

Classic Motor Car Company Guru Celebrates 60-Year Milestone

**Polished Professional
Tom Collier Carves Distinctive
Niche in Auto Industry**

by SIMON MATHER — CBN Feature Writer



TOM COLLIER | PHOTO COURTESY OF TOM COLLIER

Bend-based Classic Motor Car Company owner Tom Collier is proud to take an “old school” approach which has seen him navigate a successful path and reach a milestone of 60 years in the automobile industry.

Still going strong at the age of 78, Collier has garnered a sterling reputation for his depth of knowledge and expertise in transacting upscale vehicles.

As part of his six decades in the business, for the past 25 years he has been an independent broker, at the helm of Tom Collier Classic Motor Car Company, Inc. in Bend.

Collier relishes the challenges and variety of his daily work, orchestrating unique individual sales. As we spoke, he was working on a ‘66 Ford Mustang convertible “probably going to France” and a ‘66 Cadillac DeVille Convertible bound for Hawaii, while recently concluding the sale of five brand new vehicles to the exclusive Hotel Del Coronado in San Diego.

Indeed, he has shipped classic cars all over the world and through 48 states in the continental U.S., observing, “When the phone rings it’s like a spinning top — I’ll never die because of boredom!”

“I have built strong connections over the years and 98 percent of what I do is repeat business or referrals. I’ve worked with some of my clients for over 45 years. It’s really the people that I enjoy working with.”

Collier was born and raised on a wheat ranch in Eastern Washington into an automotive-oriented family during a golden age of American car production. He

Art in the High Desert Returns 2023 Welcomes Back the Premier Central Oregon Art Show

by NOAH NELSON — CBN Feature Writer

The popular juried fine art and crafts show, Art in the High Desert, had gained national recognition since its humble founding back in 2008. The show was an annual event that brought plenty of paintings, jewelry, sculptures, woodwork and so much more to the banks of the Deschutes River in Bend’s Old Mill District up until 2020; the year the show had to be put on pause due to the COVID-19 pandemic.

Now, after that three-year hiatus, the show has plans to return August 25-27, 2023, bigger and better than ever, at the Deschutes County Fair & Expo Center. One of the show’s original founders, Dave Fox, said that for the show to return, it has to return with the same quality and

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SHOW SITE AT DESCHUTES COUNTY FAIR & EXPO CENTER | PHOTO COURTESY OF DAVID BJURSTROM

Central Oregon Arts & Culture — Pages 16-25

Family Business — America’s Backbone

CBN Staff Report

Family businesses continue to be the largest sector of privately owned businesses in America. There are many obvious reasons that family business has clear advantages. Trust in employees, growing up in the industry, family name, legacy and many more comforts of “home.” With that, however, comes the flip side of family working so close. TV shows like *Succession* peer into the lives of transitioning a large business and portray a dark infighting scenario that gets great ratings for all the drama that ensues. (I’ve actually only watched a couple of episodes, sorry fans!) For most of us, however, the knives aren’t out. We’re working closely to succeed and that means teaching all aspects of the business from taking out the garbage to writing payroll checks, and of course whatever real businesses in between!

Here are some interesting statistics about family businesses, as reported on startupsanonymous.com:

- 60 percent of the U.S. workforce is employed by a family-owned business.
- Family-owned businesses are responsible for creating 78 percent of all new jobs in the U.S.
- Only 30 percent of family-owned businesses last until the second generation, and only 12 percent will make it to the third generation.
- 47 percent of people who own a family business are



Pamela Hulse Andrews
Founder, Cascade Publications Inc.

planning to retire within the next five years but don’t have any kind of succession plan in place.

- Family businesses are contributing more than half (57 percent) of the total U.S. gross domestic product.
- Just under 20 percent (19.3) of U.S. firms are family-owned.
- Of the family firms that reported an annual growth rate of more than ten percent in the year 2018, more than 80 percent also reported having a clear sense of purpose and agreed-upon values within their business.

• Almost three-quarters (74 percent) of family businesses report a strong sense of culture and values.

- 24 percent of family businesses are led by a woman who holds the rank of president or CEO.
- More than a third (31.3 percent) of family businesses have designated a woman as their successor.
- Just under 60 percent of family-owned businesses have women in top management positions within the company.
- The number of family businesses owned by women has increased by 37 percent in the last five years.

We’ve put together a few family profiles for your enjoyment on pages 9-15 of this CBN. We hope you enjoy and please support local and family-owned businesses throughout Central Oregon!

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Family Business Spotlight — Pages 9-15



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RECENT TRANSACTIONS

Compass Commercial Real Estate Services brokers **Jay Lyons, SIOR, CCIM** and **Grant Schultz** represented the buyer, **New Zone Business, LLC**, in the acquisition of 105 NE Franklin Avenue in Bend. The property consisting of seven tax lots totaling 3.53-acres sold for \$5,100,000.

Principal broker **Bruce Churchill** with **Compass Commercial Real Estate Services** represented the tenant, **Price Fronk & Co. LLP**, in the lease of a 9,734 SF office suite located at 395 SW Bluff Drive in Bend.

Compass Commercial Real Estate Services brokers **Dan Kemp, CCIM** and **Peter May, CCIM** represented the seller, **Porter Kelly Burns Landholding**, in the sale of 13.62-acres located at 21455 E Highway 20 in Bend. The commercial land sold for \$2,383,500 as the second phase in a new Hayden Homes development.

Brokers **Peter May, CCIM, Jay Lyons, SIOR, CCIM** and **Grant Schultz** with **Compass Commercial Real Estate Services** represented the landlord, **CRB Investments, LLC** in the lease of a 7,292 SF office suite located at 775 SW Bonnett Way in Bend. **Lyons** and **Schultz** also represented the tenant, **SOLV, Inc.**

Compass Commercial Real Estate Services brokers **Terry O’Neil, CCIM** and **Luke Ross** represented the landlord, **Pool Revocable Trust**, in the lease of a 13,000 SF retail suite located at 222 SE Reed Market Road in Bend.

Brokers **Dan Kemp, CCIM** and **Peter May, CCIM** with **Compass Commercial Real Estate**

Continued on Page 30 ▶

Newport Avenue Landscaping Pledges to Go Green, Switching to All Electric Tools by End of 2024

With Newport Avenue Landscaping’s rapid growth into commercial and HOA maintenance over the last two years, they are proud to announce that they will be switching all of their gas-powered tools to green electric tools by the end of 2024. This switch is part of Newport Avenue Landscaping’s commitment to environmental sustainability as the largest landscaping provider in Central Oregon.

The switch to green electric tools will allow Newport Avenue Landscaping to maximize their efficiency and reduce their environmental impact. The switch means fewer emissions, little-to-no



PHOTO | COURTESY OF NEWPORT AVENUE LANDSCAPING

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Latino Association Celebrates New Redmond Home

The Latino Community Association (LCA) invites the community to celebrate the grand opening of its family empowerment center in Redmond, located at 636 NW Cedar Ave. and NW Seventh Street, on March 3 from 4-7pm. Enjoy a ribbon-cutting, tamales, drinks and live music, meet the staff and discover how LCA is making a positive



PHOTO | COURTESY OF LCA

Continued on Page 30 ▶

City Launches Dashboard to Track Transportation GO Bond Projects

With work progressing on the 2020 Transportation General Obligation (GO) Bond, the City of Bend and the Transportation Bond Oversight Committee (TBOC) have launched an online dashboard to allow the community to track the progress of the voter-approved projects.

The dashboard will provide easy access to the latest GO Bond project information, and it will also provide

financial information which will be updated on a quarterly basis.

“This will support our on-going effort to increase transparency through design and construction phases of bond-funded projects,” said Principal Engineer Garrett Sabourin.

The dashboard can be found at

Continued on Page 30 ▶

UDRC Wildfire Home Hardening Pilot Program

Homeowners in the La Pine Rural Fire District are eligible to participate in the Wildfire Home Hardening Pilot Program for a limited time. Upper Deschutes River Communities will reimburse 50 percent of homeowners’ expenses for approved home hardening and fuels reduction work within 5 feet of the home. Maximum reimbursement is \$500. For more information about wildfire home hardening visit udrc.org/home-hardening.

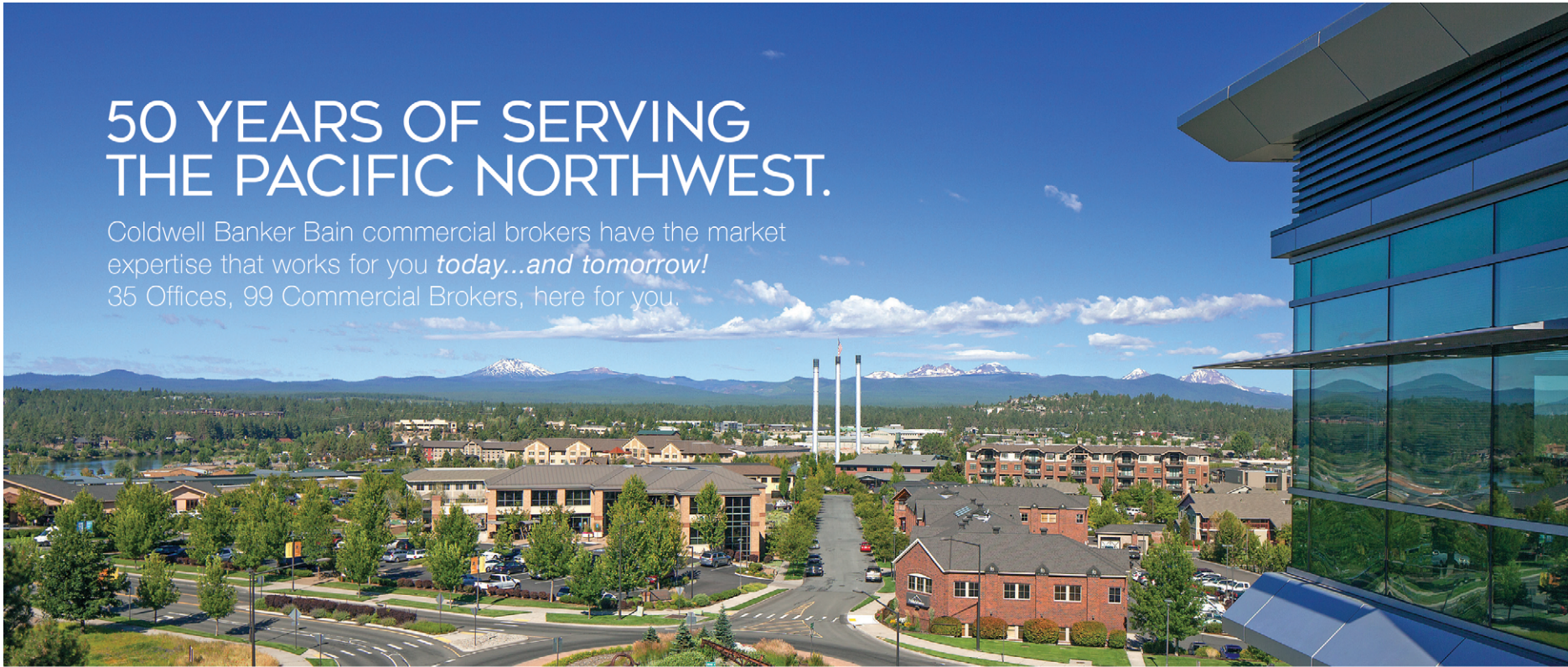
To apply for this program, visit form.jotform.com/jimla/home-hardening,

fill out and submit the application form before March 30, 2023. A UDRC volunteer will contact you to schedule a Home Assessment. After your work plan is approved, you will receive email with detailed instructions. A paid invoice, receipts(s) for contractor expenses, rental equipment, or materials and a signed/dated cover letter is required. All work must be completed and invoices received before June 30, 2023 to receive

Continued on Page 30 ▶

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Hiring Remains Strong, But Costly

75% of Companies Expected to Bump Employee Pay Latest Results from The Harris Poll

by **KAREN TURNER, Managing Director — Express P**Employment Professionals

Expectations for wage increases have steadily risen over the past few years with 2023 marking their highest level yet. Seventy-five percent of hiring managers predict employees at their companies will receive a bump in pay this year, up from 58% in 2020.

This is according to a survey from The Harris Poll commissioned by Express Employment Professionals.

Anticipated wage increases were strong at 69% in 2021 and 70% in 2022. This comes at a time when U.S. hiring managers say recruiting over the next year appears encouraging as three quarters (75%) say they feel positively, including feelings of optimism (43%), hopefulness (38%) and confidence (36%).

Three in five (60%) hiring managers say their company plans to increase the number of employees in the first half of 2023 on par with the first and second halves of 2022. Around a third (31%) report their company plans to either stay around the same number of employees or make no change.

Companies with more than ten employees are the most likely to increase their employee count in the first half of this year. The breakdown of anticipated growth by company size is as follows:

- 2-9 employees: 42%
- 10-49 employees: 60%
- 50-99 employees: 66%
- 100-499 employees: 71%
- 500+ employees: 65%

This continued push to hire is great news for American job seekers. In a recent Express study conducted among more than 2,000 Americans ages 18 and older, close to half (46%) are seeking employment — either actively looking for a new job or browsing job opportunities once in a while.

Reasons for Expansion

For companies that report plans to increase their number of employees in the first half of this year, many say this increase is due, in part, to the need to manage increased volumes of work (49%). The need to fill positions that are open due to employee turnover (48%), fill newly created positions (44%) and handle expansion into other categories or markets (34%) are also motivating factors for hiring at their companies.

Despite the need for many companies to hire due to the increased workloads, some simply do not have the capacity to do so.

Around half of hiring managers (51%) say they need more employees to manage their workload but do not have the capacity to hire. Interestingly, larger companies with more than 50 employees are more likely than those with two-nine employees to cite the need for additional workload relief but lack the ability to hire at this time (54% vs. 42%).

Constraining Factors

For companies that lack the bandwidth to onboard additional employees, more than two in five (43%) say it is a result of their company adjusting their recruiting/hiring strategy. Others are waiting to see if the workload will level out before hiring additional employees (42%).

Around three in ten say their company does not have enough money in the budget this year (29%) or their upper management has not approved the hiring of additional staff (29%). These sentiments are on par with what U.S. hiring managers reported in the first half of 2022.

Beyond the inability to hire, a few companies are actually planning to reduce their employee count in 2023. Nearly one in ten (7%) hiring managers say their company plans to decrease the number of employees in the first half of 2023. While a small proportion of companies plan to do so, the main reason for this is to reduce costs (75%).

“Balancing overall business costs with necessary hires is critical, and it seems like many employers are taking a wait-and-see approach with market conditions before increasing their headcount,” Express Employment International CEO Bill Stoller said. “But overall, this is great news for job seekers. The majority of businesses need workers, so for those on the sidelines, now is a great time to find the right opportunity.”

Survey Methodology:

The Job Insights survey was conducted online within the United States by The Harris Poll on behalf of Express Employment Professionals between December 1 and December 15, 2022, among 1,002 U.S. hiring decision-makers (defined as adults ages 18+ in the U.S. who are employed full-time or self-employed, work at companies with more than one employee and have full/significant involvement in hiring decisions at their company). Data were weighted where necessary by company size to bring them into line with their actual proportions in the population. Respondents for this survey were selected from among those who have agreed to participate in our surveys. The sampling precision of Harris online polls is measured by using a Bayesian credible interval. For this study, the sample data is accurate to within + 3.2 percentage points using a 95% confidence level. This credible interval will be wider among subsets of the surveyed population of interest.

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Finding A Way Forward Together

by CHRIS PIPER — Community/Civic Volunteer

Throughout my mayoral campaign, Team Piper had the opportunity to meet with hundreds of Bend residents... we learned several things:

First, Bend is a great place to live and is universally loved by its residents. People came here for beauty and outdoor recreation, but they stay here for the quality of our community life. This is truly a great place for people to live, work and play.

During the campaign journey, it was an honor to meet with Bendites to address the challenges we face, and together to embrace the opportunities for Bend that we all want. Although there may be some differences in perspective and approach, one thing is clear: *We all care deeply about our community and want to find ways to realize the promise of a better Bend.*

As the council commences with their goal-setting session, I remind them that public service is a community effort and a great responsibility. I am hopeful that our elected City Council will create a foundation of balanced government.

Our community is looking for a shared future and to be part of the governance process. In the next four years, it is paramount that our City Council hold true to their non-partisan elected seats and that we as a united community keep our elected City Council accountable. There were many voices that I heard during my mayoral campaign who say much the same thing, but often from a different perspective:

“We are better working together than we are when we stand alone. We need to make sure there is room in the public conversation for all voices to be heard.”

As a community we must commit to working together helping our City Council hear those voices and staying focused for the greater good of our community.

One of my key priorities during the campaign was to encourage business summits for our local economy. Our people, especially our young people, have the creativity, talent, and drive to build a robust economy based on innovation and emerging technology. EDCO, OSU-Cascades and COCC sets the tone for



this, but we must encourage local enterprises to build those small business jobs on which many of our residents depend.

Everyone should have a home that is safe and affordable. I ask our City Council to work with us, listen to us, finding ways to build new housing and put young families in their first homes. Likewise, we have the collective responsibility to care for the houseless and find alternatives to being homeless. This is one of our greatest challenges, but we should also recognize that the City Council has already made a good start to addressing this complex challenge but a strategic plan that’s metrics based with clear goals must be established and accountable. Let’s redouble our efforts, as a community, to care for those most in need.

I ask the Council to address these issues during their council goal-setting session.

Because of the beauty and livability of our community, we are one of Oregon’s fastest-growing cities. We can balance growth and livability to continue our legacy as one of Oregon’s great places.

Fellow Bendites, the keyword in all these issues is balance:

- Balancing growth and livability.
- Balancing collaboration with clear, effective policy leadership.
- Balancing a strong economy with meeting the housing needs for all residents.

As a community working together, we can find this balance. We CAN make Bend better together.

piperforbend@gmail.com

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

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Shaping Our Future

Envision Bend Holds Community Summit

by NOAH NELSON — CBN Feature Writer

Envision Bend is a nonprofit organization that was founded in 2005 under the previous title of Bend 2030. Newly rebranded, Envision Bend exists to bring together a diverse group of individuals from a wide range of industries and backgrounds, all united with a common goal: to set forth an action plan that will help shape our community in ways that benefit us all.

Through previous action plans, Envision Bend has played a key role in the development of the Greater Bend area. For example, the nonprofit has helped the town reach the goals of constructing a new university campus, a regional transit system, a more diversified economy, more accessible trail systems and more.

On Tuesday, February 7, Envision Bend held a community summit in Wille Hall at Central Oregon Community College. At this summit, a vision for the future of Bend was shared with the public, and guests were encouraged to ask questions, provide feedback and participate in the planning of Bend’s future.

The presentation began in an expansive classroom with views of mountain peaks in the background. As guests filled the room, they were greeted by free food and even free beer, courtesy of Deschutes Brewing. Guests found their seats and watched a slideshow of Bend through the years, going so far back as to show pictures of a historic downtown with dirt roads and population signs that were under 10,000.

Board president David White and board member Kelly Cannon-Miller kicked off the talk by going over Envision Bend’s method of collecting information. The nonprofit used 2,045 surveys, 72 interviews and 17 focus groups/workshops to gather information regarding what Bend values as a community and what direction the community should take for the future.

Overall, Bendites value the natural environment, including parks, trails, clean air and clean water. A collective sense of community and friendliness was also high on the list, along with economic opportunities, a family-friendly atmosphere, promoting racial and cultural diversity and supporting Bend’s education and healthcare systems.

In terms of what has changed over the years, the information gathered revealed that recent growth is the largest shift that the community has seen. Along with growth, the information revealed that community members are concerned over racial and cultural divides, a high cost of living, wildfires and smoke, the rising number of homeless community members and the influx of remote workers that was seen in the wake of the COVID-19 pandemic.

After discussing the overall themes found in the information gathered, Envision Bend then shared a list of big ideas that community members were excited for. This list includes an accessible urban trails network, major employer workforce housing, a regional economic resiliency plan, a push to maintain politeness and kindness within the community, the Midtown Crossing renovations, a newly proposed Central Oregon Center for the Arts, a plan to protect Skyline Forest and even a universal basic income pilot program.

Compiling all the data into an action plan, the Envision Bend team has come up with four focus areas that will help guide the future development of Bend.

The first area of focus is all about guiding the growth of Bend, and key action examples include putting a greater emphasis on infrastructure, transportation, fixing traffic issues, bridging Bend’s east and west sides, housing affordability, urban trails and the farm-to-table culinary scene.


The next focus area strives to provide Bend with a healthy, clean and safe environment. To do so, the action plan puts an emphasis on water, energy and resource conservation, preserving public lands and keeping those areas accessible. Along with environmental health, this area also mentions public safety issues, like social services, substance abuse counseling, mental health resources and food security.

The third area of focus aims to create an inclusive community by emphasizing youth participation, elder enrichment, diversity, equity and engaging in civil dialogue with the entire community to represent Bend as accurately and fairly as possible.


Lastly, the fourth area of focus is about economic development; specifically the goal of building an economy that serves all of Bend, not just a small percent. This area encourages small businesses and start-ups, working with remote workers in ways that benefit the community, focusing on job development and growth within the tourism industry, access to childcare, addressing income inequality and covering basic needs.

Moving forward, Envision Bend will be creating four Vision Action Teams, one for each focus group. These teams will comprise 12-15 community members each, and over the course of five meetings from March-May, the goal is to come up with a five-year action plan that will help us reach our community’s vision.

envisionbend.org



TRAFFIC ALERT!





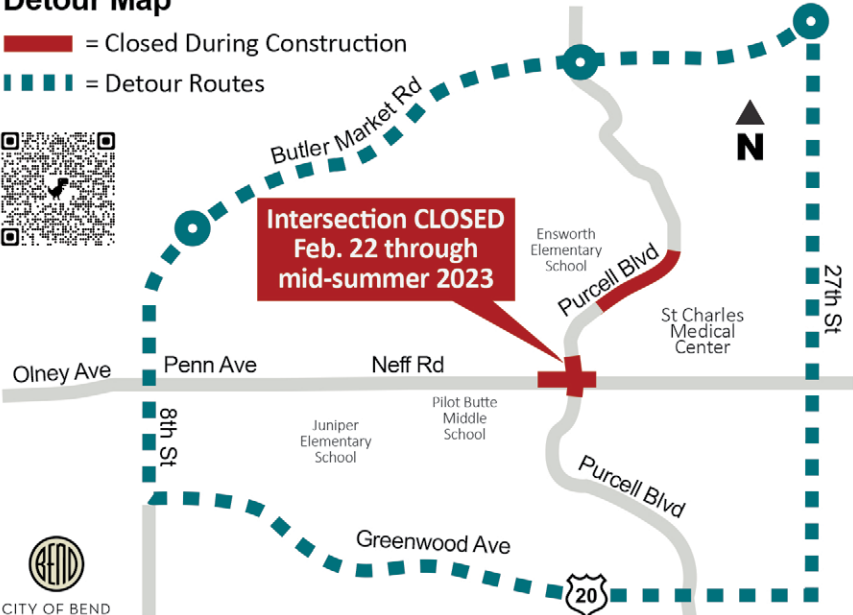
Neff & Purcell Improvements Project

The Neff Road and Purcell Boulevard intersection, near St. Charles Medical Center in Bend, will be CLOSED for reconstruction from February 22 through mid-summer 2023. (See detour map below.)

NEFF & PURCELL INTERSECTION CLOSED STARTING FEB 22


Detour Map

 = Closed During Construction
 = Detour Routes



Intersection CLOSED Feb. 22 through mid-summer 2023

Butler Market Rd
Penn Ave
Neff Rd
Purcell Blvd
Greenwood Ave
27th St
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St Charles Medical Center
Juniper Elementary School
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February Training

The Solution for Now & for the Future

by HEATHER WALL, Director of Human Resources — Brightways Counseling Group

Have you ever hired a people leader that you expected great things from, but they failed to deliver? What did you do (as the business leader) to set them up for success? Did you share a realistic job preview of what they could expect as a people leader? Did you share the good, the bad and the ugly of the role and the department they were leading? Did you provide them with training, policies, procedures and the company’s best-practices on how to handle all aspects of people management? If not, what did you expect?



Being a people leader (aka Lead, supervisor, manager, director, etc.), is a difficult task, no matter how many people one oversees. As an HR professional, I have had the privilege of working with many amazing people leaders. These are the leaders that inspire, motivate and get the job done! These are the leaders that we wish we could copy and paste into other roles to create consistent and efficient business operations. I have also had the misfortune of working with people leaders that are the opposite of amazing. These were the ones that I observed giving little regard to employees, the business practices and were content placing the company at risk. We all have stories of working with great and not-so-great leaders; but the downfall to having a bad leader at your company is that you are on the hook if they fail, not them.

The good news is that there is a solution. The solution for the now is management training. The solution for the future is to define your leadership philosophy and pivot your recruiting and hiring strategy around that (and continue providing management training of course).

The solution for the now: Management Training

Management training is not done enough in my opinion. I strongly encourage the investment of time and money on this solution because it will result in a return on your investment. If you train your people leaders, there will be increased efficiency throughout the organization. Efficiency looks like less overtime hours, more satisfied customers, less turnover amongst your employees and more. Training your people leaders will also result in minimized risks and costs, (workplace injuries, liability claims, Unemployment Insurance, cost to re-hire and more). More importantly, training your people leaders will instill confidence to lead their team to achieve company goals.

indicated that, “84 percent of American workers say poorly trained people managers create a lot of unnecessary work and stress.” This means that much of our workforce is wasting time doing work that doesn’t need to get done, and/or stressed out which may lead to an increase in unexpected time-off, higher insurance costs, employee turnover, poor customer reviews and more.

There are too many obvious reasons to list as to why an organization should commit to training and equipping their people leaders. Management training should encompass basic employment laws (state and federal), specifically surrounding leaves of absence, accommodations, paychecks and deductions. You don’t have to train your people leaders to be HR experts; but you should equip them with basic knowledge of how to manage employees at every stage of the employee lifecycle, i.e., recruiting; on-boarding; training and development; rewards and recognition; compliance; and separation.

The solution for the future: Leadership Philosophy and Hiring Strategy

Define your leadership philosophy- this would consist of the company’s core principles and values. Once defined; lead by example and empower your leaders to apply this philosophy constantly. With a clearly defined and refreshed philosophy; it’s time to refocus on your hiring strategy. Who will be the future people leaders that you will entrust to lead the people of your organization?

After vetting your future people leader candidates, you should provide a realistic job preview to ensure commitment from the start. During the interview process make sure the candidate is in it for the right reasons, they are aware of what they are walking into, what they should do differently, how they can contribute and everything in-between. Make this preview of the job very realistic, (don’t scare, but share enough to make certain the hire is a success).

Vet these people leader candidates thoroughly; include other peer leaders in the interview process, but also include the team in which they may lead. Yes, getting your employees involved in the interview process may increase acceptance and commitment from both the team and the leader.

Being a people leader is a difficult task and it impacts more than just the team they lead, it impacts the company’s bottom line. You invest in tools to get the job done and help grow the business all the time; the best investment you can truly make is for people that work and lead the organization every day.

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Tom Collier Classic Motor Car Company

Continued from page 1

said he originally drove independently on the ranch at the tender age of four and bought and sold his first vehicle “for a profit” at the age of 12.

In 1953, on one of the few TV sets around, he recollects seeing the coronation of British monarch Queen Elizabeth II as an eight-year-old and has retained a long-standing love and respect for the UK since. He has visited several times, including with international Rotary exchanges, and said one of many memorable highlights was getting to tour the iconic Morgan sports car plant in Malvern, England.

Engines are in his blood, and he harbors a particular affection for true classic cars of the 1930s. He said, “The heavy-duty cars of that era all had their individual styling — the grille announced the particular personality of the upscale brands, the craftsmanship was superior and even hood ornaments were a special item.”

Collier is himself an avid collector and his passion for all things classic includes a show-condition 1959 Chevrolet Bel Air that he actually drove while in college, an original 1966 Cadillac Fleetwood ‘75 limousine, a ‘98 XJ8 VandenPlas Jaguar, a 1972 Mustang convertible and a 2006 GT 200 Vespa scooter.

His encyclopedic knowledge has also seen him in demand for appraisal valuations and as a judge in Concourse d’Elegance* events, including marque brand Classic Car Club of America competitions.



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TOM COLLIER | PHOTOS COURTESY OF TOM COLLIER

**Concours d’Elegance is a term of French origin that means a “competition of elegance” and refers to an event where prestigious vehicles are displayed and judged. It dates back to 17th-century France, where aristocrats paraded horse-drawn carriages in the parks of Paris during summer weekends and holidays.*

One of his more unusual assignments was appraising all 83 of Bhagwan Shree Rajneesh’s Rolls Royce’s at the controversial former Rajneeshpuram religious community in Eastern Oregon in the 1980s. Collier said, “I saw more there than at the Rolls Royce service center in London! And a third of them had been painted with ornate murals such as a sunrise on one side and sunset on the other, or depicting a peacock or ocean scenes.



“I was doing a valuation for an interested party as a buyer had to buy the whole collection, but they actually ended up going to a purchaser out of Texas as another condition was agreeing to buy the Bhagwan’s numerous gold watches as part of the package!”

The most expensive individual car he ever appraised was a sole-surviving “one-off” 1954 Oldsmobile F-88 concept car, which sold for a staggering \$3.2 million, and today is on display in its own showroom at the Gateway Colorado Automobile Museum.

Collier’s career began in February 1963 when he walked into a Chevrolet dealership in Pulman, Washington, and he started selling cars after earning a bachelor of arts in business from Washington State University. “I knew from the get-go that I wanted to become a franchise new car dealer, but also that I needed a degree to further my ambitions,” he said.

Collier’s most pivotal and life-changing decision was declining an appointment to West Point Military Academy in order to pursue his goals in the automotive industry.

He joined Ford Division-Ford Motor Company in 1969 and says his experience there instilled in him the structure and discipline that he employs in business to this day. “Ford was known for old-style management and meticulous attention to detail in everyday operations,” he said. “We all had to wear full suits, traditional wingtip shoes and button-down shirts as part of the respectful atmosphere.

“It was really a great foundation in how to go about business and I’ve often said I would sell my college schooling for five dollars but wouldn’t sell my Ford education for five million!”

In keeping with that tradition, Collier wears a suit and tie every day and maintains core principles of respect for others and maintaining professionalism.

Continued on Page 30 ►



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Tech Thoughts

by ROB ENDERLE — Enderle Group

Approaches that Allow Family Businesses to Compete with Large Companies

Back when I first started working professionally, the way you might appear like a larger company was to use partner companies that provided reception services to screen your calls and take messages, secretarial services for letters and correspondence and banking services to handle at least some of your financials, collections and billing. But if anyone came to your office, store or place of business, they'd immediately figure out your size and scale. If they'd thought you were bigger, that perception was thoroughly destroyed.

With the advent of the web and more people doing business remotely, if smaller companies invest in their digital presence and they can largely interact remotely, they can still appear substantially larger. As they evolved from using people to systems that often-provided similar poor experiences to larger firms, it made me wonder what problem the small company was trying to fix given the use of those technologies often alienated customers who had previously gravitated to the smaller firm for better and more focused customer service.

Now we have the advent of generative AI tools like ChatGPT, and we are gaining the capability to effectively staff up customer interaction with technology while enhancing the customer experience, but only if it's used intelligently. Given the newness of this technology, there are few that yet know how to use it well in large companies, let alone small businesses.

Let's talk about the technology changes and how critical it is to begin to understand how generative AI tools can be used to help bridge the capabilities of a small firm and better enable their ability to co-exist and compete with larger companies.

customer service. If you buy on-line from a big company and have a problem, you are typically relegated to working through on-line help resources. If you get a technician, they are likely to be based outside of the U.S. which degrades their ability to fully understand the problem you are presenting.

A local business is more familiar with the kinds of problems a local region is having. They give you a real person to talk to and can be more responsive. However, here in Central Oregon, local businesses are almost famous for having voicemail inboxes that are full and won't take messages, who don't return calls and are relatively unresponsive when it comes to problems. This is because small businesses here and in other places are having severe staffing problems and are inadvertently prioritizing sales over service as a result.

Unlike older technologies like traditional chatbots and Interactive Voice Response (IVR) technologies, generative AI can present like a person. If it is properly trained, it can take efficient and nuanced messages, it never gets angry or frustrated and it can help with many of the common problems a customer has and will more intelligently escalate the issue if it finds it is unable to help.

Tests of early systems from last decade even had guys attempting to ask out the AI they were interfacing with. But the AI must be trained and that training can be very time consuming. However, once trained, it can be applied to other AIs in minutes which means as we progress through this decade, there will be an increasing pool of generative AI solutions that have already been trained on businesses like yours and, for a premium, will be able to be implemented with relatively low disruption or training overhead.

Customer Service

What generally helps a small firm compete with a larger entity is personalized

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The Colima Market & Future Expansion

The Chávez Family Brings Latin American Goods to Central Oregon

by NOAH NELSON — CBN Feature Writer

The Chávez family came to the United States over two and a half decades ago with plans to escape poverty and start a new life for themselves. After spending eight years living in California, the family made a visit to Oregon and fell in love with the state so quickly that they moved up soon after. After years of hard work, the family was able to open up a small Mexican market in Madras. Just about ten years ago, the previous owners of Bend's Colima Market, a family from Colima, Mexico, were retiring and sold the business to the Chávez family. This gave the Chávez family a way to expand their business into Bend, and they have been the proud owners of the Colima Market ever since.

The Colima Market was previously managed by the oldest daughter in the family, Yamely Chávez Kennedy, but with recent expansions and new hirings, she has moved into a position where she oversees both the Bend and Madras locations.

To assist with the expansions and take some pressure off of Kennedy's shoulders, her younger sister recently moved down from Portland to become the manager of the Bend location, allowing Kennedy to focus on big picture ideas.

In the last two years, the Colima Market has seen a boom in business that has allowed them to expand their selection of fresh and sometimes pre-marinated meats, as well as their bakery, which now produces custom cakes for parties, weddings and more. The business has expanded so much that Kennedy has plans to open a third location in Redmond, and depending on how running three locations goes, the family has plans for further expansion.

"After we open up the Redmond location and see how that goes, we either want to expand into Prineville or focus our attention on opening up a much larger location in Bend," Kennedy said. "The end goal is to have a market in Bend as big as Safeway or Fred Meyer, but Mexican style."

Expansions for Mexican markets in Central Oregon typically take a lot of



(L-R) YAMELY CHÁVEZ KENNEDY, GUILLERMO CHÁVEZ, YENNIFER CHÁVEZ AND HANSEL CHÁVEZ

time, or they simply don't happen due to a lack of a large Hispanic population in the region. However, Kennedy and the entire Chávez family have their sights on big expansions like the ones listed above, because of how popular their business has become in the last few years, especially with clientele who, in the past, didn't frequent their business all that often.

Continued on Next Page ►

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Colima Market

Continued from previous page

“We were able to get much more into the American community and reach that market,” Kennedy said. “We’ve seen a bigger change in our clientele and that has really helped out. We’ve also expanded so much that we’ve been able to get a billboard on Third street. We were so happy to be able to afford that.”

In their expansion plans, Kennedy hopes to have a market big enough to feature products from all across Latin America, which would make the Colima Market one of if not the only location in Central Oregon where people can find imported goods from Mexico, Central America and South America.

As a family owned and operated business, Kennedy puts a big emphasis on her family, saying that “family is everything, and it defines who I am. If I didn’t have them, I wouldn’t have anything. My father started it all by bringing the family to Mexico, and now even my younger sister has come down from Portland to join the business.”

To Kennedy, family is synonymous with trust and teamwork, “Finding employees can be tough, because they don’t see the business the way we do. Having my sister there to manage everything, who I know cares deeply for the business, is huge for me.” Kennedy said. “That’s why my family is so important. We care about each other, and care about keeping up everything we’ve built.”

Guests shopping at the Colima Market will see something that is unheard of at any major supermarket or retailer: the owners, managers and even the CEO of the business are the very same people who stock the shelves, run the cash register and interact with customers. “That’s what you support when you support local,” Kennedy said. “You support a family’s hard work and our dreams.”



YAMEY CHÁVEZ KENNEDY | PHOTOS COURTESY OF COLIMA MARKET

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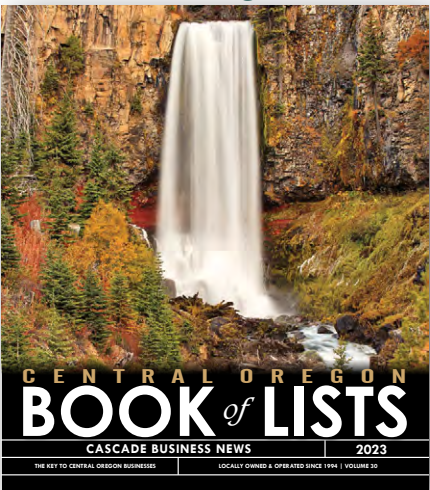
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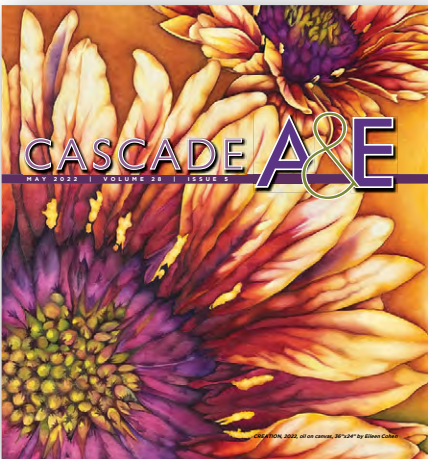
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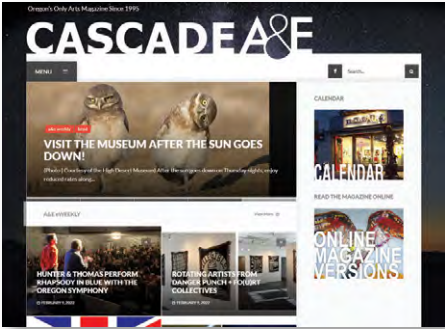
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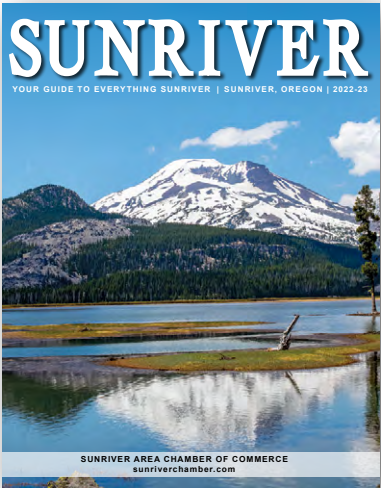


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The Village at Sunriver Summer Guide

Tech Thoughts
Continued from page 9

But you still need to understand the technology, its limitations and the depth of the training. Otherwise, you are likely to pay for a tool that is ill suited to your business.

Picking the Right Tool

One of the very important practices of any business, large or small, is to form or participate in organizations focused on that business and take the time to go to events to both see what is out there and, more important, meet peers who are struggling or have struggled with similar issues so you don't have to constantly reinvent the wheel.

Often, we think we don't have time for this, but we are undergoing a period of massive technological change. If you don't have a good idea of what new tools are out there to help your business, you will undoubtedly be left in the dust by companies that do take the time to learn about these tools and implement them timely.

But realize the key here is to learn about the nature and variety of tools in a particular class before investing in one of them. Otherwise, you are likely to find, as even large companies do, that your lack of research has led to an expensive mistake. Go into the process after you have identified the key problems you are having, what others have done to address those problems and whether buying a product or subscribing to a service will best fit your needs by studying both approaches.

Time is also very important. Most of the initial tools currently being created in the generative AI space, aren't cooked yet, but that is changing incredibly

quickly as they are spun up and put into service. So just because you don't see one that works for you this year, monitoring some of the early deployments will allow you to better choose when a tool reaches a point when it is useful and will inform you of the problems others have had using it so you can avoid them.

Wrapping Up:

Generative AI promised to transform a lot of businesses that we never thought would ever be automated. Fast food, for example, where the cost of AI exceeded the cost of minimum wage employees has pivoted aggressively to automation because they can't get enough people to operate the stores. Generative AI is rapidly ramping up to increase sales reach and successful close rates at scale, to better be able to address support issues remotely and automatically deploy people (and eventually robots) when needed and it is going into both healthcare and the legal profession like a hot knife through butter. The latter are two areas where AI was thought to be years away from penetrating.


The world is changing rapidly and we've had several events like this which often cause mass failure of firms that don't adapt to the changes. Many of us think this AI revolution will eclipse every technology revolution that has come before, which makes staying up-to-date on this one through your industry associations, peers and just by being well read on the topic far more critical than ever before.

Change is coming at a nearly unbelievable pace, which provides an opportunity to ride the wave or be buried by it. I hope you take the former path.

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Cody's Country Catering

Three Generations of Excellence

by **NOAH NELSON** — CBN Feature Writer

Cody's Country Catering, formerly the Country Catering Meat Market, was started back in 1968 in Goleta, California, part of Santa Barbara County. The founder, fondly known as "Grandpa Frank," would start a legacy of high quality catering, customer service, and above all else, incredible food.

In 1991, the company would rebrand as the Country Catering Co. and Deli, and move up to Bend. Now, Frank's grandson, Cody Serbus, leads the rebranded (as of 2020) Cody's Country Catering as the third generation to do so.

The modern Cody's Country Catering is a well-known and much loved member of Bend's culinary and event scene. Cody's Country Catering is often the first suggestion many wedding venues bring to the soon-to-be newlyweds who have booked the venue but don't know where to look for quality catering. Popular wedding venues in Central Oregon have partnered with Cody's Country Catering, including Dee Bar Farms in Powell Butte, Long Hollow Ranch in Sisters and Shepherdsfield, also in Sisters.

Rick Pike, Cody's father in law who's affectionately known as the "old man in the back office" helps oversee the business, and keep the family organized and on track.

"When you have a business that contains a number of family members, it holds you to a higher accountability," Pike said. "You are invested in the name and people.



CODY AND THE SERBUS FAMILY | PHOTOS COURTESY OF CODY'S COUNTRY CATERING

Families will have that dedication to each other, as well as the service element to help make sure that the business's and the family's reputation is upheld."

Continued on Next Page ►

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Cody's Country Catering

Continued from previous page

According to Pike, Cody operates a wonderful atmosphere, for both employees and customers. "It motivates you to support that reputation, making sure every experience is an amazing experience." Having raving fans is great for business, and their goal is to serve customers so well that those customers can't help but rave to their friends about the amazing food and service.

Family is not only a key element of this business, but it is actually what the business was founded on. Pike says that when the business hires non-family members, they often feel adopted into the family and are treated with the same respect that would be given to a family member, while being held to the same high standard.

While family is obviously a huge factor for the business, the food is second to none; Cody has understood this importance from a very young age. "I have been dedicated to this business my entire life, and learning to Grill just as soon as I was able to walk," Cody said. "The amount of time needed to offer a successful menu is a true labor of love. We must pay close attention to trending foods and menus, while still holding on to what has brought about our success as a Caterer & Chef. Everybody loves a good BBQ, and Tri-Tip is my specialty."

Cody also believes that BBQ should be for everyone, so he makes sure that both vegan and vegetarian options are not just available or served on the side, but they are treated with the same time and attention that the main course meats receive. "I like to believe that we can offer a menu for just about everyone," Cody said.

Loyal customers come back for the great food and top-notch service, but Cody believe that loyalty goes both ways. As a Bend local and a graduate of Mt. View High School, Cody has remained loyal to the community that raised him. This dedication and love for his community is put directly into his food, so much so that a BBQ competition judge from Texas claims that Cody's brisket is the best he's ever had.

Cody's skills as a chef have landed him more than a few invites to BBQ competitions around the country, catering events across the West and even a few invitations to become a high-end personal chef. Still, Cody stays loyal to his community and focuses his time and energy on cooking amazing food,



CODY SERBUS | PHOTO COURTESY OF CODY'S COUNTRY CATERING

providing quality customer service and raising the next generation of culinary geniuses. "This passion will continue as there is a 4th Generation coming up in the Serbus household, and we look forward to the day that they will take the reins (or knives) of the Country Catering Tradition!"

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Art in the High Desert

Continued from page 1

standards that made it nationally renowned in the first place; no corner could be cut.

“We built this as an artist driven, carefully juried show that could be a good way to draw in highly qualified artists from across North America,” Dave said. “We juried it tough and kept a strict criteria, in terms of what we’re looking for. We set the bar real high and maintain that high standard.”

That standard of quality made Art in the High Desert the tenth ranked art show in the nation for art sales in 2016, 2017 and 2018 by Art Fair Sourcebook, while the show still scored highly years prior to that. This art show has had a committed and active base of buyers since its inception, making this an important date for many artists around the nation and the world. Looking exclusively at the Pacific Northwest, it is tough to find another show that can compete with the sales numbers traditionally seen at Art in the High Desert.

With the COVID hiatus, Dave and his wife, Carla, the other founder of the show, had doubts whether they wanted to revamp the show or not.

“We had some promoters make us offers to come back, but many of them wanted in for the wrong reasons,” Dave said. “Our goal is not to gouge the artists for money; quite the opposite, we want to support them. All the artists have to make a living, so doing something like charging commission on each of their sales at the show didn’t feel fair, and we are firm on that.”

Dave and Carla, both jewelers by medium, attend many shows on the West Coast to showcase their work. It was at Art in the Pearl in Portland and a few other art showings where Dave and Carla would be approached by artists who wanted them to bring the show back, and it was this public support that inspired the duo to do just that, for the right reasons.

Now, the original founding duo have taken a backseat to allow for new leadership. Both Dave and Carla will remain involved with the board of directors, enthusiastically fulfilling other needs that the show has. Taking over directorship of Art in the High Desert will be the experienced art show artist David Bjurstrom.

The show is set to happen in a new venue, for the first time since its founding. Instead of the banks of the Deschutes in the Old Mill, the show will take place at the Deschutes County Fair & Expo Center in Redmond; just a quick 15 minute drive from most of Bend. While the new venue lacks the ability to pull in random foot traffic from people exploring a touristy area like the Old Mill, it does actually hold many new benefits.

The Expo Center can hold significantly more artists and patrons, allowing for an open feeling that provides each of the 160 attending artists the ability to uniquely showcase their work. The show will take place outdoors, near a serene pond and a babbling stream that set the tone for a relaxing, art-filled weekend full of enlightening conversation and the perusing of countless stalls.

The show will take place from August 25-27 at the Deschutes County Fair & Expo Center. As a show that is by artists, for artists, Art in the High Desert is entirely volunteer run. As a result, the show is always looking for more volunteers to assist with the annual event. If anyone is interested in volunteering or simply wants more information regarding the event, it is recommended to visit the event website.

ArtintheHighDesert.com



SHOW SITE AT DESCHUTES COUNTY FAIR & EXPO CENTER



(ABOVE)
JEWELRY BY CARLA FOX



(LEFT)
DIRECTOR
DAVID BJURSTROM



GRAPHITED RAWING BY DAVID BJURSTROM | PHOTOS COURTESY OF DAVID BJURSTROM

Synergy Ceramics Gets an Upgrade

Local Pottery Studio Seeks to Expand Their Business Model

by NOAH NELSON — CBN Feature Writer

Synergy Ceramics is a studio and gallery dedicated to teaching the art of pottery and creating community. Located on NE Division Street, Synergy Ceramics offers Central Oregon educational lessons and classes, as well as a selection of professionally made local pottery that is available for purchase. In order to expand their business operations, Synergy Ceramics plans on expanding their studio with the help of a Kickstarter campaign that is on their website.

Co-owner of the studio, Sydney Dickson, first got into ceramics when she was attending high school in Portland. She came to Central Oregon to pursue a business degree with Central Oregon Community College when she found out the studio where her pottery class was being held was hiring. After getting hired as a kiln and fire technician for the COCC Studio, her career began to blossom. Eventually, she would open up Synergy Ceramics in Bend with her good friend and fellow potter, AJ Evansen, the other current co-owner.

“The expansion would allow more workshops, more classes and more fun events like pottery date nights,” Dickson said. “We’ll also be able to allow members 24/7 access to a part of the studio that will be separate from where the classes are held.”

Memberships are offered to dedicated individuals who have taken a 5 week training course and have shown that they can work independently. As of now, there is a waitlist for memberships, but that waitlist will get smaller if Synergy Ceramics is able to move forward with their expansion and provide members more space to work.

Community is a big part of what Dickson provides, “We want to create a space that is inclusive and accessible to everyone, even if that person cannot afford classes,” she said. “We offer internships and trade work [programs where people can help around the shop cleaning and doing other tasks in lieu of membership fees.]”

Another important aspect to Synergy Ceramics is simply the fact that it supports local arts in a way that shows artists how to succeed. “I’ve had younger people, 17 or 18 years old, show an interest in ceramics but now really know how to make money with it, or know how to pursue it as an adult. I want to show them it is possible,” Dickson said. “Here you can grow your skills, learn an artform and become part of a supportive community of professional and amateur artists who lift each other up and network with one another.”

Currently, the Kickstarter has reached about 70% of the final fundraising goal. If the goal is not reached by February 11, none of the funds raised will go to the business, due to Kickstarter’s all-or-nothing style of fundraising.

Dickson remains confident in the Kickstarter and the Bend community, “Central Oregon has been amazing,” she said. “This community really supports artists, and there is a clear demand for a ceramics studio. There was a huge gap in the market, and I believe we fill that gap.”

For more information regarding Synergy Ceramics and their Kickstarter campaign, please visit their website, SynergyCeramicsBend.com.

SynergyCeramicsBend.com



SYDNEY DICKSON | PHOTO COURTESY OF SYNERGY CERAMICS



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Art Galleries & Art Curators *(Listed Alphabetically)*

Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Sq. Feet	Services	Focus
Antler Arts 311 E. Cascade Ave. Sisters, OR 97759	541-549-4251	Same as phone	www.sistersantlerarts.com aarts1003@qwestoffice.net	Wayne & Sharon Gladden	1	1995	2,100	Basic antler services.	Antler lighting fixtures & furniture, Indian pine & one of a kind antler items.
Art Adventure Gallery 185 SW Fifth Ave. PO Box 376 Madras, OR 97741	541-475-7701	N/A	www.artadventuregallery.com info@artadventuregallery.com	Coralce Popp	0	1986	1,200	Local & northwest artwork.	Arts & fine crafts.
Art at the Oxford, The Oxford Hotel 10 NW Minnesota Ave. Bend, OR 97709	541-382-8436	N/A	oxfordhotelbend.com concierge@oxfordhotelbend.com	N/A	1	2010	200	Art exhibitions & First Friday opening celebrations.	Display & sales of contemporary NW artists' work.
Artists' Gallery Sunriver 57100 Beaver Dr., Village at Sunriver, Bldg. #19 Sunriver, OR 97707	541-593-4382	Call first	www.artistsgallerysunriver.com info@artistsgallerysunriver.com	Jim Fister	0	2010	2,200	Art gallery.	Co-op run, 30 plus local artists of multiple media.
Canyon Creek Pottery 310 N Cedar St. Sisters, OR 97759	541-390-2449	N/A	www.canyoncreekpotteryllc.com ken@canyoncreekpotteryllc.com	Kenneth Merrill	1	2002	400	Custom dinnerware, lamps, vases, teapots & more.	Handmade pottery by Kenneth Merrill.
Clearwater Art Gallery 303 West Hood Ave. Sisters, OR 97759	541-549-4994	N/A	www.theclearwatergallery.com chris@theclearwatergallery.com	Dan & Julia Rickards	6	2002	1,600	Fine art gallery & custom framing.	Western & wildlife, angling art & bronzes from local & Northwest artists.
COCC Art Gallery Pinckney Center 2600 NW College Way Bend, OR 97701	541-383-7510	541-317-3060	www.cocc.edu whoppe@cocc.edu	Bill Hoppe	1	1967	944	A variety of art classes for college credit.	Displays the works of college, local & national artists.
Cooley's Collection Gallery 353 Hood Ave. Sisters, OR 97759	541-588-6253	N/A	www.garycooley.com garykaren@bendbroadband.com	Gary Cooley	1	2013	N/A	Art gallery.	Sculptures.
David Haffey Fine Jewelry 585 SW Sixth St., Ste. 5 Redmond, OR 97756	541-548-4848	N/A	davidhaffeyfinejewelry@gmail.com	Dawn & David Haffey	2	2007	1,000	Custom design jewelry & jewelry repair.	Custom design jewelry.
DeWilde Art & Glass 321 SW Powerhouse Old Mill District Bend, OR 97701	541-419-3337	N/A	www.facebook.com/ DewildeArtGlass	Rich DeWilde	1	N/A	N/A	Stained glass gallery.	Handmade stained glass windows, doors & individual hanging works of art.
Hood Avenue Art 220 S Pine St., #103 Sisters, OR 97759	541-719-1800	N/A	www.hoodavenueart.com info@hoodavenueart.com	Elyse Douglas	0	2014	N/A	Fine art gallery.	Collection of original art by local Central Oregon artists.
Imagination Gallery 222 West Hood Ave. Sisters, OR 97759	541-549-6472	N/A	www.kenscottsimagination.com quilpower@gmail.com	Ken Scott	1	2013	2,500 Showroom	Art gallery. In metals: steel lamp fixtures, garden features, wall scenery, bronze casting.	Sculpture.
Jeffrey Murray Photography 118 NW Minnesota Ave. Bend, OR 97703	541-325-6225	N/A	www.jeffreymurrayphotography.com sales@jeffreymurrayphotography.com	Jeffrey Murray, Allison Murray	2	2013	2,000	Photography gallery.	Nature photography.
John Paul Designs 1006 NW Bond St. Bend, OR 97703	541-318-5645	N/A	www.johnpauldesigns.com john@johnpauldesigns.com	John Paul, Amy Castano	3	1997	1,000	Artisan jeweler who specializes in creating truly unique, one of a kind custom wedding & engagement rings in a variety of precious metals & gems. Signature series style is organic, weathered, edgy & industrial, revealing textures that can only come from hand forging metals into perfect imperfection.	Each piece is hand made, one at a time at our downtown atelier, using traditional goldsmithing & blacksmithing techniques.
Lubbesmeyer Studio & Gallery 450 SW Powerhouse Dr., Ste. 423 Bend, OR 97702	541-330-0840	541-330-0840	www.lubbesmeyer.com twins@lubbesmeyer.com	Lisa Lubbesmeyer, Lori Lubbesmeyer	2	1999	1,065	Working art studio & gallery. Open to the public during First Friday Art Walk & by appointment. Finished works & art in process are available for viewing.	One-of-a-kind, contemporary fiber wall art & paintings, mixed media & large format art. Art for private, corporate & public settings.
Marjorie Wood Hamlin Fine Art Studio Bend, OR 97702	831-372-5273	N/A	www.marjorieart.com marjorie@marjorieart.com	Marjorie Wood Hamlin	1	2002	0	Original fine art paintings, prints & photography, private painting lessons by appointment.	Landscapes, mixed media, photographs & limited edition prints. Commissions to fit special spaces.
Mockingbird Gallery, Inc. 869 NW Wall St. Ste 100 Bend, OR 97703	541-388-2107	N/A	www.mockingbird-gallery.com mbg@mockingbird-gallery.com	Jim Peterson	4	1990	2,200	Consultations & art on approvals.	Original paintings & sculpture.
Peterson Contemporary Art 550 NW Franklin Ave., Ste. 178 Bend, OR 97703	541-633-7148	N/A	www.pcagallery.com thegallery@pcagallery.com	Jim Peterson	5	2016	2,800	Fine contemporary art sales, hanging art purchased through the gallery & working with artist & collectors in the event of a commissioned piece.	To host a diverse array of mediums & influences in a space that makes even the most abstract art accessible to everyone. We've poured our efforts into a space that is warm & welcoming to the public, while still being innovative enough for artists to challenge themselves & develop their styles.
Red Chair Gallery 103 NW Oregon Ave. Bend, OR 97703	541-306-3176	N/A	www.redchairgallerybend.com redchairgallerybend@gmail.com	Rita Dunlavy	0	2010	N/A	Art gallery.	Artist membership gallery.
Rimrock Gallery 405A NW Third St. Prineville, OR 97754	541-903-5565	N/A	www.rimrockgallery.com info@rimrockgallery.com	Pamela Clafin	0	2019	2,800	Open Tuesday-Saturday 10am-5:30pm, closed Sunday & Monday. Art on Approval available.	Original paintings & bronze sculptures by Northwest artists & beyond.
Sagebrushers Art Society 117 SW Roosevelt Ave. Bend, OR 97702	541-617-0900	N/A	sagebrushersartofbend.com gretchenb@bendbroadband.com	Gretchen Blocker	5	1959	2,000	Art classes, studios & art gallery.	All painting mediums & new members welcome.
Scalehouse Gallery 550 NW Franklin Ave., Ste. 138 PO Box 1604 Bend, OR 97703	541-640-2186	N/A	www.scalehouse.org info@scalehouse.org	René Mitchell	5	2019	N/A	Convenes diverse thinkers & promote collaborations through a multidisciplinary & contemporary, encompassing visual & performing arts, architecture & design, film & storytelling, conceptual art & activism. From exhibitions to talks to the annual Bend Design conference, our programs catalyze a creative synthesis that's impossible in isolation.	A multidisciplinary contemporary arts center convening diverse thinkers for in-depth discussions, artistic collaborations, exhibitions & events, including Bend Design Week & Scalehouse Gallery. Scalehouse believes our shared future presents complex challenges & opportunities, not just benefiting from creativity but requiring it. We are committed to programming that's accessible, provocative, extraordinary & inclusive - always with an eye toward a better future for all of us.
Sisters Art Works - Cindy & Duncan Campbell Gallery 204 W Adams St. Sisters, OR 97759	541-549-4979	N/A	sistersfolkfestival.org/ campbell-gallery erin@sistersfolkfestival.org	Erin Pihl	6	2005	N/A	Offering a low-pressure space for local & regional artists to display their art. No commissions taken.	Sisters community arts center.
Sisters Gallery & Frame Shop 252 W Hood Ave. PO Box 1925 Sisters, OR 97759	541-549-9552	Same as phone	www.sistersgallery.com info@sistersgallery.com	Dennis Schmidling	1	2002	1,000	Custom framing & matting, scanning, photo editing & printing.	Featuring selected local artists. Fine Art Landscape Photography by Curtiss Abbott, Dennis Schmidling, Gary Albertson; Fine Art by Paul Alan Bennett, Kimry Jelen, Dennis McGregor, Jennifer Hartwig, Kay & Gordon Baker, John Simpkins & others.
The Art of Alfred A. Dolezal 1550 Majestic Rock Dr. Terrebonne, OR 97760	541-526-1185	N/A	www.alfreddolezal.com artofalfreddolezal@gmail.com	Alfred A. Dolezal, Patti Dolezal	2	2014	N/A	Art gallery.	Eclectic, contemporary, realistic paintings from Alfred A. Dolezal.
Thompson Studio Glass Private, By Appointment Only. Bend, OR 97702	541-990-8624	N/A	www.thompsonstudioglass.com thompstudio541@gmail.com	Jeffrey & Heather Thompson	2	2005	N/A	Fine art sculpture created in molten hot glass.	Blown & sculpted hot glass created in Bend by Jeff & Heather Thompson.
Tumalo Art Co. 450 SW Powerhouse Dr., Ste 407 Bend, OR 97702	541-385-9144	N/A	www.tumaloartco.com art@tumaloartco.com	Susan Luckey Higdon	0	2002	1,200	A fine art collective, owned & operated by artists showcases a variety of fine art from traditional to contemporary.	Original paintings in a wide variety of mediums, photography & digital media, bronze sculpture, hand-blown glass, ceramics, jewelry & more with a large selection of limited edition reproductions & cards.

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.

by NOAH NELSON — CBN Feature Writer

"Scalehouse was founded ten years ago with the vision to create a contemporary creative arts center to connect audiences to boundary-pushing ideas, experiences and expressions through direct access to artists," said Scalehouse Executive Director René Mitchell. "We wanted to bring more contemporary art, thinking and design to Bend, and we're happy to be celebrating our ten year anniversary this year."

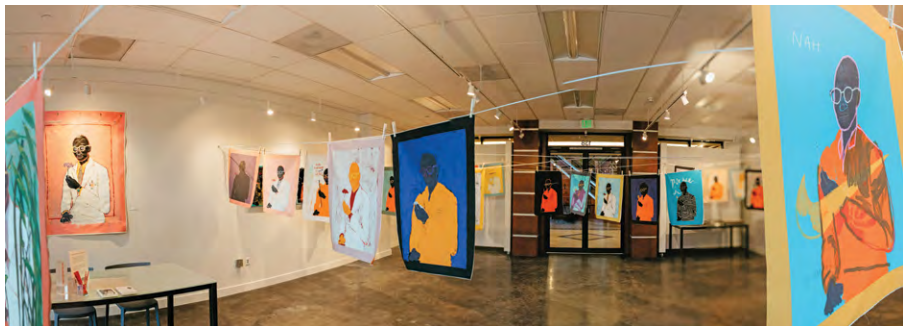
With a gallery full of local and non-local art in Tin Pan Alley, right next to San Simon and the Tin Pan Theater, Scalehouse acts as a bridge between art and the community. “We want to break down the barriers and provide an accessible space for emerging artists to show their work, and for guests to experience this work,” Mitchell said “We know that art is not always accessible, and we aim to showcase artists and themes that are relevant to the community, for no charge to our guests.”

The gallery is dedicated to promoting emerging contemporary artists; a theme that is maintained throughout the organization. Next to the gallery, Scalehouse runs the Patricia Clark Studio. Named after one of the nonprofit's founding members, the Patricia Clark Studio offers studio space for artists to work, explore, create and share with the community their process.

To be accepted to the studio, artists must be selected through a residency program. Of all those who apply for the 6 month residency, only two artists are selected because of limited studio space. The residency costs nothing to the artists selected, and provides them with an incredible opportunity to showcase their work and hone their talents while collaborating with other artists.

Two emerging contemporary artists, Jim Park and Jake Kenobi, just recently completed the first residency program ever offered by Scalehouse. The applications for the next residency program are already closed, and the two new resident artists will be selected soon.

"For the artists selected, we share their work on social media, offer them the chance to work in an open studio and connect with the community, we give them the opportunity to lead an artist talk, and we show their work in the annex, which is the lobby space inside the Franklin Crossing building," Mitchell said.



PHOTOS COURTESY OF SCALEHOUSE

Aside from galleries and studio space, Scalehouse puts on a program called Bend Design Week. In 2022, Bend Design Week included five days of collaboration, six guest speakers, four workshops, one art exhibit and endless amounts of creativity and collaboration between designers, architects, developers, researchers, product managers, SEO gurus, librarians, artists and many more. The goal of this week is to foster expansive thinking and deep discussions designed to stretch creativity, shift perceptions and solve problems.

Aside from Bend Design, Scalehouse lives up to their mission by working and partnering with several local organizations to put on thought provoking movie nights, art exhibits, talks and speeches, and much more. Scalehouse helps raise funds to help support artists in Central Oregon who are dealing with the fallout of the COVID-19 pandemic, they promote murals made by Indigenous artists from the Warm Springs Reservation, and they even partner with Americans for the Arts to announce the launch of Arts & Economic Prosperity 6, a national study that evaluates the economic impact of the nonprofit arts and culture industry.

All together, Scalehouse is an organization that aims to make art accessible for everyday people, promote emerging artists and assist in their development, and gather creative thinkers across all industries to collaborate and interact with one another. Looking to the future, Scalehouse would like to keep their downtown gallery location, while also expanding into a larger area to offer more studio space, more gallery space and more opportunities for artist residencies.

scalehouse.org

\$59⁰⁰

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Monday,
Feb. 20



**YAMATO
DRUMMERS**
Wednesday,
Feb. 22



DUMPSTAPHUNK
with John Cleary
Tuesday,
Feb. 28



HillBenders
“WHOGRASS”
 Wednesday,
 Mar. 1



**RODNEY
MARSALIS**
Philadelphia
Big Brass
Sunday, Mar. 5



PRESENTED
WITH
92/9 FM

**"THE BIG
LEBOWSKI"**
Monday,
Mar. 6

All Shows 7:30 pm
All Seats Reserved

Old Mill Roundup

What's Happening in One of Bend's Most Popular Districts

by NOAH NELSON — CBN Feature Writer

There's always something happening in Bend's Old Mill District, a hub for shopping, dining, entertainment and more. Recently, the Old Mill and the businesses that call this area home have seen more than a few changes, including a new eaterie, exciting new libations, new featured artists and more.

Vanilla and City Home

Two popular retailers, Vanilla Urban Threads and the Portland-based furniture store City Home, are in the process of swapping locations. City Home will be moving into a larger space, next to SW Columbia Street and Lululemon, while Vanilla will be moving into a more central location, across from REI.

According to the owners of each store, the idea for the swap was proposed by the Old Mill for a number of reasons. According to Beau Eastes, marketing director of the Old Mill, the location swap was proposed for the benefit of everyone involved, including shoppers, delivery drivers, the stores themselves and the district as a whole.

"City Home will be moving to a location with more than double the floor space, providing much more room to set up their furniture," Eastes said. "Additionally, City Home's new location will include an awning space outside, allowing the store to better showcase their outdoor patio furniture."

City Home's new location will place them adjacent to a much larger parking lot, allowing for easier access for delivery drivers and customers who are loading large pieces of furniture into their vehicles. For Vanilla, a very successful and well established retailer in the Old Mill, their new location will put them in the center of the district, an area with high foot traffic. This premium location will allow a



CITY HOME | PHOTO COURTESY OF OLD MILL DISTRICT

Brown added that Va Piano is excited to help guests commemorate celebrations and milestones, "Bubbles are such a celebratory drink—buying a new house, getting engaged, honoring a birthday or anniversary—endless reasons why people love to pop a bottle! We're glad we can play a small role in our community members' celebrations."

Lady Bird

Chef John Gurnee, the culinary mastermind behind popular Bend eateries DRAKE and Washington Dining & Cocktails, has opened up a new fine dining establishment in the heart of the Old Mill: Lady Bird Cultural Society. Gurnee has stated that Lady Bird is "not just a restaurant, but an experience."

The menu offers guests a mix of farm-to-table offerings, along with year round favorites, such as balsamic beef short ribs, truffle stuffed camembert, duck mafaldine and a wide variety of freshly made sourdough and gluten-free pizzas. However, it is important to remember that many offerings are seasonal, so the menu will change regularly.

The Mediterranean-inspired menu surely has offerings for any eater, including an extensive list of beer, wine and cocktails, including an entire section of Prohibition-era libations, and a section dedicated to non alcoholic and low ABV selections.

Lady Bird also features a private area called "The Nest," a VIP area reserved for special events and corporate gatherings. The eatery is open for dinner from Tuesday-Sunday, with plans to unveil a weekend brunch.

Hayden Homes Amphitheater

The Hayden Homes Amphitheater, thanks to the Take Note Initiative that began back in 2016, has quickly become one of the most environmentally friendly live-music venues in the nation.

This is achieved in a number of ways. First, all food and beverage items sold at the venue are sold in 100 percent compostable containers, including silverware and napkins. The sale of single-use plastic water bottles has been banned and replaced with free water stations where guests can fill up their own reusable containers.



VA PIANO | PHOTO BY GWEN SHOEMAKER

greater number of customers to pass by the store and stop in to shop.

On the swap, Eastes said, "It is so nice to be able to work with business owners who are open to ideas like this one, that benefit the entire district."

Va Piano

The popular wine tasting room, Va Piano, is adding a carefully curated list of champagne to their tasting menu. Va Piano Vineyards' Bend Manager, Mauri Brown, said that guests to the tasting room would regularly ask about champagne, and many people seemed eager to try out new varieties of the bubbles. "We were surprised by the overwhelming request for folks to get their hands on bubbles," Brown said. "After tasting over 70 sparkling offerings, we selected about two dozen to add to our menu. We plan on rotating them seasonally to keep the menu interesting, even for our regulars."

Va Piano will still heavily focus on producing full-bodied reds, but Brown acknowledges that these types of wines might not be the best libation for a hot summer day. "We are predicting that a significant number of our guests will be excited to enjoy sparkling wines on our riverfront patio when it opens back up again for the season this Spring, and tasting flights will be available on a daily basis during the summer months."



LADY BIRD | PHOTO BY GWEN SHOEMAKER

Continued on Next Page ►

Old Mill Roundup

Continued from previous page

In 2022, the Hayden Homes Amphitheater diverted nearly 77 percent of all waste from the amphitheater away from landfills due to recycling and composting efforts; the venue composted 85,000 pounds of food and recycled 19,880 pounds of cardboard, 5,000 pounds of wood, 281,000 plastic bottles and 9,000 glass bottles.

Arts in the Old Mill

The Old Mill is home to plenty of local art and galleries, including Amejko Artistry, Lubbesmeyer Studio & Gallery, The Stacks Art Studios & Gallery and Tumalo Art Co. Other retailers around the district also showcase local art.

New exhibitions open up each month, where local artists can share their recent work, connect with the community and collaborate with other artists. On the first Friday of each month, the district hosts an art walk, where guests can peruse various galleries and retailers for local artwork.

In February, guests can admire a wide variety of work from local artists. Painter Lindsey Gilmore has shared a variety of abstract pieces that are inspired by local landscapes, while simultaneously forgoing any sense of realism, and instead, opt for expression through the use of different marks and gestures.

Oil painter Kira Frances is exploring “Goddess” as a subject and source for inspiration. By investigating various mythological archetypes, her recent work draws together early beliefs about the Goddess figure in relationship to nature. Her intention with this project is to create new ways of seeing ancient figures that may have been lost in time.

Photographer Alyson Brown recently wrapped up shoots for various local publications and businesses. A variety of her work is currently on display, and in addition to photoshoots, she has also re-released her book, *The Flower-Infused Cocktail*, a visually stunning look at libations.

An oil and acrylic painter with a knack for unique textures, Jennifer McCaffrey is this month’s artist-in-residence at The Stacks. Her work is movement-focused and often features the natural world, drawing inspiration from the sky, wind and light.

These artists and more will have their work on display at various galleries across the Old Mill.

oldmilldistrict.com



DEVOTION BY KIRA FRANCES.




JENNIFER MCCAFFREY | PHOTO COURTESY OF JENNIFER MCCAFFREY



ABSTRACT BY JENNIFER MCCAFFREY

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Art Organizations *(Listed Alphabetically)*

Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Approx. Expense Budget	Focus
Art in Public Places, Inc. PO Box 656 Bend, OR 97709	N/A	N/A	www.artinpublicplaces.org artinpublicplacesbend@gmail.com	Marcelene Trujillo	1	2005	Varies by project	Utilizing public art to enhance the cultural environment & quality of life for the citizens of Bend & to encourage visitors to our area.
Base Camp Studio 2531 NE Studio Rd. Bend, OR 97701	503-953-2175	N/A	www.basecampstudio.org hello@basecampstudio.org	Darlene Becker	0	2014	N/A	Local nonprofit arts & social services organization. We facilitate open-ended art & art therapy programs that focus on young children, at-risk teens & individuals with disabilities. We also facilitate community events that engage diverse groups within the Bend community through art making.
BEAT (Childrens Theatre) 1080 SE Ninth St., Ste. 120 Bend, OR 97702	541-419-4388	N/A	www.beatchildrenstheatre.org bree.beal@beatonline.org	Bree Beal	3	2006	\$150,000	To teach & present joyful & thought provoking performances, workshops & classes that expand the artistic abilities of young actors & enhance the cultural experience of their audiences.
Bend Cultural Tourism Fund 750 NW Lava Rd., Ste. 160 Bend, OR 97703	503-803-8260	N/A	www.visitbend.com/about-us/ bend-cultural-tourism-fund laurel@laurelmacmillan.com	Laurel MacMillan	0	2013	N/A	The Bend Cultural Tourism Fund (BCTF) is a grant program of Visit Bend created to enhance Bend's economy through cultural tourism.
Bend Dance Project PO Box 127 Bend, OR 97709	541-728-1063	N/A	www.benddanceproject.org dance@benddanceproject.org	Alesa Terry	1	2005	\$10,000	Promote dance in Bend.
Bend Park & Recreation District's Art Station 313 SW Shevlin Hixon Dr. Bend, OR 97702	541-617-1317	N/A	www.bendparksandrec.org info@bendparksandrec.org	Laura Von der Osten	15	2016	N/A	Art education.
BendFilm Festival 1000 NW Wall St., Ste. 240 Bend, OR 97703	541-388-3378	N/A	www.bendfilm.org info@bendfilm.org	Todd Looby	10	2004	\$200,000	Promotion of independent film.
Bowman Museum 246 N Main St. Prineville, OR 97754	541-447-3715	Same as phone	www.bowmanmuseum.org sandor.cohen@co.crook.or.us	Sandy Cohen	4	1971	\$40,000+/-	To educate & inform people about Central Oregon heritage & history.
Cascade Chorale - COCC Fine Arts Dept. & Communications 2600 NW College Way, Bend, OR 97701	541-383-7512	541-317-3060	www.cascadechorale.org jwknox@cocc.edu	James Knox	1	1967	\$4,500	To afford opportunities to all Central Oregon singers to learn & perform a diversity of choral music.
Cascade Horizon Band Association PO Box 2271 Bend, OR 97709	541-388-5031	N/A	www.cascadehorizonband.org CHBMailing@gmail.com	Shanti In	0	2004	N/A	We are one of over 200 New Horizon Bands internationally, whose goal is to provide an opportunity for those over 50 & at all levels of experience to be involved in a music program.
Cascade School of Music 510 NE Third St. Bend, OR 97701	541-382-6866	N/A	www.cascadeschoolofmusic.org info@cascadeschoolofmusic.org	Robert Lambeth	30	2002	\$800,000	Our Belief is that human potential & connection are more fully realized through lifelong engagement with music & our Mission is to provide individuals with pathways to explore their interest in music through exceptional instruction in an inclusive, accessible & inspiring community.
Cascades Theatrical Company 148 NW Greenwood Ave. Bend, OR 97701	541-389-0803	541-383-2879	www.cascadestheatrical.org howardhuskey@cascadestheatrical.org	Howard Huskey	2	1978	\$180,000	To provide quality live theatre performances & opportunities to the Central Oregon community.
Central Oregon Mastersingers PO Box 6751 Bend, OR 97708	541-390-3921	N/A	www.centraloregonmastersingers.org director@centraloregonmastersingers.org	Christian Clark	0	2005	\$20,000 per annum	The 45-voice Central Oregon Mastersingers is comprised of many of the area's finest singers who share a common passion for aspiring to the best in choral music. Their repertoire spans the gamut of musical eras & styles, from the 12th to the 21st centuries & from fresh arrangements of popular music to masterworks for chorus & orchestra. Our mission is: Inspired by the power of music to positively affect lives, we seek to enhance our community through the presentation of high quality choral music.
Central Oregon Metal Arts Guild 61149 S Hwy. 97, Ste. 117 Bend, OR 97702	541-550-6370	N/A	www.comag.us cometalartsguild@gmail.com	Kellen Batcham	0	1997	\$1,000	70 member guild. Serving the needs & interests of metalsmiths while educating the public about the myriad of possibilities of jewelry & other metal arts.
Central Oregon Spinners & Weavers Guild PO Box 6116 Bend, OR 97708	N/A	N/A	www.coswg.org	Teri Wise	0	1975	\$900	Members share, learn & teach with others who share an interest in weaving & spinning.
Central Oregon Symphony Association (COSA) 15 SW Colorado Ave., Ste. 320 Bend, OR 97702	541-317-3941	N/A	www.cosymphony.com info@cosymphony.com	Tanya Bruce	2	1967	\$210,000	To promote the growth & development of the Central Oregon Symphony through education, fundraising, marketing & public relations.
Central Oregon Youth Orchestra 2660 Hwy. 20, Ste. 610-351 Bend, OR 97701	458-206-6550	N/A	www.centraloregonyouthorchestra.org coyoed@gmail.com	Travis Allen	0	2012	Tuition assistance & tuition payment plans available for all students.	Engages band string students ages 5-18 from a 100+ miles radius. The COYO experience is designed to complement the fine musical training in the public & private schools throughout Central Oregon. Each season nationally recognized guest artists workshop & perform with the COYO students.
Clay Guild of the Cascades PO Box 172 Bend, OR 97709	541-279-0343	N/A	www.clayguildofthecascades.com hbomm@bendbroadband.com	Helen Bommarito	0	2004	N/A	Artists in the Clay Guild of the Cascades (CGC) share a passion about clay with each other & the community. Member meetings, educational workshops, cooperative purchases of supplies, exhibitions & participation in charitable projects such as Empty Bowls, supports our aim to promote creative self-expression in clay, share knowledge & experience & facilitate an appreciation of handmade pottery & ceramics.
Deschutes Historical Museum 129 NW Idaho Bend, OR 97703	541-389-1813	541-317-9345	www.deschuteshistory.org kelly@deschuteshistory.org	Kelly Cannon-Miller	4	1975	\$250K	A museum, archive & library dedicated to the preservation of Deschutes County History.
High Desert Art League 887 Niagara Falls Redmond, OR 97756	541-923-4073	N/A	www.highdesertartleague.com vivart70@gmail.com	Vivian C. Olsen	12	2000	N/A	Central Oregon professional artists focusing on the business of art, networking, organizing events & expanding their list of collectors. Membership consists of 12 artists.
High Desert Chamber Music 961 NW Brooks St. PO Box 1272 Bend, OR 97703	541-306-3988	541-306-3988	www.highdesertchambermusic.com info@highdesertchambermusic.com	Isabelle Senger	1	2008	\$140,000	Bringing world-class chamber music & musicians to Central Oregon. Through our concert series & Educational Outreach programs, we aspire to heighten a level of appreciation, awareness & understanding of this great genre of classical music.
High Desert Museum 59800 S Hwy. 97 Bend, OR 97702	541-382-4754	541-382-5256	www.highdesertmuseum.org info@highdesertmuseum.org	Dr. Dana Whitelaw	40	1982	N/A	Wildlife, living history, art, cultures. Indoor & outdoor exhibits. Programs & activities for all ages.
Jefferson County Arts Association 185 SW Fifth St., PO Box 376 Madras, OR 97741	541-475-7701	N/A	artadventuregallery.com info@artadventuregallery.com	Coralee Popp	0	1986	\$18,000	A nonprofit organization actively promoting the arts in Jefferson County.
Mt. Bachelor Quilters Guild PO Box 1253 Bend, OR 97709	N/A	N/A	www.mtbachelorquiltersguild.typepad.com mbginfo@gmail.com	N/A	0	1983	N/A	Members have a passion for quilting, a desire to educate the community about quilts & a commitment to making community quilts that are given to many different organizations in our area.
OperaBend PO Box 2301 Bend, OR 97709	541-350-9805	N/A	www.operabend.org operabend@bendbroadband.com	Jason Stein, Nancy Engebretson	0	2013	\$20,000	Regional Opera company, dedicating its resources to the theatrical production & education of fine vocal works via concerts, scenes & full productions.

Six Ways to Show Up for Arts & Culture

by RAY SOLLEY, Executive Director — Tower Theatre Foundation

What are you doing this week? The upcoming film, new exhibit opening or concert trending on social media all vie for your attention. We know the options are infinite, but time is limited. Whether you recently moved here or are ready to rediscover arts and culture in Central Oregon, how do you start enjoying the experiences that suit you best? Adopt a curiosity mindset and try one — or all — of these ideas:

Lean into it

Be proactive. Check online calendars, pick up print guides and newspapers, slow down and look at bulletin boards, check social media and listen to local radio. Ask your new friends, colleagues and neighbors for their recommendations.

Explore the Maybe

It's easy to say "Yes" to big name headliners and well-known shows. Even easier to say "Pass" on performers and genres you're just not interested in. Here's a challenge: try an event or two that only slightly sparks or intrigues you. Buy a cheap seat if the time and price is right. But arrive in time for the opening act and stay for the encore.

Accept the Mission

Bend is full of stages — in plant stores, breweries, hotels, art galleries, even in the heart of downtown on Wall Street. Our largest art collections are in traffic roundabouts, alleys and parking garages. In Bend, one size does not fit all. That means one of the greatest satisfactions of living here is discovering your own favorites — beers, restaurants, venues, performers, or food trucks you stumble

upon only to discover they make *your* Top 10 in Bend for years to come.

Volunteer for your Passion

Give your time and talent; meet folks with similar interests; experience what you love — for free! Films? Volunteer at BendFilm. Folk & Americana? Work with Sisters Folk Festival. History? Contact Deschutes Historical Museum and High Desert Museum. Professional performing arts performances, concerts and film? The Tower Theatre has an active community of volunteers ready to welcome you.

You came. You saw. You joined.

Become a member of a nonprofit arts or cultural organization. Research the organization and benefits that make your future visits much more enjoyable. And joining is tax-deductible.

Control-Alt-RESTART

You didn't check your love of arts and culture at the Oregon border. Find another version of that favorite Northern California or Southern Washington theatre or club in your new zip code. Remember you moved here for something new, a reboot, not a duplication of what you just left.

There are many pathways to find connection and feel a sense of community through arts and culture. The invitation to show up for the arts is perpetual. The opportunities are ample to define your own cultural experience. Find what resonates with you and embrace the journey.

towertheatre.org

Art Organizations *(Listed Alphabetically)*

► CONTINUED FROM PREVIOUS PAGE


Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Approx. Expense Budget	Focus
Raku Artists of Central Oregon 63221 Old Deschutes Rd. Bend, OR 97702	541-390-4323	N/A	www.facebook.com/pages/ Raku-Artists-of-Central-Oregon/20 plrjr60@gmail.com	Peter Roussel	0	1992	N/A	Group of potters with a range of experience. Pro-vides group & individual instruction. Welcoming new artists.
Redmond Community Concert Association PO Box 91 Redmond, OR 97756	541-350-7222	N/A	www.redmondcca.org redmondcca@hotmail.com	Diana Barker	0	1984	N/A	Presenting quality live entertainment to Central Oregon audiences. Five or six concerts between October & April/May. Season subscriptions sold in April of each year. 541-350-2211.
Sagebrushers Art Society 117 SW Roosevelt Ave. Bend, OR 97702	541-617-0900	N/A	www.sagebrushersart.net gretchenb@bendbroadband.com	Gretchen Blocker	0	1959	5,000	Social arts group promotes art in Central Oregon. Lessons available.
Scalehouse Gallery 550 NW Franklin Ave., Ste. 138 PO Box 1604 Bend, OR 97703	541-640-2186	N/A	www.scalehouse.org info@scalehouse.org	Rene Mitchell	5	2019	N/A	A multidisciplinary contemporary arts center convening diverse thinkers for in-depth discus-sions, artistic collaborations, exhibitions & events, including Bend Design Week & Scalehouse Gallery. Scalehouse believes our shared future presents complex challenges & opportunities, not just benefiting from creativity but requiring it. We are committed to programming that's accessible, provocative, extraordinary & inclusive - always with an eye toward a better future for all of us.
Sisters Folk Festival, Inc. 204 W Adams Ave., Ste. 101 3500, Pmb 304 Sisters, OR 97759	541-549-4979	N/A	www.sistersfolkfestival.org info@sistersfolkfestival.org	Crista Munro	5	1995	\$1,000,000	Sisters Folk Festival is a year-round nonprofit organization that strengthens community & transforms lives through music & art. Its signature event is the Sisters Folk Festival, which brings doz-ens of nationally touring musicians to perform on multiple stages around the charming downtown of Sisters each fall. SFF facilitates & funds art & music educational programming in the Sisters public schools.
Sisters Outdoor Quilt Show 220 S Ash St., Ste. 4 Sisters, OR 97759	541-549-0989	N/A	www.soqs.org director@soqs.org	Dawn Boyd	2	1975	N/A	Our mission is to celebrate the art, skill & heritage of quilting & fiber arts, while enhancing the cultural vitality of Sisters & Central Oregon & providing enrichment opportunities for area youth.
Sunriver Music Festival Sunriver Village Mall, Bldg. 13 PO Box 4308 Sunriver, OR 97707	541-593-1084	N/A	www.sunrivermusic.org information@sunrivermusic.org	N/A	3	1977	\$320,000	Committed to expanding the audience for classical music by nurturing the next generation of artistic talent & presenting a world-class musical expe-rience for Central Oregon residents & visitors. Tickets: 541-593-9310.
Sunriver Stars Community Theater Performances @ The Door 56885 Enterprise Dr. PO Box 3712 Sunriver, OR 97707	541-588-2212	N/A	www.sunriverstars.org sunriverdiva@gmail.com	Victoria Kristy-Zalewski	0	2012	\$2,000 per show	An arts provider to Sunriver, Oregon & the sur-rounding community. As the original community theater of Sunriver, our goal is to provide oppor-tunities for Central Oregon residents to participate in quality community theater.
The Museum at Warm Springs 2189 Hwy. 26 PO Box 909 Warm Springs, OR 97761	541-553-3331	541-553-3338	www.museumatwarmsprings.com maws@museumatwarmsprings.org	Elizabeth Woody, Sunmiet Maben	10	1993	\$700,000	Sharing & preserving the culture & heritage of the Confederated Tribes of Warm Springs, Wasco, Paiute & other indigenous people. Museum business & individual membership avail-able. Gift shop features items handcrafted by Warm Springs artisans.
Thoroughly Modern Productions 63595 Boyd Acres Rd. Bend, OR 97702	541-678-0313	N/A	thoroughlymodernprod.com thoroughlymodernprod@gmail.com	David DaCosta	0	2011	N/A	Productions strive to inspire, nurture, challenge, educate & empower artists & audiences.
Tower Theatre Foundation 835 NW Wall St. Bend, OR 97701	541-317-0700	541-749-2731	www.towertheatre.org info@towertheatre.org	Ray Solley	17	1997	N/A	Central Oregon's leading performing arts organization providing cultural & educational programs that contribute to the region's lifestyle & strengthen the community.
Writing Ranch PO Box 640 Bend, OR 97709	541-480-3933	N/A	www.writingranch.com info@writingranch.com	Ellen Waterston	1	2000	\$40,000	The writing ranch offers classes & retreats for emerging writers.
Youth Choir of Central Oregon 2125 Dagget Ln. PO Box 383 Bend, OR 97709	541-385-0470	N/A	www.ycco.org choiroffice@ycco.org	Chris Asher	3	1991	\$129,000	Auditioned choirs, grades K-12, year-round program & summer touring internationally. Educational program.

Art Supplies & Framing Services *(Listed Alphabetically)*

Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Services
Bend Picture Framing 61535 S Hwy. 97, Ste. 4 Bend, OR 97702	541-383-2676	N/A	www.bendpictureframing.com bendpictureframing@gmail.com	Tavia Van Horn, Carmen Montane	5	1993	Custom framing services, conservation, art resto- ration, installation, delivery & gallery artwork.
Creative Art & Picture Framing 2115 NE Hwy. 20, Ste. 105 Bend, OR 97701	541-585-1541	541-585-1541	creativeartandframingbend.com bpframing@yahoo.com	Sandy Klein	1	2001	Custom picture framing, production, mat & glass cutting, custom mirrors, framing supplies & art work.
Eastlake Framing 1335 NW Galveston Ave. Bend, OR 97703	541-389-3770	541-389-7017	www.eastlakeframing.com info@eastlakeframing.com	Debra Spicer	4	1984	Complete custom framing services, art installation & home consultation.
High Desert Frameworks! Inc. 61 NW Oregon Ave., Ste. 101 Bend, OR 97703	541-647-2191	N/A	www.highdesertframeworks.com info@highdesertframeworks.com	Myrna Dow	5	2001	Complete conservation & custom framing services, consultation, installation & delivery. Fine Art & Photography Printing. Large format digital printing, scanning & photo restorations.
Kuhl Frames + Art 2755 NW Crossing Dr. Bend, OR 97703	541-728-2422	N/A	www.kuhlframes.com kuhlframes@gmail.com	Customer Service	2	2021	Custom framing, canvas stretching, ready-made frames, original art, consultation, delivery & installation services, prints, Buenas artisan jewelry made in Argentina.
Layor Art + Supply 1000 NW Wall St., Ste. 110 Bend, OR 97703	541-322-0421	N/A	www.layorart.com info@layorart.com	Lacey Champagne	3	2016	Layor stocks premium art materials in addition to serving as a gallery space for rotating original artwork. Supplies include: fine art paint, aerosols, clays, pastels, drawing supplies, photography supplies, children's art supplies & more.
Sage Custom Framing & Gallery 834 NW Brooks St. Bend, OR 97701	541-382-5884	N/A	www.sageframing-gallery.com	Denise Rich	1	2001	Custom framing & matting, show work by local artists.
The Framers' Corner 612 NE Savannah Dr., Ste. 3 Bend, OR 97701	541-383-5052	N/A	theframerscorner@gmail.com	Karin Neuenschwander	1	2008	Custom framing.

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

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SAGE Custom Framing & Gallery

Denise Rich Brings an Artist's Eye to Framing

by NOAH NELSON — CBN Feature Writer

Denise Rich is the founder, owner and sole employee at her Bend framing business, SAGE Custom Framing and Gallery. Rich first moved to Bend over thirty years ago and found herself working at The Great Frame Up, a chain framing studio who's Bend location is no longer in operation.

When The Great Frame Up closed its Bend location, Rich discovered that tons of her framing clients wanted to stay loyal to her, and encouraged her to venture out on her own and open up her own framing studio.

"Looking back, I really never thought I'd be a business owner," Rich said. "But when you work somewhere for long enough, you build up a base of clientele who trust you. They wanted me to start my own framing studio, and everything just fell into place."

Rich opened up SAGE Custom Framing and Gallery back in 2001, and has been running the business ever since. Rich was first pulled into the world of framing because it was a way to surround herself with art; being an artist herself, this was a huge benefit to her job.

"I work with watercolor, acrylic and really any kind of drawing," Rich said. "I'm a framer by trade but I still feel like an artist, first and foremost."

As an artist, Rich has a special eye for framing and understands what it takes to make framing accessible for artists. She states that there are two main things she must consider when working with an artist to frame their work.

First, there is concern that custom framing is too expensive for artists to be able to reasonably afford. While Rich is fully capable and offers complex, high end work, she can also provide far more cost effective services to make framing as accessible as possible to the greatest number of people.

Second, Rich is always concerned with how the frame compliments the art. Her goal is not to steal the show, but to showcase an artist's work in a new and beautiful way, "My main goal is to frame a piece in such a way, that when someone looks at the art, the frame is not the first thing they notice. The frame should not steal the show from the artist's work, only showcase it. That is however, not the case with framing pieces for people's homes, because those pieces should be matched to the rest of the home decor."

Rich considers her eye for framing to be an extension of herself as an artist. She says that the medium, color, style and even the texture of any given artwork can help lead her to the perfect frame. Along with visual characteristics that she takes into account, Rich also says that knowing the client can be incredibly important, because different artists are going to prefer their work to be displayed in different ways.

As the name of the business implies, framing is only part of what Rich offers. "SAGE is also an art gallery for local artists to display their work on a monthly basis," she said. "I show a wide variety of new artists, hobbyists and even lifetime artists who feel shy sharing their work. I think SAGE has become a very comfortable and safe space for artists to showcase what they can do."

As Bend grows, SAGE Custom Framing and Gallery will continue to serve the community. Rich doesn't have any plans to expand in the future, but the business isn't going anywhere, either. There is a possibility of Rich retiring in the coming years and selling the business to a new owner who would maintain the same level of customer service and quality, but for now, Rich is happy helping artists showcase their work in a new and beautiful light, "I get so much joy out of seeing my clients light up when they see my work. It really keeps me going."

sageframing-gallery.com



DENISE RICH | PHOTOS COURTESY OF SAGE CUSTOM FRAMING AND GALLERY



CASCADE A&E



Patience Truly Is a Virtue

Investors Hurt by a Lack of Discipline

by ED WETTIG, CFP — Cornerstone Financial Planning Group

For most of us, achieving a financially secure retirement takes a disciplined, long-term investment approach. Unfortunately, numerous studies have shown that typical investors take exactly the opposite approach. Year after year, a study conducted by Boston researcher DALBAR, Inc., reveals that the average mutual fund investor makes their investment decisions out of an emotional reaction to the short-term performance of the financial markets.¹



Common Mistakes

The typical investor behavior described by DALBAR, Inc. can be attributed to natural human emotions. After the stock market performs well, investors typically try to jump on the bandwagon and pour money into stock funds, only to see the value of their investments shrink when the market makes a quick correction. Conversely, when the market declines, investors typically sell their stock funds in a flight for safety. When investors begin to return to the stock market, it's typically after the market has made a substantial rebound. When this happens, investors are effectively buying back stocks at a higher price than they had sold them. Some other common mistakes made by individual investors include:

- Failure to maintain proper investment diversity
- Reacting to news events in the media without reasonable evaluation
- Buying and selling funds solely based on historic performance or the evaluation of rating services

In times of stock market volatility, many investors just can't resist the urge to pull out of the market until things settle down. But as the graph demonstrates, missing just a few of the market's best days can dramatically reduce returns.

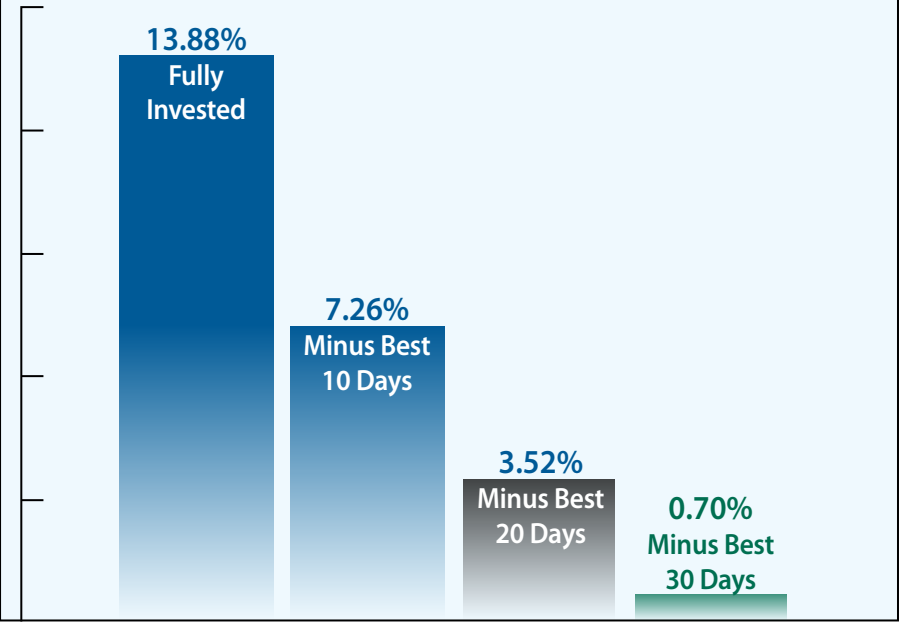
A time-tested investment approach is utilizing professionally-managed asset allocation portfolios that are designed to provide investors with the investment discipline needed to help them achieve a secure retirement

In addition, regular and consistent investments into the portfolio, in both up and down markets, can significantly increase the long-term performance. Investors who participate in a company retirement plan take advantage of this process. If you don't have a company sponsored plan, your financial institution can set up a monthly draw from your bank account to mimic this process.

Provided by Ed Wettig, CFP, Cornerstone Financial Planning Group, which offers investment management, financial planning and retirement income

S&P 500 Index Average Annual Returns^{2,3}

January 1, 2011–December 31, 2020



¹Source: Quantitative Analysis of Investor Behavior© 1994-2020 by DALBAR, Inc.

²It is not possible to directly invest in an index.

³Source: Google Finance and PlanMember Securities Corporation. Results shown reflect share price changes only and do not include taxes or the reinvestment of capital gains and dividends. Past performance is not a guarantee of future results.

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TUNE IN TO BEND LOCAL DAVID ROSELL'S PODCAST ON INVESTING IN THESE UNCERTAIN TIMES.

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



WaFd Bank welcomes **Ryan Brown** to their team. Brown recently transitioned to WaFd Bank to manage and grow commercial client relationships as he has been doing for many years. Over the past 16 years of his banking career, he's been serving businesses, people and the communities throughout Central Oregon. A relentless advocate, he takes to heart the importance of supporting his client's entire relationship and growing the right way. Brown's in-depth experience of commercial lending is wide ranging and includes real estate, construction, equipment, working capital lines of credit and other financing capabilities. Outside of work, he prefers to be outdoors with his wife and two daughters.



Awbrey Glen Golf Club welcomes new assistant golf professional **Eliot Gouvea**. Gouvea was born on Maui and picked up golf in high school in Sacramento, California. After high school he returned to Maui where he started in the golf business. In 2006, he became a PGA member and the head professional at Wailea Blue Course. After several years he moved to Makena Golf Club where he spent his last ten years on Maui. He has over 20 years teaching experience with golfers of all levels from junior golfers to mini-tour players. Gouvea played in the PGA Professional Championship at Sunriver Resort on his first trip to Central Oregon. He enjoyed the golf and the outdoor activities Central Oregon had to offer and returned many times. Eventually in 2019 he decided to make Bend home.

Two new members, one with roots in Jefferson County and the other with a passion for equitable healthcare, have joined the board of the **Latino Community Association (LCA)**.

Imer Gutiérrez, an agent at Dreams Realty Group in Madras, helps clients navigate through "the tedious paperwork" to reach their dream of home ownership. Growing up, he interpreted for family members, so advocating for the Latino community has always been second nature for him.

Gutierrez graduated from Madras High School and attended Seattle Pacific University. Later, he studied counseling at Central Oregon Community College and became a certified recovery mentor at Turning Points Recovery Services in Madras. He also worked at SELCO Community Credit Union as a loan officer. Outside of work, Gutierrez coaches soccer and encourages his children, who play soccer and volleyball. His wife, Monica, works as an office manager at Bend Immigration.

Elizabeth Sánchez of Bend brings a strong health-care perspective to the board as language access coordinator for the Deschutes County Health Department. She got an early start in the medical field. When she was in sixth grade, her family left Silverton, Oregon, and moved to Jalisco, Mexico. A family hired her at 16 to work weekends as a dental assistant and summers in their pharmacy.

After her family moved to Central Oregon in 2011, Sánchez became a Spanish health care interpreter and volunteered at Volunteers in Medicine. Currently, she serves on the board of the High Desert Educational Service District and co-chairs the Deschutes County DEI (Diversity, Equity and Inclusion) committee. She joined LCA to advocate for the Latino community to be seen and heard. Sánchez and her husband enjoy camping, kayaking, swimming and traveling with their children.



Imer Gutiérrez



Elizabeth Sánchez

Windermere Central Oregon Real Estate announced that **Steve Redman** has returned as managing principal broker. He previously led the company from 2016-2020 and most recently he was the managing principal broker of Windermere Willamette Valley. As a former top producing real estate broker, Redman is an exceptional mentor and coach with innate leadership abilities to train and inspire top-performing sales professionals.



Steve Redman



Scott Smith



Shane Howard

The City of Prineville has welcomed two new additions to City Council. After winning their respective elections last November, **Scott Smith** and **Shane Howard** were sworn in on January 3.

Smith was born and raised in Prineville. His family was pioneers in the country, with his paternal grandmother and aunt serving as Pioneer Queens. Smith worked 34 years for the City on the street department, with the last 20 years serving as the Street superintendent.

Smith retired from the City at the end of 2021. Shortly before his retirement, he was awarded Pavement Manager of the Year by the Northwest Pavement Management Association.

Smith says his time on the Council will be his opportunity to give back to the community that has given so much to him.

Howard was born in Redmond and raised in Prineville, where his family goes back several generations. He graduated from Crook County High School in 2004, where he was on the wrestling and golf teams. Later, Howard coached the Crook County Middle School Wrestling team for approximately nine years. In his spare time, he enjoys fishing and golfing.

Before getting his real estate license in 2017, Howard was an arborist, keeping utility lines clear. He has two children; a son Trenton, five-years-old; and a stepdaughter Kaegan, who is 15. Howard decided to run for Council in the November 2022 election to be involved and give back to his community.

AP Equipment Financing (AP) has hired **Zack Marsh**, CLFP, as the senior vice president of accounting and analysis. In this role, Marsh will be responsible for managing the accounting and treasury operations of the organization including financial analysis, planning and budgeting.

Marsh comes to AP with over 20 years of experience in the equipment finance



Brett Hazlett

The Center Orthopedic & Neurosurgical Care announced the appointment of **Brett Hazlett** as interim CEO. Hazlett brings a wealth of experience and expertise to the role, having previously served as CFO at The Center. Reporting to the board of directors, he will be responsible for overseeing day-to-day operations and providing administrative leadership to accomplish The Center's strategic goals and priorities.

Hazlett is a mission-driven financial executive with a diverse background in both for-profit and nonprofit organizations. He has held multiple strategic and operational roles across various industries and is known for his collaborative leadership style that encourages creative problem solving, drives accountability and integrity and promotes sound decision making. He has a track record of driving organizational value by developing strong, results-oriented teams of innovative thinkers who use data and analytics to measure and improve performance. Previous roles include VP finance and administration for Inboard Technology, VP financial planning and analysis for Levi's Brand and controller for Eli Lilly and Company.

More Who's Who Page 28 ►

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

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

Who's Who!

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

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

Who's Who
Continued from page 27

and leasing industry and is an active member of the Equipment Leasing and Finance Association. Marsh has served as the inaugural chair for the Emerging Talent Advisory Council and is currently involved with the Equipment Leasing and Finance Foundation where he serves as vice chair of the board and is a trustee.

AP is now actively managing a portfolio of nearly 13,000 contracts and \$635 million of receivables. With AP's continued year-over-year growth, Marsh's role will be pivotal in maintaining the organization's strong financial management and guiding it towards continued success.


Lynch Murphy McLane LLP law firm has announced two new attorneys and a new Klamath Falls office.

Peter Richter has been added as senior counsel in the Bend office. He joined the firm in January 2023 and brings 50 years of experience in numerous areas of the law, specializing in jury trials. He has tried cases including multi-million


dollar contracts, real estate, securities fraud, anti-trust, employment and trust and partnership cases. In addition to teaching many trial advocacy seminars, he co-founded the Oregon State Bar Trial Advocacy College, a hands-on mock trial experience for lawyers.

Daniel Bunch will lead the new Klamath Falls office as Of Counsel. Bunch joined the firm in January 2023 after serving 13 years as judge in the Klamath County Circuit Court. He brings 32 years of extensive experience as an attorney and judge. Bunch served as Major General in the military, district attorney, a private practice attorney and Klamath County Counsel. Bunch's focus is arbitration/mediation, civil litigation and probate/estate planning. He enjoys representing small business owners and local governments on a variety of legal issues.

The firm now has 12 attorneys and 14 total staff members across offices in Bend, Portland and Klamath Falls, Oregon.



Peter Richter



Daniel Bunch

2023 Business Excellence Awards Recipients Announced

Nine Awards Bestowed Across Six Categories

provided by BEND CHAMBER OF COMMERCE

The Bend Chamber is proud to announce the recipients of the 2023 Business Excellence Awards, sponsored by U.S. Bank. These awards celebrate the outstanding achievements made by Chamber members in 2022 across four categories: Innovation, Workplace Engagement, Organizational Growth, and Community Stewardship. In addition, award categories of Emerging Leader and Lifetime Achievement recognize individuals for their contributions to their places of business and the community at large.

"Congratulations to all the businesses, organizations, and individuals being recognized this year. We know that all the nominees and winners tirelessly power the potential of our community, and we are proud to support the Bend Chamber Business Excellence Awards for acknowledging these extraordinary recipients. Well done and thank you!" shared Wendy McGrane, US Bank Vice President and Business Banking Team Manager.

The Bend Chamber Business Excellence Awards is now in its second year under the new format where the award recipients are announced ahead of the celebration event. In the past, nominees were announced ahead of time, with award recipients being revealed during the award ceremony.

"This year's Business Excellence Awards will be a time for our community to come together and celebrate some of the amazing accomplishments and impacts that we have seen in the past year. The quality of the applications we received for these awards was astounding and is a great reflection of our thriving ecosystem, from all industries and backgrounds," shared Cyrus Mooney, Bend Chamber Events and Programs Lead. "We also plan to share a moment of remembrance and gratitude for the contributions that Bill Smith made, and the leadership that he exuded as a visionary in Bend's development," he continued.

The community is invited to join us in person for appetizers, drinks and celebration on Tuesday, March 7, 2023, at the Riverhouse Convention Center. During the awards ceremony, attendees will hear more about each award recipient's inspiring accomplishments in what turned out to be a continually challenging post-pandemic year.

Registration is now open for the celebration event at:
bendchamber.org/bend-event/business-excellence-awards-2023-march-07.

2023 Business Excellence Awards Recipients

Innovation Award

- Small Organization: Farewell Media

Workplace Engagement Award

- Small Organization: Oregon Media
- Large Organization: Beaver Coach Sales & Service

Organizational Growth Award

- Small Organization: Caldera High School Pack Shack
- Large Organization: Compass Commercial Real Estate Services

Community Stewardship Award

- Small Organization: High Desert Food & Farm Alliance
- Large Organization: Mid Oregon Credit Union

Emerging Leader Award

- Sally Compton, Think Wild

Lifetime Achievement Award

- Bill Smith, William Smith Properties/Old Mill District

Information about each of the awardees can be found here:
bendchamber.org/excellence.

The Bend Chamber of Commerce strives to create an environment where businesses, their employees and our community excel together through collaboration, advocacy, resources and leadership to meet Bend's business challenges.

bendchamber.org

Morning Commutes are Changing in Central Oregon

92/9FM Welcomes Gustav — The X 100.7 Brings Woody Back to Central Oregon

Backyard Media alternative KRXF (92/9FM) Bend announces Gustav as the new morning show host effective February 13.

PD Kris Metzendorf-Arnold said, "Gustav has been a beloved fixture in Oregon radio for almost 30 years and I couldn't be more excited for him to join the Backyard Media family. His music knowledge and style is a match made in Heaven for us and I know he's going to rock mornings on 92/9FM."

Gustav first moved to the PNW for college where he immediately got lost, walked into the campus radio station and the rest was history! He loves both discovering new music and reminiscing about seeing that one northwest area band that no one had ever heard of at the time in that one venue that no longer exists.

The X 100.7, Central Oregon's Newest Radio Station, brings you Happy Hour for Your Mornings

Broadcasting weekday mornings LIVE from 5am to 10am, *The Woody Show* is highly-interactive, socially-engaging appointment radio. Featuring Woody, along with co-hosts Ravey, Greg, Menace and Sebas, *The Woody Show* is described by listeners as "authentic," "raw," "unapologetic" and "recess/happy hour on the radio."

The top-rated program based in LA, has had incredible success in their previous major markets, including St. Louis, Chicago and San Francisco. In 2016, *The Woody Show* was a NAB Marconi Radio Award finalist for Major Market Personality of the Year, and was launched into national syndication in 2017.

The Woody Show is now heard in nearly 30 markets in

the United States and Canada, including: Los Angeles, Philadelphia, Phoenix, Portland, Las Vegas, Austin, Kansas City, Raleigh, Indianapolis, New Orleans, Honolulu and Peterborough, Ontario.

Andy Hilmes, general manager of Backyard Media says, "I am so proud of what our team has brought to the community of radio listeners in Central Oregon! I think Central Oregonians will love to tune in and rock out!"

Backyard Media is the #1 resource for radio listeners and advertisers in Central Oregon. Backyard Media is a full service media company including the BackyardBend.com platform, KSJJ 102.9, Power 94, The X 100.7, 92/9FM, BYB Internet Radio, Live event production/sponsorship, video & audio production, content creation, digital ad placement.

backyardbend.com

The Center Foundation Announces their 2023 Professional Education Conference & Social

by **STUART SCHMIDT, MS, ATC, CSCS, Program Manager/Head Athletic Trainer — The Center Foundation**

Most folks know about concussions and football these days, but concussions can come from many other injuries including falls (snow and ice are not always our friends), cycling and car accidents, and from domestic violence.

The Center Foundation has a 23-year history of providing concussion management for area high schools that has expanded into a comprehensive, coordinated care model not just for children, but adults as well. In conjunction with The Center, The Center Foundation, High Desert Education Service District and St. Charles neuropsychology services, all high schools in Bend, La Pine, Sisters, Crook County and Madras are under this umbrella of care. In fact, The Center was a beta test site for ImPACT neurocognitive testing for baseline and sports concussion injuries in the early 2000's. Neuropsychologists were recruited to the community to interpret ImPACT testing and the concussion program was born. Since then, the program has expanded to walk-in concussion clinics at The Center; coordinated care with Center Foundation athletic trainers in all area high schools; baseline cognitive testing available for ages 5-81; and use of new technologies such as app-based testing with the Sway Medical System, ImPACT and others. This Central Oregon community model of care is currently being studied by a Center for Disease Control and Prevention-sponsored grant to the University of Oregon looking at how we return our injured children back to school.

Since 2011, and as part of the mission to provide cutting-edge care for brain injuries, The Center Foundation has organized an educational conference every three years on concussion topics. National leaders in concussion care present at the conference and share innovations in prevention and care. This year, the concussion conference will be held on April 14-15 at the Oregon State University – Cascades Campus in Bend and feature experts from Harvard

University, New York University, National Children's Hospital, the University of Washington, Oregon Health & Science University, Oregon State University – Cascades and the University of Oregon.

Additionally, Dr. Stan Herring, newly retired head team physician for the Seattle Seahawks, David Stricklin, head athletic trainer for the Seattle Seahawks, presenting at the conference. If you are not interested in the clinical conference, look for an evening of conversation with Dr. Herring and Mr. Stricklin at The Center Foundation Keynote & Social from 7-9pm on Friday, April 14. This event and conference are major fundraisers for The Center Foundation, a 501(c)(3) nonprofit organization.

The conference is supported by Oregon State University – Cascades and the Best Western Premiere Peppertree Inn at Bend,

About The Center Foundation:


The Center Foundation, has provided certified athletic trainers to Central Oregon high schools for more than 20 years, serving more than 5,000 students at over 1,400 sporting events annually. Our staff manage injuries and concussions and educate young athletes on injury prevention. These services are provided at no cost to students or their families. Foundation programs also deliver brain and spinal cord injury prevention education in grade schools, free multi-sport helmets to children in need and education seminars and conferences for healthcare professionals. Since 2000, The Center Foundation has been Central Oregon's only nonprofit solely dedicated to providing sports medicine services as a means to ensure youth are safe, healthy and protected in an active lifestyle.

centerfoundation.org


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April 14th 2023 | Bend, Oregon



Thank you to
our
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Partners



LCA
Continued from page 3

difference in Redmond.

In 2010, LCA took its first step beyond Bend and rented a small office open just one day a week at the Becky Johnson

Community Center in Redmond, a facility managed by the Deschutes Children's Foundation. The organization extended its office hours, and this past year, expanded to four days a week. Thanks to increased community support and funding, LCA hired several new employees to work in Redmond.

Squeezed for space, LCA sought a new

home with more room for confidential client interviews and classes in English, computer use, and citizenship. Realtor Castillo Lépez at Desert Sky Real Estate located the two-story historic house, formerly called Dawson Station, which is now LCA's new Redmond home. On Jan. 16, a crew of more than 20 volunteers plus staff members painted

the inside of the light green house. Redmond client services coordinator, Beatriz Escobedo, and her team opened the doors on January 23 to welcome client families, just in time to register for classes and use LCA's expanded tax preparation services.

latinocommunityassociation.org
541-382-4366

GO Bond Projects

Continued from page 3

bendoregon.gov/gobond.

Voters in Bend approved the GO Bond in November 2020 with an emphasis on building projects across the city to improve traffic flow, create better east-west connections and improve neighborhood safety.

The TBOC was established to advise on the implementation and progress of the bond projects and to help provide transparency and accountability of the voter-approved projects.

Learn more about the 2020 Transportation GO Bond at bendoregon.gov/gobond.

Go Green
Continued from page 3

maintenance downtime and quicker on-the-ground service. For instance, gas mowers emit 16 times the Co2 emissions per acre compared to electric mowers.

"The commercial-grade electric equipment has reached a point of development over the last 12 months to where it makes sense for us to start the transition. Although the commercial electric equipment is approximately 3x more expensive, the long-term cost and environmental savings are substantial. The total cost to switch will be close to \$200,000 and amortized over the next 24 months. It's a big plus to our large

community/HOA accounts as we won't be disturbing residents or commercial tenants with the loud drumming noise of backpack blowers and large mowers," says Sterling West, who founded Newport Avenue Landscaping 15 years ago. "For example, a commercial grade gas-powered 30 inch push mower costs us \$1,699.00, compared to a commercial grade electric mower at an initial purchase price of \$4,100. The three year cost savings of maintenance and fuel is over \$5,000!"

With the 75+ employee team and twelve maintenance crews at Newport Avenue Landscaping, they are hoping to set a precedent with the other landscapers and contractors to improve our environmental impact on Central Oregon.

newportavelandscaping.com

UDRC
Continued from page 3

your reimbursement.

Eligible Home Hardening Projects

- Minor roof repairs
- Clean roof and gutters of flammable material
- Replace plastic gutters with metal gutters
- Install metal gutter guards
- Install flashing between decks and siding, roof and dormers or chimney case
- Replace or overlay eave vent screens with 1/8 inch mesh
- Replace exterior window screens with metal screens
- Replace or overlay foundation vent screens with 1/8 inch mesh
- Install metal flashing or non-flammable skirting at foundation base
- Enclose area below decks or porches with screening
- Remove all flammable vegetation and material within five feet of home
- Replace wood mulch with non-flammable material within five feet of home
- Replace wood fence attached to home with five-foot metal fence section or gate

udrc.org

Tom Collier Classic Motor Car Company
Continued from page 8

Business flyers handed to prospective clients sum up his company approach as, "Offering a pleasant and professional alternative to the method new and used vehicles are traditionally purchased and leased."

Ever the gentleman, each year he sends out hundreds of hand-written Christmas cards to friends and clients, as well as personalized thank you cards following sales, and should a woman purchase a car through Collier there are always a dozen roses resting in the front seat. The day previously he had called to check in on a customer who was going in for surgery.

A fountain pen aficionado, he has a collection of luxury writing instruments, as well as an impressive library comprising some 3,500 books.

Collier first came to Bend in 1971 while involved with district sales for Ford, and "fell in love with the place," moving here full-time in 1974.

With an infectious enthusiasm for luxury vehicles, he has garnered a reputation for honorably conducting business in a fun but professional manner that has earned him the enduring trust and loyalty of his clientele.

A strong commitment to community has included serving on the Bend Chamber Board for seven years and being a 48-year Rotary member — serving at club, district, national and international level — as well as administering foundation scholarships and gifting a Steinway piano to the Tower Theater.

He has served on many boards and capital campaigns and has provided supplies for local schools every year for 24 years. He was named the 2018 Community Partner of the Year by Klamath Falls City Schools for his commitment to providing school supplies for students and teachers. He currently is serving as president of the Mayantigo Charitable Foundation.

"Having been able to honestly and honorably serve the automotive needs of my many friends and clients, this business has afforded me the opportunity to do good things in the community," he said. "The community has been good to me, and I wanted to give back to it."

Among many professional accomplishments over the years, he was recognized as Oregon Independent Automobile Dealer's "Quality Dealer of the Year" for the state for 2002-2003.

He said, "There are not many independent brokers left in the business anymore, but there are advantages including the personal touch and that when you give a car to an agent to handle you distance yourself from the buyer and have a buffer."

Outside of work, he has an interest in real estate investments and as a proponent of renewable energy, owns a 70-acre ten-megawatt solar farm east of Bend.

He said, "You only go through this life one time so you should have fun doing it. This business is fun, and I have enjoyed doing nice things for people."

"I have done what I wanted to do and have no regrets. It has been a great ride. I have no plans for retirement as I thoroughly enjoy working with my clientele."

Tom Collier Classic Motor Car Company, Inc.
1183 NW Wall St. E • Bend • 541-317-3403

RECENT TRANSACTIONS

Continued from Page 3

Services represented the seller, **Yellow Lab Parry, LLC**, in the sale of 64677 Cook Avenue in Tumalo. The commercial land totaling 0.25-acres sold for \$7000,000.

Compass Commercial Real Estate Services brokers **Russell Huntamer, CCIM** and **Eli Harrison** represented the landlord, **Barbara Atchison Marital Trust**, in the lease of a 2,025 SF restaurant suite for Super Burrito located at 425 NE Windy Knolls Drive in Bend.

Brokers **Graham Dent, SIOR**, **Jay Lyons, SIOR, CCIM** and **Grant Schultz** with **Compass Commercial Real Estate Services** represented the landlord, **TSB Real Estate, LLC**, in the lease of a 4,000 SF office suite located at 1567 SW Chandler Avenue in Bend.

Compass Commercial Real Estate Services broker **Dan Kemp, CCIM** represented the landlord, **2008 Min Family Trust**, in the lease of a 9,000 SF industrial suite located at 494 SW Veterans Way in Redmond.

Broker **Luke Ross** with **Compass Commercial Real Estate Services** represented the landlord, **JJDAS Properties, LLC**, in the lease of a 1,700 SF office suite located at 990 NW Brooks Street in Bend.

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Central Oregon Business Calendar

Email Your Upcoming Business Events to CBN@CascadeBusNews.com

Event Details at CascadeBusNews.com/Business-Events

BUSINESS

EVENTS



- February 15**
3:30-5:30pm Bend Chamber YP Expert Chat at COCC Cascades Hall 115, Bend.
- February 15**
5pm City of Redmond Urban Area Planning Commission Meeting.
- February 15**
5:30-8pm ConnectW Monthly Meeting, The State of Real Estate in Central Oregon, at Open Space Studios, Bend.
- February 16**
7-9:30am Sunriver Area Chamber and La Pine Joint Breakfast, Chamber Exploring Workforce Development — A to Z, at the SHARC.
- February 16**
11:30am-1pm City Club February Forum, Help Wanted: Connecting Talent to Opportunity, at Riverhouse on the Deschutes Convention Center.
- February 16**
5:30-8pm Bend Chamber BEND 101, Your Onramp for Community Connection, at Tower Theatre.
- February 20**
8:30-9:30am Redmond Chamber Coffee Clatter at NeighborImpact.
- February 22**
11am-9pm Three Rivers PTA Dine & Donate at Sunriver Brewing Sunriver Pub.
- February 22**
4:30-6pm Bend Chamber Biz & Bevs at 10 Barrel Eastside.
- February 22**
5pm Deschutes County Joint Meeting: Board of

County Commissions and City of Sisters.

- February 22**
6-7pm Worthy Environmental Free Lecture, Dark Skies and the Effect of Light Pollution on Human Health, at Worthy Brewing Hop Majal, Bend.
- February 23**
1-2:30pm City of Bend Virtual and In-Person Accessibility Advisory Committee Meeting at Bend City Hall Council Chambers.
- February 27**
12:30pm City of Bend Virtual and In-Person Public Hearing for Bachelor View 2 LUBA Remand at Bend City Hall Council Chambers.
- February 28**
6pm City of Redmond City Council Meeting.
- March 1**
10am-1pm City of Bend Virtual and In-Person Public Hearing for Bachelor View 3 Subdivision -PLLD20220664 at Bend City Hall Council Chambers.
- March 7**
5:30-8pm Bend Chamber Business Excellence Awards at Riverhouse Convention Center, Bend.
- March 9**
11:24am-1pm ConnectW Munch & Mingle at The Phoenix, Bend.
- March 9**
5-7pm Bend YP March Social at AVID Cider Co, Bend.
- March 15**
5:30-8pm ConnectW Monthly Meeting, Betrayal, the Unconscious Legacy with Ali Davidson, at Open Space Studios.
- March 23**
5-8pm Bend YP March DevLab at Tetherow Pavilion.
- April 11**
Sunriver/La Pine Economic Development (SLED)

Annual Luncheon at Sunriver Resort.

- May 1**
8:30am-5pm Inclusive Employers’ Summit at COCC Hitchcock Auditorium, Pioneer Building, Bend Campus.
- June 2**
5-9pm Heart of Oregon Corps Farm to Fork at Seventh Mountain Resort.
- September 16**
2-6pm Heart of Oregon Corps Endless Summer Nights at Seventh Mountain Resort.

WORKSHOPS

& TRAINING



- February 8, 15, 22**
6-8pm E::Space Labs Python Programming Class at E::Space Labs, Bend.
- February 11**
10am-3pm E::Space Labs KiCAD PCB Board Layout Class at E::Space Labs, Bend.
- February 11**
10am Neil Kelly Resolve to Remodel Workshop for the Bath at Neil Kelly Design Center, Bend.
- February 13, 20**
6-8pm E::Space Labs Arduino Class at E::Space Labs, Bend.
- March 2**
5-8pm Bend YP March DEIA Training. Location TBD.
- March 2**
5:30-7pm SCORE Free Workshop, Elements for Success for Your Digital Marketing — Part of the Demystifying Digital Marketing Series, at Downtown Bend Deschutes Public Library.
- (Ongoing)**
COCC Small Business Development Center Classes.

Building Permits

COMMERCIAL PERMITS WEEK ENDING 1-27-2023

City of Redmond

- \$3,878,785.00

-

Commercial (Multi Family) 6,416 sf. at 4141 SW 34th St. Redmond 97756 OR
Owner: 143 Investments, LLC 63026 Lower Meadow Dr. #200 Bend, OR 97701 Permit # 711-22-001106
- \$3,878,785.00

-

Commercial (Multi Family) 6,416 sf. at 4145 SW 34th St. Redmond 97756 OR
Owner: 143 Investments, LLC 63026 Lower Meadow Dr. #200 Bend, OR 97701 Permit # 711-22-001103

Deschutes County

- \$50,000.00

-

Commercial (Alteration) 3,072 sf. at 16401 1st St. La Pine 97739 OR Owner: La Pine Park and Recreation District 507 NW Wall St. Bend, OR 97703
Builder: J Cheatham Construction, LLC 541-977-8300 Permit # 247-22-007905
- \$15,000.00

-

Commercial (Alteration) 115 sf. at 56885 Enterprise Dr. Sunriver 97707 OR Owner: Door at Three Rivers, Inc. PO Box 3967 Bend, OR 97707 Permit # 247-22-007009

City of Bend

- \$280,000.00

-

Commercial (Alteration) 2,303 sf. at 2680 NE Hwy 20 Ste. 380 Bend 97701 OR Owner: Forum Holdings, LLC Permit # PRRE202205819
- \$57,540.00

-

Commercial (Alteration) 1,931 sf. at 19570 Amber Meadow Dr. Ste. 180 Bend 97702 OR Owner: R and J Bennett Family, LLC Permit # PRRE202205721
- \$33,799.00

-

Commercial (Alteration) 2,155 sf. at 452 NE Greenwood Ave. Bend 97701 OR Owner: Tent 1, LLC Permit # PRRE202206764
- \$20,000.00

-

Commercial (Alteration) 900 sf. at 50 NE Thurston Ave. Bend 97701 OR Owner: Walter Revocable Trust Builder: Tool Tech, LLC 503-453-7624 Permit # PRRE202205605

COMMERCIAL PERMITS WEEK ENDING 2-3-2023

Deschutes County

- \$570,000.00

-

Commercial (Tenant Improvement) 40,880 sf. at 690 W Three Peaks Dr. Sisters 97759 OR
Owner: Sisters 12, LLC 85 Glade Hollow Dr. Las Vegas, NV 89135 Permit # 247-22-007371
- \$20,000.00

-

Commercial (Tenant Improvement) 114 sf. at 63132 Powell Butte Hwy Bend 97701 OR
Owner: Aero Facilities, LLC 63205 Gibson Air Rd. #56 Bend, OR 97701 541-408-2630 Permit # 247-22-009047

City of Bend

- \$2,405,593.00

-

Commercial (Addition) 424 sf. at 20635 Brinson Blvd Bend 97701 OR Owner: Denata, LLC Permit # PRAD202201058
- \$1,010,063.00

-

Commercial (New) 5,871 sf. at 2528 NW Campus Village Way Bend 97703 OR Owner: Central Oregon Community College Permit # PRNC202203313
- \$500,000.00

-

Commercial (New) 2,543 sf. at 2755 NE 27th St. Bldg: CLNC Bend 97701 OR Owner: Administrative School Dist #1 Permit # PRNC202108067
- \$50,000.00

-

Commercial (Alteration) 1,191 sf. at 933 NW Wall St. Bend 97703 OR Owner: 933 Wall St., LLC Builder: Kellcon, Inc. 541-312-4034 Permit # PRRE202206942
- \$10,000.00

-

Commercial (Alteration) 2,029 sf. at 917 NW Wall St. Bend 97703 OR Owner: 933 Wall St., LLC Builder: Kellcon, Inc. 541-312-4034 Permit # PRRE202206090

City of Redmond

- \$119,977.00

-

Commercial (Tenant Improvement) 1,060 sf. at 825 NE Hemlock Ave. Redmond 97756 OR Owner: Utility Trailer-Redmond, LLC PO Box 1190 Clackamas, OR 97015
Builder: Engineered Products A Pape Company 1-800-753-7153 Permit # 711-23-000110
- \$20,000.00

-

Commercial (Alteration) at 120 SE Glacier Ave. Redmond 97756 OR Owner: Fred Hodecker, Inc. PO Box 488 Redmond, OR 97756
Builder: Tool Tech, LLC 503-453-7624 Permit # 711-23-000222



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