# April 19, 2023 • VOLUME 30 • ISSUE 8 CASCADE DC BUSSINESS NEV UNIT OF Coby L. Hanes, DC, IFMCP Joins Elite Group -Page 37

Enhancing & Promoting the Economic Vitality of Central Oregon Since 1994

# Pie Sky's the Limit as Bruno's Rises Again

# Bend Neighborhood Favorite Revived with Home-Cooked Pizza & Provisions

by SIMON MATHER — CBN Feature Writer



ERIC WELLMAN | PHOTO BY CASCADE BUSINESS NEWS

Restoring a slice of history amid Bend's bustling midtown with the launch of Bruno's 6th Street Market.

Central Oregon bar and restaurant industry veterans Eric Wellman and Trevor Kalberg are bringing back the old-school neighborhood store vibe with easygoing counter-service featuring fresh or take 'n bake pizzas, salads, deli sandwiches and a range of provisions.

And it is something of a welcome revival, as many longer-term Bendites will fondly recall the location at the corner of Revere and Sixth Street as being the former home of Bruno's Deli & U-Bake Pizza, which was run by Bruno and Jo Tosi from the late 1970's until their retirement in 2016.

They ushered in an era of bake-your-own pizzas and calzones to a neighborhood market setting, making it one of the first stores in Bend to provide such a product.

The building was originally built in 1940, and even longer-term residents recall the locale as a popular convenience shop through the 1960's, in an era when corner stores were more commonplace.

Following the Tosi's tenure, renowned long-time baker and Culinary Institute of America trained chef Bill Kurzman took over the reins to create Midtown Market, which became known for its artisan baked sweet and savory goods as well as sandwiches.

But when Kurzman himself decided to exit the business earlier this year, Wellman and Kalberg saw an opportunity to step in and restore a beloved neighborhood favorite, in the spirit of the original Bruno's, with hearty pizza made on-site and snack favorites anchoring an adjoining convenience store.

Now dubbed Bruno's 6th Street Market, it

# The Central Oregon Real Estate Market Local Experts Share Insights

by NOAH NELSON — CBN Feature Writer

The Central Oregon real estate market is one that evolves very quickly. For homeowners, potential buyers, tenants, realtors and other people involved in the industry, it seems like there are constantly new updates, rules and legislation that affects their lives. Luckily for us, there are plenty of knowledgeable local individuals and organizations who make understanding this industry their job. One such association is the Central Oregon Association of REALTORS.

Also called COAR, this association of realtors is an organization that represents 2,373 realtors across the state. COAR is a recognized member of the greater national organ

member of the greater national organization, the National Association of REALTORS.

"The Bend-Deschutes County Realty Board was originally organized on May 10, 1927 and was elected to membership by the National Association of REALTORS at their August 9, 1927 Board of Directors meeting," said COAR President Brent



(L-R) COAR MEMBERS LARA RINER, SUZANNA FIERSTOS, DONIELLA COX, CRYSTAL BRAE, ASHLEY NEFF, ALLISON RAYBURN AND KENNADI DIETER AT THE REALTOR VOLUNTEER DAYS IN JUNE 2022 AT A VOLUNTEER SITE WITH BEND REMOND HABITAT FOR HUMANITY BUILDING REDMOND TOWNHOMES | PHOTO COURTESY OF CENTRAL OREGON ASSOCIATION OF REALTORS

Landels. "At some time between their original application and 1930, the board was changed to the Bend-Redmond Realty Board. On December 15, 1939 the board applied to the National Association of REALTORS to become the Central Oregon Real Estate Board covering Bend, Redmond and Prineville."

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# **Central Oregon Real Estate Spotlight — Pages 10-32**

# \$100 Million+ Project Launched Overlooking Deschutes

"The Ridge" to Feature

Luxury Condos & Upscale Hotels Including Rooftop Bar

# by SIMON MATHER — CBN Feature Writer

G in Bend which will feature luxury condominiums and, in the future, a 4-star and 5-star hotel, complete with a rooftop bar, as part of a 7.6-acre mixed-use development off Century Drive with an estimated price tag north of \$100 million.

Ridgeland, Mississippi-based developers Wealth Hospitality Group plan to roll out the project in three stages, starting with The Ridge consisting of 37 high-end condos across five four-story buildings, boasting pristine views from the river canyon rim, while subsequent phases will feature two upscale hotel franchises



is thriving again as a community focal point in the style of the New York City center bodega, where a small owner-operated convenience store serves hot and prepared food, is often open late hours and typically features local market influences. Current hours for the Bend landmark's latest version

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and commercial space.

The condominium segment first floor will have around 11,500 rentable square feet of commercial space available for lease in four of five condo buildings.

The property is comprised of three tax lots, including the currently operating Pine Ridge Inn site, as part of an

RENDERING | COURTESY OF WEALTH HOSPITALITY GROUP

acquisition in 2018 (facilitated by locally-based commercial broker Walt Ramage of NAI Cascades) and the reimagination has been in the works for over three years after a protracted

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# **RECENT TRANSACTIONS**

Brokers Dan Kemp, CCIM and Peter May, CCIM with Compass Commercial Real Estate Services represented both the buyer, Andrew Eriksson, and the seller, Dunn Recreation, LLC, in the sale of the Twin Lakes Resort on 20,255 acres located at 11200 S Century Drive in La Pine.

Compass Commercial Real Estate Services brokers Jay Lyons, SIOR, CCIM, Grant Schutiz and Luke Ross represented the landlord, Bonnett Properties, LLC, in the lease of an 8,209 SF office suite located at 20310 Empire Avenue in Bend.

Brokers Russell Huntamer, CCIM, Jay Lyons, SIOR, CCIM and Eli Harrison with Compass Commercial Real Estate Services represented the landlord, JKC Neff, LLC, in the lease of a 1,872 SF retail suite at East End located at 1462 NE Cushing Drive in Bend. Huntamer, Lyons and Harrison along with Peter May, CCIM with Compass Commercial Real Estate Services represented the tenant, Lagree HD, LLC.

Compass Commercial Real Estate Services brokers Pat Kesgard, CCIM and Kristie Schmitt represented the tenant, EHG of Oregon, PC, in the lease of a 3,748 SF

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# Open Your Season at Woodlands

Directly benefiting Sunriver Music Festival, golfing buddies come together on Sunriver Resort's Woodlands Course on June 4 for the 15th annual Swings fore Strings tournament. With a shotgun start and scramble format, this is a lighthearted way to kick off your summer of Sunriver golfing.

Worth noting: a regular 18 holes of golf in prime time at the internationallycelebrated Woodlands Course is already around the same price....by choosing to play in Swings fore Strings, you get those same 18 holes, PLUS free Sunriver Brewing beer all day, PLUS a catered dinner from Sunriver Resort, PLUS the good feelings knowing you're partnering with Central Oregon's premier classical music organization — Sunriver Music Festival — and helping ensure the future of music.

SIGN UP TODAY at sunrivermusic.org or by calling 541-593-9310.

All proceeds from Swings fore Strings benefit the missions of Sunriver Music Festival, including the Young Artists Scholarship program and August 4-17's landmark Summer Festival featuring professional orchestra musicians from around the world.

Sunriver Music Festival is committed to expanding the audience for classical music by nurturing the next generation of artistic talent and by presenting a worldclass musical experience for Central Oregon residents and visitors.

sunrivermusic.org

# Visit Central Oregon Awards \$840,000 in Funding to 12 Tourism Projects through Central Oregon Future Fund

Visit Central Oregon announced that 12 recipients will be awarded a total of \$840,000 in grant money as part of the Central Oregon Future Fund, a new grant program to support local projects that will benefit both residents and visitors. Visit Central Oregon selected the 12 recipients from 43 applications requesting more than \$4 million in funding.

The recipients represent a wide range of projects — from a program to enhance outdoor recreation opportunities for people with disabilities to Tower Theatre sound improvements to a myriad of trail projects spread throughout Central Oregon. Each has at least one thing in common: every project awarded a Central Oregon Future Fund grant placed an emphasis on sustainable tourism in line with the Fund's pillars of promoting accessible adventure, cultural tourism, and stewardship. The 43 applications included 13 access adventure projects, 22 cultural tourism projects, and eight stewardship projects.

"Each of these projects will provide a lasting benefit to the region and enhance the enjoyment of Central Oregon for those of us who live here, as well as those who visit," said Julia Theisen, CEO of Visit Central Oregon. "Our goal is to support programs that will help make Central Oregon a better place to live as well as a more attractive place to visit. And as each of these grant recipients prove, these interests do not necessarily have to compete with one another."

The 2023 Central Oregon Future Fund grant winners include:

### Bend Parks and Recreation District, River Access Improvements Phase 3 (\$100,000):

Aimed at improving river access along a busy stretch of the Deschutes River, while also restoring habitat and ensuring sustainable water enjoyment for decades to come.

Central Oregon Trail Alliance, Welcome to Central Oregon's Trails (\$60,000): Aimed at welcoming locals and visitors to Central Oregon trails, beyond the most popular near Bend, by improving signage and trip planning information.

### **Deschutes Soil and Water Conservation District, Got Stars Central** Oregon (\$95,000):

The Oregon Chapter of the International Dark-Sky Assoc., Deschutes Soil and Water Conservation District, and its eight Central Oregon partners, are collaborating on a community-wide initiative to showcase the importance and solutions related to dark skies and astro-tourism through outreach, education, and signage and lighting improvements.

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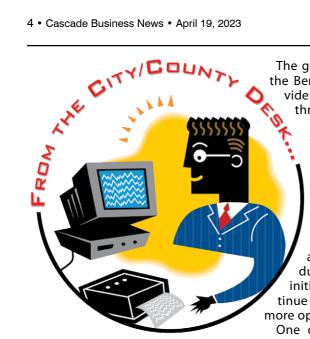


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The goal of the program is to meet the Bend City Council's goal to provide more diverse housing types throughout the city.

> This pre-approved plan program and even ADUs themselves are only one piece to the housing puzzle.

The program will continue to evolve over time, with the goal to simplify process, reduce time, reduce cost, incentivize community density and encourage housing production at every level. After this initial launch, the City will continue expanding the program with more options to come soon.

One design is currently available. To learn more about what id available and how the program works, visit the Pre-Approved ADU plan webpage at bendoregon.gov/government/departments/community-development/ pre-build-accessory-dwelling-units?medium=email&source=govdelivery.

The City of Bend will host an informational open house to share information about the Pettigrew and Bayou Sewer Project construction. The project team will share construction details and information regarding the Pettigrew Road closure and detour route.

A full closure of Pettigrew Road between Reed Market Road and Azalia Avenue is required for construction. The road closure is estimated to begin in early April and continue through fall 2023.

There will be no formal program at the open house. Instead, there will be information stations where visitors can speak with project team members, ask questions about the project and understand what to expect during construction.

Meeting date and time are as follows: Date: Thursday, April 20, 2023 Time: 4:30-6:30pm

Location: First Missionary Baptist Church, 21129 SE Reed Market Road

Can't make it in person? The information and exhibits from this meeting will be also available on the project website bendoregon.gov/pettigrew.

The Pettigrew and Bayou Sewer Project is part of the Septic to Sewer Conversion Program. The program allows residents to apply to the City of Bend annually to complete a sewer project in an area where properties are currently served by private onsite septic systems. Learn more about the program at bendoregon.gov/septictosewerprogram.

# BEND

A new program now streamlines the process to build an Accessory Dwelling Unit, which aims to speed up the review process and potentially help property owners cut some costs.

The program, called the Pre-Approved Accessory Dwelling Unit Plans program, allows property owners to use a building plan that has already passed Building Plan Review and meets building code.

An Accessory Dwelling Unit, also known as an ADU, is secondary living unit that has a separate kitchen, bathroom, and sleeping area that can be built either within an existing home or on the same lot but separate from an existing home.

Using a pre-approved plan reduces the amount of time City staff spend reviewing plans, as well as eliminates the time and cost it takes to design an ADU from scratch as pre-approved plans from the City are free to use.

# **FROM THE LEGISLATIVE DESK**

# SALEM

Housing Deschutes Families (HB) 3440) passed the Oregon House unanimously yesterday. The bill allows smaller counties, like Deschutes County, to use tax foreclosure receipts to support youth and families experiencing housing insecurity.

HB 3440 will now be considered in the Oregon Senate.

The Oregon State Senate passed Senate Bill 11 recently with bipartisan support. This bill will expand community access to government meetings through new standards for online access.

Under Senate Bill 11, when government boards or commissions conduct meetings via phone or other electronic means, they have to record those meetings and promptly put the recordings on their website or another hosting service. This is so the public can listen or watch these meetings for free.

Oregon Senate Democrats' 2023 Oregon Works agenda includes improving transparency and good governance. Senate Bill 11 now moves to the House

of Representatives for consideration.

Recently the Oregon Senate voted to strengthen ethics laws and further

separate public employees' activities from political affairs. Senate Bill 168 will explicitly prohibit public employees from promoting or opposing appointment, nomination or election of a person to public office and from promoting or opposing filing of an initiative, referendum, or recall petition while on the job during working hours or while otherwise working in official capacity.

Protecting fair elections and holding the government accountable are critical pillars of Senate Democrats' 2023 Oregon Works Agenda.

The bill will now be referred to the Oregon House of Representatives for consideration.



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# It's Time to Hustle. Get After It.

### by QUINN HANSON, Bend's Search Guy — G. A. Rogers

The crunch is here. We have been seeing headlines in the big media outlets like, "Amazon lays off 10,000" or "Meta has announced an additional cut of 10,000 workers on top of the 11,000 laid off in November." Thankfully, we haven't seen numbers that high locally, although we have seen smaller scale workforce reductions in Central Oregon. The uncertainty with regional banks, higher interest rates on top of inflated prices, and continued low labor force participation rates means everyone is on high alert. The crunch is being felt. That



said, this is exactly where we can plant seeds that blossom into fruitful returns down the road. A few ways to adapt;

### **Dive into Complements:**

One approach to expanding your business is by adding complementary services. The app store on your smart phone, for example, is a complement to the phone. A movie theater adding in child care services so parents can enjoy a quiet date night is another example. Basically, a complement is anything that adds to your core business and increases the value your customers get by working with you.

### Look for Network Effects:

There are three main types of network effect, Direct, Indirect, and Platform. A direct network effect is what happens when more of your product or service benefits the other people - think about phones. One person having a phone isn't useful. When everyone has a phone, it benefits everyone with a phone.

An indirect network effect is when you can increase the number of available complements as your client base grows, which creates new incentives for more clients. Video game consoles are great examples. The more Xboxes that are sold, the more incentive there is for game designers to make new games, which can further incentive people to buy an Xbox. It's a virtuous cycle. A platform is when you can connect both buyers and sellers in a single spot. Think about Lyft connecting riders and drivers. The more riders demanding rides, the more drivers will be attracted to offer rides. The more drivers that are available speeds up the time for a ride, lowers cost, and re-incentivizes customers to choose to use the platform.

### **Organize your Learning Curve:**

A business that can learn and iterate faster than a competing business will be able to more consistently deliver value for their customers. How disparate teams are sharing what has been learned takes a very dedicated effort. Creating a shared Notion Database, "Company Learnings" slack channel or MS Teams page to organize what is working (and what is not) is a great way to ensure everyone is delivering at the highest level possible. Monthly reviews are worth their weight in gold.

### Expanding outside of the area:

Lots of us have moved to Central Oregon from somewhere else. That doesn't mean we have to forget where we came from - think about ways to use your network from previous geographies to expand the area your business serves. Check in with a Chamber of Commerce, former client, alumni association, former professor, friends of your parents, etc.

For a business to survive in Bend, with costs as high as they are, limited labor participation and a limited market size, revenue has to come from multiple places.

Scrappy, driven, creative businesses that find ways to shine in the hard times are the ones that last longest, produce the best returns and offer employees the best long-term possibilities. It's time to hustle. Get after it.

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# **Business & Industry**



are 7am-9pm seven days a week.

Wellman and co-owner Kalberg have both been familiar faces in Bend for over two decades, with native Oregonian Kalberg owning popular downtown haunt Sidelines Sports Bar and Grill, where the personable Wellman has been known as daytime bar manager for the last 16 years, following a stint running M&J Bar and Grill.

The two are friends as well as business partners. Kalberg has previous experience running pizza operations and as a resident of midtown himself, is well aware of the area's growing popularity and appeal.

Wellman said, "Bruno's is all about serving the neighborhood and bringing people in our community convenient products, so you don't have to run across town. We also carry a wide selection of beer, wine, snacks, candy, pizzas, calzones, sandwiches, salads, breakfast items and more.

"We only use the best ingredients in our food and want to become known

as dedicated to customer service. We believe in quality food at a fair price, stock a range of basic provisions and are open to suggestions about future products people would like to see us carry.

"This is a unique location, and we are excited to bring back the idea of the local market of convenience and corner store charm."

Bruno's 6th Street Market offers a full deli, calzones, to-go drinks and multiple pizzas baked fresh in its kitchen's oven, and as part of the philosophy of fully serving the local community, is open seven days a week from 7am to 9pm, including recently adding breakfast items as part of an extensive "grab and go" line-up.



PHOTO | BY CASCADE BUSINESS NEWS

Business has already been brisk, especially as the principals are well-known and respected in the community, as well as offering a quality product, and Wellman said they were looking forward to more foot traffic as the weather improves.

He added, "I think people are liking the community atmosphere of the market and we want to be a meaningful part of the community.

"This is a great neighborhood. We're happy to be here, and the neighbors have been wonderful so far."

Bruno's 6th Street Market, 1709 NE Sixth St., Bend. Hours: 7am-9pm daily. brunosbend.com • 541-382-4641



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# People Management 101

#### by HEATHER WALL, Director Of Human Resources — Brightways Counseling Group

magine you've just accepted the role as People Manager to a team of ten employees. You are new to the company and not the first to manage this team...how should you begin?

First, get to know the company, (the product and/or the services), inside and out. Learn what is expected of you as a leader and get to know your peers. This foundation of knowledge and support will help you in creating consistency and aligning your role with the company's goals. As a new leader of a company, it is highly encouraged to connect with your fellow people manager peers to learn how they



problem solve, delegate, escalate and more; create a productive community of your own as you take the reins and lead the team.

Second, build rapport and set expectations with your team. How you achieve this is by understanding the roles and goals of your team and by connecting with each of them 1:1. This initial and on-going connection between you and each employee should be used to define success, ask how you can support them in achieving that success, and to confirm how they like to receive communication, feedback and recognition. This initial connection will set the tone for how you will lead and support; but it also builds trust and respect with your team. You, (the people manager) are not there to be the answer to all problems or to be a friend to the team you are leading. Instead, you are there to be a respected (and respectful) leader in achieving the goals set by the organization.

Lastly, keep the first and the second recommendations on repeat. As a leader, you should always know what your mission is, you should always be consistent with how you lead, and you should always be a leader to your team. A leader is not just a manager who hires, fires, disciplines and approves time-off requests; a leader is a mentor, a coach, an offer of support and solution to others. A leader is one who hires the right people to get the job done and separates their own ego and goals to instead elevate others in achieving the desired success.

Now to the boring HR stuff. Yes, the items above are the most important, but you do need to know the ins and outs of people management. As an HR professional, I recommend that you should review the employee file of each member on your team. This research will help you in confirming any individual accommodation requests, specials skills or knowledge that this employee has, areas of concerns (both performance and attendance) and any goals that are defined in their past performance reviews. If there are areas of concerns, you are not to be observing them more closely, but rather keeping an eye out for patterns of those concerns to become re-occurring; don't use their files to place judgement, use their files to ensure you are aware in how you can be a support to them.

I definitely encourage you to read the employee handbook; know the leave of absence and time-off protocols, basic employment policies and procedures and

where to go and who to ask if anything needs escalation or additional support. Know your resources, know basic answers to questions but also where to go to find the solution to problems that may arise; be an administrative support to your team to offset those burdens so they may perform at the desired levels expected of them.

As a people leader, whether new to a team or a seasoned leader, adopt a growth mindset. Please don't be stagnant in your leadership style. Just as you want your team to succeed and evolve/adapt; you too should be looking at ways in which you too can stretch your thinking to offer various ways in supporting and navigating solutions with your team members. Please don't be a leader who is annoyed with your team when they fail; own those failures too and find ways to avoid failure again. When your team succeeds, praise each of them on how they contributed to that success, don't take credit for it. Your job, "in my HR opinion," is to elevate your team to further enhance their knowledge, skills and abilities in getting the job done and accomplishing a common goal.

Learn how to be a leader by reading, listening to and observing other leaders that you aspire to be like. A few books that I recommend for your leadership pleasure are: *No Ego* (by Cy Wakeman), *The Five Dysfunctions of a Team* (by Patrick Lencioni), *The 21 Irrefutable Laws of Leadership* (by John C. Maxwell), *Impact Players* and *Multipliers* (both by Liz Wiseman). There are many more, but these are a few of my personal favorites. I also recommend you becoming a member of SHRM (Society of Human Resource Management), regardless of if you are interested in HR or not; there are excellent resources and templates available to use and customize for your people management needs. It is important that you know the laws specific to people management, as well as best-practices and ideas for creating a balanced workplace where success and satisfaction are equally considered.

If you desire to achieve success through leadership, then look inwards, seek out and manage up!

Heather Wall is the director of Human Resources at Brightways Counseling Group. She has 15 years in the HR profession, a master's degree in management, SHRM-CP, certified strategic HR business partner, certified in strategic workforce planning and a certified human capital strategist. Residing in Central Oregon for the last two years, Wall has worked with several small to mid-size business throughout the state of Oregon, Washington and California as a business partner focusing on building HR infrastructure and balancing compliance and culture within the workplace. In addition to her HR work, Wall volunteers as a Court Appointed Special Advocate (CASA) in Deschutes County, serving as an advocate for children in foster care. She resides in Sisters with her husband and two sons. In her spare time, she enjoys doing puzzles, playing in the snow and water (depending on the season), exploring new restaurants and spending time with friends and family.

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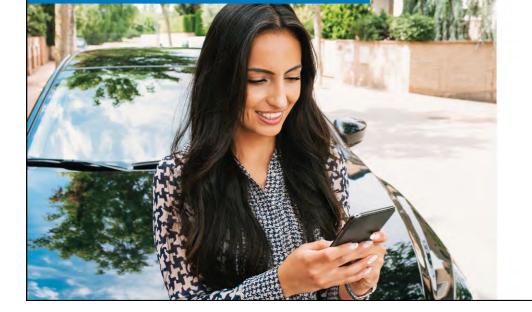


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# **Business & Industry**

# Understanding the Cost-Benefit of Staffing

### by CHRIS PETTY, Franchise Manager — Express Employment Professionals of Central Oregon

n North America, there are estimated to be more than 25,000 staffing and recruiting agencies, with nearly 50,000 offices in the U.S. alone. After the ups and downs the workforce experienced the past few years, businesses are looking for solutions for future growth, but with cost-cutting solutions. This is where staffing services excel.

However, when working with temporary employment agencies, it can be hard to understand the cost-benefit. In fact, one of the biggest complaints about using a staffing agency is the cost associated with it. Recently the American Staffing Association (ASA) did a case study explaining the breakdown in bill rates.

Outlining the common misconception that an agency pockets what the employer pays minus what the temporary worker makes, ASA shows that for a staffing agency to pay a worker the national average hourly rate of \$17/ hr., they will have to raise the bill rate by 51.5% to cover legally mandated labor costs, general and administrative expenses, while including the industry average of 3.3%. So, while the bill rate charged to a client would be \$25.76/hr., the agency only takes in \$0.85/hr. as a net profit.

With the costs of using a staffing agency explained, let's look at the benefits they provide employers.

### **Maintaining a Passive Talent Pool**

While businesses only recruit and seek talent when filling an open job position, staffing agencies are constantly connecting with professionals and building relationships with those who are either actively looking for a job or who are just open to test the waters of the market. However, creating a deep talent pool not only takes time and energy, but maintaining it can be just as difficult.

By teaming up with a staffing company, businesses can expand their talent reach exponentially, while staying focused on company operations.



### **Recruiting Workers for Direct Hire**

When unemployment rates are low, it usually means we're in a job-seekers' market. This means employees may be open to seek opportunities outside their current positions. These individuals could be passive talent who wouldn't normally apply for an open position but would be willing to speak with a recruiter if the job position was intriguing enough.

This is where staffing companies shine. By seeking out professionals who fit the culture and have the values and skills needed to excel in the open position, staffing agencies can find the right person and place them in a fulltime position either through recruiting or accessing the pipeline of talent staffing agencies have at all times.

### **Allowing Businesses to Hire Through Evaluation**

As companies adjust to the current job market, hiring managers likewise are adjusting their traditional views on which workers would be a good fit for open positions, looking past customary requirements. However, without checking off all the boxes, the question remains if the candidate has what it takes to excel in their position.

Staffing companies, like Express Employment Professionals, offer the opportunity to place a candidate through Evaluation Hire. During the evaluation period, the employee is able to prove to the company that they are the right match for the job, as well as see if the job is the right fit for their career goals. At the end of the evaluation period, the company can decide to hire or to move on to another candidate.

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# Innovate & Maximize the Value of Your Business

#### by MICHAEL SIPE, President — Crosspointe Capital

s the owner of a business, you have two overriding responsibilities and objectives: 1. Make sure it's sellable, and

2. Maximize its value.

If you don't do this, you have a job working for yourself, but you don't really have a business asset.

For the purposes of this article, let's assume your business is sellable. You offer decent products and services that people want to buy. You are able to deliver them at a profit. Your people and processes work. Your company is not

plunging into an economic abyss. You don't have an excessive dependence on any one customer, employee, or vendor. There's no raging litigation and no plume of caustic waste slowly eating its way from your plant toward the earth's core.

Now what? How do you optimize enterprise value? Only two things matter. Management guru Peter Drucker said it this way: "Because of the nature of business, it has just two functions and only two: Innovation and Marketing. Innovation and Marketing make money. Everything else is just a cost."

Only two things provide the leverage required to make a case in the marketplace that your business is worth a premium: Innovation and Marketing. The best businesses, the most profitable, the most valuable, the most sustainable, the most enduring businesses are all focused on Innovation and Marketing. These are the businesses that buyers crave and that they're willing to pay top dollar for.

We're not talking about Fortune 500 companies, although this is true for them as well. At CrossPointe Capital, our focus is middle market companies with \$1,000,000 to \$50,000,000 annual revenues, like specialty manufacturers, industrial distributors, design firms, packaging firms, service businesses, sales companies and construction businesses. In other words, companies probably just like yours.

Some people shy away from a discussion of innovation because they automatically assume innovation involves high technology. Not necessarily so. Technology may or may not be involved in the various aspects of innovating your business. Innovation is about consistently making your company better for the benefit of your customers and enhancing the value they receive from doing business with you. Innovation is about improving your business practices so that you set the standard in your industry. Innovation is driven by the quality of questions you ask. For example, explore this question: In what simple, lowtech way might you be able to innovate in regard to your relationships with your vendors, so they support you fully in your efforts to serve your customers? It's not a trick question, just an example of the kind of challenging inquiry that leads to innovation and to the design of competitive business practices. There are three main reasons you must innovate your business:

- 1. Customers and Prospects Demand It. This one is obvious. Customers vote with their money. Given a choice, they will buy where they get the best value.
- Competition Necessitates It. This one seems obvious and yet it's not always so obvious, because there are three kinds of competition: Direct, Indirect and Technological.
  - Direct Competitors. These are the folks that you compete against and that want your customers and prospects. 90% of all direct competitors are not much of a problem, assuming you don't mess up too badly. However, 10% of your direct competitors are a potent threat. The problem is, you don't always know which competitors are in the 10% you need to take seriously. Things change. Products change, vendors change, staff changes, management changes, motivations change, ownership changes, new relationships form and new tools are developed. So, you must innovate to stay ahead of your direct competitors.
  - Indirect Competitors. These are not always easy to see. Indirect competitors are all the various demands and uses of money tugging at your customers and prospects and the alternative ways they have to solve a plethora of problems... besides spending money with you and on the products you offer. So, you must innovate to rise to a place where customers prioritize investing money with you.
  - **Technology.** This is the insidious and most dangerous form of competition. Technology changes the world at a blinding rate. Think about the products, services, businesses and industries that have been severely impacted or that no longer exist because of an advance in technology. Innovate or perish in the face of technological changes.
- **3. Organizations Thrive on Innovation.** Innovation is energizing, focusing and fun. People love new things and thrive on learning, growth and new challenges. If you have people in your company that are not learning, growing and challenged, they are "dead" or dying. If people in parts of your company are stagnant, change resistant and low energy, whose fault is it? We say it's the leader's fault.

In short, innovation is not optional. To maximize the value and salability of your company, you must innovate constantly in all areas of your business. As you do, your team will be inspired, and engaged, and your business will endure, prosper and grow in value.

Michael Sipe is a local mergers and acquisitions advisor and business coach. CrossPointeCapital.com and 10xGroups.com

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# Commercial Real Estate Companies (Listed Alphabetically)

Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Brokers
Alpine Real Estate LLC 51515 Huntington Rd. La Pine, OR 97739	541-536-1500	N/A	www.arelapine.com mike@arecentraloregon.com	Mike Connell	0	2008	21
Bend Premier Real Estate, LLC 550 NW Franklin Ave., Ste. 108 Bend, OR 97703	541-323-2779	541-323-2830	www.bendpremierrealestate.com info@bendpremierrealestate.com	Lynnea Miller	3	2011	60
Blackwell Realty, LLC 2004 NE Eighth St. Bend, OR 97701	541-771-8131	N/A	www.terryblackwell.com Blackwellrealtyllc@gmail.com	Terry Blackwell	1	1989	1
Cascade Sotheby's International Realty 650 SW Bond St., Ste. 100 Bend, OR 97702	541-383-7600	N/A	www.cascadesothebysrealty.com info@cascadesir.com	Marta Boelens	20	2006	124
Century 21 Commercial Lifestyles Real Estate/Capstone Commercial Real Estate 550 NW Franklin Ave., Ste. 181 Bend, OR 97703	541-382-3333	N/A	www.capstonecommercialrealestate.com rich.hadley@century21.com	Krista Eastes, Greg Jacobs, Simon Lowes, Rich Hadley	4	2010	4
Century 21 North Homes Realty 2421 S Hwy. 97 Redmond, OR 97756	541-548-2131	541-923-8318	www.century21centraloregon.com c21gold@bendbroadband.com	Carolyn Moor	2	1985	28
CMW Development, Inc. 5200 NW Mt. Washington Dr. Bend, OR 97703	541-312-2641	541-312-2718	www.riversedgegolfbend.com wayne@riversedgegolf.com	Wayne Purcell	2	1987	0
Coldwell Banker Commercial Realty 486 SW Bluff Dr. Bend, OR 97702	541-382-4123	541-385-3253	www.cbcworldwide.com brian.houston@cbrealty.com	Brian Houston	5	1969	14
Compass Commercial Real Estate Services 600 SW Columbia St., Ste. 6100 Bend, OR 97702	541-383-2444	541-383-5162	www.compasscommercial.com marketing@compasscommercial.com	Graham Dent	40	1996	23
Crook County Properties, LLC 691 NE Third St. Prineville, OR 97754	541-447-3020	541-447-2120	www.crookcountyproperties.com tracym.ccp@gmail.com	Tracy Martinez	0	1985	4
Dreams Realty Group, LLC 63 SE Fifth St. Madras, OR 97741	541-475-3030	N/A	www.dreamsrealtygrp.com info@dreamsrealtygrp.com	Jennifer Holcomb, Joe McDonald	2	2008	2
ENGEL & VOLKERS Bend 828 NW Wall St. Bend, OR 97703	541-350-8256	N/A	bend.evrealestate.com Michelle.Rea@evrealestate.com	Michelle Rea, Marcel Dolak, Sam Real	3	2020	34
First Oregon Properties LLC 501 NE Greenwood Ave., Ste. 100 Bend, OR 97701	541-388-2032	N/A	www.FirstOregonProperties.com jimfloydpc@bendbroadband.com	Jim Floyd, Victoria Davis	2	1981	2
Fratzke Commercial Real Estate Advisors, Inc. 963 SW Simpson Ave., Ste. 220 Bend, OR 97702	541-306-4948	541-306-4860	www.fratzkecommercial.com brian@fratcommercial.com	Brian Fratzke	17	2007	7
Investors Real Estate Solutions, LLC 920 NW Bond St., Ste. 202, Bend, OR 97703 PO Box 2356, Bend OR 97709	541-285-0110	N/A	www.investorsre.net scott@ires.email	Scott Gibbs	1	2014	2
INVESTwest Commercial Real Estate PO Box 1381 Bend, OR 97709	541-480-7198	541-382-5981	www.investwestcommercial.com cbarber@investwestcommercial.com	Christin Barber, Jack Rinn	2	1989	2
John L. Scott - Bend 50 SW Bond St., Ste. 1 Bend, OR 97702	541-317-0123	541-317-1009	www.bendoffice.johnlscott.com danheater@johnlscott.com	Dan Heater	5	1931	70

music, and

Continued on Page 12





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# Capital Gains Tax Strategies for Your Real Estate

### by RON ROSS, CCIM, Broker — Compass Commercial Real Estate Services

any of our clients own highly appreciated real estate assets. Capital gains taxation is often a huge disincentive for those that would otherwise prefer to dispose of those assets. The very simplified "back of the napkin" calculation of a capital gain is Sales Price net of certain closing costs - Adjusted Basis = Taxable Capital Gain.

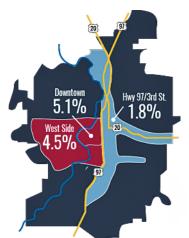
Once the taxable gain is calculated, the tax due can be estimated. For Oregon taxpayers, an estimate of 28-35% of the Taxable Gain is often used. This would include the federal and state capital gains tax, depreciation recapture, and the ACA tax. Not only can this sum be daunting, but it usually pushes the balance of your other taxable income into higher brackets and causes the loss of certain deductions and other benefits, resulting in higher taxes still. And that's not all. For those 65 and older the capital gain can cause a five-fold or more increase in your Medicare premiums. Ouch!!

What are your options?

- 1. Swap
- 2. Drop
- 3. Carry
- 4. Pay up

"Swap until you drop" is a whimsical reference to using a combination of the 1031 tax deferred exchange and the stepped-up basis provisions of the tax code. Swap refers to IRS Code 1031, which allows a taxpayer to defer capital gains with a like-kind property exchange. This is a complicated process but is very commonly

used. Compass Commercial, in conjunction with your professional tax advisors, can



OFFICE VACANCY RATES (Change since last quarter) Decreased 📃 No Change Increased

### **BEND OFFICE MARKET** by JAY LYONS, SIOR, CCIM, Partner, Broker **Compass Commercial Real Estate Services**

Compass Commercial surveyed 224 office buildings totaling 2.77 million square feet for the first quarter office report of 2023. The market experienced 19,609 SF of negative absorption in Q1 2023 with an increase in vacancy rate from 3.09% in Q4 2022 to 3.94% in Q1. This is the first uptick in vacancy over the last six quarters and is most likely a sign of the economy starting to take its toll on the office market. While we don't include sublease listings in the vacancy calculations, as of today, there is 60,988 SF of office space available for sublease. This inventory, added to the 109,147

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discuss the pros and cons and help an investor execute this tax deferral strategy. Drop refers to the death of the taxpayer. Stepped up basis provides that the adjusted basis of the property "steps up" to the property's value at the time of the taxpayer's death, essentially eliminating the prior capital gains for the heirs, including the 1031 deferred gains that have accrued. "Swap until you drop" is a very effective strategy for managing capital gains taxes. There is political pressure from the current administration to eliminate the stepped-up basis and to severely restrict the 1031 exchange. Altering either or both could inflict massive damage to the real estate and capital markets.

Carry refers to the seller carrying the financing, or an installment sale. In that case, the proceeds are only taxable in the year received. A portion of the down payment and principal payments received over time are taxed at the capital gains rate. Depreciation recapture does need to be recognized in the year of the sale. Interest received is calculated at ordinary income rates. This spreads the tax hit over several years and can be more favorable than recognizing the entire gain in one year. Installment sales are a viable but underused strategy.

Pay up. Swallow hard and pay the tax bill. The positive side of this is you can save or invest whatever is left any way you want, real estate or otherwise. This is often referred to as going "down and out" or completely divesting of that real estate asset.

This is a basic discussion of capital gains taxation to provide a framework for planning. Typically, a taxpayer's situation is more complicated with many other factors and circumstances at play. All taxpayers should consult with qualified and licensed tax professionals on all tax matters.

availability rate of 6.14%. An increase in sublease listings is something to monitor moving forward.

LEASING: Leasing demand is stable with solid activity across all three submarkets, evidenced by the vacancy rate declining for five consecutive quarters. This quarter, the Hwy 97/3rd Street submarket led the way with 10,517 SF of positive absorption, largely due to 7,473 SF being leased at 2500 NE Twin Knolls Drive. The Downtown and West Side submarkets experienced negative absorption of 10,787 SF and 19,339 SF respectively.

**RENTS:** Lease rates remain steady with the high end of the market ranging

SF of vacant office space, results in an from \$2.00 to \$3.00/SF/Mo. NNN and more affordable space ranging from \$1.40 to \$2.00/SF/Mo. NNN.

CONSTRUCTION: Shevlin The Crossingdevelopment, an approximately 45,054 SF two-building Class A office project in NorthWest Crossing, is under construction with the shell of the first building nearly completed. There are no other speculative office developments under construction.

SALES: There were no notable office sales this quarter.

> FOR LEASE: 693 SE Glenwood Dr., Bend strial Space with Offices and S

ontinued on Page 14 🕨



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CONTINUED FROM PAGE 10

# Commercial Real Estate Companies (Listed Alphabetically)

Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Brokers
John L. Scott - Redmond 845 SW Veterans Way Redmond, OR 97756	541-548-1712	541-548-7750	www.redmondoregonoffice.johnlscott.com danheater@johnlscott.com	Dan Heater	2	1996	14
Knightsbridge International Real Estate 920 NW Bond St., Ste. 107 Bend, OR 97703	541-312-2113	N/A	www.kbire.com laura@kbire.com	Laura Platko	1	2020	26
Kodiak Commercial Real Estate 55025 Forest Ln. Bend, OR 97707	541-390-4705	N/A	www.kodiakcre.com kodiak@kodiakcre.com	Kodiak Malmstrom	6	2017	3
NAI Cascade - Bend 243 Scalehouse Lp. Ste. 1B Bend, OR 97702	541-706-9370	541-306-3007	www.naicascade.com info@naicascade.com	Walt Ramage, Jenn Limoges, Katy Haines	3	2010	7
NAI Cascade - Redmond 1715 SW Highland Ave. Redmond, OR 97756	541-706-9370	541-706-9380	www.naicascade.com kstreater@naicascade.com	Ken Streater	1	2010	1
Northwest Commercial Real Estate Services 541 SW 15th St. Redmond, OR 97756	541-548-7633	541-548-2408	www.NWCommercial.com don@donleeccim.com	Don Lee	1	1999	1
Northwest Properties & Investment Services, LLC 725 NW Arizona Ave., PO Box 6808, Bend, OR 97703	541-241-5997	N/A	bob@npisv.com	Robert J. Krohn	3	2015	1
RE/MAX Key Properties 431 NW Franklin Ave. Bend, OR 97703	541-728-0033	541-389-5433	www.keypropertiesoregon.com marketing@rmkporeogn.com	Wendi Winfrey, Ryan Buccola, Tim Buccola	8	2016	60
Realty Pros LLC 850 NW 55th St. Redmond, OR 97756	541-480-9567	541-548-3630	www.sonyagangstead.homesandland.com BrokerSonya@gmail.com	Sonya Gangstead	0	2005	6
Rogue Real Estate Sales & Property Management 1195 NW Wall St., Ste. A Bend, OR 97703	541-728-0995	541-728-0965	www.roguerealestate.com bend@roguerealestate.com	Peggi Schoning	15	2002	21
The Pennbrook Company 250 NW Franklin Ave., Ste. 204 Bend, OR 97703	541-389-8660	541-389-0256	www.pennbrook.com hmolloy@pennbrook.com	Holly Molloy	10	1984	2
The Real Estate Gallery USA 1780 SW Troon Ave. Bend, OR 97702	541-480-2628	N/A	www.therealestategalleryusa.com connie@therealestategalleryusa.com	Connie Thomson	1	2003	1
The Wicklund Group 121 NW Greenwood Ave., Ste. 102 Bend, OR 97703	541-389-6060	541-312-2299	www.thewicklundgroup.com scott@thewicklundgroup.com	Scott M. Wicklund	1	2001	1
William Smith Properties, Inc. 15 SW Colorado Ave., Ste. 1 Bend, OR 97702	541-382-6691	541-388-5414	www.theoldmill.com Peter@wspi.net	Peter McCaffrey	25	1985	2
Willow Canyon Group 384 SW Fifth St. Madras, OR 97741	541-475-2220	541-475-5662	www.willowcanyongroup.com rlallen@willowcanyongroup.com	Rick Allen	1	2006	1
Windermere Central Oregon Real Estate - Bend 807 SW Industrial Way Bend, OR 97702	541-388-0404	N/A	www.windermerecentraloregon.com steveredman@windermere.com	Steve Redman	2	2005	5
Windermere Central Oregon Real Estate - Redmond 821 SW Sixth St. Redmond, OR 97756	541-923-4663	541-923-6416	www.windermerecentraloregon.com coinfo@windermere.com	Mike Gordon	2	1990	3

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.







Prineville Industrial Land 8.08 Acres S1,616,000 High Desert Road Prineville, OR



# PAT KESGARD, CCIM Partner, Principal Broker pkesgard@compasscommercial.com 541.350.8900

KRISTIE SCHMITT Broker kschmitt@compasscommercial.com 541.527.5515

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# Commercial Transaction of the Year

# A Story 17 Years in the Making

### by KATY HAINES, Director of Operations - NAI Cascade Commercial Real Estate

relationship that began more than 17 years ago with Walt Ramage's very first transaction of his commercial real estate career, came full circle in April of 2022 with the off-market sale of Brookswood Meadow Plaza. Walt and co-broker, Jeff Reed were recently named in Central Oregon Association of Realtors' Commercial Transaction of the Year award for their work in this transaction.

Walt's first commercial real estate transaction.

Walt met Scott and Kristy Lovejoy in late 2006. The entrepreneurial couple moved from the LA area back to Kristy's hometown of Bend. Through mutual friends, Walt helped Kristy lease a small office space,

Walt maintained a close relationship with the pair so when he had an idea for a community center on the south end of town, he knew just who to talk to."I pitched the deal to Scott on March 1st of 2007 on the Metolius arm of Lake Billy Chinook. It was the opening day of Bull Trout season."

Scott took the bait. His family lived off Brookswood. The neighborhood was growing rapidly but with no services to speak of. The Lovejoys had a legacy of family-owned and operated grocery stores in Michigan since the late 1800s, so Scott introduced CE Lovejoy's as the anchor tenant to the proposed center.

Walt, Kristy, Scott, and several other small investors closed on the land in July of 2007 and started moving ground in October. Brookswood Meadow Plaza opened in 2009 (ahead of time and under budget.) The 51,000 SF center was home to anchor tenant CE Lovejoy's, Snap Fitness and Toddles Preschool. When the real estate market halted in the recession, the Lovejoy's absorbed Walt's interest in the project.

"The plaza was something my late husband and I built with the intention of building, growing and selling," seller Kristy Lovejoy said. In 2017, the family was dealt a devastating blow when Scott passed away. The Lovejoys, including Travis, Scott's son, and Bev Timm, Kristy's mother-in-law, owned and operated the center until the sale in 2022.

Another well-rooted Bend family was making moves across town. Jeff Reed referred Bob Bennett, daughter Katrina Petrescu and Kristina's husband Rob Petrescu to a multi-tenant investment property at Ninth and Wilson which could also house their commercial property management business in 2013.

Over the next ten years, Jeff helped the family acquire several properties

throughout Bend including industrial properties off Boyd Acres and in Prineville. In late 2021, Bob came to Jeff with a 1031 deadline and a large exchange to facilitate. Internally, Jeff and Walt put their heads together to come up with the best fit; Brookswood Meadow Plaza.

"When Walt came to me with this deal, it sounded like the buyer had similar character to my husband. I think that's why Walt thought of me," said Kristy. "The plaza is a community center, and it was imperative to me that the buyer viewed it that way and continued to operate it that way," she added.

"We had put our heart and soul into it and the community down there," said Bev. "We wanted to keep it locally owned and have the tenants treated the same way as we treat everyone. That made it a seamless transaction. They (the buyers) didn't want anyone to even notice that it had changed hands so it means a lot to me that it will be managed the same way that we managed it."

The transaction closed in April of 2022 though Bev and Kristy retained ownership and operation of Scott's legacy, CE Lovejoy's. Now, as tenants, they retain a close relationship with the new owner and other tenants in the plaza. "Rob (buyer) is a coach at Bend High School. My husband was born and raised here and coached at Bend until he retired," said Bev who enjoys that connection to the buyer and the community.

"Scott would have loved the fact that Walt was the one that sold it," Bev continued. "We loved him as a partner. He's a great guy. For him to bring us the deal and be the person who sold this in the end was a Godsend."

When asked what Walt brought to the transaction, Kristy, and Bev both replied emphatically, "EVERYTHING." Bev praised Walt saying, "I don't know that I've met someone in all my 65 years like Walt. He exemplifies everything that this world should be professionally and personally. Though I wasn't an owner per se, he never treated me like anything other than that. He walked us through so much over the years."

Kristy said, "He brought analytical data, financial consulting, and handholding." Through tears she added, "He brought kindness and thoughtfulness in the tone and demeanor of remembering who my husband was."

"Walt and my husband had such a mutual respect for each other," continued Kristy. "It felt like circling back to close the loop on something that was unfinished."

naicascade.com

# Central Oregon Association of Realtors Commercial Transaction of the Year

Walt Ramage and Jeff Reed represented the seller of Brookswood Meadow Plaza and received the Commercial Transaction of the Year award for their work on this project.

"Walt brough analytical data, financial consulting and kindness in the tone and demeanor of remembering who my husband was."

Kristy Lovejoy, Seller of Brookswood Meadow Plaza | Co-Owner of CE Lovejoy's

The long-standing relationships between both buyer and seller and the brokers enabled this transaction





Walt Ramage Partner/Broker +1 541 771 8260

to come to fruition and is a perfect example of NAI Cascade's motto...

**Jeff Reed** Broker 541 280 7068 Relationships that Appreciate.

Read more in this issue

# In the Business of Relationships.

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# Multifamily Report — Balancing Supply & Demand

### by RON ROSS, CCIM, Broker — Compass Commercial Real Estate Services

A chieving supply and demand equilibrium is always challenging. Just ask any small business owner (think restaurants). In the housing market, it is an ongoing sequence of market cycles. Bend is experiencing a severe housing shortage. Population growth has exceeded the regions' capacity to produce housing for the last decade. Home prices and rents have skyrocketed.

However, it was only about 14 years ago that there was a glut of housing. Entire neighborhoods sat vacant. Homes prices crashed. Rents plummeted. Apartment vacancies spiked. Builders and developers went broke and left town. Banks were trying to manage a growing inventory of foreclosed homes. How fast things can change, and how quickly we can forget.

No one wants to see that again. But how can the current acute shortage be addressed? At least a partial solution is at hand in the multifamily sector of the housing market. Measuring and forecasting housing supply and demand is an inexact science at best, but let's take a stab at it.

Bend has grown by just under 3% annually over the last decade. That is a strong rate of growth that has put a strain on housing, traffic, infrastructure and more. Some census experts are forecasting a modest slowing of this growth rate. A population influx of 2,000 to 3,000 per year would create demand for 400-500 new apartment units.

New multifamily deliveries have exceeded this number in the last few years. The vacancy rate is inching upward and rent growth last year was just 1.3%. Supply is catching up. There will likely be over 600 units coming online this

year, and there are over 2,000 additional units in the pipeline that could be delivered by 2025. Even if Bend's growth does not slow and there is a demand for 600 to 700 units per year, there will likely be a surplus of multifamily housing by 2025. CoStar is predicting that vacancy rates could hit double digits and rent growth will be flat or declining for the next few years. The new multifamily development pipeline for both Bend and Redmond looks extremely robust for the foreseeable future.

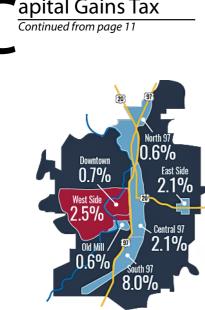
### **Relief is On The Way!**

This should result in a much better housing environment for apartment residents.

It is not necessarily good news for housing providers, but investors and developers understand the ups and downs of market cycles. They have enjoyed a long cycle of rising rents and property values and should be well positioned to withstand the inevitable changing conditions. Rising interest rates and cap rates, and a more difficult lending environment will be additional headwinds in the short term. In the bigger picture, multifamily ownership in Bend, Oregon will always be a winning investment over the long haul providing much needed housing for a growing and vibrant community.

Call us for all your multifamily buying or selling needs or if you want a deeper dive into our market statistics and tracking of the supply and demand equation.

compasscommercial.com



RETAIL VACANCY RATES (Change since last quarter)
Increased Decreased No Change

### BEND RETAIL MARKET by ELI HARRISON, Broker

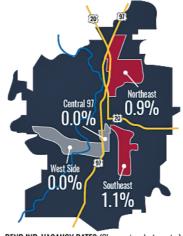
### Compass Commercial Real Estate Services

Compass Commercial surveyed over 4.63 million square feet of retail space across 266 buildings for the first quarter retail report of 2023. The market experienced another strong quarter to start off the year, with 8,739 SF of positive absorption, resulting in a slight drop in the citywide vacancy rate from 2.67% in Q4 2022 to 2.60% in Q1 2023. There is now 120,300 SF of available retail space in Bend for lease.

LEASING: Leasing in the retail sector remained steady through the first quarter of 2023, with six of the seven submarkets showing positive absorption and an overall decrease in the market's vacancy rate. The West Side was one of the few submarkets to experience negative absorption this quarter, which was accompanied by a corresponding bump in the West Side vacancy rate to 2.53%. The South 97 submarket saw a decrease in retail vacancies from 8.32% to 8.02%, due to a new lease signed with Play It Again Sports at the Bend Factory Stores for 7,290 SF. The Bend Endurance Academy leased the 13,000 SF former Patio World space at 222 Reed Market Road in the Central 97 submarket, decreasing the vacancy to 2.10%. Super Burrito leased 2,025 SF of space at 425 Windy Knolls Drive, which contributed to the East Side's 3,125 SF of positive absorption this quarter. **RENTS:** Asking rental rates for Bend retail space continue to hold steady between \$1.15 and \$4.00/SF/ Mo. NNN with the highest rates associated with drivethru sites and new construction.

has begun for the new multifamily development at 515 SW Century Drive, which will feature a 129-unit apartment complex and an adjacent 1,625 SF retail building. Shell construction is complete at Pioneer Plaza, located at 1848 NW Wall Street. Fifty percent of this new project was preleased to Urban Waxx and 30 Minute Hiit. The remaining 3,016 SF of available retail and restaurant space bumped the Downtown vacancy rate from 0.00% to 0.68%.

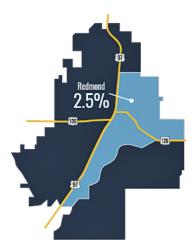
**SALES**: In March of 2023, the 5,925 SF building at 903 NW Wall Street sold for \$3,750,000 or \$632.91/SF.



BEND IND. VACANCY RATES (Change since last quarter)
Increased Decreased No Change

### BEND INDUSTRIAL MARKET by GRAHAM DENT, SIOR, Partner, Broker Compass Commercial Real Estate Services

Compass Commercial surveyed 318 Bend industrial buildings totaling 4.61 million square feet for the first quarter of 2023. The market experienced 17,274 SF of negative absorption in the quarter. At the end of Q1 2023, the overall vacancy rate stood at 0.80%, a slight increase from the 0.43% recorded in Q4 2022. There is now 37,039 SF of industrial space currently available in Bend. **LEASING**: Leasing demand remained strong during the quarter, but lack of inventory limited the number of new transactions, particularly the larger tenants who focused on the blocks of space in surrounding markets such as Redmond. industrial building located at 20794 High Desert Lane sold to an owner/user for \$276/SF. The slowdown is attributed to rising interest rates and lack of available inventory. Investor demand remains very high for industrial products in Bend.



RDM IND. VACANCY RATES (Change since last quarter)
Increased Decreased No Change

### REDMOND INDUSTRIAL MARKET by PAT KESGARD, CCIM, Partner, Broker Compass Commercial Real Estate Services

Compass Commercial surveyed 89 buildings totaling 1.72 million square feet for the first quarter Redmond industrial market report of 2023. In Q4 of 2022, we added the new Beacon Industrial Park located at 2405 SW 1st Street totaling 58,568 SF. At the end of Q1, 2023, this property only had 18,858 SF available, resulting in positive absorption of 13,672 SF. At the end of Q4 2022, there was 55,948 SF of industrial space available in Redmond, and there is now 42,276 SF of vacant space in Q1. As a result, the vacancy rate decreased from 3.25% in Q4 to 2.45% in Q1.

LEASING: Activity in the Redmond industrial market

**CONSTRUCTION:** The Cascade Lakes Brewing building at Reed South is close to completion. Grading

**RENTS**: The average asking rate for Bend industrial space is \$1.12/SF/Mo. NNN. Premier industrial space is commanding rates between \$1.25 and \$1.35/SF/ Mo. NNN.

**CONSTRUCTION**: There is one speculative industrial project underway off of Cooley Road totaling 15,760 SF. The property is being offered for sale and for lease. In Tumalo, there's another speculative industrial project nearing completion totaling 26,400 SF and is slated to be completed in mid to late May 2023.

**SALES**: Sales activity slowed in the first quarter of 2022. One notable sale closed during the quarter. An

continues to show movement. The 42,276 SF currently available is largely due to the addition of the new Beacon Industrial Park, of which 20,968 SF was leased in Q1. We anticipate the remaining 18,200 SF will be absorbed over the next two quarters.

**RENTS**: The Redmond industrial market continues to be very strong with a slight increase at the top of the market. Average asking rates in the Redmond industrial market are between \$0.85 and \$1.25/SF/Mo. NNN depending on the condition of the space. Asking rates for new projects under construction will probably be between \$0.95 and \$1.25/SF/Mo. NNN.

**CONSTRUCTION**: There is currently 50,000 SF to 70,000 SF of industrial space in the pipeline for Q2 and Q3 2023. These industrial buildings are primarily located in southeast Redmond.

Positive Absorption = Space Leased | Negative Absorption = Space Vacated

compasscommercial.com

# Storm Clouds on the Horizon for Central Oregon's **Commercial Real Estate Markets**

by BRUCE BARRETT, Broker — Windermere/Central Oregon Real Estate

amie Dimon, chief executive officer of JPMorgan, America's largest bank by assets, identified emerging social and economic issues just one year ago.

His bank reported lower than expected earnings and set aside \$1 billion to deal with predicted economic turmoil.

He said, "Storm clouds are on the horizon. I cannot foresee any scenario where you are not going to have a lot of volatility going forward." We can now identify the details of that prediction as they related to commercial real estate in Central Oregon.

Commercial real estate is generally one of the most reliable markets for investment but the industry follows downturns in the economy. The Counselors of Real Estate (CRE) have identified issues expected to impact all sectors of commercial real estate including:

- Inflation and Interest Rates
- Labor Shortages
- Regulatory Influences
- Inflation and Interest Rates

For many years, the Fed's mandate has been to maximize employment. In the last two years, after massive Federal government stimulus payments during COVID, the U.S. Federal Reserve switched to a singular focus on inflation. CRE savs, "Tightened monetary policy will place upward pressure on cap rates and market volatility. Commercial real estate transaction volume will, however, likely remain vibrant for the next year. The threats to continued economic growth include error in Fed policy."We might have recently seen the effect of Fed policy error causing the two largest bank failures since



the last recession. Many banks report their commercial loan lending practices now include a stress test on new loans to perform at a projected 7.5 percent interest rate.

### Labor Shortage Strain According to Josh Lehner at the Oregon Office of Economic Analysis, "Population growth

is vital to our economic trajectory as it allows local firms to grow and expand at a faster pace." Unfortunately, Lehner's December 2022 report indicates a slowdown and even a population loss in Oregon over the last two years. Lehner cites possible reasons for outmigration including COVID, housing affordability and the Work-At-Home dynamic. He raises the possible impact of political influences. He says, "...a lot has been made about the relative slowdown or losses in blue states with a corresponding increase in red states."

Central Oregon, however, is still a highly desirable location with a growing population. The Tri-County region is in the top five in Oregon for in-migration. Central Oregon's economy is made up primarily of small businesses that depend on availability of a diverse workforce that can bring a mix of skills, strengths and experiences.

### **Regulatory Influences**

Temporary regulations in Oregon during COVID and additional changes made to housing regulations continue to make multifamily investments less attractive for many investors. They are reinvesting in other more favorable options such as industrial and storage buildings.

INDUSTRIAL

The Fed's decision to manage inflation has created pressures through the Commercial Real Estate Industry. Even with the demand for more multifamily housing, U.S. apartment sales may end this year's first quarter at the lowest level in more than a decade as higher interest rates slowed development. According to CoStar, "Apartment sales began slowing last year as the Federal Reserve pushed interest rates up to tame inflation. Some potential buyers haven't been able to make the numbers work with interest rates that roughly doubled."

Another issue affecting Commercial Real Estate demand is being debated in the State Legislature. The Enterprise Zone Program is one of Economic Development of Central Oregon's (EDCO) few remaining incentives to attract new traded sector businesses.

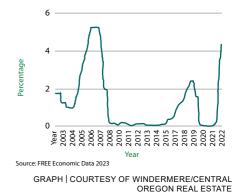
Oregon Economic Development "Property Association says, tax exemptions and other tax abatements are among Oregon's best tools for expanding investment in our local communities, particularly in economically distressed areas. These local incentives are especially critical in competing for investments as Oregon does not offer grant or income tax incentives to the level seen in other states."

Other recent reports identify political decisions that are impacting Oregon's businesses. Walmart has announced that it is closing its two last remaining stores in Portland, costing nearly 600 jobs. This follows a closure of other individual stores like BJ's, Stanford's, Starbucks, Fred Meyers and Cracker Barrel who have cited reasons that include labor shortages, crime and anti-business regulatory environments.

Willamette Week's Anthony Effinger

RETAIL

**U.S. Federal Funds Effective Rate** 



wrote an article about the impact of political trends in Portland and Multnomah County. He says, "[Portland residents] are dodging stray bullets, losing catalytic converters to thieves and sidestepping tents. Then they open their tax bills. [Republicans and Democrats alike] are voting with their feet, getting... out of a city that once stole their hearts, driven away as taxes rise and quality of life declines. Multnomah County has lost residents for the past three years, according to Portland State University's Population Research Center."

Central Oregon business owners, investors and government and educational leaders can expect "storm clouds on the horizon" due to the impact of:

- Inflation & Interest Rates,
- Labor Shortages
- Regulatory Influences.

Each sector will make decisions as the skies darken, but hopefully will learn from others' experiences, and see clearer skies in the near future.

windermere.com

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Downtown Redmond Commercial Space MLS# 220152172 \$1.00/SF

Commercial space in C2 zone. Ideal for professional office, retail, or other commercial uses. Next door to the SCP Hotel Redmond. City parking lot on 7th Street with rear access. Total space available is 2000 sf.



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### Pete Rencher, Broker 541.420.3423 pete@windermere.com

Bruce Barrett, Broker 541.410.3484 barrett@windermere.com

Tony Levison, Broker 541.977.1852 alevison@windermere.com

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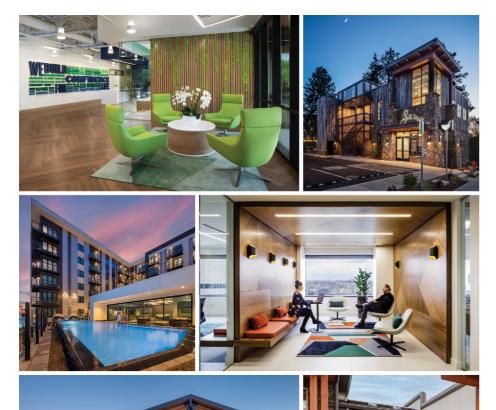


# Windermere Central Oregon Real Estate www.windermerecentraloregonrealestate.com 807 SW Industrial Way, Bend OR 97702 538 SW Highland Ave., Redmond OR 97756

# Residential Real Estate Companies (Listed Alphabetically)

Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year	Brokers
	Filone	Гах	webSite/Email	Contact	Stall	Est.	DIOKEIS
Abbas Real Estate LLC 6827 NE 33rd St. Redmond, OR 97756	541-419-1917	541-548-6812	abbas1917@yahoo.com	Linda Abbas	0	2003	4
Alleda Real Estate 25 NW Minnesota Ave., Ste. 1, Bend, OR 97701	541-633-7590	541-633-7591	www.alledarealestate.com team@alledarealestate.com	Jim Coon	0	2009	11
Apex Real Estate Company La Pine 51515 Huntington Rd., PO Box 796 La Pine, OR 97739	541-647-0356	541-536-1070	www.apexlapine.com lebear77@aol.com	Carol Bartles	0	2012	4
Assist-2-Sell Buyer & Seller Services 300 SE Reed Market Rd., Ste. 155 Bend, OR 97702	541-388-2111	541-588-8414	www.2sellcentraloregon.com jries@assist2sell.com	Jordan Ries	2	2008	6
Associates Real Estate, Inc. The 715 NW Third St. Prineville, OR 97754	541-447-3940	541-447-2665	www.homesincentraloregon.com	Bob Lane	15	1986	15
Awbrey Homes & Land 2418 NW Summerhill Dr. Bend, OR 97701	541-350-4731	866-860-9224	www.awbreyhomesandland.com ekerkmann@gmail.com	Else Kerkmann	0	2000	2
Becky Breeze Principal Broker - Cascade Hasson Sothebys International Realty 650 SW Bond St. Bend, OR 97702	541-408-1107	N/A	www.BeckyBreeze.com beckybreeze24@gmail.com	Becky Breeze	1	1982	N/A
Bend Brokers Realty 2342 NW Sixth St. Bend, OR 97703	541-480-7554	855-464-2363	www.bendbrokersrealty.com thom@bendbrokersrealty.com	Thom Gardner	0	2002	3
Bend Premier Real Estate, LLC 550 NW Franklin Ave., Ste. 108 Bend, OR 97703	541-323-2779	541-323-2830	www.bendpremierrealestate.com info@bendpremierrealestate.com	Lynnea Miller	3	2011	65
Bennington Properties, LLC 56842 Venture Ln., PO Box 3367 Sunriver, OR 97707	541-593-6300	541-593-7200	www.benningtonproperties.com info@benningtonproperties.com	Robert W. Bennington	30	1998	4
Berkshire Hathaway HomeServices Northwest Real Estate Village at Sunriver, Bldg. 7, PO Box 4306 Sunriver, OR 97707	541-593-1234	541-593-6038	www.bhhsnw.com	Dan Cook	0	1948	10
Berkshire Hathaway HomeServices Northwest Real Estate 805 SW Industrial Way, Ste. 10 Bend, OR 97702	541-322-8880	541-322-8887	www.bend.bhhsnw.com	Keri Taylor, Dan Cook	2	1948	20
Better Homes & Gardens Real Estate Northwest Living 235 SE Wilson Ave. Bend, OR 97702	541.480.6161	541-647-1151	www.bhgre.com	Terese Kelley	1	2007	15
Birtola-Garmyn High Desert Realty 101 NE Greenwood Ave., Ste. 100 Bend, OR 97701	541-312-9449	541-312-8598	www.bendoregonrealestate.com clientservice@teambirtolagarmyn.com	Jim Birtola, Andrew Ellis	27	2001	17
Blackwell Realty, LLC 2004 NE Eighth St. Bend, OR 97701	541-771-8131	N/A	www.terryblackwell.com Blackwellrealtyllc@gmail.com	Terry Blackwell	1	1989	1
Brooks Resources Corporation 409 NW Franklin Ave. Bend, OR 97703	541-382-1662	541-385-3285	www.brooksresources.com romy@brooksresources.com	Romy Mortensen	14	1969	1
Cascade Hasson International Realty - Downtown Bend 821 NW Wall St. Bend, OR 97701	541-383-7600	N/A	www.cascadesothebysrealty.com info@cascadesir.com	Marta Boelens	0	2006	6
Cascade Hasson Sotheby's International Realty 650 SW Bond St., Ste. 100, Bend, OR 97702	541-383-7600	N/A	www.cascadehassonsir.com info@cascadehassonsir.com	Marta Boelens	20	2006	200

Continued on Page 18



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# he Ridge

Continued from page 1

planning and approvals process.

To be known as The Ridge at Bend, the \$40 million condo first phase will be followed by construction of a 115-room 4-star Hyatt House hotel, while Phase III will showcase the only 5-star hotel East of the Cascade Mountains - from the Autograph by Marriott consisting of 115 rooms, complete with rooftop bar. There will also be an event space at the rear overlooking the river.

The Autograph Collection is a group of independently owned and operated upper-upscale to luxury hotels within the Marriott International portfolio. "Iconic" and "historic" are two words frequently used to describe each outpost, which take pride in maintaining originality and delivering first-class amenities at every one of its over 270 independent hotels, located in the most desirable destinations across more than 45 countries and territories.

Site plan approvals for the overall seven-building, 250,000-square-foot mixeduse Bend Village Resort development overlooking the Deschutes River near Farewell Bend Park, include a Class A Variance to the maximum setback, and an alternative street design for the pedestrian-friendly environment.

The northern area of the site, fronting Colorado Avenue, is currently developed with the Pine Ridge Inn, which will be demolished in phase III to make room for the Autograph brand hotel, with access from Mt. Bachelor Drive.

Bend is famously named for the journey of the Deschutes River as it changes direction on its northbound trajectory through Central Oregon, and it is at one of its most notable turning points — where the river makes a dramatic break to the east — that the new community has been chosen to come to life.

Wealth Hospitality leaders, who are active in the hotel, multifamily and retirement community sphere nationwide, say The Ridge condominiums will be "a destination where one may immerse themselves in natural luxury; where a vibrant social atmosphere harmonizes with its natural surroundings; and where all who come this way are destined to thrive."

Subsequently, Hyatt House, Hyatt's signature extended stay brand, will feature three-level parking, a pool and fitness facility, partial ground floor retail and offer guests "comfortable accommodations, homestyle amenities and a welcoming atmosphere."

Meanwhile, The Autograph signature facility promises adventurous travelers a hospitality experience that embraces the outdoors — connecting to nature and to the community of Bend under the motto, "Elevated Views. Elevated Service."

The project is being designed by PVFS Architects and Interiors out of Atlanta, Georgia, while Bend-based Wolf Construction & Development has been selected as the general contractor. Other local involvement includes civil engineering by Hickman Williams Associates (HWA), structural through Eclipse Engineering and landscape design by SZABO, all headquartered in Bend.

SZABO's website highlights the development's focus on a pedestrian experience by creating vibrant streetscapes, breakout plaza areas, overlook seating nooks, firepits, site furnishings and limiting vehicular circulation and on-street parking. The anchor hotels' sites will also flank restaurants, event spaces and outdoor amenities at the ground level.

The complex partially runs along Mount Bachelor Drive, with some frontage on Reed Market Road near the Bill Healy Bridge. Buildings will range up to around 60 feet tall, with the hotels' portion reaching five to six stories.

Wolf Construction Principal Scott Wolf, who estimated an approximate 16-month timeline for phase I of the project, said, "The condos have the advantage of being approved for vacation rentals which should widen their appeal.

"This kind of development also makes sense as Bend continues to grow as it can accommodate more units on a single site, which helps to avoid the sprawl associated with traditional expansive single-family subdivision developments. For its part, the City has worked on modifying zoning requirements to help encourage more

creative density.

"I reached out to the developers when I heard about the plans, and I think where we shine is in being a value-driven firm that strives to deliver the best product to match the budget and help clients make projects work within desired criteria. As the old adage goes, we earn respect the old-

fashioned way through hard work and we are excited to officially get underway on construction.

"This is an amazing site involving a detailed process by sophisticated clients who have put together significant funding and are fully committed to this project.

"For our part we undertake extensive value engineering to find the most costeffective path and we have developed a specialism to some extent in collaborating with out-of-town developers who appreciate our approach, existing connections, local market knowledge and relationships with subcontractors and jurisdictions locally.

"We have already worked through a number of initial challenges including repricing several times as conditions have fluctuated, and coordinating with the state on power access relocation, which will also benefit adjacent property owners regarding potential future development."

Erin Martin and Brian Ladd of the Ladd Group with Cascade Sotheby's' International Realty, in Bend, are the listing agents for The Ridge condominiums offering. Specializing in relocation, resort communities, luxury homes and investment properties, its group of brokers achieved over \$200 million in real estate investments in 2021 alone, making it the top-producing real estate team in Central Oregon.

The developer behind the project, Wealth Hospitality Group, **is** known as a distinguished ownership, development, construction management and operations company nationwide.

It was formed in March 2020 through the merger of the principals' prior companies, Heritage Hospitality & Fusion Hospitality, harnessing the unique synergy between



RENDERING | COURTESY OF SZABO LANDSCAPE ARCHITECTURE

development & management.

Wealth Hospitality combines the leadership of Bhupender "Bruce" Patel and Hiren "Chico" Patel: two industry veterans who came together to create a "next-level, next-generation hospitality company."

As the former CEO/Managing Principal of Fusion Hospitality, Bruce Patel grew the company from a single motel in Tupelo, Mississippi to become one of the most prolific hospitality outfits in the eastern United States. Bruce was named Mississippi's Small Businessperson of the Year in 2014.

Chico Patel was formerly the CEO of Heritage Hospitality Group: a dynamic hospitality company that partnered with several major hotel developers, operators and partners and developed a reputation for its dedication, hard work and high expectations that spanned the country, coast-to-coast.

With Chico being surrounded by the hospitality industry his entire life and by learning the ropes as a "handson" operator, he has become adept at constructing and operating profitable hotels that outperform the competition, with a wealth of knowledge and attention to detail that has driven hotel projects throughout the United States, including markets with high barriers to entry.

Chico has earned the support of top-tier brands including Hilton, Marriott, Hyatt and InterContinental Hotels Group (IHG).

Since entering the Central Oregon market, other Wealth Hospitality projects have included the new Home2 Suites Bend hotel off 27th Street and a Hampton Inn in Redmond, where they are also working on a Holiday Inn Express & Suites. *theridgeatbend.com* 

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continued from page 16 Residential Real Estate Companies (Listed Alphabetically)											
Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Brokers				
Cascade Hasson Sotheby's International Realty - Sisters 290 E Cascade Ave. Sisters, OR 97759	541-593-4277	N/A	www.cascadesothebysrealty.com info@cascadesir.com	Marta Boelens	0	2006	16				
Cascade Hasson Sotheby's International Realty - Sunriver Sunriver Village, Bldg. 5 Sunriver, OR 97707	541-593-2122	N/A	www.cascadesothebysrealty.com info@cascadesir.com	Marta Boelens	0	2006	12				
Century 21 Commercial Lifestyles Real Estate/Capstone Commercial Real Estate 304 NE Third St., Ste. 110 Bend, OR 97701	541-382-3333	N/A	www.CapstoneCommercialRE.com rich.hadley@century21.com	Greg Jacobs, Rich Hadley, Simon Lowes, Krista Eastes	4	2010	5				
Century 21 North Homes Realty 2421 S Hwy. 97 Redmond, OR 97756	541-548-2131	541-923-8318	www.century21centraloregon.com c21gold@bendbroadband.com	Carolyn Moor	2	1985	28				
Christine Browning Group/Red Door Realty 1860 NE Fourth St Bend, OR 97701	541-323-1012	N/A	www.christinebrowning.com christine@christinebrowning.com	Christine Browning	5	2012	5				
CMW Development, Inc. 5200 NW Mt. Washington Dr. Bend, OR 97703	541-312-2641	541-312-2718	www.riversedgegolfbend.com waync@riversedgegolf.com	Wayne Purcell	2	1987	0				
Coldwell Banker Bain 486 SW Bluff Dr. Bend, OR 97702	541-382-4123	541-385-3253	cbbain.com/bend brian.houston@cbrealty.com	B <del>r</del> ian Houston	5	1969	90				
Coldwell Banker Dick Dodson Realty 83 SW K St. Madras, OR 97741	541-475-6137	N/A	www.coldwellbankermadras.com dick@coldwellbankermadras.com	Dick Dodson	1	1990	13				
Coldwell Banker Mayfield Realty 809 SW Canyon Dr. Redmond, OR 97756	541-548-1250	N/A	www.coldwellbankermayfield.com coldwellbankermayfield@gmail.com	Rick Roberts	0	1959	17				
Coldwell Banker Reed Bros. Realty 291 W Cascade Ave, PO Box 219 Sisters, OR 97759	541-549-6000	541-549-6001	www.reedbros.com mike@mikemansker.com	Mike Mansker	3	1974	19				
Coldwell Banker Sun Country Realty, Inc. 750 NW Third St. Prineville, OR 97754	541-447-4433	541-447-7486	www.cbsun.com info@cbsun.com	Traci Utterback	3	1993	17				
Crook County Properties, LLC 691 NE Third St. Prineville, OR 97754	541-447-3020	541-447-2120	www.crookcountyproperties.com tracym.ccp@gmail.com	Tracy Martinez	0	1985	4				
Crooked River Realty 5135 SW Clubhouse Rd. Terrebonne, OR 97760	541-923-2000	541-923-2936	www.crookedriverrealty.com crookedriver@crookedriverrealty.com	Nancy Popp	1	1972	4				

Continued on Page 20

# Financial Tips for Homeowners

by STU MALAKOFF, CPFA, CDFA, CRPC, CFP, President — Bend Wealth Advisors Whether you're new to Bend or you're a Bend native who can handle a roundabout like a pro, local homeowners have made a unique financial commitment that requires some thoughtful financial planning. Here are a few suggestions which can help you create a smoother, more certain path to financial freedom.

Revisit your budget items, both large and small: Sure, you've examined the pros and cons of refinancing your five percent or more interest rate mortgage to a lower rate, right? No? If you haven't, the low-interest-rate window may be closing very soon, so definitely evaluate whether it makes sense to do a refi. And have you also looked carefully at your homeowners insurance? It may be worth the time to speak with an agent and determine whether your substantially appreciated property which you've made improvements to has sufficient coverage.

Create an emergency fund: If you recently purchased your home, you may not yet have a good "feel" for what your utility bills and landscaping costs will be. Or whether the HVAC system making that unsettling rattle is going to make it through the summer. Consider setting aside \$10,000 to \$15,000 of extra cash or very safe, easily-accessible investments — especially for the first couple of years of ownership — to handle unexpected costs.

If you've already lived in your home for five years or more or did not obtain one on your recent purchase, get an inspection done. You've heard it before; your home is among your biggest investments. A home inspection every so often can head off costly, time-intensive repairs. Or, at the very least, is a great way to verify that your home is safe for you, your family and your guests. And addressing the issues that a home inspection sometimes uncovers will also keep your home ready for a potential quick sale in the future.

Look at getting a HELOC: A Home Equity Line of Credit is often free to apply for, and free to maintain. The bank uses some of the available value of your home as collateral in order to create a flexible source of cash, and the interest rate — should you choose to borrow from it — is typically much lower than other forms of consumer credit. That available cash can come in handy for emergencies, or paying for home improvements. With Bend's appreciated property values, there is a good chance that you have enough equity in your home to create a HELOC. Keep in mind that it often takes a couple of months to get the HELOC created.

Update life insurance coverage: One of the basic purposes of life insurance is to provide cash for the surviving spouse/partner to pay off a debt in order to maintain their lifestyle. If you have a mortgage, consider obtaining a term life insurance policy to inexpensively meet some or all of that financial obligation. Look into Disability insurance: If you or your significant other became unable to work for an extended period of time, could you afford to stay in your home? If not, there's a good chance you don't have disability insurance, a cost-effective way of addressing a potential loss of income.

Invite in a realtor to your home: Before painting your home's interior fuchsia, or adding built-in shelving in every nook and cranny, getting an expert's opinion on whether those choices add or detract to your home's value might be a good idea. Sure, make your house your own. But get a sense of how your "improvement" may impact your home's salability in the future. No better person to ask than your friendly neighborhood realtor.

Financial fitness involves addressing potential risks before they become actual costs that take you off track on the path to financial freedom. And the financial risks to homeowners can be complex, so I hope you find these tips helpful. To learn more, contact me at stu@bendwealth.com.

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The information has been obtained from sources considered to be reliable, but we do not guarantee that the foregoing material is accurate or complete. Any opinions are those of Stu Malakoff and not necessarily those of Raymond James. Expressions of opinion are as of this date and are subject to change without notice. There is no guarantee that these statements, opinions or forecasts provided herein will prove to be correct.

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CONTINUED FROM PAGE 18

# Residential Real Estate Companies (Listed Alphabetically)

CONTINUED FROM PAGE 18							
Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Brokers
Dahlquist Realty 9 Landrise, PO Box 4562 Sunriver, OR 97707	541-815-9002	N/A	www.haleydahlquist.com haley@haleydahlquist.com	Haley Dahlquist	1	2002	1
DeLay & Billings Team Real Estate 721 SW Industrial Way, Ste. 120 Bend, OR 97702	541-330-8540	N/A	delayandbillings.com team@delayandbillings.com	Cole Billings, Sam DeLay	2	2022	6
Dennis Haniford's Cascade Realty 51477 Hwy. 97, PO Box 428 La Pine, OR 97739	541-536-1731	541-536-1174	www.homes4oregon.com dennis.haniford@gmail.com	Dennis Haniford	0	1974	8
Desert Pine Properties, LLC 1045 NW Bond St., Ste. 214, PO Box 88 Bend, OR 97709	541-388-9973	541-388-6733	www.desertpineproperties.com stay@desertpineproperties.com	Deborah Posso	2	2008	2
Dreams Realty Group, LLC 63 SE Fifth St., Madras, OR 97741	541-475-3030	N/A	www.dreamsrealtygrp.com info@dreamsrealtygrp.com	Jennifer Holcomb, Joe McDonald	2	2008	2
Duke Warner Realty 1033 NW Newport Ave. Bend, OR 97701	541-382-8262	541-385-3272	www.dukewarner.com info@dukewarner.com	Kris Warner	2	1966	30
Eagle Crest Properties 8300 Coopers Hawk Dr., PO Box 1215 Redmond, OR 97756	541-923-9625	N/A	www.eaglecrestproperties.com ecp@cagle-crest.com	Casey Ake	1	1988	10
ENGEL & VOLKERS Bend 828 NW Wall St. Bend, OR 97703	541-350-8256	N/A	bend.evrealestate.com Michelle.Rea@evrealestate.com	Marel Dolak, Michelle Rea, Sam Real	3	2020	48
EXIT Realty Bend 805 SW Industrial Way, Ste. 4 Bend, OR 97701	541-480-8835	866-624-6117	www.ExitRealtyBend.com soarwithexit@gmail.com	Juana Beede	1	2006	24
First Oregon Properties LLC 501 NE Greenwood Ave., Ste. 100 Bend, OR 97701	541-388-2032	N/A	www.FirstOregonProperties.com jimfloydpc@bendbroadband.com	Victoria Davis, Jim Floyd	2	1981	2
Gibson Realty Inc. 55625 Big River Dr. Bend, OR 97707	541-593-5000	541-593-8121	www.gibsonrealtyinc.com johngibsonpc@aol.com	John Gibson	0	1983	1
Ginny Kansas Real Estate PO Box 3134 Sunriver, OR 97707	541-977-2710	N/A	www.ginnyk.com ginny.m.kansas@gmail.com	Ginny Kansas-Meszaros	1	2018	N/A
Harcourts The Garner Group Real Estate 2762 NW Crossing Dr. Bend, OR 97703	541-383-4360	541-330-5596	www.thegarnergroup.com info@thegarnergroup.com	Sara LaFaver, Erica Davis	4	2008	44
Hayden Homes Inc. 2464 SW Glacier PL, Ste. 110 Redmond, OR 97756	541-923-6607	541-548-0761	www.hayden-homes.com kmcgowan@hayden-homes.com	Katie McGowan	159	1989	0
Heartland Realty, LLC 813 SW Highland Ave., #203, Redmond, OR 97756	541-548-5888	541-548-7796	www.heartlandrealtypros.com dianeb@heartlandrealtypros.com	Diane Burns	2	2006	5
Holiday Realty of Central Oregon 2928 NW Dogwood Ave. Redmond, OR 97756	541-385-5069	N/A	rcoffin@bendcable.com	Rick Coffin Jr.	0	1989	2
Home Fridays Real Estate 15 SW Colorado Ave., Ste. 5 Bend, 97702	541-317-3088	N/A	www.homefridays.com kristy@homefridays.com	Kristy Haworth	4	2006	N/A
Howells Realty Group 220 S Ash St., Ste. 8 Sisters, OR 97759	541-549-5555	N/A	www.howellsrealtygroup.com blackbutte@blackbutte.com	Gary Yoder	10	1973	7
Inner Mountain Property Management LLC 145 SW Sixth Street, PO Box 2530 Redmond, OR 97756	541-323-3497	N/A	innermountainpm.com innermountainproperty@gmail.com	Rebecca George	2	2010	1
John L. Scott - Bend 50 SW Bond St., Ste. 1 Bend, OR 97702	541-317-0123	541-317-1009	www.bendoffice.johnlscott.com danheater@johnlscott.com	Dan Heater	5	1931	70
John L. Scott - Redmond 845 SW Veterans Way Redmond, OR 97756	541-548-1712	541-548-7750	www.redmondoregonoffice.johnlscott.com danheater@johnlscott.com	Dan Heater	2	1996	15
Keller Williams Central Oregon 123 SW Columbia Bend, OR 97702	541-977-1309	N/A	www.searchcentraloregonhouses.com	Customer Service	6	2015	180
Knightsbridge International Real Estate 920 NW Bond St., Ste. 107 Bend, OR 97703	541-312-2113	N/A	www.kbire.com laura@kbire.com	Laura Platko	1	2020	26
La Pine Realty 51415 Hwy. 97 S, PO Box 377, La Pine, OR 97739	541-536-1711	541-536-3766	lapinerealty.com lisa.tavares.lapinerealty@gmail.com	Lisa A. Tavares	1	1971	7
Mara Stein & Company, LLC 65765 W Hwy. 20 Bend, OR 97703	541-420-3400	N/A	mara@marastein.com	Mara Stein	0	2003	1
Midland Realty 715 S Fifth St.	541-475-6161	541-475-3319	www.midlandre.com briancentraloregonhomes@gmail.com	Brian Gallagher, Gloria Morton	0	1980	5
Madras, OR 97741 Morgan & Associates Realty - Sunriver PO Box 2576	541-536-5992	541-652-3301	www.morganandassociatesrealty.net brokermorgan@aol.com	Cheryl Morgan	0	2003	1
La Pine, OR 97739 Mountain Resort Properties/Century 21 Cascade 57084 Grizzly Ln., PO Box 3508 Sunriver, OR 97707	800-346-6337	541-593-5041	www.mtresort.com Rentals@MtResort.com	Tim Hadley	10	1989	17
Sunnver, OK 97/07 Ms. Linda (L.A.) Judd, P.C. Real Estate PO Box 5455 Bend, OR 97708	541-390-5833	N/A	lajudd@bendbroadband.com	Ms. Linda (L.A.) Judd	1	1988	1
Bend, OK 97/08 My Lucky House Inc. 1293 NE Third St. Bend, OR 97701	541-815-8200	888-868-9947	www.MyLuckyHouse.com info@myluckyhouse.com	Andy Stearns, Shari Ballard	15	1996	2
Palmer Homes Sales Inc. 2170 NE Eighth St. Bend, OR 97701	541-388-7300	N/A	www.palmerhomes.com gpalmer@palmerhomes.com	Gretchen Palmer	1	2002	1
Peppermill Development Co./Stoneridge Townhomes 1 Peppermill Cir., PO Box 3938 Sunriver, OR 97707	541-593-1502	541-593-2114	www.stoneridgetownhomes.com info@stoneridgetownhomes.com	Guy Pforsich	18	1991	2
Sunnver, OR 97/07 Ponderosa Properties LLC 221 S Ash St, PO Box 1779 Sisters, OR 97759	541-549-2002	541-549-3570	www.ponderosaproperties.com reception@ponderosaproperties.com	Rad Dyer, Kevin R. Dyer	4	1991	8
Premiere Property Group, LLC. Bend 25 Minnesota Ave., Ste. 1 Bend, OR 97703	541-241-6860	N/A	www.premierepropertygroup.com info@premierepropertygroup.com	Barbara Stimmel	5	2009	35
R.B. Financial Services Inc. 500 Highland Meadow Lp.	877-757-8666	N/A	www.rbfinancialservices.com rb@rbfinancialservices.com	Robert W. Browne	1	1997	1
Redmond, OR 97756 RE/MAX Key Properties 431 NW Franklin Ave.	541-728-0033	541-389-5433	www.keypropertiesoregon.com info@rmkporegon.com	Cory Bettesworth	8	2016	60
Bend, OR 97703 RE/MAX Out West Realty Prineville 236 N Main St.	541-447-8993	541-447-7323	www.outwestreally.net jenniferjordan1977@gmail.com	Tammy Hudspeth, Jennifer Jordan	9	2011	8
Prineville, OR 97754 Realty Pros LLC PO Box 1845, Redmond, OR 97756	541-480-9567	541-548-3630	N/A	Sonya Gangstead	1	2005	3

Continued on Page 22

# Harcourts The Garner Group Real Estate Announces Opening of New Redmond Office

### by JENNIFER L. HOBSON-HINSLEY

arcourts The Garner Group Real Estate, a Bend real estate agency founded in 2001 and based in Bend, announces the grand opening of its new location at 444 SW Sixth Street in downtown Redmond. The 2,500-square-foot office has space for up to 15 agents.

The Garner Group was founded by longtime Central Oregon realtor Sandy Garner in 2001, who got her license in Redmond in 1979. The brokerage was officially incorporated in 2008, the same year it opened its original location in the Northwest Crossing neighborhood of Bend. The Garner Group joined the internationally acclaimed Harcourts franchise in 2014 and is now owned by Garner's daughters Shelley Griffin and Erica Davis along with her niece, Sara La Faver.

"We recognize that Redmond is an important market in Central Oregon," said Harcourts The Garner Group co-owner Erica Davis. "This community is lively and thriving-there's a reason it's called the hub. The spirit of thoughtful growth in Redmond is what drew us back to the place we grew up, and we are thrilled about doing business here."

The new space was designed by Tekneek Architecture and completely remodeled by SunWest Builders. Historic Redmond images such as Robert's Field, Sixth Street, Downtown Redmond, Deschutes County Fair, the Redmond Reindeer Ranch, Buckaroo Breakfast and Peterson Rock Garden line the walls, all sourced from Redmond Historical Society. Erica and Shelley have fond memories of stopping into Eriksen's Stationary, which was in the very same building their business now occupies, to buy their mom's Stevens Ness real estate forms and walking the rows of Hallmark cards as children.

"Pay your mortgage first' was the age-old adage adopted early on in The Garner Group," said Sara La Faver, co-owner of Harcourts The Garner. "The family network that has made up the agency from the start prioritized building wealth and stability through home ownership. That same priority exists today in the belief that agents at The Garner Group are helping people not only have a deeply rooted sense of being home, but of financial stability for the long haul. Investing in Central Oregon real estate is near and dear to our hearts."

Harcourts North America is made up of 1,300 agents in 45 offices, with The Garner Group ranking number one in per agent and total office sales volume production. Shelley Griffin is ranked the number one agent in residential sales for all of Harcourts North America. The Garner Group is currently ranked number eight internationally.

## About the Garner Group:

Harcourts The Garner Group is a full-service real estate agency specializing in residential real estate in Central Oregon with offices in Bend and Redmond. The Garner Group is comprised of only full-time real estate agents guided by a leadership team with a combined 100+ years of experience who themselves consistently rank among the top agents in the country. While buying and selling real estate can be some of a person's most important financial transactions, The Garner Group's knowledge, connections and hard work have earned them clients for life, one home at a time. Founded in 2001, The Garner Group is known for its relentless pursuit of what is right, a focus on the wellness of their agents and a focus on giving back to their community.

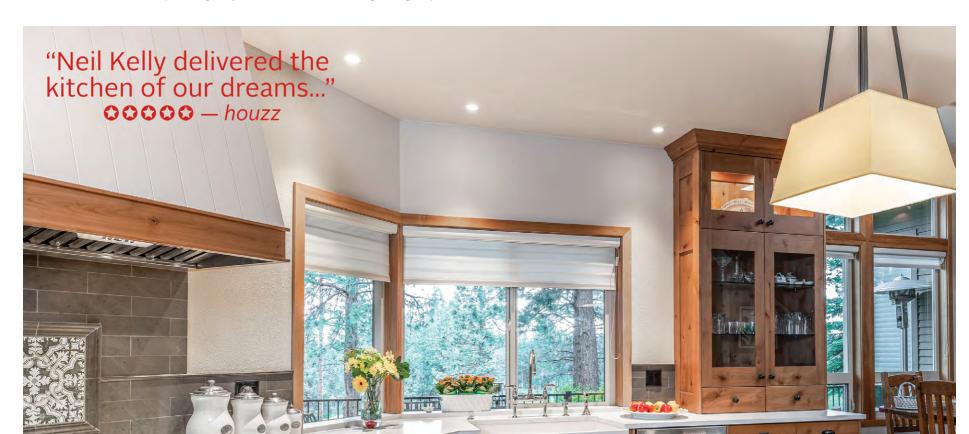
### **About Harcourts:**

Harcourts began their journey as a real estate company in New Zealand in 1888. Since then, the group has expanded to 840 offices in ten different countries around the world. Specializing in residential, commercial, and luxury real estate, as well as property management services, Harcourts is the fastest growing real estate company in the world.

thegarnergroup.harcourtsna.com



(L-R) SHELLEY GRIFFIN, SARA LA FAVER AND ERICA DAVIS | PHOTO BY EMILY ALPER



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Since their inception, COAR has gained significant territory; the organization now covers all of Baker, Crook, Deschutes, Grant, Harney, Jefferson, Union, Wallowa, and Wheeler Counties, excluding the portion that lies within the boundaries of the Warm Springs Reservation.

"In the early 1900's, mortgage and real estate fraud was rampant and many local boards throughout the country came together to form the National Association in 1908," Landel said. "The fraud, speculation and lack of regulations in the industry were the driving force to create an organized real estate industry as well as creating the ability for our organizations to exert a combined influence upon matters affecting real estate interests."

In the modern day, COAR provides buyers and realtors with expert knowledge, advice and information. "First and foremost, we own and operate the Multiple Listing Service of Central Oregon," Landel said. "Additionally, COAR offers a robust offering of educational programming for our members — offering more educational courses than any other real estate board in the state of Oregon."

Further, COAR encourages their members to get out and get involved in their respective communities. As a result, over 80 percent of COAR members regularly spend some of their freetime volunteering for local nonprofits.

Landel also said that COAR has a government affairs program that operates on many different levels of government to advocate for their members, "we advocate to protect private property rights and the public's ability to buy and sell their properties as they choose."

Looking at the Central Oregon real estate market, Landel said that we are poised for growth, "People love Central Oregon and all it has to offer. It seems we will continue to see an influx of new neighbors for the foreseeable future. The cities that are taking a proactive approach to growth, and providing a variety of housing types that allows the public to decide how they want to live their lives, will see the most growth."

Brian Ladd, principal broker at The Ladd Group and Cascade Sotheby's International Realty, added to this discussion of growth and helped explain how our current market is growing, speaking on house prices.

"Softer prices at the end of 2022 and here in 2023 were the outcome of a few driving factors, primarily an unwinding of an unsustainable runup in prices during the pandemic and the Fed policy of increasing interest rates to drive down inflation," Ladd said. "While many factors affect housing prices, the primary factors are quite simply supply and demand. We have far too few homes in Bend for more affordable housing

and demand is still far from being satiated."

However, Landel would argue that this insufficient supply has been artificially manufactured, "In Oregon, we have artificially restricted supply for 50 years."

When addressing the obstacles in place for building new homes, Landel mentioned our "antiquated" land use laws, "It is now common for it to take three years to get a new neighborhood through the process. When I started selling homes in 1989, the process took about three months. The carrying costs for those delays have to get passed along to the homeowner for the builder/developers to stay in business. Additionally, there are now several layers of restrictions and guidelines that have removed any flexibility for developers to be able to creatively respond to market conditions."

Ladd echoed this sentiment, mentioning that any factor that slows inventory growth, such as, "State-driven land use laws, cost of developments and construction, etc..." will limit available housing.

For Bendites looking for more affordable housing, both Ladd and Landel said that the City of Bend is working on many new initiatives that push for high-density, mixed use urban development, along with subsidizing new housing projects. While this can provide housing opportunities for many people, there is concern that these solutions are barring people from the dream of homeownership.

For potential new homeowners and people looking to purchase property, Landell said, "having an industry expert on their team can help relieve the uncertainty and angst that everyone goes through. Buyers and sellers should not be afraid to interview more than one licensed broker to find the right fit for their personality and needs. Typically, a person's home is the largest investment they will make in their life. They deserve to have a great broker by their side."

Ladd added to this advice, urging new homebuyers to, "be patient, don't panic and don't just buy a home because it is competitive. Make sure you are not risking your financial future and don't be afraid to rent while you make a plan. The high interest rate environment is slowing sales and there are some buying opportunities this year we have not seen in several years if you can afford the rates. As well, there are seasons of decreased buying activity like fall and winter and generally the best deals are found when no one else is looking."

On a final note, Ladd added that there has been a bit of hypocrisy in our local market. "Nobody likes high housing prices and we are all part of the problem," he said.

"This is a demand issue and while Bend remains attractive, this problem will continue unless we speak up for smart and continued growth. Being fully anti-growth while wanting low housing prices is contradictory and we all need to acknowledge our own hypocrisy here. Getting involved, welcoming change and making your voice heard on how and where it can happen will make you a proactive part of the solution while preserving this amazing community and landscape."

### coar.com

# CONTINUED FROM PAGE 20

# Residential Real Estate Companies (Listed Alphabetically)

Company / Address	Phone	Fax	WebSite/Email	Contact		CO Year Est.	Brokers
Red Door Realty 1860 NE Fourth St. Bend, OR 97701	541-323-1012	888-618-7890	christinebrowning.com chris@browningteam.com	Chris Samuel	2	2000	11
Rogue Real Estate Sales & Property Management 1537 NE Fourth St., Bend, OR 97701	541-728-0995	N/A	www.roguerealestate.com bend@roguerealestate.com	Peggi Schoning	15	2002	21
Rogue Real Estate Sales & Property Management 219 NW Sixth St. Ste. 1 Redmond, OR 97754	541-312-3641	541-923-8854	www.roguerealestate.com redmond@roguerealestate.com	Marcia Hilber	2	2018	1
Shelton D Kelley Realty 104 NW Franklin Ave., Bend, OR 97701	541-382-3099	541-382-3256	www.kelleyrealestatebend.com patk@patkelleyrealty.com	Patrick Kelley	3	1945	3
Simmons Realty, Inc. 139 NW Third St., PO Box 400 Prineville, OR 97754	541-447-5638	541-447-5639	www.simmonsrealty.biz simmonsrealty@yahoo.com	Jordan Simmons	1	1950	2
Stellar Realty Northwest 109 NW Greenwood Ave., #105, Bend, OR 97702	541-508-3148	N/A	www.bendpropertyfinders.com	Scott Besaw	0	0	41
Sun Park Realty PO Box 3920 Sunriver, OR 97707	541-593-7279	541-593-6397	sunpark@chamberscable.com	Bill Gaetano	1	1987	1
Sunriver Realty 57057 Beaver Dr., PO Box 3650, Sunriver, OR 97707	541-593-7000	541-593-5123	www.SunriverRealty.com realtyreception@sunriver-realty.com	Michael Diven, John Fettig	3	1968	31
The Agency Bend 255 SW Bluff Dr., Ste. 210 Bend, OR 97702	541-508-7430	N/A	www.theagencyre.com/region/bend bend@theagencyre.com	Grant Ludwick, Nick Wilhite, Matt Robinson		2023	5
The Pennbrook Company 250 NW Franklin Ave., Ste. 204, Bend, OR 97703	541-419-8710	541-389-0256	www.pennbrook.com hmolloy@pennbrook.com	Holly Molloy	10	1984	2
The Real Estate Gallery USA 1780 SW Troon Ave. Bend, OR 97702	541-480-2628	N/A	www.therealestategalleryusa.com connie@therealestategalleryusa.com	Connie Thomson		2003	1
The Wicklund Group 121 NW Greenwood Ave., Ste. 102, Bend, OR 97703	541-389-6060	541-312-2299	www.thewicklundgroup.com scott@thewicklundgroup.com	Scott M. Wicklund, Principal Broker	1	2001	1
Total Real Estate Group 2900 NW Clearwater Dr., Ste. 320 Bend, OR 97703	541-330-0588	541-330-0589	www.total-property.com jkalexander@total-property.com	Janis K. Alexander, Christopher R. Ambrose, David R. Ambrose	27	2003	24
Trout Realty, Inc. 1241 SW Highland Ave., Redmond, OR 97756	541-548-8158	541-548-2900	www.troutrealty.com jason@troutrealty.com	Jason Trout	1	1971	6
Village Properties at Sunriver 56835 Venture Lane, Ste. 109 - Cascade Building, PO Box 3310 Sunriver, OR 97707	541-749-1299	541-593-7127	www.village-properties.com service@village-properties.com	Mark Halvorsen	24	1985	6
Wild River Real Estate 53556 Kokanee Way, La Pine, OR 97739	541-610-5242	N/A	wildriverrealestate@gmail.com	Kara Kirkpatrick, Lori Koerner	0	2005	2
Wild West Realty PO Box 2211 Prineville, OR 97754	541-419-0203	N/A	wildwestrealtyk@aol.com	Karen Hahn Curci		2005	1
Windermere Central Oregon Real Estate - Bend 807 SW Industrial Way, Bend, OR 97702	541-388-0404	N/A	windermerecentraloregon.com steveredman@windermere.com	Steve Redman, Principal Broker	4	2005	46
Windermere Central Oregon Real Estate - Madras 12 SW Fifth St. Madras, OR 97741	541-475-7001	N/A	windermerecentraloregon.com mike.gordon43@gmail.com	Mike Gordon, Principal Broker		2018	6
Windermere Central Oregon Real Estate - Redmond 821 SW Sixth St., Redmond, OR 97756	541-923-4663	541-923-6416	www.windermerecentraloregon.com mike.gordon43@gmail.com	Mike Gordon, Principal Broker	3	1990	46
Windermere Central Oregon Real Estate - Sunriver 57100 Beaver Dr., Bldg. 25, Ste. 110 (The Village) Sunriver, OR 97707	541-323-5888	<b>541-323-5</b> 880	www.windermerecentraloregon.com steveredman@windermere.com	Steve Redman, Principal Broker	1	2016	7

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.

# What Recent Bank Failures Mean for Mortgage Rates (and You)

### by GINNY KANSAS-MESZAROS — Ginny Kansas Real Estate Central Oregon

he recent collapse of Silicon Valley and Signature banks sent shockwaves through the financial sector, causing a ripple effect through the economy. While the situation has been challenging, there's also been a silver lining in real estate:

### Mortgage rates are down.

Below is a summary of the situation, as well as what it means for homebuyers, sellers and owners like you.

### What's Going On with Mortgage Rates

Historically, mortgage rates have followed the ten-year U.S. Treasury yield. A growing number of investors, concerned about instability in the banking sector, are now fleeing to the safety of these government-backed bonds. An increase in bond prices means lower yields — and lower mortgage rates.

But, this situation is rapidly evolving. On Wednesday, the U.S. Federal Reserve announced that it will hike its benchmark rate again as it continues its efforts to fight inflation, but this time by only a quarter percentage point. It also hinted that its series of rate hikes may be nearing an end.

Economists at the Mortgage Bankers Association (MBA) and National Association of Home Builders predict that this could put further downward pressure on mortgage rates.

"With this move from the Federal Reserve, MBA is holding to its forecast that mortgage rates are likely to trend down over the course of this year, which should provide support for the purchase market. The housing market was the first sector to slow as the result of tighter monetary policy and should be the first to benefit as policymakers slow — and ultimately stop — hiking rates," said MBA SVP and Chief Economist Mike Fratantoni in a statement following the Fed's announcement.

However, no one can predict with certainty how the market will react to the Fed's policy moves — or how the banking crisis will play out and ultimately impact rates.

Bottomline: We could see some major volatility in mortgage rates in the coming months.

### What All This Could Mean for You

#### **BUYERS:**

If you have considered buying a home, it's important to be aware of the situation and to be prepared to lock in a low rate when the time is right. A lower mortgage rate could potentially save you hundreds of dollars on your monthly payment, so you can't afford to miss out.

It's also going to be crucial to work with knowledgeable real estate professionals (like us!) who are monitoring this situation closely as it continues to unfold. We can also refer you to a trusted mortgage professional, who can help you get pre-qualified for a home loan.

### SELLERS:

A further dip in mortgage rates could bring more buyers to the market. These buyers may want to act quickly in case rates rise again.

If you've been on the fence about selling your home, now may be the perfect time. We can help you prep your home and get it listed quickly to take advantage of a possible increase in demand.

### HOMEOWNERS:

Depending on the terms of your current mortgage, you could save a bundle by refinancing if rates fall significantly. Let us connect you with a mortgage professional to discuss your options.

### What Steps You Should Take Now

You don't want to miss out on this potential window of opportunity! Reply to this email or give us a call today to schedule a free consultation so you can be prepared.

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# **RF/MAX** KEY PROPERTIES

# Warm Springs Project to Help Chronically Homeless

# Permanent Supportive Housing Initiative Provides Path to Stability

### by SIMON MATHER — CBN Feature Writer

arms Springs Housing Authority is breaking ground on an innovative Permanent Supportive Housing (PSH) project that could prove a model for helping put chronically homeless people on a path to stability. Under a program with Oregon Housing and Community Services (OHCS) the state's housing finance agency that provides funding and program support to create opportunities for quality, affordable housing for Oregonians of lowerand moderate-income — a community of small homes is being constructed on

Tribal lands to offer a way forward for the most vulnerable community members. The project will consist of ten, one-bed, 650-square-foot homes, aimed at singles or couples, and a duplex for a small family, flanking a communal central building, with the proposal being chosen from among a number considered for assistance from across the state. The community building also includes a kitchen, gathering area and room for storage.

Bend-based Wolf Construction and Development has been selected as the general contractor, while design is by 541 Architecture of Redmond.

OHCS has put a particular emphasis on tackling the problem of chronic homelessness, which is a term used to describe people who have experienced homelessness for at least a year - or repeatedly - while struggling with a disabling condition such as a serious mental illness, substance use disorder, or physical disability.

The agency has been recognized nationally for its leadership in increasing permanent stable and affordable supportive housing initiatives, developing an integrated statewide policy that addresses poverty and provides opportunities for Oregonians. It was a particular cause of previous Oregon Governor Kate Brown while also being championed by her successor, current incumbent Tina Kotek.

OHCS administers programs that provide housing stabilization — from preventing and ending homelessness, assisting with utilities to keep someone stable, to financing multifamily affordable housing, to encouraging homeownership. It delivers these programs primarily through grants, contracts, and loan agreements with local partners and community-based providers,

Sources of funds are varied and include federal and state resources that have complex regulatory compliance requirements, and thus stewardship, compliance monitoring, and asset management are all critical functions played by OHCS.

One thing that makes Oregon unique is the Oregon Supportive Housing Institute (SHI). Organizations interested in developing and managing PSH homes are selected to participate in the institute from across Oregon.

The SHI is a five-month PSH cohort where teams work to align their project with PSH best practices in design, development, and service delivery.

The project teams receive targeted training, technical assistance, and project planning support through the Corporation for Supportive Housing (CSH). Since 2019, 27 teams have completed the institute and are developing PSH units throughout Oregon, including the Warm Springs Housing Authority.

As a result of the concentrated effort on PSH, last year Oregon was able to surpass its 2019-2023 Statewide Housing Plan goal of funding more than 1,200 PSH units more than a year in advance. This was made possible in part through the collaboration and learning of other state housing agencies across the nation who have also implemented permanent supportive housing programs.

"We are excited to get started on this project which is actually one of the first proposals to utilize state funding in this direction," WSHA Executive Director Danielle Wood said.""It was part of the first cohort and was originally approved to move forward in 2020 but then the pandemic hit, so it has been a lot of work to get to this point of getting off the ground. Hopefully, this will provide a template for other communities in providing Permanent Supportive Housing targeting the chronically homeless, which have traditionally been the hardest to house.

"These units also have a covered back patio with a private backyard," Wood continued. "Some residents may find it hard to adjust to sleeping indoors, so there are options in adapting too. This can be a transitionary step, or community members can also choose to make it a permanent situation on the path towards stability."

OHCS Director Andrea Bell said PSH was a proven model that serves individuals and families experiencing chronic homelessness. By providing onsite, individualized services, PSH stabilizes individuals addressing their needs holistically using a "housing-first" approach and in the long term, is shown to increase societal benefits while decreasing the cost of public services.

Maintaining stable housing helps those who without housing may not be as successful in utilizing services to achieve and maintain recovery, health and wellness.

"We do not accept homelessness as a fact of life," Bell added. "To the people of Oregon struggling to get by: We see you and will continue working every moment for you. The progress of our state should be measured by how people are doing. Our collective humanity means that we are most effective when everyone is being served and has their basic needs met."

"It is great to see this program take shape and the funding being provided to help municipalities come up with infrastructure to transition those in critical need to permanent housing," Wolf Construction principal Scott Wolf

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In the Community to Serve

Arm Springs Continued from previous page

added. "Permanent Supportive Housing is a very big topic right now in every state and city; as we all know, homelessness is a crisis and growing problem and it is a big challenge to come up with solutions. I am a big advocate for PSH, and we come to the table with value engineering expertise and as a contractor committed to help deliver the project within required criteria. I believe in the need to address low-income housing and to be among the contractors who can help create beautiful well-built buildings in this area."

All PSH households receive supportive resident services to help build community and improve housing stability, and also receive intensive case management services.

The work to build more PSH developments in Oregon continues given the magnitude of Oregon's housing needs. Currently, there are a number of PSH projects throughout the state participating in the OHCS Supportive Housing Institute.

Advocates say without low-barrier, supportive housing, there are almost no options for our most vulnerable community members to exit homelessness and this

members to exit homelessness and this population is unlikely to exit homelessness without a sustainable, holistic, housing-first.

Moving forward, OHCS plans to continue to work alongside the community and partners to find innovative and equity-centered solutions to help families who are experiencing homelessness. For more information go to oregon.gov/ohcs.

# About Warm Springs Housing Authority (WSHA)

WHSA is responsible for: Assisting and promoting affordable housing activities to develop, maintain and operate affordable housing in safe and healthy environments on the Reservation and in other Indian areas for occupancy by low-income Indian families; Ensuring better access to private mortgage markets for Indian tribes and their members and to promote selfsufficiency of Indian tribes and their members; Coordinating activities to provide housing for Indian tribes and their members with federal, state, and local activities to further economic and community development for Indian



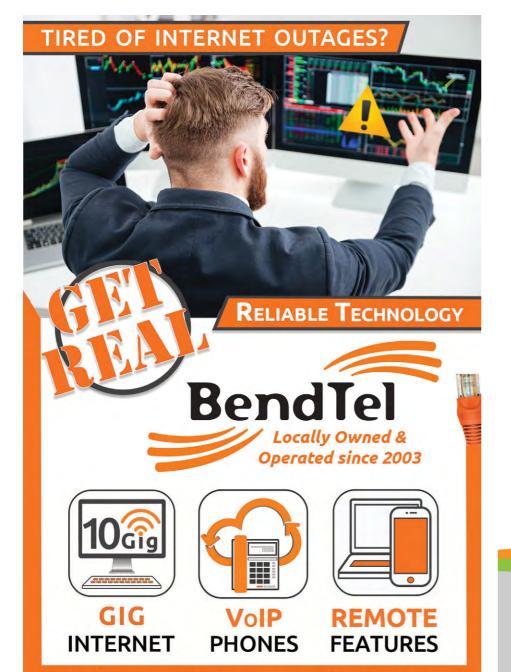
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tribes and their members; Planning for and integrating infrastructure resources for Indian tribes with housing development for tribes; and promoting the development of private capital markets in Indian country and to allow such markets to operate and grow, thereby benefiting Indian communities.

#### About Oregon Housing and Community Services:

Oregon Housing and Community Services provides resources for Oregonians to reduce poverty and increase access to stable housing. The agency's intentional focus on both housing and community services allows it to serve Oregonians holistically across the housing continuum, including preventing and ending homelessness, assisting with utilities, providing housing stability support, financing multifamily affordable housing, and encouraging homeownership.

warmsprings-nsn.gov/program/hud-and-tribal-housing



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# Property Management (Listed Alphabetically)

			0		· · · ·		
Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Services
Alpine Real Estate LLC 2214 NE Division St. Bend, OR 97703	541-388-1600	541-728-0862	www.arebend.com mike@arecentraloregon.com	Mike Connell	0	2008	Property management.
Austin Property Management 1444 NW College Way, Ste. 7 Bend, OR 97701	541-317-1709	541-317-1707	www.bendapm.com hdenton@bendapm.com	Stephanie & Heather	3	2004	Property management services for single family homes, multi-plexes, condos & townhomes.
Bend Dutch Property Management Inc. 549 SW Mill View Way, Ste. 208 Bend, OR 97702	541-797-0484	N/A	www.benddutchpropertymanagement.com benddutchpm@outlook.com	Susan Carrington	3	2004	A full spectrum property management company handling furnished & unfurnished rentals. Our inventory consists of condos, cottages & large homes. Our furnished properties work great for relocations, rent while building, insurance claims, remodels & corporate stays.
Bend Property Management Co. 405 NE Seward St., Ste. 4 Bend, OR 97701	541-382-7727	541-382-5987	www.bendpropertymanagement.com michelle@bendpropertymanagement.com	Michelle Bunting	4	1986	Full service residential & property mgmt. Central Oregon.
BendWorks, LLC 2948 NW Wild Meadow Dr. Bend, OR 97703	541-639-5026	N/A	www.bwllcpm.com info@bwllcpm.com	Anna Timms, Patrick Dailey	1	2020	Property management, drone video & photography.
Bennington Properties, LLC 56842 Venture Ln., PO Box 3367 Sunriver, OR 97707	541-593-6300	541-593-7200	www.benningtonproperties.com reservations@benningtonproperties.com	Robert W. Ben- nington	30	1998	Vacation rentals & real estate sales in Sunriver & Caldera Spring, Oregon.
Black Butte Ranch Corporation 13895 Bishops Cap Black Butte Ranch, OR 97759	541-595-6211	541-595-2077	www.blackbutteranch.com info@blackbutteranch.com	Kim Schramer	25	1971	Nightly vacation homes & condos in premier privately-owned Black Butte Ranch properties.
Black Butte Realty Group PO Box 441 Sisters, OR 97759	541-595-3838	541-549-5555	www.blackbutterealtygroup.com don@blackbutte.com	Gary Yoder	1	1973	Specializing in Black Butte Ranch properties.
Cascara Vacations Rentals 57100 Beaver Dr., Bld. 6, Ste. 160, PO Box 4518 Sunriver, OR 97707	800-531-1130	N/A	www.cascaravacations.com cascara@cascaravacations.com	Stacy Wesson	20	1985	Sunriver vacation rentals, property mgmt. & maintenance, security, house- keeping & carpet cleaning services.
Cobalt Property Management Group 333 SW Upper Terrace Dr. Bend, OR 97702	541-322-5966	541-322-5967	www.cobaltpmg.com chrissy@cobaltpmg.com	Chrissy Capri	5	2003	Commercial & residential property management.
Compass Commercial Asset & Property Management 600 SW Columbia St., Ste. 6100-A Bend, OR 977/02	541-330-0025	541-330-0110	www.compasscommercial.com/PM marketing@compasscommercial.com	Russ Monroe	11	2000	Asset & property management of Central Oregon commercial properties including retail, office & industrial.
Dennis Haniford's Cascade Realty 51477 Hwy. 97, PO Box 428 La Pine, OR 97739	541-536-1731	541-536-1174	www.homes4oregon.com dennis.haniford@gmail.com	Dennis Haniford	0	1974	Real estate & property management in La Pine.
Deschutes Property Management 605 NE Savannah Dr., Ste. 1 Bend, OR 97701	541-385-1515	541-385-6767	www.rentingoregon.com info@rentingoregon.com	Tiffany Lahey	12	1995	Residential & commercial management & sales; Bend, Redmond, Sisters.
Desert Pine Properties, LLC 1045 NW Bond St., Ste. 214, PO Box 88 Bend, OR 97709	541-388-9973	541-388-6733	www.desertpineproperties.com stay@desertpineproperties.com	Deborah Posso	2	2008	A full service real estate company with sales, property management & vacation homes.
First Oregon Properties LLC 501 NE Greenwood Ave., Ste. 100 Bend, OR 97701	541-390-9986	N/A	www.FirstOregonProperties.com jimfloydpc@bendbroadband.com	Jim Floyd	3	1981	Ν/Λ
First Rate Property Management 1950 SW Badger Ave., Ste. 102 Redmond, OR 97756	541-527-4200	541-527-4222	www.firstratepm.com sherry@firstratepm.com	Sherry Hoyer	7	2007	Residential & commercial property management in Bend, Redmond, Sisters, Culver, Terrebonne & Prineville.
Fratzke Property Management 963 SW Simpson, Ste. 220 Bend, OR 97702	541-306-4948	541-306-4860	www.fratzkecommercial.com chris@fratcommercial.com	Chris Cochran	10	2010	Full service property management.
Gibson's P.M.S. 9990 NE Crooked River Dr., PO Box 220 Terrebonne, OR 97760	541-504-0827	N/A	www.gibsonspms.com marla@gibsonspms.com	Marla Gibson	3	2003	Specialized residential & ranch management, structured for small client base.
High Desert Property Management Co. 1515 SW Reindeer Ave. Redmond, OR 97756	541-548-0383	541-923-0795	www.hdpm.net N/A	N/A	7	1991	Property management, eviction for hire, tenant screening, placement residential & landlord/tenant hotline.
Home Fridays 15 SW Colorado Ave., Ste. 5 Bend, OR 97702	541-317-3088	N/A	www.homefridays.com kristy@homefridays.com	Kristy Haworth	4	2005	Second home management & concierge service company.
Inner Mountain Property Management LLC 145 SW Sixth St., PO Box 2530 Redmond, OR 97756	541-323-3497	N/A	innermountainpm.com innermountainproperty@gmail.com	Rebecca George	2	2010	Residential property management, Multi-family property management, commercial property management, HOA management, real estate sales.
Investors Real Estate Solutions, LLC 900 Wall St., PO Box 2356 Bend, OR 97709	541-285-0110	N/A	www.investorsre.com scott@ires.email	Scott Gibbs	1	2014	Management, leasing, brokerage of commercial properties. Court appointed receivership, facility management, operations, 24/7/365 emergency response, tenant relations, full-cycle accounting & more.
INVESTwest Commercial Real Estate PO Box 1381 Bend, OR 97709	541-480-7198	541-382-5981	www.investwestcommercial.com cbarber@investwestcommercial.com	Christin Barber, Jack Rinn	2	1989	Commercial leasing & mgmt. in Central Oregon.
Kodiak Commercial Real Estate 409 NE Greenwood, Ste. 200 Bend, Oregon 97701	541-797-0161	N/A	nate@kodiakcre.com	Nate Hitchcock	6	2017	Commercial leasing & property management in Central Oregon.
La Pine Property Management Services 51493 Huntington Rd., PO Box 705 La Pine, OR 97739	541-536-1114	541-536-1114	rentinglapine.com lapine.property.management@gmail.com	Becky Allen	1	1997	Residential mgmt. including rentals in South Bend, La Pine, Gilchrist & Crescent. Evictions for hire in Deshcutes & Klamath counties.
Meredith Lodging 57100 Beaver Dr., Bldg. 13 19717, Sunriver, OR 97707 Mt. Bachelor Dr., PO Box 3079, Bend, 97702	541-593-3050	541-593-3057	www.meredithlodging.com office@meredithlodging.com	Kelly Newcomb	5	1987	Vacation home property management.
Mountain Resort Properties/Century 21 Cascade 57084 Grizzly Ln., PO Box 3508 Sunriver, OR 97707	800-346-6337	541-593-5041	www.mtresort.com Rentals@MtResort.com	Tim Hadley	10	1989	Vacation rentals, real estate sales & property management services

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# BendWorks LLC

**Owner Combines Drone Tech with Property Management** 

### by NOAH NELSON — CBN Feature Writer

A trick Dailey, the owner/property manager of BendWorks LLC, discovered the beauty of Central Oregon through his adventurous son "My son is a professional outdoorsman, a skydive instructor and avid hiker," Dailey said. "After he graduated college in 2011, he hiked the big three trails in the US. He came across Bend on the Pacific crest Trail and fell in love. In 2015 he said 'mom, dad, come visit' and we fell in love with the area, too."

Dailey and his wife moved to Bend, but like many other families, faced difficulties during Covid. A longtime employee of Sikorsky Aircraft, Dailey was met with an unexpected proposal in 2020, "When I moved out here, I was able to work from home before it was cool,"

Dailey said. "Covid hit and the company was restructured. After 21 years, I was advised to retire early."

Dailey, at the age of 60, found himself in an early retirement. However, he said he was too bored to "sit at home and watch tv" so he found an opportunity to keep himself busy. "I asked myself what I can do out here," he said. "Drones were becoming popular, and I decided to take my experience with aircraft and combine it with my other love, real estate investing."

Dailey had an idea. He thought about his vacation home in Florida and thought about how it was frustrating to not be able to receive video or photography of portions of the house as a rental property. Dailey got inspired and got a property managers license in Oregon. In December of 2020, BendWorks LLC was launched.

BendWorks LLC is a full-service property management agency that offers a level of management most competitors don't: drone tech.

BendWorks provides clients with in-person and recurring drone visits, monthly reconciliation reports and full service tenant lease and collections management. The best part? The drone portion is free of charge.

Dailey offers these services on commercial, residential and land management projects to help ensure that property owners have more security and peace of mind than ever. "Imagine you own a 20 acre property out near Sisters," Dailey said. "If you don't live there year round, you might not be aware of some things happening on your property. With our drone services, we can send images and videos to the property owner to make sure people aren't dumping trash, illegally camping or damaging the environment and landscaping."

The thought process behind this business venture came from Dailey taking a look around Bend, and realizing that tons of the properties in town are primarily used as vacation rentals and therefore are empty for several months out of the year. He also mentioned how as a mountain town, Bend is unique in that the Mt. Bachelor Ski Resort doesn't offer vacation rentals or luxury property like other resorts.

"We thought it would be a good business model to cater to those clientele who may own a home here but don't live here full time," Dailey said. "Those who might come to town for ski season then rent the rest of the year, or something similar to that arrangement."

All services put together, BendWorks offers one of the most comprehensive property



HOTO | COURTESY OF BENDWORKS LL

management services in Central Oregon. Utilizing drone tech to provide clients with up to date info is a key component to Dailey's business model, but maintaining good relationships with clients through top tier customer service is equally important.

"Our reputation is everything, and one of our major goals is to prioritize customer service," Dailey said. "Our main focus isn't just growth, either. I only want to have 10-20 clients at a time."

By maintaining a select list of clients, Dailey and his team can ensure that each client and their property are getting the personal treatment they deserve.

An example of this treatment is a real life case where a hailstorm damaged the roof of Dailey's house, and he was able to send in drone footage of the damage to the insurance company for a claim. With drone footage, homeowners can make claims like this one easier than ever.

For agricultural properties, drone tech can actually be very useful. Dailey said that in the future, he would like to offer more services to agricultural clients, "drones these days can count the livestock and fly during night to watch for predators," Dailey said. "If coyotes are a problem, we can fly missions to confirm what's going on and assess the situation. There are tons of properties in Central Oregon who could benefit from this."

Outside of property management for property owners, Dailey can offer his drone services to local brokers who don't have the required certifications to manage drone flights; this would address an unfortunate trend seen in recent years with some brokers learning the hard way that you need a drone license from the Federal Aviation Administration for any non-recreational drone flights. Even then, there are several restrictions that must be followed, all put in place by the FAA.

As an experienced and licensed professional who's been working under FAA regulations for decades, Dailey is a local expert who's drone services can be utilized by brokers, "I can't sell property, they can't fly. These relationships can be good for everyone," he said.

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Agents Licensed in Oregon

CONTINUED FROM PAGE 26

# Central Oregon Real Estate

# Title Companies (Listed Alphabetically)

Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Parent Company
AmenTitle - Bend Downtown 15 NW Oregon Ave., PO Box 875 Bend, OR 97703	541-389-7711	541-389-0506	www.Amerititle.com dan.oxford@amerititle.com	Dan Oxford	85	1929	Futura Title & Escrow Corporation, Boise, ID.
AmenTitle - Bend South 345 SE Third St. Bend, OR 97702	541-389-9176	541-388-6939	www.Amerititle.com dan.oxford@amerititle.com	Dan Oxford	7	1929	Futura Title & Escrow Corporation, Boise, ID.
AmeriTitle - Madras 739 SW Fourth St., PO Box 67 Madras, OR 97741	541-475-4885	541-475-4348	www.Amerititle.com madras@amerititle.com	Chelsea Nennig	1	1985	Futura Title & Escrow Corporation, Boise, ID.
AmeriTitle - Old Mill 354 SW Upper Terrace Dr., Ste. 104 Bend, OR 97702	541-749-4040	541-749-2573	www.Amerititle.com dawn.bristow@amerititle.com	Dawn Bristow	5	1929	Futura Title & Escrow Corporation, Boise, ID.
AmeriTitle - Prineville 150 NE Court St., PO Box 487 Prineville, OR 97754	541-447-5181	541-447-3371	www.Amerititle.com justin.homan@amerititle.com	Justin Homan	19	1985	Futura Title & Escrow Corporation, Boise, ID.
AmenTitle - Redmond 735 SW Sixth St. Redmond, OR 97756	541-923-1749	541-923-5427	www.Amerititle.com dan.oxford@amerititle.com	Dan Oxford	6	1929	Futura Title & Escrow Corporation, Boise, ID.
AmenTitle - Sunriver 57100 Beaver Dr., Ste. 130, PO Box 4325 Sunriver, OR 97707	541-593-1613	541-593-2546	www.Amerititle.com dawn.bristow@amerititle.com	Dawn Bristow	3	1929	Futura Title & Escrow Corporation, Boise, ID.
Deschutes County Title Company - Bend 397 SW Upper Terrace Dr. Bend, OR 97702	541-389-2120	541-389-2180	www.deschutescountytitle.com customerservice@deschutestitle.com	Steve McDonald	20	2003	N/A
Deschutes County Title Company - Redmond 845 SW Veterans Way Redmond, OR 97756	541-527-1274	541-527-1281	www.deschutescountytitle.com redmondescrow@deschutestitle.com	Sandi Stewart	6	2017	N/A
Deschutes Title - La Pine 51515 Huntington Rd., Ste. 1, PO Box 1037 La Pine, OR 97739	541-876-6990	541-876-2740	deschutescountytitle.com lapine@deschutestitle.com	Evie Henderson, Nicole Day	2	2020	N/A
First American Title Company of Oregon - Deschutes Division 395 SW Bluff Dr., Ste. 100 Bend, OR 97702	541-382-4201	866-902-9868	www.firstam.com/deschutes jbaer@firstam.com	Jeff Baer	33	1890	First American Title Co.
First American Title Company of Oregon - Redmond 631 W Antler, Ste. 110 Redmond, OR 97756	541-923-3014	866-902-9868	www.firstam.com/title-or/deschutes jbaer@firstam.com	Jeff Baer	3	1890	First American Title Co.
First American Title Company of Oregon - Sunriver 57100 Beaver Dr., Ste. 140 Sunriver, OR 97707	541-593-5242	866-902-9874	www.firstam.com/title-or/deschutes jbaer@firstam.com	Jeff Baer	3	1890	First American Title Co.
First American Title of Oregon - Sisters 431 E Cascade Ave. Sisters, OR 97759	541-904-3048	866-902-9868	www.firstam.com/deschutes jbaer@firstam.com	Jeff Baer	2	1890	First American Title Co.
Western Title & Escrow Company - Bend 360 SW Bond St., Ste. 100 Bend, OR 97702	541-389-5751	541-330-1242	www.westerntitle.com curtis.stafford@westerntitle.com	Curtis Stafford	47	1987	Western Title & Escrow Co., Bend, OR.
Western Title & Escrow Company - Madras 60 SE Sixth St. Madras, OR 97741	541-460-5107	541-460-5019	www.westerntitle.com Jessica.Yozamp@westerntitle.com	Jessica Yozamp	3	2014	Western Title & Escrow Co., Bend, OR.
Western Title & Escrow Company - Prineville 446 NW Third St., Ste. 107 Prineville, OR 97754	541-447-7861	541-447-5424	www.westerntitle.com	Carlene Sisneros	2	1987	Western Title & Escrow CO., Bend, OR.
Western Title & Escrow Company - Redmond 153 SW Fifth St. Redmond, OR 97756	541-548-2911	541-548-8601	www.westerntitle.com	Jessica Yozma	7	1987	Western Title & Escrow Co., Bend, OR.
Western Title & Escrow Company - Sisters 220 S Pine St., Ste. 102 Sisters, OR 97759	541-548-9180	N/A	www.westerntitle.com curtis.stafford@westerntitle.com	Curtis Stafford	4	1987	Western Title & Escrow Co., Bend, OR.

# Property Management (Listed Alphabetically)

Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Services
Mountain View Property Management 644 NE Greenwood Ave. Ste. 2 Bend, OR 97701	541-330-8373	N/A	www.Today4Rent.com Julie@Today4Rent.com	Julie Davison	5	2008	Residential property management.
My Lucky House Inc. 1293 NE Third St. Bend, OR 97701	541-815-8200	888-868-9947	www.MyLuckyHouse.com info@myluckyhouse.com	Shari Ballard, Andy Stearns	15	1996	Unfurnished & furnished rentals, rental/vacation rental sales, management, maintenance, screening, financials, collections, marketing, reservations.
Pennbrook Management & Leasing 250 NW Franklin Ave., Ste. 204, Bend, OR 97701	541-617-3456	541-389-0256	www.pennbrook.com propertymanagement@pennbrook.com	Kelly Stewart	10	1986	Commercial & residential property management. Central Oregon.
Plus Property Management 695 SW Mill View Way, Ste. 106 Bend, OR 97702	541-389-2486	541-389-2449	www.investoregon.com info@investoregon.com	Mallory Fraioli	11	2004	Property management in Central Oregon.
Plus Property Management 361 SW Sixth St. Redmond, OR 97756	541-923-6768	541-923-3066	www.investoregon.com redmondoffice@investoregon.com	Gretchen Stauffer	2	2004	Property management in Central Oregon.
Property Systems Inc. 900 SE Wilson Ave., Ste. D, Bend, OR 97702	541-382-4112	541-382-9053	www.propertysystemsinc.com psibend@aol.com	Rob Petrescu, Katrina Petrescu	3	1995	Commercial, industrial, residential & mobile home parks. Central Oregon.
Rogue Real Estate Sales & Property Management 219 NW Sixth St., Ste. 1 Redmond, OR 97756	541-923-8222	541-923-8854	www.roguerealestate.com redmond@roguerealestate.com	Paula Dodge	12	2002	Real estate sales, property management, residential & commercial.
Rosewood Property Management, LLC 527 SW Deschutes Ave. Redmond, OR 97756	541-923-6250	N/A	www.rosewoodpm.com gena@rosewoodpm.com	Gena Huff	1	1993	Residential & commercial property mgmt. All of Central Oregon.
Sunriver Resort 17600 One Center Dr., PO Box 3609, Sunriver, OR 97707	855-420-8206	541-593-2742	www.sunnver-resort.com info@sunnver-resort.com	Griffin Priebe	1000	1968	Vacation rentals.
Sunset Lodging 56935 Enterprise Dr., PO Box 3515 Sunriver, OR 97707	541-593-5018	N/A	www.sunriverlodging.com resdesk@sunriverlodging.com	Front Desk	32	1987	Over 130 vacation homes & condos in Sunriver. Property management.
Trout Realty Inc. Property Management Division 1241 SW Highland Ave. Redmond, OR 97756	541-548-8159	541-548-2900	www.troutrealty.com jason@troutrealty.com	Jason Trout	1	1972	Commercial & residential property mgmt. & sales. Central Oregon.
Valiant Investments dba Powder Mountain Executive Suites 750 NW Charbonneau St., Ste. 201 Bend, OR 97703	541-550-7461	541-323-3361	www.powdermtnllc.com Mike@PowderMtnLLC.com	Mike Mudd	2	2006	Executive office space rentals. Internet & telecommunication services & access to a world-class audio & video-enabled conference room in in NorthWest Crossing.
Velocity Property Management 25 Minnesota Ave., Ste. 8 Bend, OR 97703	541-388-1382	541-408-9841	velocitypropertymanagement.com info@velocitypropertymanagement.com	Haley Hutcheson, Lindsay Cloud, Stevie Thompson	3	2009	Residential property management services for Bend, Redmond, Terrebonne & Culver. 2018 Property Manager of the Year.
Viking Property Management, LLC 779 N Main St., Prineville, OR 97754	541-416-0191	541-416-1132	www.viking-pm.com vikingpm@live.com	Toni O'Hara	3	2002	Residential & commercial in Prineville & Bend.
Village Properties At Sunriver 56835 Venture Lane, Ste. 109 - Cascade Building, PO Box 3310 Sunriver, OR 97707	888-236-9690	N/A	www.village-properties.com service@village-properties.com	Mark Halvorsen	24	1985	Residential & commercial.
West Bend Property Co. 2754 NW Crossing Dr., Ste. 201 Bend, OR 97703	541-312-6473	541-312-4444	www.northwestcrossing.com info@thegarnergroup.com	Valerie Yost	3	1999	Real Estate Development.
Willow Canyon Properties 212 SW Fourth St. Ste. 201 Madras, OR 97741	541-475-8000	541-475-8001	www.willowcanyonproperties.com frontdesk@willowcanyonproperties.com	Carrie Corey	4	2001	Residential, commercial & industrial property management. Placement & property management of single & multi-family units.

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.

# Core Area Plans Presented at What's Brewing

#### by NOAH NELSON — CBN Feature Writer

n April 6, representatives of the Bend Chamber, along with a panel of experts from a variety of organizations, held a presentation at the Tetherow Pavillion; the topic of discussion was the future plans for Bend's Core Area. The Core Area of Bend includes four smaller districts: East Downtown, the Central District, the KorPine Site and Inner Highway 20/Greenwood. All together, the Core Area covers 637.15 acres and as of 2022, included 800 job sites and 222 households.

The event was kicked off with appetizers from Tetherow and a free drink per guest from the event's beverage sponsor, Avid Cider. Jay Lyons, the Board Chair for the Bend Chamber, greeted everyone and thanked the event's sponsors before turning the mic over to Sara Odendahl, the Board's director of government affairs, for a legislative update.

"I wanted to outline a couple of things that have been going through the Salem process, as they will have a direct impact on the things our presenters are going to speak on," Odendahl said. In referencing Executive Order 23-04, Odendahl continued and said, "This was basically a direction to the legislature to create a strategy for growth in our communities. It also set forth a goal of 36,000 new housing units per year, which would keep up with the current need and the backlog.

Odendahl then mentioned House Bills 2001 and 5019, saying that they, "codify the executive order and create a structure for cities over 10,000 people to create their own housing strategies and growth maps, while holding them accountable for those development targets."

In this legislative session, the Governor's HPAC, or Housing Production Advisory Council, was established. This council of 25 experts from a variety of fields will help the state set a course for future housing development. This council plans to prioritize fair and affordable housing along with market rate development, along with plans to prioritize maintaining a healthy workforce and sustainable land use.

Allison Platt, the City of Bend's Core Area project manager, then shared more future plans for the various districts. She shared a vision for the Core District that shows drastic development and revitalization. An image of the corner of 2nd Street and Greenwood was shared on the screen and compared to a conceptual rendering of what that corner could look like. While the current corner has old cracked driveways, lacks a sidewalk, crosswalks and bike lanes, and has few businesses with no residential space, the proposed "future" corner looks like something out of a new development in a major metropolitan area. Multiple level, mixed-use developments are met with large sidewalks, clearly marked bike lanes and crosswalks, along with plenty of green landscaping and trees for shade during hot and busy months.

The future of the entire Core Area is based on this concept: mixed-use zones and urban development. The purpose of this new direction for Bend is mixed, but one key reason is that urban sprawl will slowly make natural spaces less and less

# **RECENT TRANSACTIONS**

### Continued from Page 3

medical suite located at 1715 SW Chandler Avenue in Bend.

Broker **Howard Friedman** with **Compass Commercial Real Estate Services** represented the landlord, **C.T. Woodard Properties**, **LLC**, in the lease of a 3,128 SF medical office located at 1550 NE Williamson Boulevard in Bend.

**Compass Commercial Real Estate Services** broker **Howard Friedman** represented the landlord, **MJM Hood, LLC**, in the lease of a 3,943 SF retail suite located at 473 E Hood Avenue in Sisters.

Brokers Dan Kemp, CCIM and Kristie Schmitt with Compass Commercial Real Estate Services represented the tenant, GMS LLC, USA, in the lease of a 5,000 SF industrial suite located at 535 NE Jackpine Court in Redmond.

Compass Commercial Real Estate Services brokers Peter May, CCIM, Russell Huntamer, CCIM and Eli Harrison represented the landlord, Charles Zamfir, in the lease of a 1,008 SF retail suite located at 635 NW Colorado Avenue in Bend. Compass Commercial Real Estate Services broker Jay Lyons, SIOR, CCIM represented the tenant, Casa De Flores.

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accessible. By building up instead of out, Central Oregon can maintain natural spaces and public lands while keeping them accessible to everyone.

Platt clarified that all development is following a list of guiding principles, which include prioritizing mixed-use areas where people can live, work and play, walkability, removing barriers between East and West, maintaining affordability and incorporating low impact development principles and practices.

Platt then went over a mix of public and private investments for the Core Area, which are going towards a huge variety of residential and commercial projects, including the plans for a new food cart lot utilizing the relocated Spoken Moto building and more.

Corie Harlan, the cities and towns program manager at Central Oregon LandWatch shared a brief history of LandWatch's and the City of Bend's efforts to make concrete plans for the Core Area, dating back to the Urban Growth Boundary Expansion of 2016. A main point shared is that Bend is at an exciting tipping point, where years of hard work are finally paying off and projects are now coming soon.

Of those projects, the panel shared info about a few in particular. The new Spoken Moto location was one project that grabbed the public's attention, but others have gained some popularity as well. The underpass on Greenwood that connects East Bend to Downtown is getting an upgrade, as well as multiple other crossings around town, including the proposed new Hawthorne Bridge, a pedestrian and biking concept that would literally connect East and West Bend via a large walkway, passing over both U.S. Highway 97 and the railroad tracks. Effectively, the bridge would allow people to safely bike or walk from Juniper Park to Drake Park in one straight shot in 15 minutes or less.

Another large project was presented by Dave Eadie, the senior vice president of entitlement and development at Kennedy Wilson. Eadie shared some new info about an exciting new development that was at times referred to as a "new downtown."

This is the Timber Yards Master Plan: a 32 acre community with approximately 1,600 residential units (including 250 affordable senior units), a 180-room hotel and about 70,000 sf of retail space.

Eadie said the vision of the community is one that is amenity-rich, vibrant, connected and walkable, while also incorporating sustainable design and addressing Bend's housing crisis.

The plans for Bend's Core area can be summed up as follows: mixed-use urban development with walkability, sustainability and accessibility in mind. This direction of development Bend is taking might end up being a historic turning point for our town in turning into a metropolitan area.

Speaking for the Bend Chamber, Odendahl said, "We've been supportive of this for a long time, and we feel like this is an amazing opportunity to revitalize and redevelop this integral part of our community."

bendchamber.org



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# Mortgage Companies (Listed Alphabetically)

Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Services		
Academy Mortgage Corporation 1033 SW Highland Ave. Redmond, OR 97756	541-548-1957	541-610-1688	academymortgage.com/tyrellhobbs Tyrell.hobbs@academymortgage.com	Tyrell Hobbs	4	2008	Full service mortgage company, banker residential, FHA/VA construction & equity.		
All Seasons Mortgage 15 SW Colorado Ave., Ste. 120 Bend, OR 97702	503-910-3043	N/A	www.allseasonslending.com team@allseasonslending.com	John Andersch, Travis Coursey, Sarah Andersch-Coursey	3	1990	Purchase & refinance loans, VA, FHA & USDA loans, reverse mortgages, construction loans, lot loans, jumbo loans & lines of credit.		
Arbor Mortgage Group 209 NE Greenwood Ave., Ste. 100 Bend, OR 97701	541-323-0422	541-323-0426	www.arbormg.com rob@arbormg.com	Chris Starling, Rob Moore	15	2007	Residential mortgages.		
Cascade Mortgage Company 19717 Mount Bachelor Dr., #258 Bend, OR 97702	541-388-3432	541-306-5150	www.oregonrealestateloans.com cascadem@bendbroadband.com	Tim Maher	1	1990	Real estate loans, first mortgages.		
Chase 600 NE Greenwood Ave. Bend, OR 97701	541-389-8140	541-388-4420	www.chase.com	Donna Gilles	14	2009	Purchase, refinances, equity, bridge, fixed & variable.		
Chase 550 NE Third St. Prineville, OR 97754	541-447-3821	541-447-3823	www.chase.com	Anne Harmon	6	2009	Purchase, refinances, equity, bridge, fixed & variable.		
Chase 450 NW Franklin Ave. Bend, OR 97701	541-382-2866	541-388-2742	www.chase.com	Daniella Gill	12	2009	Purchase, refinances, equity, bridge, fixed & variable.		
Chase 61535 S Hwy. 97 (Bend Fred Meyer) Bend, OR 97702	541-388-5456	541-388-5701	www.chase.com mary.clark@chase.com	Mary Clarke	9	2009	Purchase, refinances, equity, bridge, fixed & variable.		
Chase 568 SW Fifth St. Redmond, OR 97756	541-548-2123	541-548-0563	www.chase.com	Janice Stout	8	2009	Purchase, refinances, equity, bridge, fixed & variable.		
Chase 944 SW Ninth St., Ste. 101 (Redmond Fred Meyer) Redmond, OR 97756	541-923-4123	855-572-8889	www.chase.com	Darrin Lillddard	5	2009	Purchase, refinances, equity, bridge, fixed & variable.		
Evergreen Home Loans 685 SE Third St. Bend, OR 97702	541-318-5500	541-318-5557	www.evergreenhomeloans.com kpangle@evergreenhomeloans.com	Kevin Pangle	13	1986	Construction, jumbo, residential, USDA, FHA, FHA 203K, VA & conforming.		
Evergreen Home Loans - Prineville 220 NW Meadowlakes Dr. Prineville, OR 97754	541-416-7480	541-416-7481	www.evergreenhomeloans.com/ Princville jhicks@evergreenhomeloans.com	Jeremy Hicks	1	2005	Residential, USDA, FHA, VA & conforming.		
Farm Credit Services 3113 S Hwy. 97 Ste. 100, PO Box 607 Redmond, OR 97756	541-504-3500	541-504-3505	www.northwestfcs.com	Ryan McNulty	8	1935	Agricultural & non-conforming loans, appraisal services.		
Finance of America 233 SW Wilson, Ste. 203 Bend, OR 97702	541-213-2999	N/A	www.skylinehomeloans.com dcmontgomery@financeofamerica.com	Denise Montgomery	2	2014	Home loans.		

Continued on Page 32



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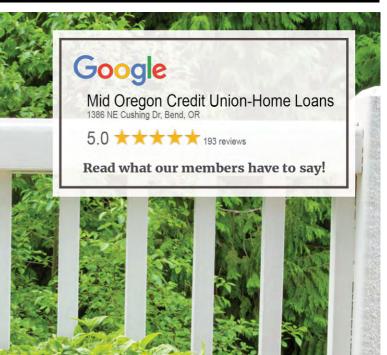
Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Services
First Interstate Bank 1070 NW Bond St., Ste. 300 Bend, OR 97703	503-593-1885	N/A	www.firstinterstatebank.com	Paul Steenson	27	1977	Lot & construction loans, special portfolio lending, jumbo, FHA/VA/USDA, local processing.
Northwestern Home Loans 906 NW Harriman St. Bend, OR 97703	541-323-7000	N/A	www.northwesternhomeloans.com matt@nwhomeloans.com	Matthew Keck	23	2007	Jumbo loans, VA high balance, FHA loans, conventional loans, VA loans, vacation home loans, investment property loans, reverse mortgage, out-of-state loans, USDA loans, purchase & refinance home loans.
Oracle Funding Corporation 19403 Charleswood Lane Bend, OR 97702	888-216-9665	541-610-1678	www.ofcmortgage.com kent@ofcmortgage.com	Kent Vanderkamp	11	2001	Commercial & residential mortgage lender.
R.B. Financial Services Inc. 500 Highland Meadow Lp. Redmond, OR 97756	541-548-6860	N/A	www.rbfinancialservices.com rb@rbfinancialservices.com	Robert W. Browne	1	2005	Specializing in home purchases, refinances & construction loans.
Shelton D. Kelley Realty 104 NW Franklin Ave. Bend, OR 97701	541-382-3099	541-382-3256	www.kelleyrealestatebend.com patk@patkelleyrealty.com	Patrick Kelley	3	1945	Purchase trust deeds, notes & loans prior to sale.
Signet Mortgage Bend, OR 97702	541-318-0888	541-318-5889	www.davewoodland.com dave@signetmortgage.com	Dave Woodland	2	2006	Commercial real estate loans, SBA lending, residential construction lending & FHA.
Summit Funding NMLS ID# 3199 1018 SW Emkay Dr., Branch NMLS ID# 1233411 Bend, OR 97701	541-390-0264	888-505-1876	www.summitfunding.net/sbrennan sean.brennan@summitfunding.net	Sean Brennan	3	1994	Residential mortgage.
US. Bank Home Mortgage 1 1442 NE Third St. Bend, OR 97701	541-388-8801	N/A	www.usbank.com paul.fink@usbank.com	Paul Fink	8	1988	Consumer first mortgage lending & refinancing all loans. Lot construction financing
U.S. Bank Home Mortgage 2 1442 NE Third St. Bend, OR 97701	541-510-4272	541-382-0442	www.mortgage.usbank.com/ryanros- kowski ryan.roskowski@usbank.com	Ryan Roskowski	1	1998	Consumer mortgage lending for purchases & refinancing. Specializing in lot financ- ing, construction financing & jumbo loan financing.
Umpqua Bank - Residential Mortgage 400 SW Bluff Dr., Ste. 100 Bend, OR 97702	541-312-4850	N/A	www.umpquabank.com jackiewestover@umpquabank.com	Jackie Westover	7	1996	Residential real estate financing for purchases, refinances & construction. A multitude of loan programs to choose from. Serving Oregon, Washington, Idaho, California & Nevada.
Washington Federal Bank 735 NE Percell Blvd. Bend, OR 97701	541-385-0485	541-385-0479	www.washingtonfederal.com	Customer Service	6	1995	Mortgage lending, construction lending & savings, checking deposit accounts, business accounts. Branch locations: La Pine (1), Bend (2), Redmond (1), Prineville (1) Madras (1), Sisters (1).
Washington Trust Bank 1219 NE Third St., Ste. 120 Bend, OR 97701	541-516-8320	N/A	www.watrust.com/centraloregon cjallen@watrust.com	Cory J. Allen	11	2021	Commercial loans, mortgage loans, consumer loans, deposits & wealth management.
Wells Fargo Home Mortgage 650 SW Bond St. Bend, OR 97702	541-633-1955	877-323-7823	www.wellsfargo.com	Custom Service	10	1990	Residential purchases, construction, refinances.

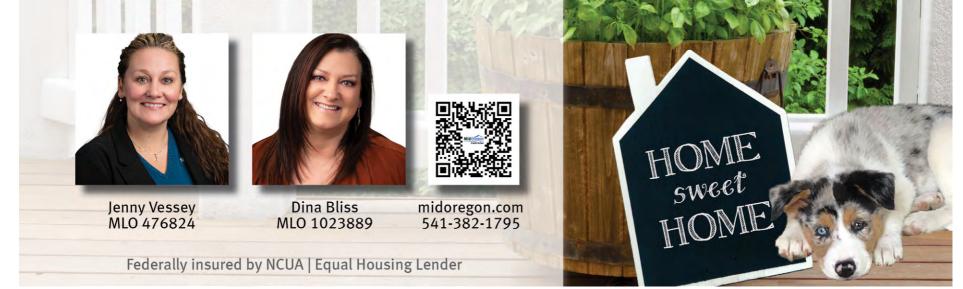
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# The Basics of an Estate Plan

Five Steps You Can Take to Get Started

## by ED WETTIG, CFP — Cornerstone Financial Planning Group

state planning is the process of designating who will receive your assets and take care of your responsibilities after you pass away or become incapacitated. Your estate plan is also a fluid process that should be updated as your personal and financial situations change, or at least be reviewed every few years. To help get your estate plan going, here are five steps you might consider:



**1. Make a list of your possessions** : You may think you don't have enough to justify an estate plan. But once

you think about it, you might be surprised by all the tangible and intangible assets you have. Your tangible assets may include properties, vehicles, and collectibles. Your intangible assets may include bank and retirement accounts, as well other investments and life insurance policies.

**2. Review your beneficiaries**: Retirement plans and insurance products usually have beneficiary designations that you need to keep track of and update as needed. Those beneficiary designations can outweigh what's in a will. Designate the percentage of account assets each beneficiary will receive, and make sure to name contingent beneficiaries. It's also a wise idea to maintain a list of all of your beneficiaries along with the account and/or policy providers' names and account numbers.

**3. Establish your directives**: A complete estate plan includes important legal directives. A will is a written document that becomes effective only after your death. A trust is active the day it is created, and a grantor can list the distribution of assets before his or her death. All wills must go through a legal process called probate. This process can be long and potentially contentious if family members contest the will. Trusts are not required to go through probate, and they cannot be contested.

**4. Enlist the help of a professional**: If your estate is small and your wishes are simple, an online or packaged will-writing program may be sufficient for your needs. If your estate is more complicated or you have any doubts about the process, consult an estate attorney and possibly a tax advisor.

5. Plan on adjustments: Revisit your estate plan when your personal and

# Get Your Beneficiaries In Order An Integral Part of Estate Planning

very day, people pass away leaving survivors without access to beneficiary information, or beneficiaries are not designated at all. This can lead to unnecessary delays, taxes, legal battles, and/or assets not transferring to your intended heirs. Your Beneficiary Summary Report will help you organize and consolidate your beneficiary information so you know that it is immediately accessible when the time comes.

financial circumstances change. This may include a marriage or divorce, the birth of a child, loss of a loved one, getting a new job, or being terminated. Even if your circumstances don't change, you should periodically revisit your estate plan as laws may have changed.

Provided by Ed Wettig, CFP, Cornerstone Financial Planning Group, which offers investment management, financial planning and retirement income strategies. Representative is registered with and offers only securities and advisory services through PlanMember Securities Corporation, a registered broker/dealer, investment advisor and member FINRA/SIPC. 6187 Carpinteria Ave, Carpinteria, CA 93013, 800-874-6910. Cornerstone Financial Planning Group and PlanMember Securities Corporation are independently owned and operated. PlanMember is not responsible or liable for ancillary products or services offered by Cornerstone Financial Planning Group or this representative.

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



Kôr Community Land Trust welcomes new Project Coordinator Ian Cullen. Cullen graduated from Oregon State University with a degree focused in community development. He immediately put his education to work in the community development department at Deschutes County. Here, he spent two years learning the ins and outs of the building process as a permit technician. Cullen is currently working to obtain his real estate license and holds a deep passion for sustainable housing and helping the community become homeowners. As a father to an eight-year-old, you will find them spending time outdoors in Central Oregon riding bikes and snowshoeing, as well as swimming paddle boarding or kayaking on the river during the summer.

Kôr Community Land Trust also expanded its Real Estate department to support its growing affordable housing pipeline. Congratulations to **Gina Franzosa** for being promoted from project manager to real estate director.

**Central Oregon Community College** (COCC) announced that students **Adriana Altamirano** of Bend, **Claire Landon** of Sisters, **Nacho Ruiz** of Madras and **Oscar Tovar** of Bend were selected to represent the college on the Oregon Community College Association's (OCCA) 2023 All-Oregon Academic Team. Additionally, Tovar was chosen as a national Coca-Cola Academic Team Silver Scholar recipient by the Phi Theta Kappa Honor Society.

The students will be honored at the OCCA's All-Oregon Academic Team luncheon event on Friday, April 21, at Chemeketa Community College in Salem, with Secretary of State Shemia Fagan providing the keynote address. To earn the team distinction, students must demonstrate academic excellence and intellectual rigor combined with leadership and service. A minimum 3.5 cumulative GPA and completion of at least 54 credits is required. Nominated by a faculty member, finalists undergo a review process by the college's committee for academic excellence.



Nacho Oscar Ruiz Tovar



Tovar, 19, is studying psychology and plans to become a clinical psychologist. The dean's list student, with a 4.0 GPA, is a member of the Psi Beta Honors Society and president of the Psi Beta chapter at COCC. Tovar was recently named a 2023 Coca-Cola Academic Team Silver Scholar — one of just 50 in the country — by the Coca-Cola Scholars Foundation, a scholarship administered by the Phi Theta Kappa Honor Society. He is chair of the college's diversity committee, serves on the LGBTQ+ Club, is director of finance for the Associated Students of COCC and serves as a student representative on the COCC student affairs committee. The avid reader also enjoys playing the piano.

Altamirano, 23, is a student in the massage therapy program and plans to make a career in restorative treatment alongside physical therapists and chiropractors, and potentially pursue a bachelor's degree in exercise science or kinesiology. The full-time student is also working full time in the restaurant industry while maintaining a 4.0 GPA. The first in her family to attend college, Altamirano is an artist whose work has exhibited at local events and businesses. She also enjoys rock climbing and snowboarding.

Ruiz, 21, is an art student whose career goals are to work in New York City on Broadway as a prop master, technician or as a graphic designer. Ruiz works as an educational assistant at Madras High School and also assists with the high school's theater department. The dean's list student is a member of the Latinx Club and the student lead for the college's Art & Design Club, who enjoys painting and traveling.

Landon, 20, is earning her aviation professional pilot degree and plans to ultimately attain a bachelor's degree in aviation with a goal of being an airline pilot. She hopes to eventually also earn helicopter, tailwheel and seaplane ratings. The dean's list student enjoys hiking, reading, writing and volunteering to work with children at her church.

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

**KPOV 88.9 FM, High Desert Community Radio**, announces **Chris Gossard** as the executive director, and **Kate Tiernan** as the development director. Both Gossard and Tiernan are excited to bring together their career experience to the KPOV team.

Gossard and his wife moved to Bend in the summer of 2019 from Seattle. He has been volunteering at KPOV since last year and has his own show, *Mixed Up!*, on Friday nights at 6pm. Gossard came out of retirement to assume the executive director position. For most of his career, he worked for Aramark Corporation. After leaving Aramark, he became an accredited executive coach through the International Coaching Federation, with additional training from Gallup, and ran his own coaching practice for several years.

Throughout his career, Gossard has been successful in building strong teams and developing managers who coach. He has always been focused on delivering what the customer wants and he intends to use his background to help build KPOV's listener base and increase the station's impact in Central Oregon.

Gossard has a background in non-profit radio, having volunteered at KEXP in Seattle for over 20 years. His nonprofit board experience includes serving on the board for Bike Works in Seattle and he is currently the Board President for Companion Animal Medical Project (CAMP) here in Bend.

Tiernan has an extensive background in development and executive management. As executive director for the Wyoming Symphony Orchestra and development director for the Nicolaysen Art Museum, she led the way to financially turn around both organizations and brought together teams to rebuild connections to the community.

She has established development departments and strategies to promote corporate, foundation, endowment and planned giving programs including the cultivation of new donors. Tiernan brings a strong and successful background as a grant writer in several fields, including the arts (both performing and visual) and the health care field. Another strength she brings is creativity in producing unique and successful fund-raising events.

Tiernan moved to Bend six years ago and says she fell in love. She is an avid hiker and yoga enthusiast, loves animals and nature and continues to find ways to give back to the Bend Community.

# More Who's Who Next Page 🕨







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

# ho's Who

Continued from previous page



**VF Law** announces that **Andrew H. Stamp** has joined the firm's Land Use Practice in the firm's Oregon office. Stamp brings more than 25 years of dedicated experience navigating Oregon's complex land use planning program. He focuses on zoning and development law, exactions, transportation and access management, drainage and flood damage law and associated environmental and administrative law issues. He represents developers and landowners seeking a wide range of land use entitlements from local governments.

Stamp prioritizes developing meaningful relationships with clients and navigates each legal matter with strategic planning and innovative, detail-oriented thinking. His extensive experience provides sound strategies for

clients seeking to develop their land. Additionally, Stamp values collaboration and communication with his team and positions himself as a mentor for young attorneys, providing advice and guidance throughout their training process to ensure they are confident in their practice.

Before his legal career, Stamp served six years as an officer in the United States Army. He earned his J.D., cum Laude, from Lewis and Clark University, with a Certificate in Environmental Law. He earned his bachelor of science degree in geology with departmental honors, from Tulane University.

During the weekend of March 31-April 2, professional brewers and judges from as far away as El Salvador descended upon Central Oregon to judge over 2,500 entries in the 2023 **Best of Craft Beer Awards** competition.

Breweries of all sizes sent over 16,000 containers of their finest product for evaluation entered in 59 categories and subcategories.

Judging took place during a three-day, five-session period by over 100 of the most qualified international judges. They awarded 165 gold, silver and bronze medals to 128 brewery locations around the world.

- 2023 Large-size Brewery of the Year was Widmer Brothers Brewing in Portland, Oregon
- 2023 Medium-size Brewery of the Year was Sunriver Brewing Co. in Sunriver
- 2023 Small-size Brewery of the Year was Humble Parlor in

Philadelphia, Pennsylvania

Most-Entered Style Categories:

- American-Style India Pale Ale (159 entries)
- American-Style Pale Ale (91 entries)
- Porters & Brown Ales (81 entries)
- Hazy or Juicy India Pale Ale (136 entries)
- Red or Strong Beers (91 entries)
- North American Lagers (79 entries)

Nineteen new **Court Appointed Special Advocate** (CASA) volunteers were sworn in by Judge Bethany Flint in March and will now become the voice in the courtroom for local children in foster care.

CASA of Central Oregon recently launched an outreach and engagement campaign in the tri-county area to address **the great and growing need for new CASA advocates.** 

At this time, 284 children are in foster care in Central Oregon. CASA aims to provide an advocate for every child in foster care throughout the region, but about 40 children have been on a waiting list and attempting to navigate the foster care system without an advocate.

The newly sworn in CASAs will help to ensure that every child will have a trusted adult on their side to listen to the child, get to know everyone in the child's life and then advocate for the best interest of that child in court. For many abused children, their CASA volunteer will be the one constant adult presence in their lives.

Each newly sworn in volunteer participated in a 40-hour training to prepare for the role. Volunteers will now spend about 10 to 15 hours a month advocating for children until their case closes, with constant support from the team at CASA of Central Oregon.

Research shows that children with a CASA fare better during their time in foster care. Youth are also more likely to succeed in school, and have access to mental and physical health services when they have a CASA volunteer.

Additional volunteers are still needed to support youth within the overburdened foster care system. The next training for CASA volunteers begins May 1 in Redmond. Those interested in becoming a CASA are encouraged to fill out a volunteer application and register for the upcoming training by Monday, April 24.



PHOTO | COURTESY OF CASA

# Businesses Serving Community

#### **HEART OF OREGON CORPS**

Hayden Homes presented a \$100,000 check to Heart of Oregon Corps (HOC) in support of its Centralized Campus Campaign at a recent Redmond Chamber of Commerce Business After Hours event. The free event was open to the public and held at the existing HOC training center in Redmond. With the donation from Hayden Homes, HOC's \$8 million Campus Campaign is now 45 percent funded.

In addition to the donation presentation, the event included a tour of HOC's existing facility, an update on the Campus Campaign and remarks from alumni on the value of HOC's innovative youth-focused workforce development programs, including YouthBuild, a construction apprenticeship program aimed at meeting the construction workforce development and housing needs of Central Oregon.

Hayden Homes recognizes the intrinsic links between workforce development

and affordable housing. Last night's donation to HOC is one of many actions the company is taking to address housing issues in Central Oregon.

Deborah Flagan, vice president of community engagement at Hayden Homes and a member of Governor Tina Kotek's Housing Production Advisory Council, helped to present the \$100,000 check to HOC staff.

The event also celebrated a collaboration between HOC's YouthBuild program and First Story, a nonprofit founded by Hayden Homes that is dedicated to affordable homeownership. First Story works with Hayden Homes to build houses for families who then purchase the home through a 30-year, zero-down, zero-interest loan. These affordable homeownership opportunities break the cycle of generational poverty for families across the Northwest.

This fall, First Story will partner with YouthBuild to help build a sixth home together.

# who's who 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

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Healthy Communities

# **Rotator Cuff Injuries**

# by ABIGAIL MORSE — Elk Ridge Chiropractic & Wellness

hat is a rotator cuff, how do we know when we're experiencing a rotator cuff injury and how do we treat it? These are all questions we're going to address in this article as we spend the month of March focusing on this popular health subject.

We, as active humans, experience our fair share of wearand-tear on our bodies — and also the occasional injury from time to time. These are all natural aspects of living our lives, but that only means we need to be prepared to meet these instances with regular chiropractic and physical therapy care that we call "general maintenance," or what healthcare providers call "preventative care." This will help us to stay healthy and mobile for when the inevitable injuries happen. These can take the form of motor vehicle accident injuries, hurting ourselves around the house, or simple lifting, pulling, stretching, sleeping, etc. in a way that causes pain or discomfort, and which, if left untreated, can get worse over time.

Rotator cuff injuries are one such injury that can happen quickly or gradually, and can result in limited mobility with a range of minimal to extreme pain even leading to larger, more serious injuries later on. At Elk Ridge, we're here to help you stay on top of your health and treatment by giving you some helpful information centered on the rotator cuff, which we hope will help you stay knowledgeable and prepared later on.

### What is a Rotator Cuff?

The rotator cuff is the collection of muscles and tendons that surround the shoulder joint. They help to secure the top of the upper arm bone firmly into the shoulder socket, which, in turn, lends the arm its mobility. Without the rotator cuff, we couldn't manage to do any of our normal activities with our hands and arms. It's an incredibly important part of the body that we depend on probably more than we realize — which means that when we injure it, it's that much more important to treat it.

#### Symptoms of Rotator Cuff Injuries

The Mayo Clinic tells us, "Rotator cuff injuries are common and increase with age. These injuries may occur earlier in people who have jobs that require repeatedly performing overhead motions, such as painters and carpenters." In addition, people who are athletes have a higher chance of experiencing rotator cuff injuries. But rotator cuff injuries can happen to anyone - even those who are not systematically active.

What are some symptoms that we've hurt our rotator cuff? Sometimes, it's not noticeable at first. But as the injury grows, it can be experienced in the form of a deep, aching pain in the shoulder; difficulty sleeping as a result of stiffness and discomfort; being unable to reach up over the head or behind the back; or a weakness in the arm that can lead to an inability to lift even the most basic of items. There are even some rotator cuff injuries that don't cause pain at all.

# **Treatment for Rotator Cuff Injuries**

The best way to stay on top of rotator cuff health is through regular visits to

your chiropractor and/or physical therapist. They'll be able to help assess the extent of your injury and recommend a personalized treatment plan to resolve the issue. This can range anywhere from periodic overthe-counter pain relievers and the occasional icing or heating, to a full-scale treatment plan equipped with exercises and various other treatments such as chiropractic adjustments, massage therapy, laser therapy and more.

For other instances where an injury has yet to take place, it's still important to receive maintenance treatment, as it seeks to strengthen the rotator cuff for the natural movements of everyday life.

Sometimes, rotator cuff injuries can lead to more injuries. Medicine Plus tells us that the tissues in the rotator cuff can break down over time, resulting in tendinitis, bursitis or a partial or complete rotator cuff tear.

"In tendinitis, the tendons [that make up the rotator cuff] become irritated and swollen from being pinched during shoulder movements," Medicine Plus explains. Similarly with bursitis, "The bursa is a small, fluid-filled sac that pads the space between the rotator cuff and the bones of your shoulder. Bursitis happens when the muscle and bone rub the bursa too much. It swells with extra fluid, which causes pain."

Lastly, "Tears in a rotator cuff tendon can happen over time or suddenly from an injury, such as falling on an outstretched arm or lifting something heavy. A tear may



PHOTO | COURTESY OF ELK RIDGE CHIROPRACTIC & WELLNESS

go part way through a tendon (partial tear) or all the way through (full tear)." These injuries are far more painful and can result in up to a complete loss of mobility, if left untreated. In these cases, your doctor may recommend surgery as the best treatment option.

### **Book an Appointment Today**

At Elk Ridge, we recommend setting up an initial consultation with one of our doctors to assess your problem or maintenance areas and determine your individual needs. Whether you're in need treatment for a preexisting rotator cuff injury, or whether you want to be prepared with regular treatments that help to strengthen your body against future injuries, you can book your first appointment today with our friendly and knowledgeable staff.

Have questions about coverage? Ask our receptionist when booking your appointment if they can help you check to see what treatments are covered with your insurance. At Elk Ridge, we guarantee the best price available while making sure you get the most out your healthcare benefits. Why? Because we believe that everyone should have the option to receive great, affordable care.

Sources: Mayo Clinic: mayoclinic.org/diseasesconditions/rotator-cuff-injury/symptoms-causes/syc-20350225

Medicine Plus: medlineplus.gov/rotatorcuffinjuries.html thebendchiropractor.com • 541-388-3588 • elkridgechiropractic@gmail.com

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# Local Clinician Recognized as a ReCODE 2.0 Certified Physician by AHNP HEALTH

# Dr. Coby L. Hanes, DC, IFMCP Joins Elite Group of ReCODE 2.0 Certified Physicians

### provided by THE CENTER FOR FUNCTIONAL MEDICINE | HANES CHIROPRACTIC WELLNESS CENTER

r. Coby Hanes, an IFM certified Functional Medicine physician and chiropractor, has completed Dr. Dale Bredesen's ReCODE 2.0 (Reversal of Cognitive Decline) Advanced Clinical training, and has become one of the first ReCODE 2.0 certified physicians in Oregon.

Until now, treatment for Alzheimer's disease has been completely unsuccessful, with over 400 failed clinical drug trials. However, a new study using precision medicine to identify and target the key drivers of Alzheimer's has provided the first clinical trial success.



Dr. Coby Hanes

The successful results of the study "Precision Medicine Approach to Alzheimer's Disease: Successful Pilot Project" were published in

the Journal of Alzheimer's Disease. The study participants were assessed and treated using Dr. Bredesen's ReCODE 2.0 protocol. Eighty-four percent of the participants showed cognitive improvement in this first-of-its-kind study.

An estimated 6.5 million Americans are living with Alzheimer's today and one in three seniors dies with Alzheimer's or another dementia. It kills more than breast cancer and prostate cancer combined.<sup>1,2</sup>

ReCODE 2.0, short for Reversal of Cognitive Decline, is an advanced clinical training program developed by Dr. Dale Bredesen, to prevent and reverse Alzheimer's and cognitive decline. The training is designed to identify and target the root causes of cognitive decline, such as inflammation, insulin resistance, hormone imbalances, nutrient deficiencies and other factors.

Dr. Hanes notes that the protocol incorporates advanced laboratory testing and analysis to identify specific biomarkers and genetic factors which may contribute to cognitive decline, often long before any symptoms develop.

The protocol also involves a thorough assessment of each patient's cognitive function, health status, as well as their genetic, lifestyle and environmental factors that may affect brain function.

Dr. Hanes reports that once we identify the imbalances or deficiencies, we provide personalized diet and lifestyle recommendations, nutrition, exercise, stress reduction and other modifications to help individuals achieve optimal brain health.

ReCODE 2.0 is an advanced approach to cognitive enhancement and requires a high level of expertise and training to implement effectively and is conducted under the guidance of a trained healthcare practitioner.

Dr. Hanes specializes in the treatment of autoimmune disease, neurometabolic

and musculoskeletal disorders. He is an IFM certified Functional Medicine physician and is certified in Botanical Medicine through the University of Colorado, School of Pharmacy. He also participated in Pharmacy From the Rain Forest an educational voyage, deep into the Amazon Rainforest of Peru, where he studied with two of the world's leading scholars in botanical medicine James Duke, Ph.D., and the late Varro Tyler, Ph.D. Dr. Hanes has completed many postdoctoral programs including; Mastering The Thyroid, an intensive on Mastering Brain Chemistry, and is involved in on-going education in the advancements of Functional Neurology, Functional Medicine and Cold Wave Laser treatment. Dr. Hanes is one of Oregon's first

physicians to be certified in Dr. Dale Bredesen's ReCODE 2.0 protocol.

Dr. Bredesen's bestselling book, *The End Of Alzheimer's*, offers real hope to anyone looking to prevent and even reverse Alzheimer's disease and cognitive decline. The book fundamentally changes how we understand cognitive decline, revealing that Alzheimer's disease is not *one* condition, as it is currently treated, but there are at least *six* distinct subclasses of the condition.

Dr. Bredesen is an internationally recognized expert in neurodegenerative disease and cognitive decline. He has been studying Alzheimer's for 40 years and has contributed over 220 scientific articles on the subject. His ReCODE 2.0 protocol has successfully reversed cognitive decline in patients with early Alzheimer's disease.<sup>4,5</sup> In one study, improved cognition was seen in 90 percent of patients with AD or its precursors.<sup>3</sup> A larger study titled Reversal of Cognitive Decline: 100 Patients — showed documented improvements in cognition and brain imaging.<sup>5</sup>

References

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# We're So Much More Than Medical...







As a nonprofit Community Health Center, for more than 20 years Mosaic has served Central Oregon. Our services go beyond medical care, and we are here for everyone – as reflected in our updated name: Mosaic Community Health.

# 

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# isit Central Oregon

# Continued from page 3

### Discover Your Forest, Skull Hollow Trail Head (\$77,375):

Facility improvements to enhance a diverse mixed-use trail area and prevent further resource damage to the most visited trailhead in the Crooked River National Grassland.

### High Desert Museum, Changing Exhibits Initiative (\$50,000):

The Changing Exhibit Initiative brings new and exciting experiences to the museum, driving attendance, and supporting Central Oregon's thriving arts and culture community.

### Maupin Area Chamber Endowment, Deschutes River Athletic Complex (\$60,000):

Enhancements to the Deschutes River Athletic Complex, upgrading its track and football field, performing arts stage and spectator facilities.

### Oregon Adaptive Sports, Moving Mountains (\$67,475):

Program will enhance opportunities for residents and visitors with disabilities and their families to access Central Oregon's outdoor recreation opportunities.

### Oregon Equestrian Trails, Sheep Springs Horse Camp Steel Corral Upgrade (\$66,083):

Oregon Equestrian Trails will install steel corrals at Sheep Springs Horse Camp, providing safe and durable corrals critical for equine safety and visitor enjoyment.

### Sisters Trails Alliance, Whychus Overlook Accessibility Enhancement Project (\$37,152):

Modification of the existing masonry wall with two 10-foot viewing sections and refitting it with a cable-rail assembly to create a fully inclusive overlook at the Whychus Creek Overlook.

Sunriver Owners Association, Sunriver Pathway Wayfinding Signs (\$74,148):

The project will add 25 new signs throughout Sunriver, providing enhanced wayfinding for residents and visitors.

### Tower Theatre, Sound Mitigation Project (\$49,140):

This project will fully complete comprehensive sound mitigation to improve, enhance, and clarify audio amplification in the historic Bend venue.

## Warm Springs Community Action Team, Warm Springs Commissary (\$100,000):

A collaborative project, this is aimed at creating a sustainable destination and business incubator supporting 40 aspiring or current small business owners in the Confederated Tribes of Warm Springs.

To be selected, winning applications had to be aligned with three program pillars: Stewardship, cultural tourism, and expanding access to outdoor adventure. In all, The Central Oregon Future Fund awarded \$840,000 in grants in what is its inaugural year. The grants are entirely funded by revenue generated from the region's transient room tax that is dedicated to tourism programs.

"The Central Oregon Future Fund is off to a great start and Visit Central Oregon will continue to support the region by reinvesting TRT dollars back into our communities and impacting them positively," Theisen said. "Ultimately, Visit Central Oregon's mission is to promote sustainable tourism and to ensure that the region remains a community we all enjoy."

### About Visit Central Oregon:

Visit Central Oregon is a 501c6 that serves as the regional destination marketing organization. We drive overnight visitation to the region to support a thriving tourism economy. We inspire travel to the region through an integrated marketing campaign that celebrates our unique culture, people, and landscapes. As the Regional Destination Management Organization (RDMO) appointed by the Oregon Tourism Commission, we manage the Regional Cooperative Tourism Program (RCTP) which is leveraged by the Deschutes County budget to optimize the economic impact from tourism to the region. We collaborate with industry partners towards a shared healthy vision of tourism for the region.

visitcentraloregon.com/Future-Fund

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



### April 19

4-6pm Sunriver Resort Hiring Fair at Sunriver Resort Homestead Building.

### April 19

5pm City of Redmond Urban Area Planning Commission Meeting.

### April 19

5-6pm COCC Virtual Nursing Info Session.

### April 19

5:30-7:30pm Deschutes County 2040 Bend Area Spring Open House at Deschutes County Services Building, Barnes and Sawyer Room.

### April 19

5:30pm Deschutes County Dog Control Board Hearing at Deschutes Services Building Allen Room, Bend.

### April 20

11:30am City Club of Central Oregon 2023 Annual Regional Managers Forum at Tetherow Resort, Bend.

## April 20

3-6pm Butterfield Testing Solutions Ribbon Cutting and Open House.

#### April 20

4:30-6:30pm City of Bend Pettigrew and Bayou Sewer Project Informational Open House at First Missionary Baptist Church, Bend.

#### April 20

5:30-7:30pm Cultivate Bend Cultivating Inno-

vation at Open Space Event Studios, Bend.

### April 21

8am Deschutes County 2023 Legislative Update.

### April 22

Deschutes County Sheriff's Office Central Oregon Partnerships for Youth (COPY) Volunteer **Training** 

#### April 24

1pm Deschutes County Board of County Commissioners Meeting.

### April 24

11am-1pm Mirror Pond Fish Passage Advisory Committee Public Webinar Meeting.

#### April 24

6pm Deschutes River Conservancy Seminar, Saving Water for Fish and Farms: Modernizing Central Oregon's Irrigation Infrastructure, at Open Space Event Studios, Bend.

#### April 25

6pm The League of Women Voters Deschutes County and City Club of Central Oregon Virtual Deschutes County Candidate Forums for Deschutes Public Library Districts, Zones 1 and 4.

### April 26

Redmond Chamber 26th Annual Central Oregon Business Expo and Job Fair at the Deschutes County Fairgrounds Middle Sister Building.

#### April 26

9am Deschutes County Board of County Commissioners Meeting. April 26

10am-1pm City of Bend Virtual and In-Person Public Hearing for Bachelor View 3 Subdivision -PLLD20220664 at Bend City Hall Council Chambers.

# April 26

5-7pm Bend Chamber April YP Social at Windermere Central Oregon Real Estate, Bend.

### April 26

5:30pm Deschutes County Board of County Commissioners and La Pine City Council Joint Meeting.

### April 26

6-8pm Deschutes County 2040 La Pine/ Sunriver Area Spring Open House at La Pine Senior Center.

### April 26

6pm The League of Women Voters Deschutes County and City Club of Central Oregon Virtual Deschutes County Candidate Forums for Bend-La Pine School Board, Zones 3 and 5.

### April 27

1-2pm COCC Paramedicine Info Session at COCC Cascades Hall Room 114, Bend.

### April 27

4-6pm Deschutes County 2040 Sisters Area Spring Open House at Sisters Camp Sherman Fire Hall.

#### April 27

4:30-6:30pm Bend Chamber Biz & Bevs at Audi Bend.

#### April 27

5-6:30pm SCORE Central Oregon and ConnectW Cocktail Connections - Celebrating Central Oregon Business Women at 10 Barrel East.

### April 27

5:30pm Deschutes County Planning Commission Meeting.

#### April 27

6pm The League of Women Voters Deschutes County and City Club of Central Oregon Virtual Deschutes County Candidate Forums for Bend-La Pine School Board, Zones 6 and 7.

#### April 27

6-8pm Kôr Community Land Trust Annual Fundraiser, It Takes a Village to Build a Village at Tetherow Resort.

### April 28

8am Deschutes County 2023 Legislative Update.

### April 28

11am-1pm Mirror Pond Fish Passage Advisory Committee Public Webinar Meeting.

#### April 29

5-10pm La Pine Chamber of Commerce Annual Awards Banquet at La Pine Community Center.

#### May 1

Noon Kôr Community Land Trust Poplar Community Ground Breaking across from 19946 Poplar Street, Bend.

#### May 2

6pm City of Redmond Budget Committee #1 Meeting.



#### (Ongoing)

COCC Small Business Development Center Virtual Classes

**Building Permits** 

# **COMMERCIAL PERMITS WEEK ENDING 3-31-23**

### **City of Redmond**

\$40,000.00 Commercial (Tenant Improvement) 1,600 sf. at 706 SW 12th St. Redmond 97756 OR Owner: Blackwell Development, LLC 20430 Rogers Rd. Bend, OR 97701 Builder: River Trail Construction, LLC 707-272-0971 Permit # 711-23-000545

### City of Bend

\$250,000.00	-	Commercial (Alteration) 27 sf. at 1115 NE 3rd St. Bend 97701 OR Owner: Ray Kenney Credit Shelter Trust
		Builder: Midstate Builders, Inc. 541-389-5551 Permit # PRRE202209043
\$214,000.00	-	Commercial (Addition) 529 sf. at 2495 NE 4th St. Bend 97701 OR Owner: High Desert Industrial Park, LLC
		Builder: Trailhead Design + Build, LLC 541-508-7003 Permit # PRAD202205129
\$203,231.00	-	Commercial (New) 1,644 sf. at 515 SW Century Dr. Bend 97702 OR Owner: 515 Century, LLC
		Builder: Pence Construction 541-323-3393 Permit # PRNC202206185
\$103,250.00	-	Commercial (New) 16,509 sf. at 210 SW Century Dr. Ste.150 Bend 97702 OR Owner: Forum Westside, LLC Permit # PRNC202206878
\$44,722.00	-	Commercial (Alteration) 1,814 sf. at 1052 SE Paiute Way Bend 97702 OR Owner: Paiute Building, LLC Permit # PRRE202204009
\$28,000.00	-	Commercial (Alteration) 125 sf. at 63055 N Hwy 97 Bldg H Bend 97703 OR Owner: State Highway Commission
		Builder: ODOT 1-888-275-6368 Permit # PRRE202300362
\$17,810.00	-	Commercial (Alteration) 4,606 sf. at 63455 N Hwy 97 Ste.78 Bend 97703 OR Owner: CVSC, LLC Permit # PRRE202207708

### **Deschutes County**

Commercial (Tenant Improvement) at 18139 Cottonwood Rd. Sunriver 97707 OR Owner: Sunriver Christian Fellowship, Inc. 18160 Cottonwood Rd. #266 Sunriver, OR 97707 \$95,000.00 Builder: R & H Construction, Co. 503-228-7177 Permit # 247-23-000289

### Klamath County

\$30,000.00 Commercial (New) at 55400 Hwy Bly 97622 OR Owner: USA Builder: Electric Tech Construction, Inc. 925-849-5324 Permit # 483-23-000766

## Hood River County

Commercial (New) at 2405 Eastside County Hood River 97031 OR Owner: Hood River County School District 1011 Eugene, St. Hood River, OR 97031 \$15,000.00 Builder: A West Pacific Contractors, LLC 503-851-5911 Permit # 415-23-000329

# **COMMERCIAL PERMITS WEEK ENDING 4-7-23**

# City of Bend

- Commercial (Multi Family) 14,429 sf. at 1140 SW Mt. Bachelor Dr. Bend 97702 OR Owner: BVC Bend, LLC \$2,400,000.00 Builder: Wolf Construction & Development, LLC 541-200-6954 Permit # PRNC202100156
- Commercial (Alteration) 4,059 sf. at 916 NW Wall St. Ste. 120 Bend 97703 OR Owner: Sather Building, LLC \$500,000.00 Builder: Bremik Construction, Inc. 503-688-1000 Permit # PRRE202206805

## **City of Redmond**

\$95,000.00 Commercial (Tenant Improvement) at 1740 SE Ochoco Way Redmond 97756 OR Owner: City of Redmond 411 SW 9th St. Redmond, OR 97756 541-923-7710 Builder: Raymond Handling Concepts Corporation 503-408-1000 Permit # 711-23-000530



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