF/Mo. NNN.

**CONSTRUCTION:** There is currently 100,000 to 170,000 SF of industrial space in the pipeline for Q4 2022 and 2023. Two industrial buildings, located at 2505 5th Street totaling 58,568 SF, are projected to be complete this month, and several leases are already signed. Some of these buildings will be owner/user facilities, but most will be for lease. In the last few months, lumber prices remained moderate, but steel is still higher than it was two years ago. With rising interest rates, we anticipate some slowdown in speculative construction.

**Positive Absorption = Space Leased | Negative Absorption = Space Vacated**

*Data sourced from CoStar

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**BEND RETAIL MARKET**

*Continued from previous page*

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that her family had always had a love of winter sports. “My mom’s side of the family is very focused on ski racing and my dad’s side of the family homesteaded outside of Pinedale in the early 1900’s using handmade skis and horses to get around in the winter. Back then, they had some of the first snowmobiles as a means to deliver mail,” Amy said. “I learned to ski around the time I started walking.”

After competing around the world and getting a sponsorship from Polaris Snowmobiles, Amy was featured in TGR’s most recent film, Magic Hour, an annual film that showcases a collection of backcountry skiing highlights.

“I was part of the Montana segment in Magic Hour which showcased snowmobile-accessed skiing. I got to team up with two other skiers, Parkin Costain and Jake Hopfinger, who are incredibly talented and solid backcountry partners,” Amy said. “It really takes a strong team to create the magic and beautiful images in the ever changing conditions of the mountains.”

While many filmmakers have the privilege of controlling the conditions around them, either with clever set-work or CGI, TGR’s filmmakers must create something beautiful in a place that is potentially deadly. “The process of filming in the mountains involves a lot of discussion around terrain options, snow safety, weather conditions and goals for each day,” said Amy.

If anyone knows what it’s like to film in these conditions, it would be veteran TGR athlete Sage Cattabriga-Alosa, a mountain biker and skier who eventually moved to Bend after spending his childhood growing up in both Oregon and Wyoming. This split upbringing gave Sage a deep appreciation for both the forests along the north Umpqua River and the Teton Mountains of Wyoming.

Sage was first featured in a TGR film back in 2001. Despite just appearing in “a couple of shots,” this was Sage’s foot in the door. “I needed to dedicate quite a lot of time and energy to filming the next year to make it into a film again,” Sage said. “After a couple solid years, TGR helped align some of the sponsors that I have now and I continue to be one of the main athletes in the films since then.”

On the experience of filming with TGR, Sage acknowledges that his level of experience makes him a bit of a veteran. “By having so much experience, there’s a natural fit for me to mentor and assist the next generations, helping them be comfortable and confident in the mountains,” Sage said. “My biggest message is the lesson of patience and of timing. It comes with recognizing the times when it’s right to go and the times when it’s not, which isn’t always easy, but by being patient and waiting until all systems and signs point to yes, you maximize the possibility of a positive outcome.”

In other words, Sage plays an instrumental role in developing a new generation of skiers by passing along his knowledge of the backcountry; from snow conditions, weather, temperature and more, there are so many factors that must align to safely enjoy the backcountry and create the amazing films that TGR makes.

By signing athletes, collaborating with one another, assisting with sponsorships and spreading hype around these sports, TGR has cemented themselves as a force for positive development in the world of action sports. Catch the trailer for their upcoming short film in a regional series of films, In Pursuit of Soul 2: Midwest Independence, on their Youtube channel. The second installment in a series that focuses on ski and snowboard culture across the US, this film sheds light on the strong cultural, historical and family dynamics that tie Midwesterners to their local ski hills. The entire film will be available on October 25th on the TGR website. tetongravity.com

Continued from page 1

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Unemployment hovers at record low levels in Deschutes County as the weather turns to Fall but a major war in Europe, a recent pandemic that dumped billions of dollars of stimulus money into the economy and record consumer demand have combined to create the largest inflation spike in 40 years and has rapidly increased the costs to borrow money. But the region’s commercial real estate sales in 2022 defy these gloomy financial realities.

Ken Sinclair, vice president commercial relationship manager of Umpqua Bank, says, “Regarding today’s market environment, inflation and talk of the “R” word, Umpqua is definitely taking a closer look at factors such as the tenant’s longevity and industry type, the owner’s financial strength and overall credit quality of the property. That being said, we here in central Oregon are still seeing strong demand for commercial property due to population growth and limited inventory.

Impact of Population Growth
Recent population forecasts indicate that Deschutes County is expected to add another 50,000 residents in the next ten years. According to recent census data, Deschutes County has grown twice as fast as the rest of the State. Currently Deschutes, Crook and Jefferson Counties are among the top five fastest-growing Counties in Oregon. However, rapid growth comes at a cost. Population growth places more stress on available resources and it is generally acknowledged that there is a shortage of available space for new business. Retail and office space vacancy in Bend and Redmond is around 5% and 2% respectively. The demand for available space makes it less affordable for expanding businesses. Many business owners are seeing rapidly increasing lease rates in Bend, and in the new commercial developments located in Northwest Crossing and the Old Mill District. New buildings demand premium lease rates. Many business owners are considering expansion through satellite locations in more modestly priced locations like Redmond, Prineville and Madras. This expansion often must be financed through local lenders.

Impact of Higher Financing Costs
As the fed funds rate changes, so do the interest rates that lenders charge borrowers, including interest on business loans. Most recently, the Federal Reserve raised its target range for the fed funds rate by 75 basis points to 2.25%-2.5% during its July 2022 meeting. It was the fourth consecutive rate hike and pushed borrowing costs to the highest level since 2019. Local lenders add their margin of, say, 4% to their funds rate making the current market rate over 6%.

Jacob Mayhill, commercial loan relationship officer, MidOregon Credit Union, addresses how increased loan rates and inflation changes his view of prospective borrowers: “We have not tightened our lending standards, but we are finding it more challenging for borrowers to meet the same lending standards in this market where prices and interest rates are higher.”

The National Association of Realtors (NAR) released an analysis that said cap rates were likely to keep compressing in 2022 despite rising interest rates. Although typically rising interest rates would push up mortgage costs, creating downward pressure on property prices, that may not be the case, at least for now. There are other factors like abundant 1031 funds flowing into Central Oregon and the strong demand from new or expanding businesses that keep pushing up prices and, in turn, further compress cap rates.

“As of 2022 Q1, National office real estate prices are up 10% year-over-year on average while prices of retail real estate are up 16%. Industrial properties experienced the strongest price gain of 30% followed by apartment assets at 22% as the NAR noted.

Mayhill explains how his credit union sees a prospective borrower: “In a post-COVID market with tighter cap rates and rising costs we sometimes need to be creative with borrowers. It starts with taking a relationship approach by listening to our borrowers and working to understand who they are, the road they’ve traveled and where they’re heading. This helps us understand all the options for financing. We interweave this approach with our responsibility to credit union members and our federal regulators at the NCUA to make good loan decisions.”

Ken Sinclair describes his bank’s challenges: “Today’s market rates are really a fluid situation. With impending rate hikes around every corner by the Fed and the inverted yield curve, what was the norm six months ago is no more. We try to focus on the entire client relationship (depository, treasury management, wealth investment, etc.) to win the client’s business.”

Other Factors Impacting CRE
Other factors that create shortages of commercial real estate in Central Oregon include Oregon’s restrictive land use laws and land use activists who present legal challenges to development. In addition, cities and counties are struggling to process the increased development applications.

Many economists and financial analysts expect interest rates to level out in 2023 and 2024 shows an 18% decline in total commercial sales but with a 10% increase in total volume at over $190,350,000. This makes sense in light of the limited availability and increasing prices.

The Future is Bright for CRE
Many economists and financial analysts expect interest rates to level out in 2023 and local CRE experts expect continued high demand due to growth and unmet needs. Many property developers and investors are raising the need.
Ever wondered where those oft-unnoticed medical office organizing accessories such as clear magazine racks, sanitizer holders or face-covering dispensers come from? Chances are it could be a product of innovative Redmond-based plastic fabrication specialists Poltex.

Under the guidance of owner Paul Filipowicz, since moving to Redmond in 2014 the company has expanded from 2,000 square feet to over 10,000 square feet, producing a continually expanding variety of items, primarily aimed at laboratory and hospital workplaces.

Filipowicz says it all started with a glitter-glue sketch of his cartoon favorite the Pink Panther from then-girlfriend (now wife) Danielle. He wanted to “present it like the Mona Lisa,” sketched a design, bought some materials and built a special display case in his garage to show off the masterpiece.

Building on his scientific background in molecular genetics, he had the brainwave of using similar techniques to improve his work environment operations. He recollected, “I was working for Kaiser-Permanente at the time, and I felt like I needed three hands to get everything done.”

“I have always been a highly organized person who believes that ‘there’s a place for everything and everything in its place’; so I began to build plastic containers, shelves and stands for work.”

“I realized there was a real need for these types of plastic and polycarbonate products — that looked great, saved space and improved efficiency and production in those work environments — so I taught myself some basic Computer-Aided Design (CAD) skills and basically launched Poltex out of my garage.”

“My family also had a background in milling and machining, so together with the science grounding it gave me a good general foundation to build from.”

His initial products quickly gained in popularity, leading to him to strike out on his own in 2001, and since then Poltex has continued to turn out a steady stream of standard and custom-fabricated products, including a recent point-of-purchase display for Redmond lithium battery pioneers Expion 360.

Business has grown exponentially over the past two decades and today the product line includes around 650 “SKU’s.” “SKU stands for “stock keeping unit” and is a number that allows us to associate products and track inventory levels. Products are assigned different alphanumeric digits based on various characteristics, such as price, manufacturer, color, style, type and size.”

Filipowicz added, “We have two product streams — custom pieces and standard pieces. Basically, every product we make starts as a custom piece. “We save all our designs and if something can be used by multiple clients then it becomes part of our standard product line — if something is living digitally, it can be reproduced.”

“We start with a CAD program and design a picture of the product. We then send that to the client to verify that the piece meets all their needs. “Once the design is approved, we create the 3D model that is sent to our CNC (Computer Numerical Control) machine. This machine cuts the product according to the automated instructions so we can build it and ultimately, deliver it to our client.”

“What really sets Poltex apart is our ability to provide our laboratory and healthcare customers with organizational equipment that suits the exact needs of their work environment.”

“Because we manufacture all our products in-house, right here in the U.S., we are able to produce affordable products with a quick turnaround time to suit the exact specifications of the particular space, consumable, project, etc. Poltex is proud to make all products in-house with the stamp of Made in the USA and does not have any plans to outsource. “Custom work keeps things fresh and regularly producing quality innovative...
products allows us to keep a pulse on the market,” Filipowicz said business actually spiked during COVID, and the standard side of operations was up 38 percent over last year. The growth curve has continued, including negotiating more retail contracts and recently picking up distribution with Grainger, a leading provider of top-quality industrial supplies worldwide.

On the choice to grow in Redmond, he said, “Redmond is awesome. The business community is really tight-knit, and we have enjoyed the support and sense of community with other business owners and industry people here.

“Additionally, resources like REDI (Redmond Economic Development Inc.) are very supportive. EDCO was particularly helpful early on, and after being invited to participate in the ‘Made in Redmond’ tour event, it helped us get a ‘foot in the door’ with local medical providers, including BMC (now Summit Health) and St. Charles Hospital. Recently we also added Mosaic Medical as a customer.”

On the horizon, Filipowicz sees increased business necessitating hiring additional employees and tooling up for increased production, including staying current with the latest technology to optimize manufacturing methods.

He added, “With the large swirl of impending business, we should continue to be growing pretty rapidly.

“Given the huge opportunities coming our way, we feel we have barely scratched the surface in the market, and believe the possibilities are endless.

“Nobody else is currently creating custom plastic fabrication products of this quality. There is a lot of potential and a lot of untapped markets that we can pursue.”

Though business is primarily in the U.S., Poltex has shipped internationally (Canada, Mexico, England) to some small extent. But Filipowicz says international shipping on an individual order basis is cost prohibitive.

In light of making all products in-house, expanding globally would likely happen incrementally, with the need to identify feasible distribution network logistics.

Expectations for the near future included negotiating with more large retail distributors, working on government contracts including Veterans Affairs facilities and increasing an online presence through channels like Amazon, Facebook, Instagram and YouTube.

poltex.com
541-636-080

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The City of Redmond has recently projected that by 2040, the city would grow to 50,000 residents or 900 new residents per year. However, in the last three years, the city has been experiencing a significantly accelerated growth rate and could reach 50,000 residents as soon as 2027. As of July 2022, the city’s population was 37,342 which equates to 2,300 new residents a year in the last three years.

To accommodate for the growth, Roberts said there needs to be comprehensive planning and coordination for public facilities, needed housing, transportation, and the urban growth boundary. Roberts said there has been a decrease in the number of buildings permits from an average of 83 per day in 2021 to an average of 62 per day in 2022. “Single-family residential permits are significantly down this year,” Roberts said.


Roberts said the City of Redmond and REDI continue to receive constant requests for information from people interested in facets of commercial, industrial and residential development projects. “We can interact with a development team representing a Fortune 500 company to a local downtown business owner trying to expand,” Roberts said. “Simply, there is an incredibly diverse set of interests wanting to do business in Redmond.”

Roberts attributes the city’s successes to the great planning work conducted during the last two decades. “These planning efforts were visionary and created the opportunities for developable lands or opportunities currently available in the city,” Roberts said. “Moreover, these plans were carefully coordinated with the city’s rolling five-year capital improvement programming. The city has been very data-driven.”

Roberts shared specific examples of the planning efforts to include Desert Rite Industrial Park, regional large lot industrial parcels, mixed-use live/work, downtown Redmond Urban Renewal Areas, and five Sub-Area Land Use Area Plans. These planning efforts guided, shaped and laid the foundation for today,” Roberts said. “Simply, there is an incredibly diverse set of interests wanting to do business in Redmond.”

Roberts attributes the city’s successes to the great planning work conducted during the last two decades. “These planning efforts were visionary and created the opportunities for developable lands or opportunities currently available in the city,” Roberts said. “Moreover, these plans were carefully coordinated with the city’s rolling five-year capital improvement programming. The city has been very data-driven.”

Relocating to Redmond

Jeremy Herauf is the owner and president of Bridge Masters, Inc., which operates three companies within the bridge infrastructure industry including Bridge Masters, Inc., Bridge Masters Rentals, and Titan Manufacturing. Their customers range from the Federal Government to private owners and contractors all over the North American market. “We don’t build bridges,” Jeremy said. “We have a specialty construction service that installs, maintains, repairs, designs and inspects utilities on bridges. We have a specialty construction service that installs, maintains, repairs, designs and inspects utilities on bridges. We have a specialty construction service that installs, maintains, repairs, designs and inspects utilities on bridges.

Several factors led Jeremy to relocate in Redmond including finding land at a reasonable price, close proximity to its vendors, Highway 97 and the Crooked River Bridge and an experienced workforce. “It’s important we have employees who are well-rounded and can do a little bit of everything from helping with data entry to field equipment operators,” Jeremy said. The combination of the Redmond School District and Central Oregon Community College training students in the skills we need made a difference.

The company plans to move to its new location in April of 2023. “Working with REDI and the City of Redmond made a difference too because they understood our company and found ways to work with us in purchasing the land,” he said. “Redmond has a great diversity of companies that we can work with to build our projects and keep business on the books.”

Jeremy said having the Redmond Airport nearby also helps because customers fly from throughout the United States to visit Bridge Masters to be trained on its equipment.

Urban Renewal Projects

More than ten years ago, the SCP Redmond Hotel was a busy accommodation that was slowly deteriorating in the heart of downtown Redmond.

Thanks to a shared vision by community, city and business leaders, today the SCP Redmond Hotel is once again a gathering place for local residents and tourists, reminiscent of how it was when it opened in 1928. The newly renovated SCP Redmond Hotel is a 57-room hotel with guest rooms, suites, a restaurant, gift store and workout facility. The renovations were made possible through a public-private partnership between the City of Redmond and the Historic Hotel Partners, a subsidiary of Alpha Wave Investors.

Alpha Wave Investors acquired the historic Georgian revival building in 2017. The City of Redmond provided a $3.5 million urban renewal loan to the hotel’s renovations. A property of Soul Community Planet, the SCP Redmond Hotel received a $12 million renovation. “The community via the Redmond Urban Renewal Area helped to bring the historic hotel property as the top catalytic project in the urban renewal plan for downtown. When the SCP Redmond Hotel opened its new and improved facilities, it helped Redmond reach for something bigger and better than what it had been doing to have a full-service luxury hotel,” Arnold said. “The success of the hotel as a business has helped both the operator and the community realize a significant return on investment. The reactivated hotel has led other businesses on Sixth Street to make investments and improvements to their buildings.”

Roberts said the SCP Hotel Redmond is just one example of how downtown Redmond has seen increased interest in its Urban Renewal Program, leading to the development in downtown Redmond’s Downtown Area at an all-time high. From the Central Oregon Medical Specialties Building to the High Desert Music Hall, Eqwine Training Center to the High Desert Music Hall, Eqwine Training Center, these businesses have been reactivated and other opportunities that showcase why Redmond is a great place to live, work and play. And as inflation hits the United States, Redmond will be faced with the same financial challenges as consumers have to adjust their spending patterns to buy essential goods and services. “The Redmond Chamber will continue to work with member businesses and the community to navigate any challenges that come our way in 2023,” Sande said. “The Chamber provides resources for small and medium-sized businesses, and as businesses struggle to make ends meet, it will be our job as a business organization to advocate for businesses if and when challenges arise.”

Redmond Economic Development Inc. or REDI

Steve Curley became the executive director of Redmond Economic Development Inc., or REDI, in March 2022. A long-time resident of Central Oregon, Curley shared he is familiar with the region and Redmond. “What excites me the most about working for REDI is that Redmond is a family-oriented community,” Curley said. “I love the fact I will be working with traded-sector companies that provide good-paying jobs to support families who live in Redmond or nearby communities.”

REDI assists 130 firms on average each year including in 2022 Traeger’s Wood Fired Grills, Eberhard’s Dairy Products, Community Options, Newhouse Manufacturing Co. and Central Composites. From 2016 to 2022, there were a total of 40 new projects, including 917 jobs, that added over $80 million in capital investments. Pending projects include Buildhouse, Wild Mike’s, Bridge Master and Performance Pro Supply. Redmond has a diverse trade-sector industry, including advanced manufacturing, agriculture products, aviation and aerospace, consumer goods, distribution and building products.

Since he began his job in March, Curley said he continues to see on a daily basis an interest in traded-sector companies looking to locate in Redmond or to expand. While wood products were the main industry for many years in Central Oregon including Redmond, we are continuing to see Redmond grow and evolve along with the Central Oregon region to become more economically diverse,” Curley said.

As Redmond continues to grow and attract new residents and businesses, Curley said plans are in place to ensure Redmond has the workforce and housing to support the growing community. “Last week, a company came to Redmond for a site visit,” he said. “What made Redmond attractive to this company was the lifestyle, stable workforce, schools and that Redmond is family-oriented.”

Even with interest rates rising, inflation persisting and a recession looming, Curley said investors continue to see value in Redmond as a strong and solid investment. There are large and small land parcels available for development. “Redmond is definitely pro-business,” Curley said. “Investors are continuing to move forward with small and large projects. REDI is here to help businesses make connections and remove any barriers for businesses seeking to locate, expand or start in Redmond.”
The Muddy Merch
Downtown Redmond Business Offers Custom Leatherwork

by NOAH NELSON — CBN Feature Writer

The Muddy Merch, a small leather goods store that offers custom leatherwork in Downtown Redmond, carries a story about humble beginnings and surviving hardship. The original shop was founded back in 2018. Kristy Barton, the founder and owner of The Muddy Merch, spent two years operating out of her home’s garage. During this time, she focused on learning the skills of the trade, as well as developing a unique style that would stand out among the rest.

The Muddy Merch quickly outgrew the garage, and Barton had her sights set on opening up a storefront where customers could see their custom work in person. Then, 6 months into the pandemic in 2020, the opportunity to move out of the garage and into a small space on SW 6th Street opened up, and Barton jumped at the chance. Despite all the unknowns, The Muddy Merch successfully opened their doors during the pandemic and survived the looming shutdowns.

"Opening in COVID was tough because it was so turbulent, it felt like things changed daily," Barton said. "It actually also helped us in a way, because so many people wanted to go out and find a smiling face, and we provided that."

Now, The Muddy Merch is a welcome addition to the Downtown Redmond business scene, and offers a level of custom work that locals and tourists alike have been drawn to. Expanding from their original product line of hats with custom made and hand stitched leather patches, The Muddy Merch now provides custom leather work in the form of koozies, a variety of keychains, wallets and more. All of the items can be customized with names and/or logos, making them popular gifts for birthdays, bachelor/bachelorette parties, business retreats and other events.

Customers at the store can select from a variety of pre-stitched hats, or they can opt to make their own; the store offers over 300 hats and over 100 leather patches to choose from. All stitching is done by hand when the customer orders the hat, adding a personal touch to every hat that is sold.

While the retail side of the store is a substantial part of the business, The Muddy Merch also provides custom work for businesses looking for hats with their logos on them. The store offers businesses hats from a variety of manufacturers, all of which are then hand stitched with a leather patch emblazoned with the business’s logo, handcrafted by Barton.

For all custom work, customers can choose from eight different leather colors, allowing for as much personal expression as possible. After all, that is a belief held closely by Barton; that hats are personal, and can express a lot about a person. This belief motivates her to add a high attention to detail to every product she handcrafts, and this attention to detail can be seen in her work.

The Muddy Merch has been a trusted choice by businesses and individuals who are seeking a locally made, handcrafted gift, and this reputation is sure to grow. “We’ve been growing at a continuous rate and we plan on being here long term,” Barton said. “We’d love to offer more comprehensive service to customers and expand our product line with a variety of new custom leather goods.”

If Barton’s perseverance in the face of the pandemic shutdowns tells us anything, it’s that she has a true passion for her trade. This passion carries over into the products she creates, and will likely carry The Muddy Merch to a successful future.

themuddymerch.com

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## Utility Companies
**Listed Alphabetically**

<table>
<thead>
<tr>
<th>Company / Address</th>
<th>Phone</th>
<th>Fax</th>
<th>WebSite/Email</th>
<th>Contact</th>
<th>Staff</th>
<th>CO Year Est.</th>
<th>Number of Customers</th>
<th>Service Area</th>
<th>Services</th>
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<tbody>
<tr>
<td>Avion Water Co. Inc. 60813 Parrell Rd. Bend, OR 97702</td>
<td>541-382-5342</td>
<td>541-382-5390</td>
<td>avionwater.com</td>
<td>Jan Wick, Jason M. Wick</td>
<td>34</td>
<td>1969</td>
<td>15,000</td>
<td>From Bend to Powell Butte, to north of Redmond &amp; south to Wild River.</td>
<td>Domestic water, deep well water.</td>
</tr>
<tr>
<td>Cascade Natural Gas Bend, OR 97701</td>
<td>888-522-1130</td>
<td>888-649-9912</td>
<td><a href="http://www.cnrg.com">www.cnrg.com</a> <a href="mailto:service@cnrg.com">service@cnrg.com</a></td>
<td>Jeff Staudenmaier, Sue Purje</td>
<td>32</td>
<td>1955</td>
<td>60,000</td>
<td>Bend, Chomed, Crescent, Gilholt, La Pine, Metolius, Madras, Pineville, Redmond &amp; Santiam.</td>
<td>Gas utility services &amp; after-hour emergency services available.</td>
</tr>
<tr>
<td>Central Electric Cooperative 2036 NE 44th St. PO Box 846 Redmond, OR 97756</td>
<td>541-548-2144</td>
<td>541-548-0366</td>
<td><a href="http://www.cencoop">www.cencoop</a> <a href="mailto:consumerinformation@cencoop.com">consumerinformation@cencoop.com</a></td>
<td>Brent ten Pas</td>
<td>80</td>
<td>1940</td>
<td>29,396</td>
<td>Deschutes, Crook, Jefferson, Grant, Linn, Wasco &amp; Lake Counties.</td>
<td>Electric distribution cooperative.</td>
</tr>
<tr>
<td>Central Oregon Irrigation District 3105 NW Lake Co. Redmond, OR 97756</td>
<td>541-548-6047</td>
<td>541-548-0243</td>
<td><a href="http://www.coird.org">www.coird.org</a> <a href="mailto:info@coird.org">info@coird.org</a></td>
<td>Craig Horrell</td>
<td>30</td>
<td>1918</td>
<td>3,700</td>
<td>Central Oregon canal &amp; Pilot Butte &amp; laterals.</td>
<td>Delivery of irrigation water, maintenance of district easements &amp; canal systems.</td>
</tr>
<tr>
<td>Cimmaron City Water Co. PO Box 3441 Bend, OR 97701</td>
<td>541-389-7488</td>
<td>541-610-1640</td>
<td><a href="mailto:news@bendbroadband.com">news@bendbroadband.com</a></td>
<td>Board of Directors</td>
<td>3</td>
<td>1967</td>
<td>155</td>
<td>Cimmaron City.</td>
<td>Domestic water.</td>
</tr>
<tr>
<td>CoEnergy Propane 1818 Hwy. South 97 Redmond, OR 97756</td>
<td>800-510-5886</td>
<td>541-504-1024</td>
<td><a href="http://www.coenergynet">www.coenergynet</a> <a href="mailto:info@coenergynet.net">info@coenergynet.net</a></td>
<td>Darcie Vanderyacht</td>
<td>9</td>
<td>2001</td>
<td>3,800</td>
<td>All of Central Oregon.</td>
<td>Providing your home, business or construction project with propane gas &amp; accessories.</td>
</tr>
<tr>
<td>Crooked River Ranch Water 13834 SW Commercial Loop, PO Box 2319 Terrebonne, OR 97760</td>
<td>541-923-1041</td>
<td>541-923-3935</td>
<td><a href="http://www.crrwater.com">www.crrwater.com</a> <a href="mailto:frank@crrwater.com">frank@crrwater.com</a></td>
<td>Frank Day</td>
<td>6</td>
<td>1977</td>
<td>1,388</td>
<td>Crooked River Ranch.</td>
<td>Water.</td>
</tr>
<tr>
<td>Ferrellgas 900 NE First St. Bend, OR 97701</td>
<td>541-382-1161</td>
<td>541-382-1744</td>
<td><a href="http://www.ferrellgas.com">www.ferrellgas.com</a> <a href="mailto:atnashburn@ferrellgas.com">atnashburn@ferrellgas.com</a></td>
<td>Eric Nelson</td>
<td>10</td>
<td>1963</td>
<td>4,000</td>
<td>All of Central Oregon.</td>
<td>Propane gas.</td>
</tr>
<tr>
<td>Laid Law Water District 44519 Hwy. 20, Unit C Bend, OR 97703</td>
<td>541-389-1255</td>
<td>N/A</td>
<td><a href="http://www.laidlawwaterdistrict.com">www.laidlawwaterdistrict.com</a></td>
<td>Dale Peer</td>
<td>0</td>
<td>1982</td>
<td>130</td>
<td>Tumalo.</td>
<td>Water.</td>
</tr>
<tr>
<td>Midstate Electric Cooperative PO Box 127 Le Pile, OR 97739</td>
<td>541-536-2126</td>
<td>541-536-1423</td>
<td><a href="http://www.midstateelectricco-op.com">www.midstateelectricco-op.com</a> <a href="mailto:marketing@msco.coop">marketing@msco.coop</a></td>
<td>Kimberly Hanson</td>
<td>65</td>
<td>1948</td>
<td>18,227 members, 23,050 meters.</td>
<td>Lava Butte South to Thunder Beast Park, Cascades to Willamette Pass, West &amp; Silver Lake Christmas Valley East.</td>
<td>Electricity &amp; energy efficiency programs.</td>
</tr>
<tr>
<td>Miller Oil Inc. 2138 NW N.Oel Honey. PO Box 1751 Prineville, OR 97754</td>
<td>541-436-1078</td>
<td>N/A</td>
<td><a href="http://www.milleroline.com">www.milleroline.com</a> <a href="mailto:Sales@Milleroline.com">Sales@Milleroline.com</a></td>
<td>Chet Miller</td>
<td>4</td>
<td>2003</td>
<td>N/A</td>
<td>Prineville &amp; surrounding areas.</td>
<td>Petroleum distributor.</td>
</tr>
<tr>
<td>Northern Energy Propane 799 NE Jepson Co. Redmond, OR 97756</td>
<td>541-548-7449</td>
<td>541-548-0613</td>
<td><a href="http://www.northernenergy.com">www.northernenergy.com</a> <a href="mailto:northern_energy@amegas.com">northern_energy@amegas.com</a></td>
<td>N/A</td>
<td>10</td>
<td>1985</td>
<td>4,000</td>
<td>All of Central Oregon.</td>
<td>Propane gas.</td>
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<tr>
<td>Pacific Power Central Oregon</td>
<td>888-221-7070</td>
<td>N/A</td>
<td><a href="http://www.pacificpower.net">www.pacificpower.net</a></td>
<td>Stefan Bird</td>
<td>90</td>
<td>1926</td>
<td>756,000</td>
<td>Pacific Power efficiently delivers reliable, safe &amp; environmentally responsible energy to 243 communities across Oregon, Washington &amp; northern California.</td>
<td>Electricity, energy efficiency management &amp; renewable energy options.</td>
</tr>
</tbody>
</table>
Applications Now Being Accepted for 2023 Washington, D.C. Youth Tour

by COURTNEY COBB, Communications Coordinator — Central Electric Cooperative

Central Electric Cooperative is accepting applications for its 2023 Washington, D.C. Youth Tour program. Central Electric will select two high school juniors to visit the nation’s capital for one week in June.

Participants receive an all-expense paid trip and are immersed in the nation’s history, seeing sites like Arlington National Cemetery, the Vietnam Veteran’s Wall, the Washington Monument, Mount Vernon and the Smithsonian.

In addition to meeting with other participants their age from across the nation, students also will get to discuss current issues with members of Congress.

High school juniors interested in applying can find the application here. Applications will be accepted through Friday, January 6, at 5pm and mailed or dropped off at any Central Electric office.

To be eligible, students’ families must be CEC members. Applicants need to include information about their interests and a 500 to 1,000 word essay on the following topic: Describe your view of the major challenges facing our nation and what solutions you envision. Applicants also will be interviewed by a selection team of CEC staffers.

This is an all-expense paid trip for those students selected. The co-op will pay for transportation, lodging, meal expenses and one checked bag.

The selected students are expected to share their trip experience with CEC’s membership at the co-op’s annual meeting in April 2024. If you have any further questions, call 541-548-2144.

cel.coop

Utility Companies (Listed Alphabetically)

<table>
<thead>
<tr>
<th>Company / Address</th>
<th>Phone</th>
<th>Fax</th>
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<td>Roats Water System</td>
<td>541-382-3029</td>
<td>541-382-2292</td>
<td><a href="http://www.roatswater.com">www.roatswater.com</a></td>
<td>W.K. Roats</td>
<td>5</td>
<td>1962</td>
<td>2,200</td>
<td>South, East &amp; West of Hwy. 97, beginning at Reed (including Woodside Ranch) to South end of Parkway.</td>
<td>Water.</td>
</tr>
<tr>
<td>Sun Country Water</td>
<td>N/A</td>
<td>541-385-1115</td>
<td><a href="mailto:suncountrywater@msn.com">suncountrywater@msn.com</a></td>
<td>Butch Rogers</td>
<td>1</td>
<td>1972</td>
<td>100</td>
<td>Saddle Butte Subdivision &amp; vicinity.</td>
<td>Water.</td>
</tr>
<tr>
<td>Sun Mt. Water Systems, Inc.</td>
<td>541-382-7309</td>
<td>N/A</td>
<td>N/A</td>
<td>Butch Rodgers</td>
<td>2</td>
<td>1960</td>
<td>285</td>
<td>Between Tumalo &amp; Sisters</td>
<td>Water.</td>
</tr>
</tbody>
</table>

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<th>Company / Address</th>
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<td>Amplifica, Inc.</td>
<td>541-241-0778</td>
<td>N/A</td>
<td><a href="http://www.amplifica.com/support@amplica.com">www.amplifica.com/support@amplica.com</a></td>
<td>Chris Capodilupo</td>
<td>20</td>
<td>2011</td>
<td>Software company that has built a social intelligence platform that leverages proprietary machine learning to deliver deep, reliable insights into human &amp; more.</td>
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<tr>
<td>Bend Cloud</td>
<td>541-530-7366</td>
<td>N/A</td>
<td><a href="http://www.bendcloud.com">www.bendcloud.com</a></td>
<td>Kelli Hewitt</td>
<td>9</td>
<td>2005</td>
<td>Installing custom-designed solar electric systems, a reliable &amp; affordable energy solution for homes &amp; more.</td>
</tr>
<tr>
<td>Binary Sun Scienec</td>
<td>541-354-4087</td>
<td>N/A</td>
<td><a href="http://www.binariesunscience.com">www.binariesunscience.com</a></td>
<td>Tony Sprando</td>
<td>4</td>
<td>1999</td>
<td>Audio video design &amp; integration, turnkey solutions for all types of commercial projects. Video pro-duction, large venue control systems, video conferencing, interactive presentations solutions &amp; more.</td>
</tr>
<tr>
<td>Element 1 Corp.</td>
<td>541-210-1991</td>
<td>031-10-101</td>
<td><a href="http://www.element1corp.com">www.element1corp.com</a></td>
<td>Dr. J. L. Senger, Dr. Angela Ors</td>
<td>3</td>
<td>2017</td>
<td>Element 1 Corporation is a leading developer of clean energy technologies, including advanced hydrogen generation systems, flare gas refinement solutions &amp; gas to liquid production technology.</td>
</tr>
<tr>
<td>Facebook - Prineville Data Center</td>
<td>541-350-1907</td>
<td>541-306-1955</td>
<td><a href="http://www.facebook.com/prinetechdatacenter">www.facebook.com/prinetechdatacenter</a></td>
<td>William Marks</td>
<td>350</td>
<td>2010</td>
<td>BUILD in-town custom applications such as enterprise apps, mobile apps, IoT, AI &amp; machine learning, big data analytics, consulting for digital product &amp; service innovation &amp; business infrastructure services.</td>
</tr>
<tr>
<td>Facebook - Prineville Data Center</td>
<td>541-350-1907</td>
<td>541-306-1955</td>
<td><a href="http://www.facebook.com/prinetechdatacenter">www.facebook.com/prinetechdatacenter</a></td>
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<td>2010</td>
<td>BUILD in-town custom applications such as enterprise apps, mobile apps, IoT, AI &amp; machine learning, big data analytics, consulting for digital product &amp; service innovation &amp; business infrastructure services.</td>
</tr>
<tr>
<td>CCI Tec, Inc.</td>
<td>541-241-1990</td>
<td>541-210-1991</td>
<td><a href="http://www.CCItec.com">www.CCItec.com</a></td>
<td>Dr. J. L. Senger, Dr. Angela Ors</td>
<td>3</td>
<td>2017</td>
<td>Element 1 Corporation is a leading developer of clean energy technologies, including advanced hydrogen generation systems, flare gas refinement solutions &amp; gas to liquid production technology.</td>
</tr>
<tr>
<td>Effectual Inc.</td>
<td>541-241-1901</td>
<td>541-10-101</td>
<td><a href="http://www.effectual.com">www.effectual.com</a></td>
<td>Christopher L. Dow</td>
<td>87</td>
<td>1989</td>
<td>Specializing in web development &amp; global distribution to academic programs at the university level in the field of reproductive physiology.</td>
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<tr>
<td>E::SPACE Labs LLC</td>
<td>541-350-1907</td>
<td>541-306-1955</td>
<td><a href="http://www.espacelabs.com">www.espacelabs.com</a></td>
<td>Dr. J. L. Senger, Dr. Angela Ors</td>
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<td>Food4All</td>
<td>541-388-1154</td>
<td>541-388-1154</td>
<td><a href="http://www.food4all.com">www.food4all.com</a></td>
<td>Kami Semick, Tyson Pardue</td>
<td>Rick Silver, Dr. Tony Sprando</td>
<td>3</td>
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<tr>
<td>Element 1 Corp.</td>
<td>541-210-1991</td>
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<td>Dr. J. L. Senger, Dr. Angela Ors</td>
<td>3</td>
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<td>William Marks</td>
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<td>541-306-1955</td>
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<td>350</td>
<td>2010</td>
<td>BUILD in-town custom applications such as enterprise apps, mobile apps, IoT, AI &amp; machine learning, big data analytics, consulting for digital product &amp; service innovation &amp; business infrastructure services.</td>
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Identity Security in the Modern World

by BRUCE ARNOLD

Bad Actors & Compromised Credentials

Cyber security experts generally agree that identity-driven attacks are one of the most common causes of cyber security breaches in both the public and private sectors. For example, analysis from Upstart Cyber suggests that over six in ten (60 percent) of breaches are identity-driven. These modern attacks often bypass traditional cyber security structures by leveraging compromised credentials to manipulate unsuspecting audiences within vulnerable organizations.

Unfortunately, identity-driven attacks are extremely hard to detect. When a valid user’s credentials have been compromised and an adversary is masquerading as that user, it is often very difficult to differentiate between the user’s typical behavior and that of the hacker using traditional security measures and tools.

Costly Troubles Close To Home

Of course, most of us think this is a problem for someone else, but we need look no further than the City of Portland, Oregon to realize that cyber threats are real and costly if ignored or poorly managed. In the spring of 2022, cybercriminals made off with $1.4 million in taxpayer money — the single biggest theft of funds in the city of Portland’s history.

In Portland’s case, the breach was complicated by the fact that the hacker had total control over the emails of a housing bureau employee.

A few days before the April 25 transfer, the employee, whose job includes requesting wire transfers for new developments, likely fell for a phishing attack and provided their password to a bad actor, according to a recap of the incident sent by the then-housing bureau director Shannon Callahan to the city’s new chief administrative officer.

With access to the email account, the hacker was able to convincingly impersonate an official with Central City Concern, which was about to put in a draw request for $1.4 million from their contract with the city to cover more construction costs.

The hacker would hold on to access to the account for the next month. The city technology staff later realized the account had been severely breached with logins occurring from locations across the globe including Texas, Germany and Nigeria (officials say the hackers were using a virtual private network to mask their location).

The $1,400,000.00 payment was intended for Central City Concern, a local nonprofit building an affordable housing project called The Starlight in the heart of the Old Town neighborhood. The city’s housing bureau signed a $17 million contract with the Central City Concern last March to construct the building and had been routinely wiring the group money to cover construction costs.

Before the wire transfer went out on April 25, treasury officials reached out to the housing bureau asking staff to confirm Central City Concern’s banking information was accurate, as those very same treasury officials were concerned the name on the bank account for Central City Concern did not match the name of the account receiving the wire transfer.

The lesson here is that any account; IT administrator, employee, remote worker, third-party vendor or even customer, can become privileged and provide a digital attack path for adversaries, organizations must be able to authenticate every identity and authorize each request to maintain security and prevent a wide range of digital threats, including ransomware and supply chain attacks.

If your organization hasn’t already done a cyber security assessment, you might consider contacting the experts at Upstart Cyber: UpstartCyber.com.

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<thead>
<tr>
<th>Company / Address</th>
<th>Phone</th>
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<td><a href="mailto:webmaster@annet.com">webmaster@annet.com</a></td>
<td>Lisa Cathor</td>
<td>10</td>
<td>CBOC COY Est.</td>
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<td>HMG, Inc.</td>
<td>541-241-0180</td>
<td>N/A</td>
<td><a href="http://www.HMGInc.com">http://www.HMGInc.com</a></td>
<td>Dr. Phil Keisler</td>
<td>40</td>
<td>2004</td>
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<td>Heavy Manufacturing Company</td>
<td>541-475-3862</td>
<td>541-875-2999</td>
<td><a href="http://www.heavymfgco.com">http://www.heavymfgco.com</a></td>
<td>Mark Foster</td>
<td>150</td>
<td>1995</td>
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<td>High Tech</td>
<td>541-317-0799</td>
<td>N/A</td>
<td><a href="http://www.hightech.com">http://www.hightech.com</a></td>
<td>Alby Haller</td>
<td>50</td>
<td>1988</td>
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<td>High-Tech Systems, Inc.</td>
<td>541-312-4100</td>
<td>541-382-2753</td>
<td><a href="http://www.high-tech.com">http://www.high-tech.com</a></td>
<td>Phoenix Barringer</td>
<td>40</td>
<td>1975</td>
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<td>541-584-5750</td>
<td>N/A</td>
<td><a href="http://www.high-tech.com">http://www.high-tech.com</a></td>
<td>Steve Onis</td>
<td>50</td>
<td>2010</td>
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<td>In.Hand Dynamics LLC</td>
<td>541-350-3302</td>
<td>N/A</td>
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<td>Tom Hanson</td>
<td>26</td>
<td>2013</td>
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<td>Inhand Technologies, Inc.</td>
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<td>N/A</td>
<td><a href="http://www.inhandtech.com">http://www.inhandtech.com</a></td>
<td>Steve Stope</td>
<td>3</td>
<td>2004</td>
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<tr>
<td>Information Technology, Inc.</td>
<td>541-598-3809</td>
<td>541-322-7277</td>
<td><a href="http://www.info-tech.com">http://www.info-tech.com</a></td>
<td>Mark Reed, Tim Murphy</td>
<td>19</td>
<td>1973</td>
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Cascades 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.
The Future of Remote Work

BendTECH Creates Innovative, Collaborative Coworking Space

by NOAH NELSON — CBN Feature Writer

BendTECH is a nonprofit coworking space that was founded in 2012 to help support Bend’s local tech and startup community. At the time, Bend’s population of remote workers was just starting to grow, and the original founders of BendTECH sought to support this burgeoning community by providing a collaborative and supportive office space where workers could connect with one another.

Over the years, BendTECH helped many successful local businesses get off the ground, including Crabtree Architecture + Design, Vector Remote Care and Lead Method, winner of the Bend Venture Conference. Now, BendTECH attracts startups, freelancers and remote workers of all kinds, including those from larger companies, such as Starbucks, Athleta, Google, Twitter and more. The office space is located behind REI in the Old Mill and currently holds 42 desks and six offices, with plans to add an additional 8 offices.

The current president of the nonprofit is Jason Wiener. His first introduction to BendTECH was using the space to run his own startup, Hyperdrive. He later joined the board of directors and was nominated for the position of president in 2020, right before the COVID-19 pandemic.

“Like with any organization, it wasn’t the easiest,” Wiener said. “Sound business practices allowed us to weather the storm. Our biggest focus was to push on and continue operating in some capacity.”

The pandemic shutdowns were not easy on business, but BendTECH was able to benefit in a unique way. These shutdowns had an effect on the way we work, pushing more people than ever before to explore working from home. Employees of companies big and small were prioritizing remote work, and many still are.

Bend, in recent years, has become a hub of remote work, due to the many natural attractions and amenities that the community has to offer, from skiing Mt. Bachelor to brewery hopping after logging off of Zoom. As a coworking space centrally located in the Old Mill District, BendTECH has become a sought after destination for remote workers, and represents what the future of remote work and coworking can look like.

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“We look to give the people of Bend the chance to work remotely in an environment that fosters collaboration and networking,” Wiener said. “Most of the people and companies who come through our space level-up as a result of being part of our community of professionals.”

Collaboration is especially welcome in the Startup Founders Office, a space exclusively reserved for startups to collaborate. “We’ve been able to connect startups with industry professionals, the freelancers they need and even investors,” Wiener said.

Aside from just offering a collaborative workspace, BendTECH goes a step further to help local startups gain traction. “We mentor and provide opportunities to members of our community,” Wiener said. In practice, BendTECH can connect tech startups and experts with funding from the Small Business Innovation Research program, a federal program aimed at supporting small businesses in certain industries with research and development.

BendTECH also works with OSU-Cascades to connect students with internships, and graduates with jobs. Working with the college is important to the mission of BendTECH, in that it helps develop the innovators of the future by smoothly integrating students into the professional world. This is echoed by BendTECH’s children’s programs, including programs that teach Lego robotics, programming, drone technology and more.

To further aid in the development of Bend’s startup community, Bend TECH hosts the Startup Research Fair and the unConference; two annual events that turn ideas into reality through pitching and networking.

“The goal of BendTECH is to put people together in a space where they can elevate their horizons, regardless of their industry or background,” Wiener said. “We do this with a big emphasis on supporting local, and want to give back to our community whenever possible.”

bendtech.com

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<td><a href="http://www.westerntelco.com">www.westerntelco.com</a> <a href="mailto:info@westerntelco.com">info@westerntelco.com</a></td>
<td>Richard Ohndorfer</td>
<td>3</td>
<td>1978</td>
<td>Radio phones, two-way radio, pagers, sales &amp; service.</td>
</tr>
<tr>
<td>BendBroadband</td>
<td>541-382-5551</td>
<td>541-317-9086</td>
<td><a href="http://www.bendbroadband.com">www.bendbroadband.com</a></td>
<td>Tyler Hornadl</td>
<td>150</td>
<td>1955</td>
<td>Cable TV, high-speed internet, business &amp; home phone, advanced business services, fiber transport, data center, colocation, business continuity/disaster recovery, managed services, hosted VoIP phone systems.</td>
</tr>
<tr>
<td>BendTel Inc.</td>
<td>541-389-4020</td>
<td>N/A</td>
<td><a href="http://www.bendtel.com">www.bendtel.com</a></td>
<td>Tom Bartell, Doug Cox</td>
<td>26</td>
<td>2003</td>
<td>Get Real Fiber Fast Internet with BendTel. BendTel is Central Oregon’s largest locally-owned business telephone &amp; Internet service provider. BendTel provides Gigabit fiber bandwidth with guaranteed speeds &amp; uptime. Hosted &amp; traditional telephone solutions, servicing all major phone systems, 24/7 local support, web &amp; email hosting &amp; more.</td>
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<tr>
<td>Cascade Tel</td>
<td>541-388-5158</td>
<td>541-382-9186</td>
<td><a href="http://www.cascadetel.com">www.cascadetel.com</a> <a href="mailto:helpdesk@cascadetel.com">helpdesk@cascadetel.com</a></td>
<td>Allen Clark</td>
<td>5</td>
<td>1990</td>
<td>Telecommunications, IT Networks, VoIP Networks, IT Managed services, fiber optic, WAN &amp; multi-site call-routing systems, pre-wire high-speed data circuits.</td>
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<td>Central Oregon Communications</td>
<td>541-382-5563</td>
<td>N/A</td>
<td><a href="mailto:Birmingham3771@msn.com">Birmingham3771@msn.com</a> Eric Birmingham</td>
<td>2</td>
<td>1990</td>
<td></td>
<td>Telephone equipment sales &amp; service, voice &amp; data-cabling, voicemail, VoIP solutions &amp; integrated voicemail/phone systems, authorized dealer for ESI products.</td>
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<tr>
<td>Centratel</td>
<td>541-383-8383</td>
<td>541-388-2351</td>
<td><a href="http://www.centratel.com">www.centratel.com</a> <a href="mailto:info@centratel.com">info@centratel.com</a></td>
<td>Joanna Highet</td>
<td>49</td>
<td>1984</td>
<td>24-hour live telephone answering services.</td>
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BendBroadband to Officially Become TDS
Strong Local Presence Remains Priority
as Company Looks to Build on Major Investments in Central Oregon

by MARK SCHAFF, Associate Manager-Communications — BendBroadband/TDS Telecom

A fter eight years as part of the TDS Telecom family, BendBroadband is formally rebranding to TDS while keeping its strong local presence in Central Oregon.

“From the beginning, the core values of TDS and BendBroadband have been very aligned. While the logo and name may be changing, our mission to serve the community remains the same,” said President and CEO Jim Butman. “We are proud to take this step and build on our major investments in Central Oregon.”

Customers may notice small differences like the logo change at the top of customer communications, signage on buildings and refreshed uniforms. But TDS expects the change will allow for greater business efficiencies so it can provide better products and services. Already, TDS has eliminated all data caps for Central Oregon customers and is providing free speed upgrades for customers below TDS’ minimum speed offerings.

Since acquiring BendBroadband in 2014, TDS has invested more than $70 million to upgrade its network and give Central Oregon residents ultra-fast internet, with speeds up to 1Gig. TDS will continue to aggressively invest in the community and remain active in supporting local nonprofits with sponsorships and grants. “Central Oregon and our local associates are a special part of our company,” Butman said.

“Nearly 250 TDS associates live in the region and work hard every day to make their communities a better place.”

Through company sponsorships, associates have been a mainstay at community events like Bend Fall Festival and Latino Fest. Recently, associates spurred a donation of money and goods to Central Oregon Veterans Outreach Center to honor Safeway shooting victims.

The name change will be rolled out over the next month. Residents may have noticed TDS teasing the change through new TDS-branded trucks and uniforms earlier this year.

Since its founding in 1969, TDS Telecom has helped residents and businesses of all sizes with their communication needs. TDS delivers high-speed internet, TV entertainment and phone services to more than 1,100 rural and suburban communities across the United States. TDS employs 3,100 people and is a subsidiary of Telephone and Data Systems, Inc. BendBroadband.com

Telecommunications Companies (Listed Alphabetically)

<table>
<thead>
<tr>
<th>Company / Address</th>
<th>Phone</th>
<th>Fax</th>
<th>WebSite/Email</th>
<th>Contact</th>
<th>Staff</th>
<th>CO Year Est.</th>
<th>Services</th>
</tr>
</thead>
<tbody>
<tr>
<td>InfoStructure PO Box 4465 Medford, OR 97501</td>
<td>541-773-5000</td>
<td>541-858-4477</td>
<td><a href="http://www.infostructure.net">www.infostructure.net</a> <a href="mailto:support@infostructure.net">support@infostructure.net</a></td>
<td>Scott Hansen</td>
<td>23</td>
<td>1994</td>
<td>Internet &amp; voice service</td>
</tr>
<tr>
<td>LS Networks (Subsidiary: Quantum Communications) 258 SE Salilton Dr. Redmond, OR 97756</td>
<td>541-923-5599</td>
<td>541-504-5737</td>
<td><a href="http://www.lsnetworks.net">www.lsnetworks.net</a> <a href="mailto:marketing@lsnetworks.net">marketing@lsnetworks.net</a></td>
<td>Lost/Ann Kohn</td>
<td>95</td>
<td>2005</td>
<td>Business network connectivity &amp; communications services including: High-speed fiber internet, unified communications &amp; Elenetix transports. Fully redundant network built with 24/7 proactive support &amp; network monitoring.</td>
</tr>
<tr>
<td>Reynolds Technical Services 63234 78th St. Bend, OR 97703</td>
<td>541-389-9190</td>
<td>541-389-9190</td>
<td>N/A</td>
<td>Mark Reynolds</td>
<td>1</td>
<td>1993</td>
<td>Electrical, high-voltage power systems, wire systems control design, telecommunications &amp; repair.</td>
</tr>
<tr>
<td>Sprint Store 6345 NW Hwy 97, Ste. 59 Bend, OR 97703</td>
<td>541-337-5100</td>
<td>909-421-7348</td>
<td><a href="http://www.sprint.com">www.sprint.com</a></td>
<td>Joshua Hell</td>
<td>6</td>
<td>2001</td>
<td>Sprint wireless communication services.</td>
</tr>
<tr>
<td>TechLink Services 780 NW Charbonneau St., Ste. 201 Bend, OR 97701</td>
<td>528-348-0258</td>
<td>826-398-0428</td>
<td><a href="http://www.techlinkserve.com">www.techlinkserve.com</a> <a href="mailto:Partners@TechLinkSV.net">Partners@TechLinkSV.net</a></td>
<td>Mike Mudd</td>
<td>20</td>
<td>2007</td>
<td>Provides nationwide field service work for the installation of wireless, digital signage, cabling, electrical for the hospitality, retail &amp; enterprise markets. Other services include RF engineering and VSAT installations.</td>
</tr>
<tr>
<td>Tomco Electric Inc. 850 NE First St. Bend, OR 97701</td>
<td>541-389-5424</td>
<td>541-317-0494</td>
<td><a href="http://www.tomcoelectric.com">www.tomcoelectric.com</a> <a href="mailto:info1@tomcoelectric.com">info1@tomcoelectric.com</a></td>
<td>Colby Thompson</td>
<td>75</td>
<td>1973</td>
<td>Voice, data, fire alarm, security, fiber optics, closed circuit TV.</td>
</tr>
<tr>
<td>Yellowknot Wireless Company, LLC 1239 NE Second St., Ste. 200 Bend, OR 97701</td>
<td>541-385-0111</td>
<td>541-323-2406</td>
<td><a href="http://www.ykc.com">www.ykc.com</a> <a href="mailto:info@ykc.com">info@ykc.com</a></td>
<td>Chris Cappuccio</td>
<td>16</td>
<td>2005</td>
<td>Business &amp; residential high-speed internet. Unlimited local &amp; long-distance phone service starting at $27/month. Fully hosted &amp; managed VOIP solutions. Core-sell our communications &amp; bring the savings of IP telephone lines directly to your home, desk or BNIX. Includes voice-mail, conference-calling, call-forwarding, call-rollover &amp; caller-ID.</td>
</tr>
</tbody>
</table>

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.
## Heating & Cooling Companies (Listed Alphabetically)

<table>
<thead>
<tr>
<th>Company / Address</th>
<th>Phone</th>
<th>Fax</th>
<th>WebSite/Email</th>
<th>Contact</th>
<th>Staff</th>
<th>CO Year Est.</th>
<th>Services</th>
</tr>
</thead>
<tbody>
<tr>
<td>Affordable Refrigeration &amp; Heating</td>
<td>541-382-7894</td>
<td>N/A</td>
<td>N/A</td>
<td>Dave Tallback</td>
<td>1</td>
<td>N/A</td>
<td>Heating &amp; cooling.</td>
</tr>
<tr>
<td>Advanced Comfort</td>
<td>541-708-0989</td>
<td>N/A</td>
<td>N/A</td>
<td>Scott Buckler</td>
<td>2</td>
<td>2009</td>
<td>Air conditioning, heating &amp; maintenance, heat pumps, refrigeration.</td>
</tr>
<tr>
<td>Bend Heating &amp; Sheet Metal Inc.</td>
<td>541-382-1231</td>
<td>N/A</td>
<td><a href="http://www.bendheating.com">www.bendheating.com</a></td>
<td>Scott Zettle</td>
<td>40</td>
<td>1955</td>
<td>Ductless heat pump, custom sheet metal, radiant floor heating, heating &amp; cooling.</td>
</tr>
<tr>
<td>Bobcat &amp; Sun Inc</td>
<td>541-382-8888</td>
<td>N/A</td>
<td><a href="http://www.bobcatsun.com">www.bobcatsun.com</a></td>
<td>Bob</td>
<td>1</td>
<td>1977</td>
<td>Infloor heating, solar heat, snowmelt systems.</td>
</tr>
<tr>
<td>Comfort Heating &amp; Cooling</td>
<td>541-389-7777</td>
<td>N/A</td>
<td><a href="http://www.comfortheatingcooling.com">www.comfortheatingcooling.com</a></td>
<td>Larry Goode</td>
<td>1</td>
<td>1995</td>
<td>Servicing all makes &amp; models of furnaces, air conditioners, heat pumps &amp; propane heating &amp; cooling equipment.</td>
</tr>
<tr>
<td>Elite Heating &amp; Plumbing</td>
<td>541-382-2927</td>
<td>N/A</td>
<td><a href="http://www.eliteplumbing.com">www.eliteplumbing.com</a></td>
<td>Repair &amp; Mary Sanders</td>
<td>2</td>
<td>1979</td>
<td>Sales &amp; service of: Appliances &amp; ranges, also bar tops, BBQs &amp; patio furniture.</td>
</tr>
<tr>
<td>Four State Contractors LLC</td>
<td>541-988-0711</td>
<td>N/A</td>
<td>N/A</td>
<td>Rob</td>
<td>1</td>
<td>2006</td>
<td>Commercial &amp; residential air conditioning &amp; heating contractors.</td>
</tr>
</tbody>
</table>

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**GOT TOP PROJECTS?**

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!

**DEADLINE TO SUBMIT TOP PROJECTS IS DECEMBER 14**

Contact Jeff Martin at 541-388-5665 or jeff@cascadebusnews.com
Cascade Heating & Specialties is a local business that was founded in the 1970 by the former owner Al Darnon, a graduate of Bend Senior High School and University of Oregon. Since the 70s, Cascade Heating and Cooling has been a locally run mainstay in the heating and cooling industry, providing top of the line service to customers across Central Oregon, going as far as John Day.

In 2020, Trevor Wigle took over as the company’s president. An engineer by Trade, Wigle adds a level of expertise that is sought after among his customers. Mike Wiant is the company’s controller, putting him in charge of the company’s accounting and finances. Wiant was looking to move back to his hometown far as John Day.

Cascade Heating prioritizes in five main categories: commercial, residential, retail, design and service. "We’re more diversified than other HVAC providers, and that is intentional," Wiant said. "Construction is an industry that will fluctuate up and down, and being a well-rounded provider means we can diversify our streams of revenue and weather and crashes in the market.”

Cascade Heating stands apart from other HVAC providers because they have the level of expertise and sophistication required to successfully fulfill commercial jobs for big clients, as well as design custom systems for local architects and builders. For residential jobs, they have a workshop where they can tailor products to a specific customer’s needs. “We have three in-house engineers who do our designing on custom jobs,” Wiant said. “Architects will reach out to us, asking for custom designs on heating and cooling systems for custom homes.”

Aside from diversifying the business’s revenue, being this well-rounded allows Cascade Heating to provide unmatched service to the community. For all HVAC related needs, Cascade Heating has made themselves a one-stop-shop where customers and clients of all kinds can find the expertise and services they need.

Another priority of the company lies with the employees. Cascade Heating is dedicated to creating a healthy work environment where employees feel right at home. Aside from a comfortable workspace, Cascade Heating strives to create a healthy work-life balance for all of their employees. “Our goal is to provide for our employees in more ways than one,” Wiant said. “Everyone on the management team has kids and we prioritize a healthy family life, because that’s what’s really important.”

Giving back to the employees is really part of Cascade Heating’s mission to give back to the community. Both Wigle and Wiant have kids who attend Bend’s public schools, and both are committed to giving back. As a result, Cascade Heating sponsors multiple local sports programs, as well as 4H, to promote healthy activities for Bend’s kids.

The company also offers apprenticeship programs in their workshop where students can learn the skills of the trade. “We’re all about building community, keeping employees happy and expanding the trade,” Wiant said. “Some people tend to overlook certain jobs because they are not seen as glamorous, but these are positions that offer great pay, and you’d be providing a service that is essential to our community.”

In the future, Wiant says that Cascade Heating wants to prioritize growing their service sector, which would allow more comprehensive services to be provided to customers in Central Oregon and beyond, “this means faster house calls, no more delaying jobs because we’re low on staff, and all around being there for the customer in any situation where they might need us,” Wiant said.

Aside from service, Cascade Heating plans on staying on the cutting edge of industry advancements so that they are able to provide a high level of expertise and sophistication to commercial and custom designs. With plans to add new machines to their workshop, Cascade Heating has plans to grow in many ways, staying true to their commitment of being a well-rounded business. Wiant says that, “We really just want to remain a mainstay in Bend and Central Oregon, so we can continue to provide our services, keep our customers happy and give back to the community we love so much.”

cascadheat.com
Employers must display the paid leave notice in each building or worksite in an area that is accessible to and regularly frequented by employees.

Employers must provide notice to employees about Paid Leave Oregon at the time of hire and each time the policy or procedure changes. The notice must be in the language that the employer typically uses to communicate with employees.

Employers must display the paid leave notice in each building or worksite in an area that is accessible to and regularly frequented by employees.

Employers must provide notice to remote-work employees by hand delivery, electronic delivery, or regular mail upon the employee's hire or assignment to remote work.

capstonecpas.com
541-382-5099
Oregon — A Great Place to Live… & Die?

The Importance of Having an Estate Plan

Ryan Correa shares his insights

by DAVID ROSELL — Rosell Wealth Management

A secure retirement is not an accident — it is the result of planning. Markets go up and markets go down, but good planning can help you take control of your finances. To build a successful retirement plan, you need to devote time to do your homework or seek the assistance of a financial professional — someone who can help guide key decisions.

My guest columnist today is Ryan Correa. Correa is an Estate Planning attorney and partner in his practice, Estana Law Group based in Bend, OR. He has extensive estate planning, business succession planning, probate and trust administration experience. Having “seen it all,” he is well-equipped to assist in the planning process for any family or individual who develops result in lower estate tax burdens and reduced administration costs. Having a background in financial planning, one of the most rewarding aspects of the practice to Correa is helping families to navigate their estate planning as it relates to building, protecting and transferring assets in the most efficient and effective way possible. I recently interviewed Correa on my Podcast show Recession Proof Your Retirement. I thought it would be beneficial to share his wisdom this month with CBN readers.

The stats are startling as Forbes reports that only 32 percent of Americans have a will. The reason that an estate is not in place for the majority of our population die intestate and the potential repercussions for not planning ahead can be severe. Estate planning provides financial security for families. It helps ensure that your property is preserved and passed on to your beneficiaries in the most efficient way possible. It also helps to avoid disputes among family members, business owners or with third parties (including the IRS).

Here’s some words of wisdom from Correa:

Central Oregon is a special place. It is no wonder Bend and the surrounding areas have been voted number one in numerous publications as a desirable place to live, work and retire. Many of our clients are transplants, having moved to Central Oregon from other states after retiring, finding it to be a nice-sized town with attractive bigger city amenities such as high-quality restaurants, shopping, museums, etc. as well as experienced professionals, while still maintaining its unique comfortable and welcoming small-town vibe. Not to mention the incredible outdoor experiences just minutes from town. With all of the considerable attractions drawing people to this area from all over the country, it is no wonder some of the downsides go unnoticed.

I do not like being the bearer of bad news, but sitting across the table from my colleagues and me during an initial client meeting is often the first time many of our clients ever get wind of the Oregon estate tax and what it means for people planning to live out the rest of their lives in Central Oregon. Oregon’s estate tax is one of the most aggressive in the country. Of the 50 states, only 12 states and the District of Columbia impose a state-level estate tax, and six impose a similar inheritance tax (with one [Maryland] imposing both an estate and inheritance tax). While some states impose estate taxes at slightly higher rates than Oregon (Hawaii and Washington top out at 20 percent, compared to Oregon’s top rate of 16 percent), Oregon and Massachusetts are the only two states with an exemption amount of only $1,000,000. This means that when a person dies as a resident of the state of Oregon, they are taxed on the value of their estate to the extent it is over $1,000,000 in value. This tax takes many new Oregon residents by surprise, especially when compared to the federal estate tax, which only kicks in for estates above $12,000,000 in value under current law. While the Oregon estate tax news can be a bit of bummer, there are many planning techniques available to help minimize the estate tax hit, or at least take advantage of both spouses’ $1,000,000 exemption amounts, essentially increasing a family’s exemption amount to $2,000,000.

Planning for each client’s specific goals and particular family dynamics is very rewarding work. Breaking the news of the estate tax to new residents can be difficult, but the planning involved after the fact tends to make up for it. Many clients begin lifetime gifting plans to move assets down to the next generation during that process, which as you can imagine can be quite a bit more fun than giving gifts postmortem. In addition, many clients start charitable giving practices, incorporating members of the next generation as additional advisors over time, to begin a family legacy of charitable giving which can have huge impacts both during life and at death. One of the simplest techniques we often recommend is pretty basic: spend your money! Depending on the balance sheet, we often encourage clients to spend their assets during their lifetimes, particularly on experiences such as traveling with loved ones. Spending money on additional assets (cars, houses, art, etc.) won’t do much good, because it still leaves the value of the newly acquired asset on the balance sheet and subject to the potential tax. Spending the money on experiences — travel, concerts, dining, etc. can be by bit by bit help with your estate tax “problem”... or maybe we just say that because we want our clients to like us again after hitting them with the surprise news of the Oregon estate tax.

Nonetheless, despite the fairly onerous estate tax regime, we still believe Central Oregon is the best place to live and retire. With a little planning we can make the tax consequences of an Oregon death a little less burdensome. And if some of your hard-earned (and previously taxed) dollars do get eaten up by the estate tax, at least you can rest assured it will go to Oregon’s General Fund, which is intended to provide primarily for education, health, human services and public safety.

~ Ryan Correa

When it comes to estate planning and your legacy, everything you’ve spent a lifetime building can be at risk. Unfortunately, many people’s confusion causes them to take no action at all. Fortunately, there are strategies to enable you to transfer your wealth in an efficient manner. It is important to seek expert advice and become familiar with these different methods. You owe it to yourself as well as your family to plan ahead. I hope you have a wonderful holiday season ahead!

David Rosell is president of Rosell Wealth Management in Bend, RosellWealthManagement.com. He is the host of Recession-Proof Your Retirement Podcast and author of Failure is Not an Option — Creating Certainty in the Uncertainty of Retirement and Keep Climbing — A Millennial’s Guide to Financial Planning. His new book in The Know will be available in January of 2023. Find David’s books at local bookstores, Amazon, Audible as well as the Redmond Airport.

Securities offered through Valmark Securities, Inc. Member FINRA, SPIC.130 Springside Drive, Suite 300, Akron, OH 44330 800.765.5201 Investment Advisory Services offered through Valmark Advisers, Inc., a SEC-registered investment advisor. Ryan Correa and Estana Law group are not affiliated with Rosell Wealth Management, Valmark Securities, Inc. and Valmark Advisers, Inc. Rosell Wealth Management is unaffiliated with Valmark Securities, Inc. and Valmark Advisers, Inc. RosellWealthManagement.com

More ROSSELL WEALTH MANAGEMENT in Bend
Scout rank reflects who these young leaders are and what they have accomplished. People is what Scouting is all about. In many ways, the journey to earning the Eagle Scout rank reflects the knowledge they've learned in Scouting and after a lengthy review process. Service to other families in rural areas. Bloomquist has even more talent to lean on. With the addition of three new hires and a promotion, the Foundation has expanded the capacities of its leadership team.

Outside of Morrison-Maierle, Webber is a member of the Montana State University Mechanical & Industrial Engineering Advisory Committee, graduated from Leadership Missoula and Leadership Bend and recently joined the Deschutes County Public Library Foundation Board of Directors.

Matthew Mathis, a Ridgeview Senior, varsity football player (RB/LB #19), varsity baseball player, varsity wrestler and an accomplished BSA Scout, earned the highest rank in Boy Scouts of America, the rank of Eagle Scout. Mathis was honored and recognized for this great achievement during Ridgeview’s football home game (Senior Night), against Redmond High School, on October 28. For his recognition, Mathis carried the American flag onto the field during the pre-game pledge of allegiance and be acknowledged for earning Eagle Scout.

Eagle Scout is the highest achievement or rank attainable in the Scouts BSA program of the Boy Scouts of America (BSA). To earn the Eagle rank, candidates must be an active Scout for at least 36 months, have completed at least one Troop_uniform requirements, including the rank advancement, and have earned at least 11 merit badges. Candidates must also be a member of the Eagle Advisory Board, which is composed of Eagle Scouts who have achieved the rank of Eagle Scout.

As a mechanical engineer, Webber has experience in analyzing and designing HVAC and hydronic systems, plumbing systems and sustainable design. He works on educational, research and development, industrial, commercial and residential facilities for new and renovation/retrofit projects.

Outside of Morrison-Maierle, Webber is a member of the Montana State University Mechanical & Industrial Engineering Advisory Committee, graduated from Leadership Missoula and Leadership Bend and recently joined the Deschutes County Public Library Foundation Board of Directors.

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.
Visit Bend Invests $1.45 Million through Bend Sustainability Fund

by TAWNA FENSKE — Visit Bend

Visit Bend’s Board of Directors has approved nine grants totalling $1,450,000 for tourism-related projects around Central Oregon.

The grants will be issued through the Bend Sustainability Fund, which reinvests transient room tax dollars into projects that protect, steward or create sustainable experiences in Bend and the surrounding community.

The following projects are set to receive grants in the 2022 funding cycle:

- **The Bend BMX Improvements Project** from Bend BMX will receive a one-year grant for $80,897. Funds are earmarked for track improvements and the installation of new perimeter fencing, helping to make Big Sky Bike Park a premier destination for BMX.

- **The Cascades Community Theatre Restoration and Upgrades Project** from Cascades Theatrical Company will receive a one-year grant of $45,000 for renovations and upgrades to the theater. The project will create a larger space for productions, provide new educational opportunities and welcome larger and more diverse audiences from the community and beyond.

- **The Dutchman/Swampy Trail Signage Improvements Project** from Central Oregon Nordic Club will receive a one-year grant of $38,900 to be used for the installation of new and upgraded trailhead kiosks and informational signage at four Sno-Parks along the Cascade Lakes Highway. These improvements will provide valuable information about terrain, user expectations and safety. Boulder placement at Dutchman Sno-Park will keep the Bend Municipal Watershed free of motorized vehicles.

- **The Wanoga Mountain Bike Hub Development** from Central Oregon Trail Alliance will receive a two-year grant for $172,418 for the development of a robust mountain bike hub at the Wanoga Sno-Park, including a refurbished pump track and four new downhill trails. The hub will fulfill frequent requests for more enduro-style trails, providing terrain for a variety of riders, including people who ride adaptive mountain bikes. *$157,418 of this award is contingent on final NEPA approval.*

- **The Catalyst Project** from Petrich Properties will receive $450,000* in total, divided over a two-year grant, aimed at creating a safe, vibrant and open-to-the-public gathering space in the core of the Bend Central District. The Catalyst hub will activate the northeast corridor at 2nd Street and Hawthorne, fostering tourism, community building and inclusion. *This Funding is contingent upon building permit approval by the City of Bend.*

- **The Museum at Warm Springs Exterior Restoration Project** from The Museum at Warm Springs will receive a two-year grant of $260,000. When complete, this project will provide Museum visitors with a unique, interpretive experience in the Warm Springs natural environment. The enhancements will ensure the Museum's safe and secure area to park, picnic, walk, view flora/fauna and experience Shi-tike Creek, a site of immense historical and cultural significance within the homelands of the Warm Springs people.

- **The Riverbend South Access and Restoration Project** from Upper Deschutes Watershed Council will receive a one-year grant for $142,565 to restore hiking and equestrian access along the Deschutes River at Riverbend Park by creating three new river access points and limiting future degradation. These access points will be coupled with interpretive signage to educate users about the river and natural resources.

- **The Royal Flush Trail Completion Project** from the U.S. Forest Service will receive a one-year grant for $10,220 allowing for the completion of the entirety of the Royal Flush Trail and enhanced trailhead parking options.

- **The Warm Springs Commissary Pavilion Project** from Warm Springs Community Action Team will receive a one-year grant of $250,000 to help construct the Pavilion and restore the historic Commissary. These facilities will offer art, food and education on tribal history and the scenic landscape of the Warm Springs Reservation, creating an economic engine for new small business.

“I’m overwhelmed by the quality and diversity of projects submitted, and the engagement of our community in selecting grant recipients,” explained Serena Gordon, Visit Bend’s Sustainability manager. “We look forward to our community and visitors benefiting from the reinvestment of these restricted transient room tax dollars into areas that make this a great place to live and visit.”

On top of the grants listed above, five additional $500 grants will go to projects picked by voters in the community ballot phase of the granting cycle. The chosen recipients are Bend BMX ($500), Cascades Theatrical Company ($1,000), Central Oregon Nordic Club ($500) and Warm Springs Community Action Team ($500).

The Warm Springs Community Action Team (WSCAT) was one of the groups with a project approved for funding. Commissary General Manager Starla Green of the Warm Springs Community Action Team said this project serves as a symbol of self-determination. “We are proud to partner with Bend Sustainability Fund to create a beautiful modern tourism destination out of a 125-year old former government storehouse in Warm Springs,” Green said. “This project represents transformation and hope, and turns a symbol of government oppression into a place of entrepreneurship and growth.”

Another project funded is The Catalyst. Organized by Petrich Properties, The Catalyst will create meeting space and retail opportunities that transform Bend’s Central District’s into a hub of activity. “Creating this mixed-use development will add energy and vitality to one of Bend’s most under-invested districts,” explained Kurt Alexander, president of the Bend Central District and developer of The Catalyst. “By creating this cultural hub where visitors and community members can gather, the Bend Sustainability Fund shows tremendous leadership and long-term thinking.”

Since the inception of the Bend Sustainability Fund, $2,290,000 has been awarded to 17 projects.

Projects eligible for consideration are required to protect, steward, or create a tourism-related facility with an impactful life of at least 10 years and offer substantial use by visitors.

To learn more about the projects funded by The Bend Sustainability Fund or to apply for the 2023 grant cycle, visit bendsustainabilityfund.com or email hello@bendsustainabilityfund.com.

Mission Building Returns as Presenting Sponsor of High Desert Chamber Music

High Desert Chamber Music (HDCM) announced that Mission Building has returned this year as Presenting Sponsor of their 2022-23 15th anniversary season. Supporting HDCM since 2008, Mission Building has been a continued presence and valued contributor to our growth and success. They are a Bend-based general contractor.

“We are proud to support and involve ourselves with an organization that has such a profound impact on the cultural landscape of Central Oregon,” states Francis Senger, owner of Mission Building. “We are looking forward to another exciting season and continued partnership.”

Returning as Concert Sponsors this season are German Master Tech, Miller Lumber, Hayden Homes and The Pine Tavern Restaurant. Title sponsors include Combined Communications and Cascade A&E, with additional support from the Tower Theatre Foundation, Photography by Leaetta and Bend Broadband.

High Desert Chamber Music’s mission is to bring world-class chamber music and musicians to Central Oregon. Now in its 15th season, HDCM presents an acclaimed series of classical chamber music concerts, ranging from piano duos to string sextets. As the premier and leading chamber music organization in the region, HDCM offers an exciting roster of professional performing artists.

Tickets for all events are available through HDCM online, by phone, or in person at the office in Downtown Bend.

HighDesertChamberMusic.com • 541-306-3988
NeighborImpact's Child Care Resources is seeking qualified applicants for free, quality child care for children ages six weeks to three years. The program, Baby Promise, provides fully-funded quality child care for up to 116 children through multiple licensed child care providers in Crook, Deschutes and Jefferson counties and the Confederated Tribes of Warm Springs.

The child care slots are reserved for families who are eligible for and enrolled in Employment Related Day Care (ERDC) through the Oregon Department of Human Services (ODHS). The income threshold is 200 percent of the FPL and the amount below are from the ODHS website:

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<thead>
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<th>Number in Family Group</th>
<th>Gross Monthly Income Limit</th>
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</thead>
<tbody>
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<td>2</td>
<td>$3,052</td>
</tr>
<tr>
<td>3</td>
<td>$3,839</td>
</tr>
<tr>
<td>4</td>
<td>$4,625</td>
</tr>
<tr>
<td>5</td>
<td>$5,412</td>
</tr>
<tr>
<td>6</td>
<td>$6,119</td>
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<td>7</td>
<td>$6,985</td>
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<tr>
<td>8+</td>
<td>$7,772</td>
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</table>

In order to ensure the quality of the child care, providers will work with an Instructional Coordinator, Coach and an Infant/Toddler Specialist, among others, for training and to maintain quality care. The program also grants funds to providers for high quality materials to enhance early education environments.

Baby Promise ensures that providers receive premium compensation for the slots. In addition to improving quality, this allows providers to benefit financially by offering slots in the six weeks to three years age range, which are generally much more expensive to offer and taxing to maintain due to increased regulations and staffing requirements.

Those interested in enrolling their child in a fully-funded Baby Promise child care slot should fill out a pre-application by clicking here. Providers interested in participating in the program are encouraged to contact 541-362-6434.

neighborimpact.org

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The Council on Aging of Central Oregon has officially released Directions 2022–2024: The Resource Guide for Older Adults in Central Oregon. The guide comprises 132-pages of informative content and more than 600 updated local, state, and national listings of resources that can assist seniors, their family members and unpaid caregivers with aging-related challenges and decision-making.

“Central Oregon’s older population is expanding and aging,” said Executive Director Susan Rotella. “Directions serves as an important element in the Council on Aging of Central Oregon’s overall Information and Referral service. It offers information that our older community can use to support their changing needs and the desire to age at home.”

Print versions of Directions 2022–2024 are available at locations throughout Central Oregon and by calling 541-678-5483 or sending a request to info@councilonaging.org. The guide is also available as a download from the Council on Aging’s website, councilonaging.org, under resources.
C ommass Commercial
Continued from page 3
acquired the property in 2019, they knew it would not work for one large user. It was also risky to bring the 80,606-square-foot office and industrial building to the market during Covid.
To combat the issue, Next Development partitioned the property into three pieces — the main building for industrial and office use, the new restaurant Justy’s, and a new multifamily building. They wanted to create something unique to Bend, so they brought in local artist Ben Hull to create artwork for the lobby and provide custom furniture. Existing designs, such as the Deschutes River floor and the exposed beam architecture, were also kept. The building with designed to accommodate a variety of office and industrial users. In just 14 months, the building was 100% leased to a great tenant mix.
The Quad is Next Development’s third renovation in Central Oregon. Kemp also noted Matt Tynan with Stachm Design and Architecture, along with TJ Tooney with Pacific Construction and Development, were instrumental in the design and build-out of the space. The redesign of The Quad will serve the Bend community for decades to come. Kemp stated, “Real estate involves risk, and groups like the Next Development Company should be applauded for their efforts in taking calculated risks to improve our community.”
compasscommercial.com

CPACE
Continued from page 3
financing, substantial energy efficient improvement projects become more affordable and accessible. “CPACE is a great program that developers and property owners can access to make clean energy improvements to existing buildings and incorporate clean energy design into new buildings,” said County Commissioner Phil Chang. “CSPACE creates value for building owners with energy upgrades that pay for themselves through energy savings.”
Deschutes County is only the second county in Oregon to offer the CPACE program, Multnomah County also has a CPACE program while several other counties in the state are exploring options to offer a CPACE program.
“I am proud that Deschutes County is one of two counties in the state that is leading the way for clean energy projects with the launch of the county CPACE program,” saidCounty Commissioner Patti Adair. “CPACE provides an opportunity for property owners to access long-term, fixed-rate private sector financing for energy efficient improvements and renewable energy projects.”
The financing is for new and existing buildings and is available to industrial, agricultural, commercial, multi-family (five + units), nonprofit and other properties. CPACE financing is attached to the property and not to the property owner and is non-accelerating, meaning only current or past due annual payments can be collected each year while future payments stay with the property.
For more information, please visit the CPACE website or call Jen Patterson 541-388–6654. deschutes.org

Arts & Culture Grant Program
Continued from page 3
available to Deschutes County residents
Organizations interested in being considered can apply online at deschutes.org/grants.
Applications are due by 8am on Wednesday, November 23.
Recipient organizations are expected to be announced in January and funds will be awarded quickly thereafter.
deschutes.org

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Watch for Upcoming Editions of CASCADE BUSINESS NEWS
2022 EDITORIAL CALENDAR

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<th>ISSUE DATE</th>
<th>SPECIAL SECTIONS</th>
<th>INDUSTRY LISTS</th>
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<tr>
<td>November 16</td>
<td>Made in Central Oregon</td>
<td>Products Made in Central Oregon</td>
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<tr>
<td>Deadline Nov 9</td>
<td>Aviation</td>
<td>Law Firms, Security Companies</td>
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<td>December 7</td>
<td>Top Commercial Projects/Construction Review</td>
<td>Commercial Contractors</td>
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<td>Deadline Nov 30</td>
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<td>Book of Lists</td>
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<td>Deadline Nov 30</td>
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### BUSINESS EVENTS

**Through November 5**

7am-4:30pm Deschutes Recycling Fall Half-Price FireFree Event at Knott Landfill.

**November 2**

6-8pm Deschutes River Conservancy – Raise the Deschutes Virtual and In-Person Seminar Series, Laws, Beer and Golf: Urban and Suburban Water Use in Central Oregon, at Open Space Event Studios, Bend.

**November 3**

11:30am League of Women Voters Deschutes County First Thursday Meeting/Free Public Information Meeting with Speaker Kyle Gorman, Deschutes River Conservancy, at Unitarian Universalist Fellowship of Central Oregon, Bend.

**November 8**

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

**November 9**

5-7pm OSU-Cascades Virtual Federal Grant Proposal Public Meeting.

**November 10**

9am La Pine Rural Fire District Virtual and In-Person Board of Directors Meeting at 51550 Huntington Rd., La Pine.

**November 14**

4-7pm Bend Chamber Ribbon Cutting at Bend Wealth Advisors.

**November 15**

7:30am-12:15pm Bend Chamber 2022 Impact Conference at Riverhouse Convention Center.

**November 15**

9am Visit Bend Virtual and In-Person Board of Directors Meeting at The Riverhouse Hotel Deschutes North Room.

**November 15**

5-6pm COCC Virtual Vet Tech Program Info Session.

**November 19**

11:30am-1pm City Club Virtual and In-Person November Forum, Is Measure 110 a Failure?, at Riverhouse on the Deschutes.

**December 1**

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

**December 3**

Farm to Fork Benefiting Heart of Oregon Corps.

### WORKSHOPS & TRAINING

(Ongoing)

COCC Small Business Development Center Virtual Classes.

### COMMERCIAL PERMITS WEEK ENDING 10-14-2022

**City of Bend**

- $75,000.00 - Commercial (Alteration) 7,500 sf. at 2920 NW Crossing Dr. Bend 97703 OR Owner: BF Cochrane LP Permit # PRRE202206527
- $40,000.00 - Commercial (Alteration) 518 sf. at 1567 SW Chandler Ave. Ste. 204 Bend 97702 OR Owner: TSB Real Estate, LLC Builder: Sunwest Builders, Inc. 541-548-7341 Permit # PRRE202201318
- $38,000.00 - Commercial (Addition) 18,109 sf. at 1501 NE Medical Center Dr. Bend 97701 OR Owner: EPC Sparti, LLC Permit # PRA20220204284
- $140,000.00 - Commercial (New) 198 sf. at 17380 Deschutes Rd. Sunriver 97707 OR Owner: Sunriver Owners Association PO Box 3278 Sunriver, OR 97707 Builder: CXT, Inc. 509-892-3218 Permit # 247-22-004496
- $28,734.00 - Commercial (Alteration) 168 sf. at 51537 Hwy 97 La Pine 97739 OR Owner: Wylie Compton Revocable Trust PO Box 457 Redmond, OR 97756 Builder: Robert Dennis Taylor 503-318-5958 Permit # 247-22-006332

**City of Redmond**

- $1,164,703.00 - Commercial (Tenant Improvement) 9,708 sf. at 1350 S Hwy 97 Redmond 97756 OR Owner: Shepherds House Ministries PO Box 5484 Bend, OR 97708 Builder: Sunwest One, Inc. 541-548-7341 Permit # 711-22-001211
- $118,230.00 - Commercial (Tenant Improvement) at 657 SW Glacier Ave. Redmond 97756 OR Owner: Personalized Learning, Inc. 639 SW Forest Ave. #F Redmond, OR 97756 Permit # 711-22-001533
- $25,000.00 - Commercial (New) 435 sf. at 1470 NW 4th St. Redmond 97756 OR Owner: Bestcare Treatment Services, Inc. PO Box 1710 Redmond, OR 97756 Permit # 711-22-001921

**Deschutes County**

- $564,561.00 - Commercial (New) 6,328 sf. at 201 N Pine St. Sisters 97759 OR Owner: United States of America Builder: 2KG Contractors, Inc. 503-489-2020 Permit # 247-22-005111
GOT TOP PROJECTS?

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