November 1, 2023 • VOLUME 30 • ISSUE 21

Lessons

— Page 24



Enhancing & Promoting the Economic Vitality of Central Oregon Since

SCP Hotel Redmond

Hailed as 'Cornerstone' of Downtown **Revitalization Efforts**

by ANDREA HINE — CBN Feature Writer



THE FULL RETROFIT OF THIS HISTORIC HOTEL TOOK TWO YEARS AND A \$7 MILLION INVESTMENT | PHOTO COURTESY OF SCP HOTEL REDMOND

dmitting that "the City of Redmond had the New Redmond Hotel in its downtown redevelopment plans for close to a decade," previous mayor George Endicott called the historic property's revival by SCP "the cornerstone of that effort."

SCP, which now has eight properties, had previously renovated its Colorado Springs outmoded but well-located 176room hotel "as a "sandbox to try out some things and start building our brand," according to Tobias Colvin, general manager of SCP Hotel Redmond. "But Redmond had the advantage of a full retrofit," he said.

The two-year, \$7 million project was made possible by a public-private partnership between the developer and the City of Redmond that, through its Redmond Urban Renewal Agency, provided a \$3.53 million investment in the cornerstone project.

It involved "transforming an historic gem into a stylish, modern vision of the Central Oregon aesthetic and lifestyle," in the words of SCP co-founder and CEO Ken Cruise, who said that without this "exceptional partnership, the project would not have been viable."

From a business perspective, noted Colvin, SCP "didn't want to buy high," as would have been the case in the Bend market, and "saw the writing on the wall" in terms of Redmond's future growth. This consideration is also integral to SCP's expansion plans overall. "We're always looking, but the overall market is currently very high, so we're going to be picking and choosing with intentionality," he said.

'Really Optimistic About Redmond'

by ANDREA HINE — CBN Feature Writer

'm really optimistic about Redmond," said Citv Manager Keith Witcosky. "Not only do local businesses work with each other, but they always know they can have a dialogue with city officials, and that we'll try to take time to understand their needs — as opposed to a more rigid 'that's not the correct form, move along' mentality. Together we'll figure out how to accommodate our mutual goals. We believe in the importance of face-to-face interactions to make things work, efficiently and with minimal controversy."

Drawing a comparison to

brands known for customer service such as Les Schwab or Nordstrom, "that's our emphasis as well," he said, "and we'll bend over backwards, with the proviso that it has to be done right. We respect the independent, creative,



"IN REDMOND, THERE IS ENOUGH ROOM FOR EVERY BUSINESS TO SUCCEED," SAYS CITY MANAGER KEITH WITCOSKY | PHOTO COURTESY OF ANDREA HINE

colorful spirit for which Redmond is becoming known. This extends to our city council, which is extraordinarily invested in making good decisions about the growth and PAGE 10

Redmond Spotlight — Pages 9-15

Two Groundbreakings Affirm Redmond's Commitment to **Provide Affordable Housing**

CBN Staff Report asis Village

At the first of two October groundbreaking ceremonies in Redmond, Eleanor Bessonette, executive director, described Oasis Village as a "significant milestone for our community."

When complete, Oasis Village will house 20 adult residents in 15, 100-square-foot heated shelters, and include a community building (with bathrooms, showers, a kitchen, computer area, and laundry facilities), pet area, garden, and RV/trailer storage area. The three-acre, gated housing project will be staffed full time, including with case management and peer support workers. Plans call for



OASIS VILLAGE IS DESCRIBED AS "A PATH FROM HOUSELESS CAMPS TO STABLE HOUSING" | PHOTO COURTESY OF ANDREA HINE

Going back to 2017, "when we began renovating the convalescing New Redmond Hotel, downtown Redmond was characterized by boarded-up windows, a doubling the number of shelters within two years.

"Partnerships are how we get things done in our community," she said Bessonette, while recognizing key project partners including the City of Redmond; Deschutes County Commissioners (who made about 12 acres of land available); Hayden Homes and Simplicity by Hayden Homes; H.A. McCoy Engineering and Survey; Heart of Oregon Corps; Redmond High School CTE students; and the Rotary Club of Redmond.

"A path from houseless camps to stable housing," in the words of another speaker, Oasis Village is open to adult men and women who will be able to stay anywhere from six months to two years as long as they are working toward

PAGE 14

PAGE 12

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INSIDE THIS ISSUE

Business & Industry 2
Hot News 3
Redmond Spotlight9
Utility Companies 16
High Tech Companies 18
Telecommunication
Heating & Cooling Companies22

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Who's Who 26

Businesses Serving Community...27

Healthy Communities...... 28

Business Calendar...... 31

Permits 31

Town & Country 32

CONTRIBUTORS

CHRIS MORGAN4	
SUE MEYER	Founder Pamela Hulse Andrews
LAUREN EVANS	
JAY LYONS	
ELI HARRISON	President/CEO Jeff Martin
GRAHAM DENT	
PAT KESGARD	Editor/Production Director/
MICHAEL SIPE	Feature WriterMarcee Hillman Moeqqenberq
BRUCE BARRETT	
EMILY FREED	Factore Weiten
PACIFIC POWER	Feature WriterAndrea Hine
COURTNEY COBB	
ROB ENDERLE	Feature WriterNoah Nelson
EMMA JAMES	
STU MALAKOFF	Feature Writer Simon Mather
27	
MARIAH STONE	
SCOTT NORDQUIST	Distribution David Hill
KARA ROATCH	
RON ROSS	

RECENT TRANSACTIONS

Compass Commercial Real Estate Services brokers **Jay Lyons, SIOR, CCIM** and **Grant Schultz, CCIM** represented the buyer, **ABCDietz, LLC**, in the acquisition of 1002 NW Bond Street in Bend. The 3,261 SF mixed-use building was purchased for \$1,725,000.

Brian Fratzke, CCIM, Principal with Fratzke Commercial Real Estate Advisors, Inc., represented the Seller in the sale of 6.05 Acres (5) Lots RS Zoned Land atop Awbrey Butte on Glassow Drive \$2,250,000.

Compass Commercial Real Estate Services broker **Robert Raimondi, CCIM** represented the seller, **Aero Facilities, LLC**, and various buyers in the sale of nine hangars ranging from 1,500 SF to 2,250 SF located at the Bend Airport at 63205 Gibson Air Road in Bend. The sale of the nine-unit building was valued in excess of \$1,700,000.

Dan Steelhammer, Broker with Fratzke Commercial Real Estate Advisors, Inc., represented the Property Owner, American Lane Investors, LLC in a 24-month lease located at American Lane Industrial Park 20736 Carmen Loop, Suite #140, Bend.

Brokers **Pat Kesgard, CCIM** and **Kristie Schmitt, CCIM** with **Compass Commercial Real Estate Services** represented the seller in the sale of a 5.1-acre parcel at 1699 W Antler Avenue in Redmond.

The commercial land sold for \$1,000,000.

Ontinued on Page 30

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Schnitzer Steel Rebrands as Radius Recycling

Schnitzer Steel Industries, Inc. (NASDAQ: SCHN) recently unveiled its new corporate name and identity, Radius Recycling, as part of a rebranding initiative to reflect the Company's vision, purpose, and impact on the global economy.

Formorethanacentury, the Company has developed robust networks to collect, process, and deliver recycled metals to customers around the world. As the global economy accelerates its shift toward low carbon technologies, the demand for these metals has grown significantly. Electric vehicles and renewable energy systems, widely acknowledged as crucial components of a sustainable future, require more metals compared to the technologies they are replacing.

As Radius Recycling, the Company's new identity will better align with its role as one of the largest metal recyclers, more closely reflect its position in the circular economy, and further its commitment to advance the recovery, reuse, and recycling of the essential metals required to support global carbon reduction.

"While metals recycling and steel manufacturing have been the foundation of our global business for many decades, our Company's reach now extends far beyond what the name Schnitzer Steel implies," explained Chairman and CEO, Tamara Lundgren. "Our growth has been marked by expansion in both scope and scale, and we now operate in over 100 communities across North America. Our work and our purpose have never been more relevant than they are today," she continued.

Through its integrated operating model, the Company annually diverts

millions of tons of materials from landfills, delivers recycled metals to domestic and international customers, and produces some of the lowest carbon emissions finished steel products. In addition, the Company's 3PR Third Party Recycling services increase recycling rates and support the sustainability efforts of hundreds of domestic retailers and manufacturers.

"Our new identity clearly affirms our vision for a sustainable future," Lundgren remarked. "Radius Recycling is a name that represents our 3,500 employees, thousands of stakeholders, and a future in which recycled metals sit at the center of progress, seamlessly connecting all points within the circular economy."

"This is an exciting next step in our Company's history, with an identity that reflects the essential services we provide to the communities in which we operate and the positive global impact of our products," said Eric Potashner, chief public affairs and communications officer. "While our name will be changing, our Core Values of Safety, Sustainability, and Integrity will continue to serve as the foundation of our culture and will guide us for the next hundred years."

The Company was listed as one of *TIME*'s 100 Most Influential Companies of 2023, recognized as the Most Sustainable Company in the World by Corporate Knights in 2023, and has been honored by Ethisphere as one of the World's Most Ethical Companies[®] for nine consecutive years.

The Company will change its NASDAQ ticker symbol to RDUS at the start of its next fiscal year in September 2023. *radiusrecycling.com*

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Personnel Record Requests Under ORS 652.750:

What Are They & How Do I Respond?

by CHRIS MORGAN, Partner & JOSHUA WAUGH, Attorney — Barran Liebman LLP

Whith the rise in employment-related claims brought by current and former employees, human resource personnel are fielding an increased number of personnel file requests under ORS 652.750. While most employers maintain an "employee file" for each respective employee, ORS 652.750(2) requires that very specific types of information be included. The disconnect between what many employers traditionally think of as an "employee file" and what must actually be produced under state law, often leads to confusion and the potential exclusion of information that is otherwise legally required for production.



Chris Morgan

What is included in a personnel file under Oregon law?

ORS 652.750(2) defines personnel records as "records of the employee that are used or have been used to determine the employee's qualification for employment, promotion, additional compensation, employment termination or other disciplinary action and time and pay records of the employee for the period required by the Fair Labor Standards Act, 29 U.S.C. 211(c)."

Typically, that will include traditional "employee file" documents such as their application, work authorization paperwork, and documents which describe the employee's compensation (such as a job offer which outlines pay, health insurance, and other benefits). However, it should also include documents used to determine a raise in compensation (for example, a positive performance review), as well as documents that were used to initiate disciplinary action (such as a written employee complaint, or negative performance review).

Also required to be included are the employee's "time and pay records" for the period required by the Fair Labor Standards Act. Employers should work either internally or with their outside payroll processor to timely procure and produce the records, which should ideally cover all of the items required under OAR 839-020-0012, including dates of payment, dates of work covered by the payments, the name of the employee, the name of the employer, the employer's business registry number or business identification number, the address and telephone number of the employer, the rate or rates of pay, the amount of gross wages, the amount of net wages, and the amount and purpose of any other paycheck deduction that was made during a particular pay period.

How much time do I have to produce the records?

Employees often demand their personnel records immediately. However,



under Oregon law, employers have 45 days after receipt of an employee's request to furnish a certified copy of the records to the employee. Within 45 days, the employer must also "provide reasonable opportunity for the employee to inspect" the records at either the place of employment or place of work assignment.

Who should I produce the records to?

Joshua Waugh

This depends entirely on who sent the request, and whether they are represented by an attorney. After determining which documents are non-privileged and

should be included in response to a request under ORS 652.750, the records will be sent either to the employee directly, or to their attorney. If the attorney was the one who sent the request, communication should be directed through the attorney, and the records should be sent to them as opposed to directly to the employee or ex-employee.

What happens if I ignore the request for records?

If an employer fails to timely produce a certified copy of the personnel file, they could be subject to monetary penalties in an amount up to \$1,000.00.

What should I do if I get a request?

Employers should be careful and diligent in identifying and compiling the records that are specifically called for under ORS 652.750. Determining what documents were actually used in a decision to terminate an employee (for example) requires careful thought, and often also requires discretion. Note that not all documents that might otherwise be discoverable in a legal proceeding are going to be required for production in response to a request for the personnel file. Employers should develop internal protocols for who will respond to these requests — and work with employment counsel where necessary to determine that the correct and complete file is being produced.

Chris Morgan is a partner at Barran Liebman LLP. For questions about how to handle an employee's personnel records request, contact him at 503-276-2144 or cmorgan@barran.com.

Joshua Waugh is an attorney at Barran Liebman LLP. For questions about how to handle an employee's personnel records request, contact him at 503-276-2138 or jwaugh@barran.com.

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How to Prioritize Emergency Preparedness for Your Small Business

by Expert SUE MEYER

• I run a business with ten employees, and one of the things that keeps me up at night is planning for emergencies. • How do I even begin to prepare for major disruptions when we lack the continuity resources of a large corporation?

You're right to worry about ensuring your business is a safe, secure, and resilient work environment — no matter your size! Here's how you can be proactive:

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• Daily Safety Focus: Regularly train employees about key safety processes, protective gear, and equipment protocols, including vehicles if applicable. Maintain cleanliness to minimize hazards. Implement a daily safety checklist. Conduct frequent site visits and drills to reinforce and incentivize safe practices.

• Employee Well-being: Encourage regular breaks for hydration and mental reset to sustain energy levels. Foster a professional and supportive atmosphere to manage stress.

• Enhance Security Measures: Limit access by issuing passwords, keys, and codes only to those who require them. Change all passwords and codes regularly. At day's end, ensure doors are locked, valuables are secured, and alarms/cameras are operational.

• Business Continuity Plans: Anticipate risks like strikes, natural disasters, and system disruptions. Develop and maintain continuity plans with pre-assigned roles and strategies for response. This includes identifying assembly points, emergency contacts, backup power and tech systems, and remote or alternate work locations.

• Emergency Kit Preparation: Create or purchase a grab-and-go kit for emergencies. Ensure all staff know where the kit is stored.

Incorporating robust safety and security practices not only mitigates risks but can also lead to cost savings on insurance premiums and claims. Most importantly, you'll ensure safeguard lives and ensure uninterrupted operations. By empowering your team with knowledge and preparation, you pave the way for a resilient and secure small business environment.

Meet the Expert:

Sue Meyer is a professional consultant specializing in business start-up, strategies, and planning. Her first firm was built in 1994 when finances and opportunities for entrepreneurs were varied and abundant. She and her husband, Steve, have two successful local businesses and continue to help businesses grow in today's challenging economic and customer-driven environment. After 30 years in the Phoenix metro area and traveling nationwide, Sue and Steve are proud to call Central Oregon home.

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Navigating AI in Commercial Real Estate

by LAUREN EVANS, Communications Specialist — Compass Commercial Real Estate Services

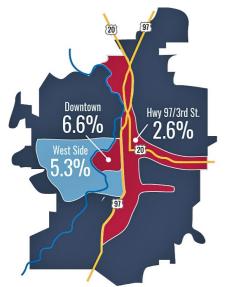
Commercial real estate has always been a relationship-driven profession. Relationships form between the broker and the client to open and close commercial transactions. But what happens when Artificial Intelligence (AI) propels itself into this relationship-centered ethos?

You've likely used AI without even realizing it. Automation exists in everyday programs, chatbots have been around for years, and virtual assistants such as Siri, Alexa and Google are a part of our day-to-day lives. It made headlines with generative AI programs like OpenAI's ChatGPT and imagery generators like DALL-E. It can streamline various processes, decrease human error, automate tasks, and increase efficiency.

How is AI Used in the CRE World?

The analytical side of AI and property technology (proptech) are the leading forces in the commercial real estate world. Proptech is redefining how brokers conduct transactions and manage properties, and automation is at its core. CRM platforms and project management software are prime examples of AI automation. These automation tools enhance efficiency and allow real estate brokers to focus on building relationships with their clients. AI and proptech tools contribute to the democratization and transparency of the real estate industry, allowing small-scale investors to perform at the same level as experienced real estate investors, reported Forbes.

Another powerful ability is predictive analysis. Various programs can analyze



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

BEND OFFICE MARKET by JAY LYONS, SIOR, CCIM, Partner & Broker

Compass Commercial Real Estate Services Compass Commercial surveyed 227 office buildings totaling 2.79 million square feet for the third quarter office report of 2023. The market experienced 12,125 SF of negative absorption in Q3 2023 with an increase in vacancy rate from 4.29% in Q2 2023 to 4.88% in Q3. This is the third consecutive quarter with negative absorption and an increase in vacancy. The amount of available sublease space increased from 83,014 SF in Q2 to 106,427 SF this quarter. This inventory, added to the 136,027 SF of vacant office space, results in an availability rate of 8.70%.

historical property sales, current economic factors, property information, location, trends, and more to provide an in-depth market analysis. Other programs use photo analysis to perform property valuations quickly and efficiently. **Challenges**

Confidentiality remains top-of-mind for commercial real estate professionals. Be cautious of what you allow AI to know, as it continuously learns from the information we input into the system. Another challenge, referred to as an AI Hallucination, is when the AI provides convincing yet highly inaccurate data. Most commercial real estate professionals are hesitant to implement these new technologies. They rightfully overanalyze what technologies are available before making a decision. Despite these challenges, 65% of U.S. executives believe AI will highly impact their organization in the next three to five years, KMPG reports.

How can we tell what is Al and what isn't? Companies such as Adobe and Microsoft have established a symbol to include with Al-generated content, distinguishing it from human-made content. Adobe calls it "an icon of transparency." According to Forbes, The University of Kansas developed an Al detector with 99 percent accuracy. It is one of the only detectors designed for academic papers.

Compass Commercial is starting to embrace AI to remain at the forefront of serving our clients. Staying on top of new AI technologies is crucial to avoid falling behind in the rapidly evolving landscape. Brokers who adapt to these technologies can focus on what they do best: building relationships with their clients.

LEASING: Leasing demand remains slow across all submarkets and suite sizes. The West Side submarket experienced 4,163 SF of positive absorption this last quarter. This was offset by the Downtown and Hwy 97/3rd Street submarkets which experienced 6,600 SF and 9,688 SF of negative absorption respectively.

RENTS: Lease rates remain flat with the high end of the market ranging from \$2.00 to \$3.05/SF/Mo. NNN and more affordable spaces ranging from \$1.40 to \$2.00/SF/Mo. NNN. While the market has seen a few rate reductions due to limited leasing activity, rate reductions are more the exception than the rule.

CONSTRUCTION: Building A of Shevlin Crossing, an 18,939 RSF Class A

NIGHTLY BUSINESS PATROLS

office building in NorthWest Crossing, is now complete and occupied by two tenants on the second floor. The first floor is in shell condition and available for lease. Building B of the Shevlin Crossing development is still in the planning stages. There are no other speculative office developments under construction.

SALES: A 1,974 SF office building located at 373 NE Greenwood Avenue sold in August for \$750,000 or \$380/SF to an owner/user. A 2,246 SF medical office building sold in July for \$1,1,35,000 or \$505/SF. There were no other notable sales this quarter.

BEND RETAIL MARKET by ELI HARRISON, Broker Compass Commercial Real Estate Services

Compass Commercial surveyed over 4.61 million square feet of retail space across 267 buildings in Bend to compile the third quarter retail report of 2023. On the leasing front, the Bend retail market remained solid through the third quarter of 2023, experiencing a slight dip in overall vacancy, from 2.81% in Q2 of 2023 to 2.54% in Q3. There is now 116,948 SF of available retail space for lease in Bend.

LEASING: Recovering from a slight increase in overall vacancy in Q2, the Bend retail market responded with a steady third quarter. The Central submarket in Bend experienced positive absorption of 1,435 SF, which caused the vacancy rate to decrease from 2.93% in Q2 to 2.72%. The West Side and East Side submarkets experienced no change in overall vacancy rate, while the North 97 submarket saw a slight increase in overall vacancy with 42 SF of negative absorption. The Southern submarket still

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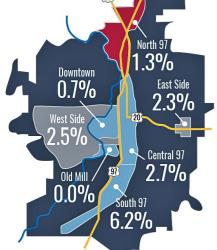


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RETAIL VACANCY RATES (Change since last quarter)
Increased Decreased No Change

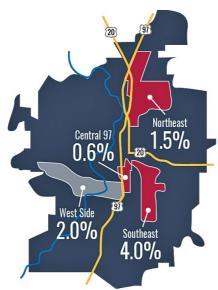
maintains the highest vacancy rate in Bend, although it experienced a decrease in vacancy from 7.10% to 6.19% in Q3 of 2023.

RENTS: The asking rental rates for Bend retail space continue to hold steady between \$1.30 and \$4.00/SF/Mo. NNN with the highest rates associated with drive-thru sites and new construction.

CONSTRUCTION: Vertical construction has begun for Killian Pacific's new multifamily complex, The Jackstraw, across from the Box Factory on the west side of Bend. The new project will feature 313 high-end residential units and 16,976 SF of ground-floor retail space, with the shell scheduled for completion in the fall of 2025. The new 129-unit multifamily development at 515 SW Century Drive and the adjacent 1,625 SF retail building are on track with construction. The project is still on pace to be completed in

February of 2024.

SALES: The former 11,500 SF Walt Reilly's restaurant and entertainment venue located at 225 SW Century Drive sold for \$4,130,000 or \$358.70/SF at the end of August to Top Chef alum Brian Malarkey and his brother James Malarkey. The brothers will be opening their new concept called Hawkeye and Huckleberry Lounge around Q1 2024.



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 321 Bend industrial buildings totaling 4.65 million square feet for the third quarter of 2023. The market experienced 53,239 SF of negative absorption during the quarter. At the end of Q3 2023, the overall vacancy rate stood at 2.40%, the highest vacancy rate recorded in the Bend industrial market since Q3 2020 and an increase from 1.26% in Q2 2023. There is now 111,781 SF of industrial space currently available in Bend.

LEASING: Leasing velocity continued to cool during the third quarter, even among

the smaller bay industrial units which are typically the most sought after in the Bend industrial market. Tenants have many more options than they did just six months ago. There are currently 20 available industrial units between 1,500 SF and 3,000 SF. Increasing supply and slowing demand will begin to have an impact on asking lease rates as landlords begin to compete for fewer tenants.

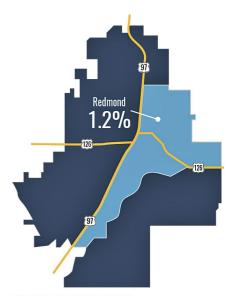
RENTS: Despite the increase in vacancy and slowing demand, the average asking lease rates remained largely unchanged at the end of the third quarter down just \$0.03 from \$1.12/SF/Mo. NNN to \$1.09/SF/Mo. NNN.There are a handful of highly specialized industrial/flex spaces commanding between \$1.25 and \$1.40/SF/Mo.

CONSTRUCTION: In Bend, there is one speculative industrial project underway at the corner of SE Wilson Avenue and SE 9th Street. This is the Midway project consisting of three buildings, one of which will be occupied by Blackstrap. The remaining two flex buildings total 27,789 SF and will be delivered in spring 2025.

SALES: One notable sale occurred during the quarter. The property located at 63033 Sherman Road sold to an owner/user for \$1,650,000 or \$210/SF. The increasing cost of financing has made it difficult for investors and owner/users to make new purchases pencil. Softening leasing fundamentals combined with maturing debt over the next 12 months might spur additional sales activity.

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

Compass Commercial surveyed 91 buildings totaling 1.75 million square feet for the third quarter Redmond industrial market report of 2023. The Redmond industrial market experienced 93,840 SF of positive absorption, resulting in the vacancy rate decreasing from 5.24% in Q2 2023 to 1.16% in Q3. There is now 20,251 SF of available space. In our Q2 report, we noted a significant increase in vacancy rate caused by Traeger vacating a 72,000 SF facility at



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

601 E Antler Avenue, which was quickly absorbed by BasX Solutions in Q3.

LEASING: Activity in the Redmond industrial market continues to show movement with a demand for industrial space that includes yard space. The market remains tight with very limited spaces available between 1,500 SF and 5,000 SF. This quarter, we added two industrial buildings to the survey increasing our surveyed footage to 1,746,335 SF from 1,722,495 SF in Q2.

RENTS: The Redmond industrial market continues to be strong with a slight increase at the top of the market. Average asking rates in the Redmond industrial market are between \$0.90 and \$1.25/SF/Mo. NNN depending on the condition and size of the space. Asking rates for new projects under construction are between \$0.95 and \$1.25/SF/Mo. NNN.

CONSTRUCTION: There is currently 30,000 SF to 50,000 SF of industrial space

Continued on Page 30

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Significant SBA Loan Updates for Business Buyers & Sellers

by MICHAEL SIPE, President — CrossPointe Capital

WWII, the U.S. Small Business Administration was formed in 1953 and signed into law by President Eisenhower. The agency was formed to "aid, counsel, assist and protect, insofar as is possible, the interests of small business concerns."

Although the SBA performs a number of functions in support of small businesses, arguably the most directly beneficial for small business buyers, sellers and operators is the SBA Loan Program, which was launched in 1954. The SBA provides loan guarantees that reduce risk for commercial lenders by providing loan guarantees for small business buyers (who otherwise would

not be sufficiently creditworthy), thus making it possible for entrepreneurs to acquire and fund business-related real estate, equipment, and business purchases. The two key SBA loans are 504 loans and 7(a) loans.

504 loans provide long term fixed rate financing for major fixed asset purchases by existing businesses that promote business growth and job creation.

The 7(a) Loan Program is the SBA's primary business loan program for providing financial assistance to small business. 7(a) loans can be used for a number of purposes, but for those of us involved in business acquisition and sale transactions, the 7(a) Loan Program is a powerful tool to fund business acquisitions. The maximum 7(a) loan amount is \$5,000,000, which, given a strong business and a strong buyer can fund transactions encompassing some or all of the valuation of most small businesses.

For business buyers, the 7(a) program offers several benefits. First, for many buyers, it makes borrowing for a business acquisition possible. Second, the down payment requirements (while dependent on each situation) are modest. Third, the loans are fully amortized over a ten-year term, which makes a material difference in monthly and annual business cash flow. Finally, the interest rates are a negotiated premium over Prime Rate — typically less than 3 points above Prime, dependent on the business and buyer qualifications.

The variable rate is a two-edged sword. When interest rates are low, as they were until the last couple years, the relatively low monthly loan payments eased cash flow.

In addition, since the amount by which business cash flow exceeds debt service drives lender consideration of loan size, low interest rates support higher business valuations.

Because SBA loan interest rates are variable, the recent increase in interest rates has increased loan payments on existing SBA loans substantially. For example, the loan payment on a \$2mm 10-year loan at 5% is \$21,213 per month. That same loan at a newly revised rate of 10% requires a monthly payment of \$26,430, about \$5,000 per month more than the business was previously paying. This should be a wakeup call to business operators. Variable interest rates do vary. They don't always stay low. The good news, of course is that rates could go down to previous low levels again. Don't bet on it.

Of further consideration for business buyers and sellers is that a deal that could have been done at \$2mm a few years ago at 5% loan interest rates, will only be financeable today at a value that's likely hundreds of thousands of dollars less, when financed at a 10% rate. This is a simplified comment, as each deal, bank, buyer and subject business is different. The big picture point is, when interest rates rise, lenders finance smaller valuations due to increased loan payment amounts. This has significant ramifications for business purchase and sale transactions.

For buyers, it means a larger down payment, subordinated debt or small equity investor infusions may be required.

For sellers, this could mean a price reduction, a requirement to provide seller financing, or an acceptance of a reduced potential buyer pool and a longer sales process.

A qualified mergers and acquisitions professional can guide buyers and sellers through the complexities of the transactional structure options in this new lending landscape.

Now, for some good news. The SBA issued a new Standard Operating Procedures summary in August that could prove helpful to buyers and sellers in this tougher economic environment. Here are some highlights.

1. For a complete change in ownership, SBA requires a minimum of a 10% equity injection, typically coming from the buyer. The new SOP provides a couple pathways for seller financing to help offset buyer cash infusion requirements. This is not only important for buyers, it also opens a broader universe of buyers to business sellers.

2. An equity injection is not required for loans made for an ESOP to acquire 51% or more interest in a small business. ESOP loans can now be processed through the streamlined Preferred Lender Program, at the lender level, rather than having to grind their way through the centralized Federal SBA approval process.

3. The SBA now permits loan proceeds to fund a partial ownership change — either through a stock sale or redemption. Previously, the SBA 7(a) program was used to fund outright purchases. Although there are, of course, complexities, this may open a pathway to sale of a business to a key employee or family member funded with a low-down payment SBA loan. This could be a breakthrough opportunity for some closely held businesses where the owner is phasing into retirement.

4. Historically, an applicant for a business loan had to show that the funds they were looking to borrow were not available from the borrower's personal resources. SBA lenders no longer need to consider the personal resources and liquidity of borrowers when they apply for SBA loans. This may be especially beneficial for affluent buyers looking to conserve cash and "keep their powder dry."

In summary, we have a classic bad news-good news situation. The economic environment for business buyers and sellers is tougher than it was a couple years ago. However, the new SBA rules may open fresh paths for achieving transactional success.

To navigate the financing of a business purchase and sale effectively and to successfully complete transactions prudently and sustainably requires skilled professional advice. A seasoned mergers and acquisitions advisor, an excellent transactional attorney, a capable CPA and selection of the right lender (not all SBA lenders are the same) can make the difference between celebration and consolation...or desolation.

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

COTTOP PROJECTS?

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REDI's Steve Curley Details Redmond's Advanced Manufacturing Successes

by ANDREA HINE — CBN Feature Writer

" I's interesting and a lot of fun to see diverse industries and companies — with the fascinating people who run them — choosing Central Oregon to make their home," said Steve Curley, director of Redmond Economic Development Inc. (REDI).

"Each community has a different culture, its own flavor, and I would characterize Redmond's as 'get it done," he continued. "For example, people in the Community Development Department here are always very willing to roll up their sleeves and solve any issues that arise. In



Steve Curley

Redmond, we try to be as flexible as possible with projects that will benefit the community."

Curley added that "it's a huge benefit to have EDCO lead a company to the right place, help them with obstacles and challenges (such as facilitating the permit process), and connect with local, state, and federal resources."

As he explained, "my focus is on the traded sector: industries that sell their goods and services to customers outside the region where they are located. In Redmond, we have 700 acres purposed for large-lot industrial properties, and over time have developed a reputation as an advanced manufacturing community."

Examples include:

- BASX, Inc., a manufacturer of precision engineered HVAC products for data center and cleanroom industries, is (with 600 employees) the largest traded sector manufacturer in Central Oregon.
- Composite Approach specializes in composite-related projects "which is an art as much as a science," in Curley's words — from jogging strollers to aircraft, unmanned marine vehicles, and RVs.
- RDD Enterprises is an aviation research, design and development group serving the experimental aircraft community.
- Lancair International, which specializes in "ultimate performance aircraft," was an early aviation company here, said Curley, serving as "the first stake in the ground that sprung other aviation and composite businesses."
- Oregon's Wild Harvest, which grows and manufactures organic herbal supplements, relocated from Sandy, Oregon to Redmond.
- Aircraft Rubber Manufacturing makes steel-pressure bladder tanks (steel-pressure vessels fitted with an internal bladder that stores foam concentrate) for the Department of Defense. (For example, Curley said,



RDD ENTERPRISES IN REDMOND SERVES THE EXPERIMENTAL AIRCRAFT COMMUNITY | PHOTO COURTESY OF RDD ENTERPRISES

"If a bullet goes through a piece of heavy equipment such as a tank, the bladder keeps it from exploding."

- Seneca Holdings is the world's oldest and largest manufacturer of made-toorder traffic and specialty doors (as seen in grocery stores and commercial kitchens) with a national client base.
- Nosler, which previously purchased 60 acres near the Redmond Municipal Airport, plans to build a new 85,000-square-foot facility for its ammunition and high-end rifle operations "designed for hunting enthusiasts," in Curley's words.

Looking to the future, Curley sees potential for beginning to grow the area's high-tech sector — particularly with semi-conductor-related supply chain companies — through federal and state funding designed to spur innovation and create jobs outside existing tech centers like San Francisco and Seattle. "It could be the tip of the spear," he predicted.

rediinfo.com rddent.com

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Plans Underway for 'Massive Expansion' to Make RDM 'Bigger & Better'

by ANDREA HINE — CBN Feature Writer

ejoice, those who depend on the Redmond Municipal Airport (RDM) for flights in and out of Central Oregon, as plans are underway for a "massive expansion," in the words of Zachary Bass, director, to double the size of the terminal, and "expand and update basically everything to make it bigger and better."

Currently ranking #100 in size among U.S. airports, RDM has handled increasing numbers of passengers since the first commercial flight by United took off back in 1946. Passenger count totaled 200k annually in 1997, and 460k by 2009 resulting in a major airport expansion, When Bass started at RDM eight years ago, the number of annual passengers had gone up to 700,000, and now stands at 1.25 million "which is way ahead of growth projections," he said.

As a result, there simply isn't enough space -– with congestion affecting everything from security lines to seating at the gates, baggage claim, bathrooms, and food and retail concessions. The major "pain point," according to Bass, is the holding (or waiting) area - most dramatically during the airport's busiest 6-8am period when 11 flights arrive and depart. "At some point, we can't put more people in a building," Bass has said.

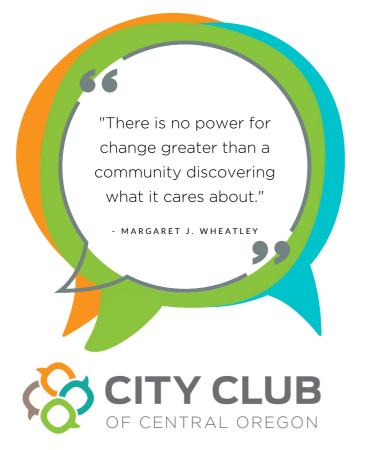
The first phase of the expansion will get underway this fall and take two years to complete at a cost of \$100M. It includes completely redesigning the second floor, adding

50,000 square feet, and constructing six or seven jet bridges to reduce the number of flights boarded outdoors on the tarmac. Funding will come from airport savings and federal grants; no city taxes are involved, said Bass.

Phases two through five will expand and reconfigure the ticket and baggage claim areas, control tower, east side departure lounge, and administration offices. Completion of all five phases is contingent on acquisition of funding, including the airport's own revenue, a variety of state and federal grants (for which, Bass admitted, there is "intense competition"), the 2022 Bipartisan Infrastructure Law that set aside more than \$2 billion for U.S. airports, and a possible revenue bond.

Also envisioned upon completion of all five phases are roughly 12 additional gates that will, Bass hopes. motivate airlines to augment their schedules with more connections. (He characterized the most recent example, Alaska Airlines' new direct flight to Las Vegas, as "doing gangbusters.")

Local officials are unanimous in crediting RDM's major role in the area's economic





RENDERING | COURTESY OF REDMOND MUNICIPAL AIRPORT

development. Redmond City Manager Keith Witcosky compared its importance to "the Deschutes River or the Cascade Mountains when it comes to determining the success of Central Oregon," while Jon Stark, EDCO's chief executive officer, has been quoted as saying "without it, we're an island."

These sentiments are buttressed by a State of Oregon economic impact report that projects the full expansion at RDM will add 207 jobs and bring in \$39 million a year to the area.

Calling himself "a cheerleader for the airport," Bass — who "has "always been around aviation" and admits that "I don't do well standing still" — is well equipped to face the challenges that lie ahead for his 40-employee team. And given "great support from the city council and the region" for the ambitious expansion plans, one of the busiest commercial airports in the entire Northwest is well on its way to become "bigger and better."

flyrdm.com

ity Manager Continued from page 1

change the city faces."

Using the term "rising tide" to describe the influx of businesses starting up or relocating to Redmond's downtown area, Witcosky citied the SCP Redmond Hotel, calling it "one of the most successful jewels in their chain. The renovation of this historic property tipped the dominos for investment in the town, and created more energy than we ever could have expected."

Other examples, said Witcosky, include Grace and Hammer Pizzeria, housed in a renovated historic church, "whose owners felt that Redmond was in harmony with what they wanted to do;" Local Paws pet store, which "succeeded beyond their expectations;" and General Duffy's, which "turned around a really blighted area of downtown, attracts musicians from all over the world, and is always packed,"

The list goes on with Arome kitchen supply store and Sisters Meat and Smokehouse, both of which chose Redmond for their second location; and First National Bank, home to Desert Prairie clothing and a variety of independently owned retail shops. "In Redmond, there is enough room for every business to succeed," said Witcosky.

Just as businesses attract other businesses, "the City has also attracted some incredibly talented folks for important positions, and talent follows them," Witcosky said, naming Chuck Arnold ("a legend, one of the best of the best," previously executive director of the Downtown Bend Business Association, who has led Redmond's downtown revitalization efforts for almost nine years); Chief of Police Devin Lewis, who was selected following a national search; and Public Works Director Jessica MacClanahan, who leads a team of 87 people (almost 40 percent of all city employees), and oversees a \$76 million budget.

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"At this point, Redmond's biggest barrier to further economic investment is transportation and transportation funding," said Witcosky, "specifically capacity. We need to figure out more opportunities to move vehicles across U.S. 97, and develop routes that alleviate further congestion without cutting through the heart of the city. Plans currently include connecting Veterans Way to 126E, as well as eventually implementing an arterial road system on Redmond's east and west sides."

With decades of government experience (including 20 years in Portland, Witcosky's enthusiasm remains undimmed. "In my job, day in and day out, I never know what's going to happen," he said. "That's what makes working in government so fun — the excitement of pivoting from issue to issue and harnessing change."

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Are High Interest Rates Crushing Commercial Real Estate?

by BRUCE BARRETT, Broker — Windermere Commercial RE

e know the story of the small snowball at the top of the hill that begins to roll, gathers momentum and size crushing all in its path.

This short but dramatic illustration represents the US economy when after the Great Recession in 2008 interest rates were reduced and held artificially



low. This overheated the economy. Monetary intervention for primarily political reasons created a gigantic cash "snowball" when it was injected with even more government monies during the pandemic.

Too much easy money, consumer spending, and the resultant runaway inflation resulted in the Federal Reserve's intervention through rapid escalation of the Fed Lending Rate.

Local commercial real estate transactions are one of the casualties in the path of this "economic snowball" and it has dramatically impacted investors, owner/ users and tenants. Three years ago, commercial property was sold and leased as fast as it hit the market. Those transactions now look dramatically different as interest rates "snowballed" their profitability.

Impact on Investors

As the Fed hiked interest rates, riskier investments, particularly those financed with variable loans that increase with the interest rate, became unappealing.

"The U.S. economy's strength and continued tight labor markets could require still tougher borrowing conditions to control inflation," Fed Chair Jerome Powell said recently. Already a wave of corporate bankruptcies are washing through the economy.

Scott Jewell has investment properties in Central Oregon. He says, "With the current interest rate we have now after the 11th rate hike, investors are nervous and proceed cautiously. Higher rates translate into higher lease rates. Generally, this is not the right



HISTORIC FED PRIME BANK LOAN RATE CHANGES | SOURCE: BOARD OF GOVERNORS OF THE FEDERAL RESERVE SYSTEM (U.S.)

time to be buying investment property. I can get 5.25% in a CD with no risk."

Commercial real estate loans for the purpose of buying investment property have a shorter term that those for residential. Unlike residential loans, the terms of commercial loans typically range from five years (or less) to 20 years, and the amortization period is often longer than the loan term. A lender might make a commercial loan for a term of seven years with an amortization period of 25 years.

Jewell says, "Many loans that were written 2 to 4 years ago have 5-year terms. Those loans will go from 4% to a new refinance rate close to 8%. The payment will increase significantly. This will spell disaster for many investors."

John Gittelsohn of Bloomberg, says, "About \$1.2 trillion of debt on U.S. commercial real estate is 'potentially

troubled' because it's highly leveraged and property values are falling. Office values have tumbled 31% from a peak in March 2022."

Defaults are likely to increase as property values fall and costs rise for landlords who need to refinance at higher interest rates.

Impact on Owner/Users

Owner/Users might be in a better position than pure investors to buy commercial real estate. A Central Oregon banker recently shared that the impact of high interest rates on owner/users is situational. Lenders are still making loans but the borrower can expect much higher payments.

The banker points out however, it might still be a benefit to the owner/investor if the real estate purchase creates a better business environment that overcomes the higher loan interest and favors the

> bottom line. If the loan makes financial sense, the rate should not stop the borrower from making an otherwise sound decision. He says, "You marry the loan but date the rate."

> He also suggests a short term lease with option to buy that locks in a purchase value now rather than an inflated value in the future. Most regional lenders have strong liquidity with money to loan. Some creative options for structuring a loan include support from Business Oregon and SBA.

Impact on Tenants

Central Oregon commercial brokers report there have been national tenants walking away from properties. The Bank of America's Redmond branch has this website posting: "Drive up is



SCOTT JEWELL'S RECENTLY REMODELED NORTH REDMOND CHILDCARE FACILITY | PHOTO COURTESY SCOTT JEWELL

closed but the lobby is open for clients. This location will permanently close 08/06/2024."

Office space is particularly hard hit throughout the US and more recently in Central Oregon. Compass Commercial Real Estate Services report in Compass Points, "The Bend office market experienced 12,125 SF of negative absorption in Q3 2023 with an increase in vacancy rate from 4.29% in Q2 2023 to 4.88% in Q3. This is the third consecutive guarter with negative absorption and an increase in vacancy. This inventory, added to the 136,027 SF of vacant office space, results in an availability rate of 8.70%."

Tenants are experiencing sticker shock for office, industrial and retail space because of the increase in landlord costs. Inflation has seriously increased the costs of building operations. These costs include taxes, maintenance and insurance. These costs are usually charged directly back to the tenant along with a 3% annual rent increase. At the end of the lease term, most leases call for an adjustment in the lease to market rate. Market rates have spiked in the last three years.

Steve Curley, executive director of Redmond Economic Development Inc. works daily with "traded sector" businesses wishing to locate or expand their business in Redmond.

"Everyone is holding their breath when it comes to the current interest rate situation," says Curley. Businesses are "still in touch" with REDI. He continues: "One company with money to expand is cautious in the current monetary environment. Desire to be in Redmond is still there, but it's a matter of timing for them to take the next steps."

The Central Oregon commercial real estate market has been significantly impacted by the snowball of high interest rates impacting investors, owner/users and tenants but there is still hope for a soft landing in 2024.

windermere.com





more permanent housing.

Fundraising for the construction of Oasis Village began in 2020, and received a major boost from a \$975,000 grant allocated by Gov. Tina Kotek to help tackle the state's homelessness crisis. Additional funding includes a \$967,500 grant from the county's American Rescue Plan Act, the state of Oregon and the Central Oregon Health Council. Support has also come from community organizations, churches and private individuals.

"We see housing as a whole continuum. It is not going to solve all of our problems, but it is a piece along the way to help those that are houseless in our area," Bessonette said. "Oasis Village embodies the spirit of our community where hope takes root and lives are transformed. It is a testament to what we can do when we all work together."

Spencer Court

The month's second groundbreaking, hosted by Housing Works, the regional housing authority for Central Oregon, celebrated the start of construction on a 60-unit modern affordable housing community. It is located on a 3.43-acre site that was previously underutilized with 16 obsolete units built in the early 1980s.

Keeping the previous property name of Spencer Court, named after a long-time resident who passed a few years ago, the new development will include four new

three-story buildings, a community building for residents to gather with a dog washing station, a playground, a dog run, and abundant bike storage. The mixture of unit types — ranging in size from duplexes to quadplexes, and from two to three bedrooms — will support and encourage various household compositions and multi-generational interactions.

The Spencer Court development is supported by funds from Deschutes County, Oregon Housing and Community Services, the City of Redmond, Washington Federal Bank, and PNC Bank.

Transforming Lives The New Shepherd's House Redmond Center

by EMILY FREED, LEED AP, Project Manager — Pinnacle Architecture

The 2023 Human Right to Housing Report Card released by the National Homelessness Law Center gave the United States a failing grade. This does not come as a surprise to Central Oregonians, who have seen a 28 percent spike in homelessness in just one year. In response to this pressing issue,



Shepherd's House took a proactive step by opening another much-needed low-barrier houseless shelter in Redmond. For nearly a decade the organization has been operating a seasonal cold-weather shelter, each year searching for a new location to set up shop. This permanent year-round location is a game-changer, allowing the organization to provide consistent services and focus more on day-to-day programming.

When an opportunity arose in the form of a former restaurant and then church, the Pinnacle team swiftly assessed the space, diligently examined zoning and building codes, and enthusiastically embarked on the design process. The result is the Redmond Center, a place where 48 individuals, including men, women, and children, can find shelter every night and where



SHEPHERD'S HOUSE REDMOND CENTER MULTI-USE COMMON SPACE WITH ADJACENT COMMERCIAL KITCHEN

over 800 meals are provided on a weekly basis.

This facility goes beyond the basics, offering a range of on-site wrap-around services, including case management, counseling, healthcare support, and assistance with housing resources through partnerships within the community.

The architectural design strikes a delicate balance between comfort and resilience. The primary aim is to ensure that visitors not only feel safe but are also inspired to undertake long-lasting, positive transformations. Space has been thoughtfully optimized to include a versatile multi-purpose room, a professional-grade kitchen, three dedicated sleeping areas, and private accommodations for families, alongside essential support spaces. The high ceiling in the common area creates an open and welcoming atmosphere, even when the facility is bustling with activity. In the sleeping areas, lowered ceilings contribute to a cozy ambiance.

Security was a central concern during the project's development. A meticulous approach to design has resulted in unobstructed sightlines throughout the building, reducing the reliance on security cameras. The generous use of doors and windows with substantial glazing fosters a sense of connection within the facility. The color palette, drawn from the Shepherd House logo, combines soothing blues and warm wood tones, enveloping the environment with a welcoming and safe atmosphere that is uniquely branded.

The ultimate aspiration of this new facility is for residents to regain their footing by participating in the long-term program where they live onsite for one year, but volunteer at the facility for two years, embodying the ethos of community and reciprocity.

Staying true to our mission to enhance lives and communities, the Pinnacle Architecture team volunteered at the new shelter to build an exterior dog run, with materials generously donated by Mike's Fence Center, and install a felt wall mural in the common space. When our team sees an opportunity to go above and beyond to make a



DUSK | PHOTOS BY MAX HUSBANDS

project shine, we can't resist.

Emily Freed, LEED AP, project manager at Pinnacle Architecture, joined the architecture industry to be part of projects that positively impact communities. At Pinnacle, she continues to share this passion, creating mission-driven places to benefit end-users of the built environment. Expertly guiding project teams, she delivers quality, multifamily, commercial, and civic places.

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Deschutes County Fair 'Encapsulates the Spirit of Central Oregon'

by ANDREA HINE — CBN Feature Writer

"We're hitting on all cylinders," said Geoff Hinds, director, looking back on the 2023 Deschutes County Fair & Rodeo, which attracted 840,000 total visitors, and "exceeded expectations in its economic impact, generating millions in revenue for both local and traveling small businesses."

With a 20-year career in managing fairs, festivals, concerts, and special events, Hinds was exposed to the field through his grandfather, who served as chief executive officer of the Los Angeles County Fair, one of the nation's largest with 1.3 million annual visitors, "I was probably introduced to that world at one or two years old," he recalled.

Jumping ahead to June 2019, when Hinds started as director of the Deschutes County Fair & Expo (DCFE), "I was just in time for the 100th annual fair, and the Covid shutdown." Taking that in stride, Hinds said that "in the last few years, we've experienced the highest profitability and revenue in history — along with record-setting growth in gate revenue."

According to Hinds, the current 320acre DCFE facility is the largest in the northwest, and one of the largest of its

type in the U.S. — with 300,000 square feet of indoor space. The multipurpose fair and event venue is owned and operated by Deschutes County, with almost 400 annual events including the fair itself. Local economic impact generated by events at DCFE so far in 2023 totals \$94,999,100 — with \$25 M coming from the fair alone.

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THE 2023 DESCHUTES COUNTY FAIR ATTRACTED 840,000 TOTAL VISITORS, AND GENERATED \$25M IN REVENUE | PHOTO COURTESY OF GEOFF HINDS

(Underscoring the regional appeal of the various events is the fact that 50 percent of DCFE visitors came from 50+ miles away in 2023, while 43 percent traveled 100+ miles.)

"While we were thrilled with the incredible success of the 103rd Deschutes County Fair & Rodeo," said Hinds, "we watched through the lens of planning for 2024. We're always trying to find creative ways to focus on history and tradition, while adjusting and building on our scope. One example was this year's drone show, the first of its kind in Central Oregon. And I can promise more new surprises in 2024."

"Our bottom-line goal, in addition to being financially successful and contributing to the economic growth of the region, is to continue to produce a good product that people can enjoy — one that truly encapsulates the spirit of Central Oregon.

expo.deschutes.org



ton of antique stores, and a tea shop with erratic hours," said Colvin. "After 6 or 7pm, it became a ghost town, with nothing to bring people into the area."

However, he said, "as soon as construction began, it spurred other investment and redevelopment projects as more and more businesses began locating downtown, a trend that continued as SCP Hotel Redmond has become established. In just the four years since we opened, downtown's previous 60-70 percent occupancy rate has jumped to 90-95 percent — there's a lot going on now."



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Colvin provided examples of other businesses that followed the hotel's lead: Ida's Cupcake Café, Diego's Spirited Kitchen, various breweries and brew pubs (Wild Ride Brewing being one example), General Duffy's Waterhole and Annex (a taphouse and live music venue with five on-site food trucks), Cascade Hasson Sotheby's International Realty (which expanded into the historic Mayfair Theater/ Atkinson Building on Sixth Street), food events, and a new co-working space.

Colvin — who moved from Atlanta with his wife after they both quit their jobs, traveled across the U.S. in an RV in search of a place to put down roots, and decided that Redmond was "exactly what we're looking for" — said that "business is constant" at the SCP Hotel Redmond. "Our occupancy rate in 2022 was 83 percent, which is pretty awesome."

CascadeBusNews.com

Real Estate Brokers Reflect on Market Dynamics for Fast-Growing Community

by SIMON MATHER — CBN Feature Writer

he latest phase of a multi-faceted 42,000-square-

foot project with a design nod to Redmond's historical agricultural roots and targeting a broad range of tenants is coming on stream to help meet strong demand for quality flex space.

The successes of Bend's commercial real estate market over the last decade are well documented but latterly available land has been in short supply, and barriers to entry for developers looking to add needed inventory have become prohibitively costly.

As a result, developers and businesses have increasingly looked north to Redmond, where land has been in greater supply, and the cost of housing is generally more affordable than in Bend.

The Red Barn Industrial Center project off NE Jackpine Avenue and 11th, is one such example, with the finishing

touches being put to building #3, offering over 13,000 sq. ft. of new construction industrial flex space, zoned M2/Heavy Industrial.

The property consisting of a trio of matching buildings on 3.26 acres has been developed by Lawnae Hunter, owner/broker of Central Oregon-based PLUS Property Management, who has a wealth of experience including projects spanning office, custom home, and land development over the course of her more than 40 years in the real estate industry.

She acquired the property in the pre-Great Recession days and weathered the ensuing economic fluctuations waiting for the market to be ready for such a project, with much thought being put in to offering many features that industrial tenants would like to see.

The aim was to create something of a "recession-proof" concept that would be an asset to the community and be in demand no matter what the state of the economy, and that has proven to be the case for the initial stages of the campus.

The latest phase includes one of a pair of 13,000-square-foot buildings flanking a slightly larger central building at 16,000 sq ft with drive-through capability and overhead doors on either side of suites.

As much flexibility as possible has been incorporated into the project, with energy efficiency optimized to deliver cost savings to tenants and a design, by Redmond-based Tekneek Architecture, that aims to echo the area's lumber and agricultural background while embodying a contemporary feel.

The towers containing mechanical components are evocative of grain silos, and the architectural style is somewhat consistent with that of the nearby fairgrounds Expo Center.

Features include the ability for circulation of large trucks, including 53-foot trailers, able to turn around on site, as well as grade levels loading docks for



PHOTO | COURTESY OF DUKE WARNER REALTY

shipping and receiving.

The buildings are constructed of prefabricated steel featuring generous ceiling heights and roll-up doors, with the potential to demise #3 into three suites, and there is up to 9,000 SF of yard space east of the building.

The location also enjoys easy access to Highways 97 and 126, the primary northsouth and east-west transport routes in Central Oregon and lies in the Redmond Enterprise Zone — offering potential tax benefits.

In regards to market dynamics, Bruce Barrett, a Commercial Broker at the Windermere Commercial — Redmond office, paid tribute to the work of the Redmond Development Inc. (REDI) office of Economic Development for Central Oregon (EDCO), supported by the city, in attracting traded sector businesses to the area and praised community leaders for a business-friendly approach to go along with great fundamentals.

The city has also helmed the Desert Rise industrial park project which offers tax incentives for relocating companies and larger "shovel-ready" lots.

Barrett said the market had slowed somewhat recently in the face of increased interest rates, which affected the feasibility of projects, but banks still had a strong interest in owner-user opportunities for viable businesses, and there were helpful incentives including the ability of Business Oregon to potentially buy down rates.

On the residential front, colleague Kris Rees of the Windemere Redmond office said homebuyers were encouraged by a more attractive, vibrant downtown, urban renewal, and economic development opportunities in the community. "I moved to Redmond 23 years ago to work as one of developers of the 80-acre Canyon Rim

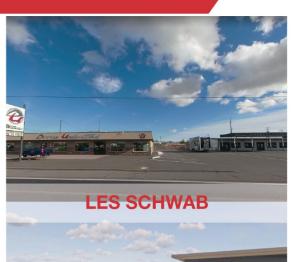
Ontinued on Page 31

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Utility Companies

Utility Companies (Listed Alphabetically)

Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Number of Customers	Service Area	Services
Avion Water Co. Inc. 60813 Parrell Rd. Bend, OR 97702	541-382-5342	541-382-5390	avionwater.com avion@avionwater.com	Jan Wick, Jason M. Wick	34	1969	15,000	From Bend to Powell Butte, to north of Redmond & south to Wild River.	Domestic water, deep well water.
Cascade Natural Gas Bend, OR 97701	888-522-1130	888-649-9912	www.cngc.com service@cngc.com	Jeff Staudenmaier, Sue Potje	32	1955	60,000	Bend, Chemult, Crescent, Gilchrist, La Pine, Metolius, Madras, Prineville, Redmond & Sunriver.	Gas utility services & after-hour emergency services available.
Central Electric Cooperative 2098 NW Sixth St. PO Box 846 Redmond, OR 97756	541-548-2144	541-548-0366	www.cec.coop ceccustomerservice@cec.coop	Brent ten Pas	80	1940	29,396	Deschutes, Crook, Jefferson, Grant, Linn, Wasco & Lake Counties.	Electric distribution cooperative.
Central Oregon Irrigation District 1055 SW Lake Ct. Redmond, OR 97756	541-548-6047	541-548-0243	www.coid.org info@coid.org	Craig Horrell	30	1918	3,700	Central Oregon canal & Pilot Butte canal & laterals.	Delivery of irrigation water, maintenance of district easements & canal systems.
Cimmarron City Water Co. PO Box 5441 Bend, OR 97708	541-389-7480	541-610-1640	info@ccwcbend.org	Board of Directors	3	1967	155	Cimmarron City.	Domestic water.
CoEnergy Propane 1818 Hwy. South 97 Redmond, OR 97756	800-510-5886	541-504-1024	www.coengergy.net info@coenergy.net	Darcie Vanderyacht	9	2001	3,800	All of Central Oregon.	Providing your home, business or construction project with propane gas & accessories.
Crooked River Ranch Water 13845 SW Commercial Loop, PO Box 2319 Terrebonne, OR 97760	541-923-1041	541-923-5936	www.crrwater.com frank@crrwater.com	Frank Day	6	1977	1,588	Crooked River Ranch.	Water.
Ferrellgas 900 NE First St. Bend, OR 97701	541-382-1161	541-382-1744	www.ferrellgas.com ericnelson@ferrellgas.com	Eric Nelson	10	1963	4,000	All of Central Oregon.	Propane gas.
Indian Meadow Water Co. 14833 Schooner Sisters, OR 97759	541-383-5044	N/A	N/A	Sharon Wonderly	2	1985	288	Indian Ford area.	Water.
Laid Law Water District 64619 Hwy. 20, Unit C Bend, OR 97703	541-389-1255	N/A	www.laidlawwaterdistrict.com	Dale Peer	0	1982	130	Tumalo.	Water.
Midstate Electric Cooperative 16755 Finley Butte Rd. PO Box 127 La Pine, OR 97739	541-536-2126	541-536-1423	www.midstateelectric.coop marketing@mse.coop	Kimberly Hannon	63	1948	17,739 mem- bers & 21,852 meters	Lava Butte South to Thunder Beast Park, Cascades to Willamette Pass West & Silver Lake Christmas Valley East.	Electricity & energy efficiency programs.
Miller Oil Inc. 2158 NW O'Neil Hwy. PO Box 1751 Prineville, OR 97754	541-416-1078	N/A	www.milleroilinc.com Sales@Milleroilinc.com	Cheri Miller	4	2003	N/A	Prineville & surrounding areas.	Petroleum distributor.
Northern Energy Propane 799 NE Jackpine Ct. Redmond, OR 97756	541-548-7449	541-548-0613	www.northernenergy.com northern_energy-1830@ amerigas.com	N/A	10	1985	4,000	All of Central Oregon.	Propane gas.
Pacific Power Central Oregon	888-221-7070	N/A	www.pacificpower.net	Stefan Bird	90	1926	756,000	Pacific Power efficiently delivers reliable, safe & environmentally responsible energy to 243 communities across Oregon, Washington & Northern California.	Electricity, energy efficiency manage- ment & renewable energy options.
Roats Water System 61147 Hamilton Ln. Bend, OR 97702	541-382-3029	541-382-2292	www.roatswater.com contact@roatswater.com	W.K. Roats	5	1962	2,200	South, East & West of Hwy. 97, beginning at Reed (including Woodside Ranch) to South end of Parkway.	Water.
Sun Country Water 22648 Nelson Rd. Bend, OR 97701	N/A	541-385-1115	suncountrywater@msn.com	Butch Rogers	1	1972	100	Saddle Back Subdivision & vicinity.	Water.
Sun Mt. Water Systems, Inc. 18075 Second Ave. Bend, OR 97703	541-382-7309	N/A	N/A	Butch Rodgers	2	1960	285	Between Tumalo & Sisters.	Water.

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.

Pacific Power Announces New Grants

provided by PACIFIC POWER

onprofit organizations in Central Oregon transform hopes into action every day by showing up to care for their neighbors and the environment. The Pacific Power Foundation is supporting this important work with a new round of grants to local organizations that are committed to fostering resilient cities, towns and natural areas in our region.

The foundation is donating a total of \$112,000 in grants across the three states it serves to underwrite a diverse range of programs and projects, from affordable housing access, job training and rural economic development to ecosystem preservation, trail restoration and naturebased education.

"These organizations lift up our communities and protect our natural surroundings for future generations," said Matt Chancellor, Pacific Power regional business manager. "It is an honor to support their inspiring work and help build communities where everyone can flourish."

This round of grants, focused on community enhancement and environmental respect, is one of the four grant cycles offered by the foundation annually.

The following seven grants totaling \$10,000 were

given to local Central Oregon organizations:

350Deschutes to help underserved students and their families become aware of job opportunities in the green energy sector and find placement in the skilled trades.

BendNEXT for the Workforce Housing Initiative to address the housing shortage for middle-income households who are increasingly unable to find affordable homes.

Big Brothers Big Sisters of Central Oregon to match new volunteer mentors with young people and provide a case manager to support relationships between youths, their families and the volunteer.

Central Oregon Environmental Center for the Garden for Every School program to provide science education resources, educator training and schoolbased gardens that support student nutrition and environmental literacy.

Council on Aging of Central Oregon to purchase a portable stage for the main dining hall of the senior services center, which provides a venue for activities such as nutrition education, fall-prevention classes and holiday events.

Deschutes Children's Foundation for facilities management of four campuses where the foundation provides space at reduced rent for nonprofit community partners serving children and families.

Desert Sky Montessori to support the construction of a new facility to accommodate the addition of seventhand eighth-grade classes and increase support services staff, including in special education.

About the Pacific Power Foundation:

The Pacific Power Foundation is part of the PacifiCorp Foundation, one of the largest utility-endowed foundations in the United States. The foundation was created by PacifiCorp, an energy company that serves over two million customers across a diverse six-state region in the West as Rocky Mountain Power (Utah, Wyoming and Idaho) and Pacific Power (Oregon, Washington and California). The foundation's mission, through charitable investments, is to support the growth and vitality of the communities served by Rocky Mountain Power and Pacific Power. Since it started in 1988, the PacifiCorp Foundation has awarded more than \$60 million to nonprofit organizations.

pacificpower.net/foundation

Applications Now Being Accepted for 2024 Washington, D.C. Youth Tour

by COURTNEY COBB, Communications Coordinator — Central Electric Cooperative, Inc.

accepting applications for its 2024 Washington, D.C. Youth Tour program. Central Electric will select two high school juniors to visit the nation's capital for one week in June.

Participants will join hundreds of student leaders from electric cooperatives nationwide to learn about cooperatives' contributions to rural America, leadership, the political

entral Electric Cooperative is process and interact with elected officials. The trip also includes seeing the nation's capital and other sites, including the Arlington National Cemetery, the Vietnam Veteran's Wall, the Washington Monument, Mount Vernon, and the Smithsonian.

High school juniors interested in applying can find the application here. Applications will be accepted through Friday, January 5, at 5pm and can be

mailed or dropped off at any Central Electric office.

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

The Youth Tour is an all-expense paid trip for those students selected. The coop will pay for transportation, lodging, meals, and one checked bag.

The selected students will share their trip experience with CEC's membership at the co-op's annual meeting in April 2024. For more information, go to cec. coop/community/youth-tour or call 541-548-2144. cec.coop



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High Tech

High Tech Companies (Listed Alphabetically)

Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Services
Amplion, Inc. PO Box 2413 Bend, OR 97709	541-241-8734	N/A	www.amplion.com support@amplion.com	Chris Capdevila	20	2013	Software company that has built a novel intelligence platform that leverages proprietary machine learning to deliver very deep, tailored insights into pharma & test developer activities to help acceler- ate precision medicine initiatives & improve patient outcomes.
Aristocat Development Corp. 423 NE Clay Ave., Bend, OR 97701	541-389-8145	N/A	www.aristocat.com aristocat@aristocat.com	La rr y Hunt	1	1985	Specialized vertical marketing software development.
Audio Visual Bend 20585 Brinson Blvd. Bend, OR 97701	541-388-1732	N/A	www.avbend.com sales@avbend.com	James Cowan	4	1999	Audio video design & integration, turnkey solutions for all types of commercial projects. Video projectors, large screens, control systems, video conferencing, mobile presentations solutions, consulting, sales, design & installation, acoustics, soundproofing.
Bellatrix 2437 NE Twin Knolls Dr., Ste. 1 Bend, OR 97701	541-382-2208	N/A	www.bellatrix.com rlundy@bellatrix.com	Steve Morris, Ray Lundy	19	1986	Bellatrix products combine electronic, mechanical & computer technologies to create unique, ad- vanced control systems. These systems provide data acquisition, perform complex electromechanical functions & transmit information using optical or high frequency radio channels.
Bend Cloud 1008 SW Emkay Dr., Bend, OR 97702	541-526-7266	N/A	www.bendcloud.com info@bendcloud.com	N/A	N/A	N/A	Own & operate a local private tier IV data center, specializing in Open Source software development & & data encryption. Cloud products, cloud hosting, web services, internet service, management.
Binary Star Systems Bend, OR 97701	541-316-8027	N/A	www.BinaryStarSystems.com hello@binarystarsystems.com	Jim Sipe, Lisa Sipe	2	2003	Website design, software development, mobile app development, email marketing, branding & graphic design.
Bird Gard 270 E Sun Ranch Dr., Sisters, OR 97759	541-549-0205	541-549-5286	www.birdgard.com info@BirdGard.com	Todd Weitzman	13	1989	Digital bird repellers.
Cascade Chips Technical Services 19417 Seminole Cir. Bend, OR 97702	541-382-6650	N/A	www.cascadechips.com rick@cascadechips.com	Rick Olson	1	1992	Network design, installation & troubleshooting. Broadcast & studio engineering. Computer sales, service, upgrades, data recovery & virus/spyware removal. PC repair, upgrades, virus & spyware removal, data backup, wireless & wired networking.
Cascade Divide Data Centers 207 SW Columbia St., Bend, OR 97702	877-919-7642	N/A	www.cascadedivide.com support@cascadedivide.com	sales@cascadedivide.com	5	2014	Data centers, colocation, managed services & business recovery.
CCI Tec, Inc. PO Box 1876 Bend, OR 97709	541-241-1900	541-201-1901	www.CCITec.com sales@ccitec.com	Devon Cochenour	16	2004	Microsoft Certified Partner providing innovation through integration for healthcare organizations. Provides Microsoft-based healthcare solutions that allow health organizations to offer enhanced patient services while reducing costs.
Current Conceptions, Inc. 8045 NW Grubstake Way, Redmond, OR 97756	541-526-5803	541-316-1653	www.currentconceptions.com CCIadmin@currentconceptions.com	Dr. P. L. Senger, Dr. Angela Oki	2	2011	Specializing in on-line curriculum development & global distribution to academic programs at the university level in the field of reproductive physiology.
DENT Instruments, Inc. 925 SW Emkay Dr., Bend, OR 97702	541-388-4774	541-385-9333	www.dentinstruments.com sales@dentinstruments.com	Sales Desk	22	1988	DENT Instruments is a supplier of an array of precision measurement instrumentation & analytical software in the field of energy management.
E2 Solar, Inc. 20784 NE High Desert Ln., Bend, OR 97701	541-388-1151	541-388-1165	www.e2.solar sales@e2.solar	Kelli Hewitt	9	2005	Installing custom-designed solar electric systems, a reliable & affordable energy solution for homes & businesses.
E::SPACE Labs LLC 48 Bridgeford Blvd., Ste. 180, Bend, OR 97702	541-241-8801	N/A	www.espacelabs.com david@espacelabs.com	David V. Robson, Rick Silver	2	2015	Affordable local prototype development lab to inventors, entrepreneurs, startups & corporations in the electronic & electromechanical space.
Effectual Inc. 320 SW Upper Terrace Dr., Ste. 101 Bend, OR 97702	800-770-1868	N/A	www.Effectual.com info@Effectual.com	Robb Allen	350	2019	Build-to-suit custom applications such as enterprise web apps, mobile apps, IoT, AI/ML, & respon- sive websites; content strategy & digital marketing; strategic consulting for digital product/service strategies & amazon web services (AWS) Premier Parnter.
Element 1 Corp. 63050 Plateau Dr., Ste. 100, Bend, OR 97701	541-728-3814	N/A	www.e1na.com robert@e1na.com	Robert Schluter, Dr. Dave Edlund Ph.D.	11	2010	Element 1 Corporation is a leading developer of clean energy technologies, including advanced hydrogen generation systems, flare gas refinement solutions & gas to liquid production technology.
Endurance Product Design LLC 48 SE Bridgeford Blvd., Ste. 200 Bend, OR 97702	541-610-2882	N/A	www.EndurancePD.com info@EndurancePD.com	Steve Langenderfer	1	2015	Product development, mechanical design, prototyping, 3D CAD design, machine design, manufac- turing equipment design.
Enviro/Tech Services 3842 NW Bus Evans Rd. Prineville, OR 97754	970-346-3900	N/A	www.envirotechservices.com info@envirotechservices.com	Roger Knoph	90	1989	Specializes in road treatment products that improve natural & man-made environments.
Facebook - Prineville Data Center 735 SW Connect Way Prineville, OR 97754	N/A	N/A	www.facebook.com/prinevilledatacenter	William Marks	350	2010	The data center directly supports 350 jobs
Food4All 1001 SW Emkay Dr., Bend Tech, Ste. 100 Bend, OR 97701	541-350-2652	N/A	www.food4all.com kamisemick@food4all.com	Kami Semick, Kristin Yurdin, Tyson Pardue	3	2017	Offering tools, technology & an online marketplace giving farmers, ranchers & food artisans everything they need to sell direct to their community. Shoppers can use a geolocation feature to discover who & where the food growers are in proximity to their location, make a purchase online & arrange for delivery.
G5 Search Marketing 550 NW Franklin Ave., Ste. 200 Bend, OR 97703	541-306-3374	N/A	www.getg5.com business.development@getg5.com	Lisa Calvert	165	2005	Provider of vertical-specific local marketing solutions that help mid-market companies get found online, generate more qualified leads, convert more leads into new customers, track marketing perfor- mance - including offline & optimize to the marketing sources with the best return on investment.
GeoEngineers 354 NE Greenwood Ave., Ste. 102 Bend, OR 97701	503-624-9274	541-389-2116	www.geoengineers.com rtobias@geoengineers.com	Ryan Tobias	4	2006	Integrated suite of services for companies looking to build communities, harness & manage the earth's resources & move both products & people.
GL Solutions 856 NW Bond St., Ste. 200 Bend, OR 97703	541-312-3662	503-374-9063	www.glsolutions.com sales@glsolutions.com	Bill Moseley	63	1999	Provides operational software for government licensing agencies, bringing expert knowledge of the challenges & opportunities for automation within government regulation. Continuing to grow its reach & further its mission in many states & industries, helping agencies succeed in protecting the public.
Grace Bio-Labs 1015 SW Emkay Dr., Bend, OR 97702	541-318-1208	541-318-0242	www.gracebio.com Lhale@gracebio.com	Lisa Hale	85	1995	Global provider, local manufacturer. Developing laboratory products, services & custom solutions for research & diagnostics applications.
ISCO Industrial Service Company 63055 Corporate PL, Unit 1 Bend, OR 97701	541-382-1573	541-382-6902	www.iscomach.com charlenew@iscomach.com	Craig Gribskov	28	1973	Machinery & computer numerical control (CNC) machine shop; ISO 9001 certified, abrasive wa- terjet cutting; aircraft parts; job shop & prototype fabrication. www.TubeShark.com Hydraulic Tube Bender, www.Accu-Tapper.com Benchmount Tapping Machine.www.iscomach.com
Jump Start Technologies, LLC 34860 Rice Rd., Hereford, OR 97837	541-241-6180	N/A	www.MileageWiz.com MileageWIZ@msn.com	Dr. Phil Kochan	4	2004	Makers of MileageWiz, the solution for creating an IRS conforming mileage log.
Keith Manufacturing Company 401 NW Adler St. Madras, OR 97741	541-475-3802	541-475-2169	www.keithwalkingfloor.com mediadept@keithwalkingfloor.com	Mark Foster	199	1950	Moving floor conveying systems.
Laserline Manufacturing Inc. 1810 SE First St., Ste. H Redmond, OR 97756	541-548-0882	541-548-0892	www.laserlinemfg.com laserline@laserline.net	Bob Vanneman	14	1995	Lasers for wing plow/snow removal, guidance of paint striping, construction, tunneling, mining & dredging, grade rods.
Leading Edge Aviation, Inc. 63048 Powell Butte Hwy., Bend, OR 97701	541-383-8825	541-317-0709	www.leadingedgeavn.com info@flybend.com	Abby Heller	80	1989	Flight school, avionics installation, repairs & service.
Lonza - Formerly Bend Research 1201 NW Wall St., Ste. 200 Bend, OR 97703	541-382-4100	541-382-2713	www.bendresearch.com info@bendresearch.com	Phoenix Barringer	440	1975	Bend Research solves customers' most pressing product development challenges, including bioavailability enhancement, modified release, abuse deterrence, biotherapeutic processing & inhalation formulation.
Manzama, A Diligent Brand 543 NW York Dr., Ste. 100 Bend, OR 97703	541-306 3271	N/A	www.manzama.com sales@manzama.com	Peter Ozolin, Mark Hinkle	30	2010	A provider of innovative listening/social monitoring platforms for businesses, especially those operating within the labyrinths of the law profession. SAS-based software listens for, sniffs out & retrieves information pertinent to its client needs relating to case information & more.
Maretron of Redmond 2121 SW Deerhound Ave., Ste. 101 Redmond, OR 97756	541-504-7550	N/A	www.maretron.com sales@maretron.com	Kip Wasilewski	5	2007	Navigation, weather & Monitoring products to aid travel on the high seas. Marine electronic & networking equipment for commercial & recreational boats.
Max Manufacturing 20651 High Desert Ln., Bend, OR 97701	541-382-2552	541-382-2556	mikeg@maxmfg.com	Mike Garoutte	6	1973	Laser cutting & processing, precision sheet metal fabrication & design, custom structural fabrication.
MicroRidge Systems Inc. 56888 Enterprise Dr. Sunriver, OR 97707	541-593-1656	541-593-5652	www.microridge.com mary@microridge.com	Mary Chisholm	7	1983	MicroRidge designs & manufactures wired & wireless measurement collection solutions for industri- al & manufacturing environments to monitor or improve their quality process.
Microsemi Corporation 405 SW Columbia St., Bend, OR 97702	541-382-8028	541-389-1241	www.microsemi.com	Mark Gabler	130	1984	Manufacturer of power semiconductors.
Mohr Solutions 251 W Barclay Dr., Sisters, OR 97759	541-549-2000	N/A	www.mohrsolutions.com	Doug Mohr	40	2001	Telecommunication infrastructure & integrations solutions.
Mountain High Equipment & Supply Co. 2244 SE Airport Way, Ste. 100 Redmond, OR 97756	541-923-4100	541-923-4141	www.mhoxygen.com sales@mhoxygen.com	Eric Westeren, Brad Stankey, Patrick McLaughlin	15	1985	AIR, Inc. is a research, design & manufacturer of patented state-of-the-art digital aviation oxygen equipment. All products are manufactured on-site in Central Oregon. The company is known particularly in the general aviation & more.
n-Link Corporation 19525 Innes Market Rd. Bend, OR 97703	541-617-0011	425-696-0456	www.n-link.net sgreen@n-link.net	Sandra Green, Al Colombo	20	1995	Cyber security, intelligence centers, unmanned aerial systems, GIS, managing & operating network & security operations centers, information assurance policy, mobile applications development, program management, software development (J2EE, Ruby on Rails, .NET), enterprise architecture.
Nine Peaks Solutions LLC 5 NW Hawthorne Ave., Ste. 100 Bend, OR 97703	541-797-7595	270-912-6554	NinePeaksSolutions.com EMailUs@NinePeaksSolutions.com	Eric D. Skidmore	8	2015	Technology consulting & services firm working with business solutions & Microsoft SQL Server software. Organization is an authorized platinum level solution provider of Laserfiche, an enterprise content management & paperless workflow system & more.
Onboard Dynamics LLC 62958 NE Layton, Ste. 2, Bend, OR 97701	541-550-3632	N/A	www.onboarddynamics.com info@onboarddynamics.com	Rita Hansen	36	2013	Develop mobile compression systems for mitigation of methane emissions in the natural gas industry.
OnTo Technology LLC 63221 Service Rd., Ste. F, Bend, OR 97703	541-389-7897	N/A	www.onto-technology.com sales@onto-technology.com	Steve Sloop	3	2004	Lithium-ion battery recycling technology development.
Paladin Data Corporation 3020 NW Merchant Way Bend, OR 97703	541-617-9955	541-383-3887	www.paladinpointofsale.com sales@paladinpos.com	Dan Nesmith, Mike Williamson, Charles Owen	65	1980	Technology company specializing in helping retail store owners accomplish more with less through its innovative point of sale software & integration with suppliers, credit card processors & equip- ment manufacturers & more.

High Tech

High Tech Companies (Listed Alphabetically)

Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Services
PCC Schlosser 345 NE Hemlock Ave. Redmond, OR 97756	541-548-0766	541-548-6579	www.pccstructurals.com	Keith Covlin	226	1989	Titanium investment casting foundry for the aerospace & medical industries.
Philips Respironics, Inc. 20300 Empire Blvd., Ste. B3 Bend, OR 97701	541-598-3800	541-322-7277	www.respironics.com	Mark Reed, Tim Murphy	19	1971	Designer of scientific research medical devices & equipment.
Powers of Automation, Inc. 61533 American Lp., Ste. 1 Bend, OR 97702	541-330-1687	541-388-8273	poa-inc.com office@poa-inc.com	Steve Powers	35	1997	Mfg Service provider for regulated industries (FDA, EPA, ISO). Calibration services, automated system design - build - commission UL508A & UL698A control panels. Remote control & monitoring. ISO9001:2008 Certified Quality Management System.
Precise Flight, Inc. 63354 Powell Butte Rd. Bend, OR 97701	541-382-8684	541-388-1105	www.preciseflight.com customerservice@preciseflight.com	Brad LeHuquet	24	1980	Supplier of advanced technology to the aviation industry including lighting, oxygen & electrome- chanical technologies.
Project Development PO Box 5582 Bend, OR 97708	541-382-5059	Call first	www.projectdevelop.com pcb@projectdevelop.com	Frank Langlois	5	1999	Printed circuit board design.
Qorvo, Inc 63140 Britta St., C106 Bend, OR 97703	541-640-8663	N/A	www.qorvo.com crystal.ferris@qorvo.com	Customer Service	30	2005	Design & manufacture RF Solutions for mobile, defense & infrastructure markets.
RBD Instruments, Inc. 2437 NE Twin Knolls Dr., Ste. 2 Bend, OR 97701	541-330-0723	N/A	www.rbdinstruments.com sales@rbdinstruments.com	Randy Dellwo, Rena Bennett-Dellwo	7	1990	Auger & Xray photoelectron spectrometers, sputter ion sources, picoammeters, viewport coatings & water vapor desorption systems.
Sat Pak Communications, Inc. 1950 SW Badger Ave., Ste. 106 Redmond, OR 97756	541-923-0467	541-923-5925	www.satpak.com info@satpak.com	Bill Park	9	1983	Electronic communications cable assemblies.
Shielding International 2150 NW Andrews Dr. Madras, OR 97741	541-475-7211	541-475-6628	www.shieldingintl.com sales@shieldingintl.com	N/A	1	1958	Manufactures x-ray protective garments & accessories.
Silipint 1375 SW Commerce Ave., Ste. 130 & 190 Bend, OR 97702	866-935-4831	541-728-0632	www.silipint.com info@silipint.com	Kira Kelley, Rick Fredland	25	2010	Silicone cups in various shapes & sizes, freezer, over, dishwasher & microwave safe, free of the chemical bisphenol. Made from the same 100 percent food grade silicone that make baby bottle nipples, containing no BPA toxins or off-gassing & more.
Simply Mac 425 SW Powerhouse Dr., Ste. 307 Bend, OR 97702	541-647-2118	N/A	www.simplymac.com	AJ Uecker	6	2013	Warranty repair, hardware diagnostics, data recovery, software installation, iOS/iPod restore, onsite services, business solutions, onsite training.
Smartwaiver Inc. 606 Arizona Ave., Ste. 100 Bend, OR 97703	541-316-8530	N/A	www.smartwaiver.com info@smartwaiver.com	Daryl McCarl	10	2012	Online waiver solution for businesses large & small.
Sunlight Solar Energy, Inc. 150 NE Hawthorne, Ste. 200 Bend, OR 97701	541-322-1910	N/A	www.sunlightsolar.com kayla@sunlightsolar.com	Kayla Layden	16	1988	Full-service, turn-key solar design & installation of grid-tied photovoltaic (PV) electric systems for homes & businesses throughout Oregon. Provides battery storage solutions, EV chargers & solar pre-wire services.
Tech Soft 3D 1567 SW Chandler Ave., Ste. 100 Bend, OR 97702	541-385-3000	N/A	www.TechSoft3D.com info@techsoft3d.com	Ron Fritz	100	1996	Global provider of development tools that help software teams deliver successful applications. Headquartered in Bend with offices in California, Ohio, France, England & Japan. Toolkit products power nearly 500 unique applications running on hundreds of millions of computers worldwide.
VR Analytical 63020 NE Lower Meadow Dr., Ste. 3 Bend, OR 97701	541-388-1253	541-388-4953	www.vranalytical.com info@vranalytical.com	Steve Goodger, Teresa Catlow	45	2001	Offers customized analytical testing to assist in the development & validation of pharmaceutical products & processes. Has a distinctive focus on detecting & identifying trace chemicals whether they are extractables, leachables or impurities & more.
Weston Technology Solutions 2214 NE Division, Ste. 201 Bend, OR 97703	541-383-2340	541-383-2350	www.weston-tech.com sales@weston-tech.com	Jake Ortman, Brock McFarlane	21	2002	MSPVerify audited & approved, people-focused, SLA-driven, consistent & well-executed tech sup- port & IT services. Provides proactive maintenance, vCIO, Office 365 & cloud solutions to reduce downtime & increase security & productivity.

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

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Telecommunication

Telecommunications Companies (Listed Alphabetically)

Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Services
AutoTel PO Box 1618 Bend, OR 97709	541-389-5286	N/A	www.westernradioservices.com info@westernradioservices.com	Richard Oberdorfer	3	1978	Radio phones, two-way radio, pagers, sales & service.
BendTel Inc. 130 NW Greenwood Ave. PO Box 356 Bend, OR 97703	541-389-4020	N/A	www.bendtel.com	Tom Barrett, Doug Cox	26	2003	Get Real Fiber Fast Internet with BendTel. BendTel is Central Oregon's largest locally owned business telephone & Internet service provider. BendTel pro- vides Gigabit fiber bandwidth with guaranteed speeds & uptime. Hosted & traditional telephone solutions, servicing all major phone systems, 24/7 local support, web & email hosting & more.
Cascade Tel 220 SE Davis Ave. Bend, OR 97702	541-388-5158	541-382-9186	www.cascadetel.com helpdesk@cascadetel.com	Allen Clack	5	1990	Telecommunications, IT Networks, VOIP Networks, IT Managed services, fiber optic, WAN & multi-site data cabling systems, pre-wire high speed data circuits.
Central Oregon Communications 857 SW Theater Dr. Bend, OR 97702	541-382-5563	N/A	Brittingham3771@msn.com	Eric Brittingham	2	1990	Telephone equipment sales & service, voice & data ca- bling, voicemail, VoIP solutions & integrated voicemail/ phone systems, authorized dealer for ESI products.
Centratel 141 NW Greenwood Ave., Ste. 200 Bend, OR 97703	541-383-8383	541-388-2351	www.centratel.com info@centratel.com	Joanna Highet	49	1984	24-hour live telephone answering services.
Consumer Cellular 2999 SW Sixth St. Redmond, OR 97756	800-686-4460	541-693-8060	www.consumercellular.com	John Marick	245	1995	Cellular.
Day Wireless 63710 Paramount Dr. Bend, OR 97701	541-330-8807	541-330-9033	www.daywireless.com	Garret Winter	9	1996	2-way radio sales, service & rental, Sprint, Nextel, satellite sales, microwave installations, service, paging & wireless broadband.
EPIC iO Technologies 745 NW Mt. Washington Dr., Ste. 300 Bend, OR 97703	866-219-3742	N/A	epicio.com info@epicio.com	Ron Ireland	31	2003	Nationwide 4G LTE/ 5G wireless internet, AI, IoT solutions for public & private sector customers.
Gowdy Bros. Electric, Inc 309 SW Pumice Ave. PO Box 459 Redmond, OR 97756	541-548-6495	541-548-5846	www.gowdybros.com accounting@gowdybros.com	Larry Gowdy, Reba Crise	6	1979	Business telephone & voicemail systems, voice, data & fiber optic cabling & termination. Security & fire alarms systems, access control, CCIV & wireless systems, paging & intercom. Wiring for commercial & residential buildings. Elevators & video surveillance systems. Trouble shooting & splicing. CAT 5E & Lan cable intallation & termination.
Ibex 501 SW Hill St. Bend, OR 97702	541-647-6670	N/A	www.ibex.co david.redell@ibex.co	David Redell	365	1984	Provides telemarketing, customer care & technical support services to FORTUNE 500 companies.
InfoStructure PO Box 4665 Medford, OR 97501	541-773-5000	541-858-4477	www.infostructure.net support@infostructure.net	Scott Hansen	23	1994	Internet & voice service

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Telecommunication

Telecommunications Companies (Listed Alphabetically)

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Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Services
LS Networks (Subsidiary: Quantum Communications) 258 SE Salmon Dr. Redmond, OR 97756	541-923-5599	541-504-5737	www.lsnetworks.net marketing@lsnetworks.net	LoriAnn Kuhn	95	2005	Business network connectivity & communications services including: High-speed fiber internet, unified communications & Ethernet transport. Fully redundant network backbone with 24/7 proactive support & network monitoring.
Reynolds Technical Services 65234 78th St. Bend, OR 97703	541-389-9190	541-389-9190	N/A	Mark Reynolds	1	1993	Electrical, high-voltage power systems, wire systems control design, telecommunications & repair.
Sprint Store 63455 N Hwy. 97, Ste. 59 Bend, OR 97701	541-317-5100	909-421-7348	www.sprint.com	Joshua Hell	6	2001	Sprint wireless communication services.
TDS (Previously BendBroadband) 63090 Sherman Rd. Bend, OR 97703	855-696-8368	N/A	www.HelloTDS.com	Customer Service	150	1969	High-speed internet, TV entertainment & phone services to both residential & business locations. TDS also offers businesses VoIP advanced communications solutions, dedicated internet service, data networking & hosted-managed services.
TechLink Services 750 NW Charbonneau St., Ste. 201 Bend, OR 97701	828-348-0258	828-398-0428	www.techlinksvc.net Partners@TechLinkSVC.net	Mike Mudd	20	2007	Provides nationwide field service work for the installa- tion of telecom, digital signage, cabling, electrical for the hospitality, retail & enterprise markets. Other services include RF engineering & VSAT installations.
Tomco Electric Inc. 850 NE First St. Bend, OR 97701	541-389-5424	541-317-0494	www.tomcoelectric.com info1@tomcoelectric.com	Colby Thompson	75	1973	Voice, data, fire alarm, security, fiber optics, closed circuit TV.
U.S. Cellular 3197 N Hwy. 97, Ste. A-3 Bend, OR 97703	541-385-0853	541-389-9599	www.uscellular.com	Adrian Zamarrita	6	1983	Cellular services, cellular phones & accessories.
Webformix 67 NW Hawthorne Ave. Bend, OR 97703	541-385-8532	541-385-8643	www.webformix.com info@webformix.com	Eric Ozrelic	11	2004	Residential & apartment complex/hotel wireless high- speed internet.
Yellowknife Wireless Company, LLC 1259 NE Second St., Ste. 200 Bend, OR 97701	541-385-0111	541-323-2406	www.ykwc.com info@ykwc.com	Chris Cappuccio	16	2005	Business & residential high-speed internet. Unlimited local & long-distance phone service starting at \$27/ month. Fully hosted & managed VOIP solutions. Con- solidate your communications & bring the savings of IP telephone lines directly to your home, desk orPBX. Includes voice-mail, conference-calling, call-forwarding, call-roll-over & caller-ID.

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Heating & Cooling

Heating & Cooling Companies (Listed Alphabetically)

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Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Services
Accuair Heating & Cooling 555 NE Hemlock Ave., Ste. 102 Redmond, OR 97756	541-504-8400	N/A	www.accuairheat.com davidsale@accuairheat.com	David Sale	4	2007	Heating & air install, service, repair & maintenance.
Advanced Comfort 1748 SE Ironwood Ct. Bend, OR 97702	541-815-7941	541-317-9116	www.advancedcomfortheating.com	Stanley Strong	1	2005	Heating & air conditioning
Affordable Refrigeration & Heating 61177 Concho St. Bend, OR 97701	541-382-3994	N/A	N/A	Dave Tadlock	1	N/A	Heating & cooling.
Air Tech HVAC/R Inc. 52322 Glenwood Dr. La Pine, OR 97739	541-536-2463	541-536-0845	pamc@airtechvac.com	Rocky Clevenger	8	1998	Heating & cooling, geothermal heat pumps, fireplaces & indoor air quality.
Air Temp Control 2729 NW Hemlock Ave. Redmond, OR 97756	541-598-6080	N/A	pilightz@yahoo.com	Scott Buehler	2	2009	Air conditioning, heating & maintenance, heat pumps, refrigeration.
Bend Heating & Sheet Metal Inc. 61540 American Lu. Bend, OR 97702	541-382-1231	541-382-2534	www.bendheating.com info@bendheating.com	Scott Zettle	40	1953	Ductless heat pump, custom sheet metal, radiant floor heating, heating & cooling.
Bobcat & Sun Inc 65548 76th St. Bend, OR 97701	541-389-7365	N/A	www.bobcatsun.com bobcat@bendcable.com	Bob	1	1977	Infloor heating, solar heat, snowmelt systems.
Cascade Heating & Specialties, Inc. 1507 NE First St. Bend, OR 97701	541-382-8483	541-382-8314	www.cascadeheat.com sales@cascadeheat.com	Tiffany Cordano	60	1970	Commercial & residential heating & cooling, gas & wood fireplaces, building tem- perature control & energy management systems, sheet metal fabrication.
Central Oregon Heating, Cooling & Plumbing 2516 SW Glacier Place Redmond, OR 97756	541-923-1855	N/A	www.coheating.com clarissa@coheating.com	Clarissa Bonneru	75	1993	Heating & cooling, HVAC repair, furnaces, heat pumps, light commercial. Plumb- ing. Water heater repair & install.
Comfort Heating & Cooling 62032 Dean Swift Rd. Bend, OR 97701	541-390-7777	N/A	www.comfortheatingcooling.com larrygrech@gmail.com	Larry Grech	1	1993	Servicing all makes & models of furnaces, air conditioners, water heaters & gas & propane heating & cooling equipment.
Commercial Refrigeration Service 63378 Nels Anderson Rd., Ste. 210 Bend, OR 97701	541-389-3035	541-389-8392	www.centraloregonrefrigeration.com	Tim Berry	1	2001	Heating, air conditioning, refrigeration.
Crown Heating LLC 1155 NW Division St., Ste. B	541-420-3307	N/A	www.crownheating.net crownheating@bendbroadband.com	Steve Green	5	2007	Heating & air conditioning installation & service. Fire, gas, wood & built- in vacuums.
Bend, OR 97702 Custom Plus Heating & AC Inc. 106 SE Evergreen Ave., Ste. L	541-350-6663	N/A	www.customplusheating.com customplusheating@gmail.com	Richard Wright	7	2007	Commercial, residential full service HVAC company.
Redmond, OR 97756 Diversified Heating & Cooling 61511 American Ln., Ste. 1	541-323-1840	541-323-1842	www.diversifiedheating.com office4diversified@gmail.com	Margie Milliman	1	2011	Heating & cooling.
Bend, OR 97702 Einstein Plumbing & Heating 671 NE Greenwood Av.	541-420-8888	541-323-3744	www.einsteinplumbingandheating.com support@einsteinplumbing.com	Stephanie	4	1994	Commercial & residential plumbing, heating, air conditioning & drain cleaning.
Bend, OR 97701 Fireside 424 NE Third St.	541-382-2597	541-382-3017	www.bendfireside.com info@bendfireside.com	Roger & Mary Sanders	2	1979	Sales & service of fireplaces & stoves, also hot tubs, BBQs & patio furniture.
Bend, OR 97701 Griffin Heating & Cooling 12 NW Lake Place	541-388-1472	N/A	www.griffinheatingandcooling.com office@griffinheatingandcooling.com	Zeb G ri ffin	14	1985	Service, repair & retrofit company specializing in commercial & residential HVAC.
Bend, OR 97703 Home Heating & Cooling 1044 SE Paiute Way, Ste. 102	541-389-4663	541-306-4807	www.homeheatingbend.com info@homeheatingbend.com	Ric or Celia Secor	12	2010	Existing residential heating & cooling maintenance, repair & replacement, air duct cleaning, air purification.
Bend, OR 97702 JJC Engineering 70 SW Century Dr., Ste. 100-156	541-350-0835	N/A	www.ijceng.com ijc@ijceng.com	Jay Castino	1	2005	HVAC designs.
Bend, OR 97702 Ken Lea Heating & Air Inc PO Box 8	541-550-6633	N/A	chatpeterson@inbox.com	Chad Peterson	1	2006	Residential heating & cooling/HVAC products & services.
Prineville, OR 97754 Ken Lea Heating & Air Inc 23260 E Hwy. 20	541-390-6790	N/A	N/A	Ken Lea	1	2002	Heating, cooling, window installation.
Bend, OR 97701 Larson Mechanical 20689 NE Overton Pl.	541-389-4404	N/A	www.larsonmechanical.com Brianl.arson@BendBroadBand.com	Brian Larson	5	1987	Residential heating & cooling, commercial refrigeration.
Bend, OR 97701 Mountain View Heating 110 SE Ninth St.	541-633-4505	541-389-7323	mtviewheating.com	Buffy Bunger	40	1981	Residential & commercial heating & cooling, HVAC, products & services.
Bend, OR 97702 Olson Heating & Air Sisters, OR 97759	541-701-9083	N/A	www.olsonheating.net	Customer Service	1	N/A	Heating & air conditioning repair & replacement, commercial HVAC services.
Oregon Mechanical Inc. PO Box 9639	541-389-6998	541-389-0102	ormech@bendcable.com	Randall Roy	3	1989	Commercial HVAC installation & repair.
Bend, OR 97708 Ponderosa Heating & Cooling 602 N Aylor Ct.	541-204-2775	N/A	www.ponderosaheating.com www.ponderosaheating.com/contact-us.htm	Bill Spezza	11	1988	Full service residential & commercial heating & cooling.
Sisters, ÖR 97759 Prineville Heating & Cooling 2166 NE Third	541-447-6160	541-447-8682	www.prinevilleheating.com dave@prinevilleheating.com	Dave Gagermeier	5	1982	Installation & service of heating & air conditioning products.
Prineville, OR 97745 Professional Heating & Cooling Inc. 418 SW Black Butte Blvd.	541-923-3366	541-623-5180	www.proheat.org proheat@qwestoffice.net	Customer Service	1	N/A	Servicing heating & cooling systems & more.
Redmond, OR 97756 Quality Heating 1130 SE Lake Rd.	541-923-4752	541-548-2147	www.qualityheat.com info@qualityheat.com	Todd Lafontaine, Terri Law	1	1982	Residential & commercial services & products.
Redmond, OR 97756 Redmond Heating & Air LLC PO Box 1835	541-923-9984	541-316-1449	www.redmondheatingandair.com	Joe Curci	5	2000	Heating & cooling/HVAC products & services.
Redmond, OR 97756 Sonny's High Mountain Heating 15580 Federal Rd.	541-536-3905	541-536-4350	redmondheating1@gmail.com	Sonny Rychard	1	1979	Residential heating services.
La Pine, OR 97739 Superior Service Heating 827 NE Business Dr.		541-548-9559	jsrychard@crestviewcable.com	Customer Service	1	N/A	Residential & commercial heating & air conditioning products & services.
Bend, OR 97701 Team Air, LLC 62530 Eagle Rd.	541-388-1030		info@bendoregonheating.com www.bendheat.com	Kent Weible	2	1999	Residential & commercial heating & cooling products & services, HVAC.
Bend, OR 97701 Total Heating & Cooling LLC PO Box 8274	541-948-2666		teamheating@bendbroadband.com	Rick Beasley	2	2005	Residential & light commercial.
Bend, OR 97708 Tri County Climate Control			totalhvac@webformixair.com www.tricountyclimate.com				
132 NE Franklin Ave. Bend, OR 97701	541-323-2665	541-323-3443	info@tricountyclimate.com	Bradley Sanchez	8	2003	Residential & commercial heating & cooling.

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Tech Thoughts

Updating Your Heating & Cooling System to Save & Become Greener

are experiencing both the pain of global climate change and increasing costs for energy. If you have a heating and cooling system over 10 years old, it may be time to consider a newer, more efficient unit. There are three types of systems that may be better for the environment, less expensive to use (in one case far less expensive to use), and potentially more reliable long-term.

The three types of systems are central heat pumps, mini splits (which are also generally heat pumps), and geothermal heating and cooling systems. Let's look at the advantages and disadvantages of each.

Heat pumps

Heat pumps are currently the most popular way to both save energy and more efficiently use electricity to heat and cool your home or business. They work by using a compressible medium to move heat from one place to another. They have also become popular in electric cars for both heating and cooling the cabins and the battery packs which like the same temperatures we do for extended life and reliability. Their big advantage in terms of global warming is that they don't use natural gas to heat and are entirely electrical.

Their downside is that they lose efficiency and may not work at all in extreme cold, but newer, premium units have the range to handle typical Central Oregon winters. They tend to be relatively simple and reliable as a result and come in two forms: central and mini-split.

You want to avoid the need for emergency heat which uses a very inefficient form of heating, which is why you need to make sure the unit you select will handle the typical cold of Central Oregon.

Mini-split vs. central

The central heat pump system's advantage is that it is easy to retrofit and tends to be less complex than a mini-split.

The disadvantage is that it tends to heat and cool the entire structure, even parts where there are no people, meaning you are paying to condition areas that aren't in use. You can go with a zoned system, but your upper limit is typically four zones, and this option does increase the cost of the installation significantly. Emme makes a system that will handle more zones, but the only provider in Central Oregon that once carried it has stopped, which makes getting the unit serviced problematic (it is what I have in my home).

Mini-splits come in a variety of sizes, and you can have as many as you want in your home. Only using the units in the rooms or areas you are occupying can reduce your energy consumption significantly. These are best for new structures as retrofitting them can require opening ceilings and walls, increasing not only the installation cost but potentially damaging any unique wall or ceiling treatments you have.

My advice is, if you can, to go the mini-split route, but if you don't want to risk the painful retrofit, then go with a central heat pump and zone the system.

Geothermal

Geothermal heating and cooling systems can save significantly over regular heat pumps. They circulate heat by exchanging liquid underground or in water and are far more efficient given ground temperatures are more stable than air temperatures and are more efficient at moving heat in and out of the building. I've only seen central units that are more expensive to install. These typically require you to dig up a large area or drill a deep hole (problematic if you, like me, are on volcanic rock) and are easier to do with new construction or where you have a large area that can be easily disturbed to bury the pipe. While they are potentially more reliable than your typical heat-pump, they tend to be built by off-brands and in smaller numbers, which means there isn't a lot of information about their reliability or many installers who know how to make them work.

In my case, the bid just to dig the hole I needed for the pipe was \$85K making it extremely prohibitive to use and I didn't want to destroy my expensive yard landscaping to install the pipes horizontally. So, for me at least, this was too expensive of an option. But, if you can use it and you are a bit technical, this is an option and maybe a requirement for an off-grid home where extreme savings is more of a requirement than a nice-to-have option.

Wrapping up:

As we approach winter, you can save a lot of money and help the environment if you replace your aging and inefficient heating and cooling system with one that is far more efficient. Geo-thermal systems will provide the greatest savings but cost the most to put in, and their unique nature does introduce some risk to the approach if only by limiting your ability to choose between vendors (I only found one Central Oregon company that would do this, and they were not excited about the opportunity).

Mini-splits are your next best choice, but they can be ugly to retrofit, so they are usually preferred for new installations. Central heat pump solutions may be the easiest way to get something more efficient and likely cheaper to install for retrofit, but assure their operating range covers the likely range for temperatures in Central Oregon so they don't have to use emergency heat which is expensive, wasteful, and goes against your desire to lower your energy cost and fight global climate change.

Be aware that most cooling systems, and these are no exception, tend to remove moisture from the air which can be helpful in humid climates but can be too dry in areas like ours where the air is already dry. You may want to consider a humidifier and well for comfort.

Good luck, and I hope you have a comfortable, relatively inexpensive green winter! enderlegroup.com



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Money & Investment

Lessons from the Dance Floor

Navigating 8 Key Risks in Retirement

by EMMA JAMES — Rosell Wealth Management

There's no doubt that Bend is beloved for its stunning landscapes and allure of outdoor adventure, especially during autumn. However, my favorite thing about our city are the numerous surprises that lay beneath the surface of the usual outdoor activities, like Argentine Tango. Yes, you read that right - tango. I've been teaching lessons in our community for over eight years now and I can't help but find the parallels between the work that I do as a financial planner and as a dancer. Tango, with its sultry moves and passionate embrace, can teach us a thing or two about the



importance of confidence, especially when it comes to navigating the complex dance of retirement.

Reaching Tango Nirvana — Achieving Retirement Bliss!

Every tango dancer aspires to reach what we call "tango nirvana." It's experiencing a deep, juicy connection that makes all the years of practice worthwhile. Retirement is no different; it's time to live the life you always imagined after a lifetime of hard work. But to make this next phase of your life remarkable, you must have confidence in your ability to enjoy it. Confidence in retirement isn't simply having money in the bank; it means knowing exactly what that money can or can't do for you for the rest of your life. That knowledge can enable you to pursue your passions without worry, whether that's exploring Central Oregon's natural wonders or taking up new hobbies. In the world of Argentine Tango, confidence is not just about fancy footwork; it's about trust, connection, and knowing how to navigate the dance floor.

Taking the First Step

Imagine stepping onto the dance floor for the first time. Your heart races, your palms sweat, and you're filled with doubt. Will you stumble, miss a beat, or lose your partner's trust? Similarly, the journey into retirement may seem daunting at the beginning. Both share a common truth: the importance of taking that initial step with confidence.

In tango there are no choreographed moves. Instead, dancers rely on their training, their partner, and their ability to adapt to the ever-changing dance floor. Retirement, too, is a dance with the unknown. It requires financial confidence to adapt to the twists and turns life may throw at you. While you may not know for certain what's in store, there are 8 key risks that most people face in retirement that you should be aware of.

Navigating the Dance Floor — The 8 Risks in Retirement

1. Inflation: Although inflation has decreased to 3.7% (at the time of this article) from the high of 8.7% we saw last year; it doesn't mean that it's less of a risk. Inflation averages around 3% each year, which adds up if you're planning on



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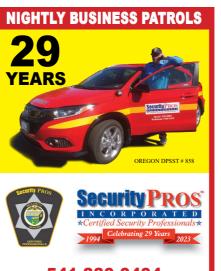
EMMA JAMES AND TYLER HAAS DANCING ARGENTINE TANGO IN THE ALVORD DESERT IN SOUTHEAST OREGON | PHOTO COURTESY OF EMMA JAMES

being retired for 20-30 years. It's essential to ensure your purchasing power remains strong, especially when considering the increasing costs of living in Central Oregon.

- 2. Interest Rate: When interest rates rise, the value of existing bonds or fixed investments tends to decrease, as newer bonds with higher yields become more attractive. This is particularly an issue in retirement planning when you consider that bonds historically offered safety to folks who are risk adverse.
- 3. Sequence of Returns: Ever heard the phrase "timing is everything"? In retirement, that couldn't be truer. The order in which you receive your investment returns can make or break your dreams. While there's no predicting the markets, you do have control over the strategies you put in place to mitigate the impact of this risk.
- 4. Market Volatility: Markets are unpredictable, and they can feel like dancing with a partner who changes the steps on the fly. However, with a well-diversified portfolio and a trusted financial advisor, you can maintain the confidence to dance through market turbulence.
- 5. Allocation: Allocation risk refers to the danger of making incorrect decisions when it comes to how you distribute your investments among different asset classes, such as stocks, bonds, and cash. It's a bit like creating a dance if you put too much of one move and too little of another, you don't end up with the results you're looking for.
- 6. Long-Term Care: 70% of American adults 65 years and older will require long-term care at some point. If not accounted for, long-term care needs can devastate the assets of a family or individual. Unfortunately, most people avoid talking about this topic until it's too late.
- 7. Taxes: Prove me wrong, but no one has ever said to me "I love paying taxes." There are strategies that you can do now to minimize how much dough you're putting in Uncle Sam's pocket as well as in the future when you're no longer around. If your primary residence is in Oregon, you have an extra layer of risk to navigate since estates over \$1 million are subject to estate tax.
- 8. Longevity: Congratulations! You're expected to live longer. The good news: more time to explore Central Oregon's beauty. The bad news: more years of financial responsibilities. Much like dancing the tango, the longer you stay in the game, the more confidence you need. A well-planned retirement accounts for the long haul, ensuring your resources can endure as you do.

Just as mastering the Tango takes practice, prudent retirement planning requires addressing each of these 8 risks. So, whether you're dancing the night away or preparing for the best years of your life, remember that confidence is key. With the right partner, the right moves, and a little passion, you can glide through the uncertainties and find joy in every step of your retirement journey.

Rosell Wealth Management offers a complimentary R.I.S.K. AUDIT for people



who have worked hard to save funds for retirement but don't have a clear idea of what their money can do for them. If you'd like to learn more about the 8 risks in retirement and how to address them, please call us at 541-385-8831 to schedule a meeting with our team or visit our website at rosellwealthmanagement. com/begin-a-dialogue. Emma James is a financial planner at Rosell Wealth Management in Bend. She also teaches Argentine Tango lessons with her partner, Tyler Haas, every Wednesday at the Sons of Norway Hall. Investment advisory services offered through Valmark Advisers, Inc. an SEC Registered Investment Advisor Securities offered through Valmark Securities, Inc. Member FINRA, SIPC 130 Springside Drive, Ste. 300 Akron, Ohio 44333-2431. 800-765-5201. Rosell Wealth Management is a separate entity from Valmark Securities, Inc. and Valmark Advisers, Inc. RosellWealthManagement.com





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Is Security Fatigue Making You Financially Vulnerable?

by STU MALAKOFF, CFP, CDFA, CPFA, CRPC, President — Bend Wealth Advisors

ow often do you read warnings about cybersecurity, scams, or identity theft? Between news reports, your computer security alerts, or company emails, it's possible to get several alerts daily. Dealing with security questions and multifactor authentication can feel burdensome, especially when they make simple tasks harder.



Have you ever ignored a prompt to reset a login to make it more secure? Changing your password into a cryptic code can be a real headache when you want to log into your bank

account. However, finding out that hackers have compromised your information can cause a full-on migraine.

A new study by the National Institute of Standards and Technology (NIST) found that most computer users feel overwhelmed by security warnings and rules1. They get tired of being on constant alert, and they begin to make risky decisions, like using weak passwords or clicking on suspicious links. The researchers call this "security fatigue." It's a state of mind where people are so tired of security that they start to let their guard down.

In the early days of identity theft, there were concerns about scam artists running up your credit cards. But lately, that's the least of your worries. Cybercrime tactics are more sophisticated than ever and designed to trick victims as opposed to hacking systems.

Here are some financial costs that could sneak up on you.

Financial fraud often involves credit cards opened without permission or extravagant purchases in different states. We often consider the tangible money that could be lost, but your time is equally precious. If someone steals your account information, you may have to spend hours on the phone with your bank and credit card companies.

Or, you might have to hire an expert to clean up the mess if your computer is infected with malware. And if the attack prevents you from working, you could lose income.

But the financial consequences aren't the only thing to worry about. Cyberattacks can also damage your reputation and cause a lot of stress and anxiety. As frustrating as the security precautions are, it's important to take steps to protect yourself.

So, what you can do right now?

Here are a few low-effort, high-impact ways to boost your personal cybersecurity:

• Open your mail and carefully read it (even the junk mail). Run your credit report annually, or even better yet, freeze your credit. Although it may seem overwhelming, you can request this for free from Equifax, Experian, and TransUnion either online or over the phone.

- Get skeptical. Be wary of unexpected voice calls or messages and always verify the identity of callers before sharing any sensitive information.
- Commit to using a password manager. Hackers have advanced tools, so it's important to use strong passwords to protect your financial data. Avoid using the same password and consider using a reputable password manager as well as two-factor authentication as extra security.

For a lot of people, it's not if but when they'll be victims of some sort of online fraud. Having a financial team in your corner can make a real difference. When you have a clear picture of what assets and liabilities you have, it can be easier to spot suspicious activity. Also, be mindful of how you share your personal information with other professionals. Make sure they also have systems in place, like encrypted email or secure file sharing.

It's normal to become desensitized to cybersecurity warnings. Unfortunately, hackers are benefiting from the collective fatigue. That's why having these conversations can keep you engaged. If you're looking for a financial advocate to help you navigate these complexities in your financial life, let's talk.

Sources: 'Security Fatigue' Can Cause Computer Users to Feel Hopeless and Act Recklessly, nist.gov/news-events/news/2016/10/security-fatigue-can-cause-computer-users-feel-hopeless-and-act-recklessly

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2023 Forbes Best-In-State Wealth Advisors in Oregon, published April 2023, research by Shook Research, LLC., data as of June 2022. Compensation provided for using, not obtaining, the rating.

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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



Kirby Nagelhout Construction Company (KNCC) announced that **Jason Terry**, LEED AP has become the company's third president. Terry joined KNCC in 2012 as a project manager, then opened the Pendleton office in 2014 as the region's division manager. Terry and his wife moved back to Bend in 2019 and began to prepare for this transition.

With continued growth in mind, KNCC announced the promotions of additional key team members to the role of vice president. **Alec Hansen**, most recently a general superintendent with a 23-year tenure, will lead project execution and operations. **Chris Prahl**, who joined the team 17 years ago, is shifting from managing the Portland office operations to oversee business development and marketing. Formerly a senior project manager, **Mike Lawrence** has

taken on leadership of the finance department. Additionally, **Mike Taylor**, longtime vice president and business leader with **Jeff Deswert**, will maintain his role focusing on preconstruction and risk management.

As a key part of KNCC's planned succession efforts, former president Deswert will operate as Chairman of the Board of Directors. After starting his career working at Mt. Bachelor, Deswert began his commercial construction career in 1986 as one of the first employees of KNCC working out of founder Kirby Nagelhout's house in Bend. He advanced within the company through the operations ranks before taking on the role as the company's second president in 2010, following 25 years of leadership from Kirby Nagelhout. During Deswert's tenure as president, he expanded KNCC's footprint by opening permanent regional offices in Portland and Pendleton and grew the operations into Washington.

This new leadership team will open the doors to KNCC's newly built Bend office next year and will continue KNCC's growth and service to our communities for many years to come.

The Center welcomes Dr. **Grant Branam**, a fellowshiptrained foot and ankle surgeon, to its esteemed orthopedic team. Dr. Branam brings with him a wealth of experience and expertise in diagnosing and treating a wide array of foot and ankle conditions, making him a leading authority in the field.

Specializing in lower extremity trauma, reconstruction, and ankle replacement, Dr. Branam's proficiency encompasses an extensive range of conditions, including foot and ankle deformities, sports-related injuries, posttraumatic conditions, and general orthopedic fracture care. His advanced training and hands-on experience uniquely position him to offer comprehensive, cutting-edge solutions to patients seeking relief and restoration.

Driven by a profound passion for hands-on problem-

solving, Dr. Branam found his calling in orthopedic surgery, where he adeptly combines his mechanical aptitude with an unwavering commitment to helping individuals get back to their favorite activities. His patient-centered approach places a strong emphasis on open communication, ensuring that every patient feels at ease asking questions and comprehending their treatment options fully.

Throughout each patient's care journey, Dr. Branam ensures a tailored, informed experience, recognizing that every individual's needs are unique. His patient-centric philosophy extends beyond the operating room, as he is committed to collaborating closely with patients to develop personalized treatment plans that align with their goals and aspirations.



Christine Pollard for future buildings. A licensed physical therapist with a doctorate in biomechanics, Pollard joined OSU-Cascades in 2011 to develop and lead the undergraduate kinesiology program.

Christine Pollard, a professor of kinesiology and the

founding director of the Doctor of Physical Therapy program

at Oregon State University - Cascades, has been named

senior associate dean. Pollard will serve as chief academic

research leaders in Corvallis to support the growing Bend campus. She will also work with OSU-Cascades' campus planners to determine academic and research space needs

As senior associate dean, Pollard will serve on OSU-Cascades' leadership team and work with OSU academic and

officer and second-in-command for the campus.

She oversaw the creation of the OSU-Cascades FORCE biomechanics lab in 2013.



The lab provides learning opportunities for students and is dedicated to advancing injury-prevention and rehabilitation through biomechanical analysis.

Pollard also led the development of the Doctor of Physical Therapy program. Designed to address the shortage of physical therapists around the U.S and Oregon, it was the first such program to be offered by a public university in Oregon when it launched in 2021. The first students to complete the program will graduate in 2024.

Pollard received a master of science in physical therapy from Pacific University and a doctorate from University of Massachusetts. She served on the faculty in physical therapy programs at the University of Southern California and California State University Long Beach before joining OSU-Cascades, where she was promoted to full professor in 2021.

She received the Beaver Champion Award in 2022. The award was presented by OSU President Jayathi Murthy for outstanding effort and achievement of excellence, extra effort beyond that requested and performance of the highest quality.

Pollard begins her new role on November 1. She will continue to oversee the Doctor of Physical Therapy program until the program director position is filled.



Hawthorn Healing Arts welcomes Dr. **Jim Thornburg** to the practice. Dr Thornburg received his doctorate of chiropractic degree (D.C.) from the University of Western States in 2012. He did this while concurrently working toward a master's degree in exercise and sports science, also completed that year.

Rooted in the philosophy of Evidence Based Medicine, Dr. Thornburg practices the traditional hands-on diversified method to "adjust" his patients. He also utilizes a highly effective and valuable system known as McKenzie Method or MDT, which can alleviate symptoms originating from disc injuries to teach and empower patients to maintain their own progress. He is also skilled in a variety of soft tissue treatments including the Graston Technique, where he is an

Jim Thornburg

Grant

Branam

innovator and inventor of a tool used to perform Instrument Assisted Soft Tissue Mobilization (IASTM) known as the T tool. He strongly believes that an emphasis on corrective exercise and strengthening the body to be paramount to the process of healing and encourages all of his patients to adopt these habits.

A native Oregonian, Dr. Thornburg loves spending time outdoors, paddle boarding, snowboarding, walking the river trail, listening to podcasts, reading, cooking and his soulmate, Cady. He is very laid back and personable, while also being able to maintain a high level of critical thinking, case management and care for his patients.



(LEFT) (L-R) MICHAEL, ASHLEY, SARA, AJ, TINA , KRISTA, AND JENNY, WHO ANSWERED THE CALLS DURING THE SAFEWAY SHOOTING IN SEPTEMBER OF 2022. (RIGHT) MEGAN CRAIG RECEIVES THE OREGON APCO MANAGER OF THE YEAR AWARD | PHOTOS COURTESY OF DESCHUTES COUNTY

On October 4, the Oregon Association of Public-Safety Communications Officials hosted an awards banquet at the Riverhouse in Bend to recognize **9-1-1 Public Safety Dispatchers and Administrators** for the jobs they do.

In the first picture we recognize our first, first responders who answered the calls during the Safeway shooting in September of 2022 in Bend. From left to right **Michael**, **Ashley**, **Sara**, **AJ**, **Tina**, **Krista**, and **Jenny**.

In the second picture, **Megan Craig** is receiving the Oregon APCO Manager of the Year award. Megan serves on the APCO awards committee that selects the state-wide winners each year and the committee was able to keep the award a secret from Megan until the awards banquet.

RootedHomes' Rooted at Simpson breaks ground with 70 community leaders.

Rooted at Simpson will include 40 single-family homes comprised of two-story, two-bedroom/two bath homes, and three-bedroom/two bath homes- all designed to goal net-zero energy standards. In partnership with Housing Works, the Simpson community will also include 59 rental garden-style walk-up apartments. Together, RootedHomes and Housing Works offer a unique opportunity to develop affordable rental and homeownership, serving the broad housing needs of the community side by side. The design offers onsite vehicle

parking, electric vehicle charging, covered

More Who's Who Next Page 🕨

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

Who's Who!

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

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



(L-R) DESCHUTES COUNTY COMMISSIONER PATTI ADAIR; DESCHUTES COUNTY COMMISSIONER PHIL CHANG; DIRECTOR OF THE OREGON FIELD OFFICE FOR U.S. DEPARTMENT OF HOUSING & URBAN DEVELOPMENT, BRYAN GUINEY; REPRESENTATIVE KROPF; EXECUTIVE DIRECTOR OF ROOTEDHOMES, JACKIE KEOGH; VP OF WASHINGTON FEDERAL, SHELLE PACK; EXECUTIVE DIRECTOR OF HOUSING WORKS, DAVID BRANDT; BEND CITY COUNCILOR, BARB CAMPBELL; DESCHUTES COUNTY COMMISSIONER TONY DEBONE; BEND CITY COUNCILOR, ANTHONY BROADMAN; OREGON COMMUNITY FOUNDATION'S SENIOR DONOR RELATIONS OFFICER, ANNE GEORGE; AND EXECUTIVE DIRECTOR OF ROEGON HOUSING AND COMMUNITY, SERVICES ANDREA BELL | PHOTO COURTESY OF ROOTEDHOMES

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

bike parking, community gardens, and open green space featuring tree-lined walking and bike paths that lead to an improved sidewalk system from 19755 Simpson Ave.

With construction started, RootedHomed anticipates selecting homebuyers in Summer 2024 through a housing lottery. Homes are estimated to be available for purchase starting January 2025 through May 2025. Interested homebuyers are encouraged to start working towards mortgage readiness now.

The development team includes O'Brien Design + Build, Ashley and Vance Engineering, Ten Over Studio, Blackmore Planning, Transight Consulting, and S&F Land Services.

BendFilim announced Audience Award winners. Congrats to *Knight of Fortune* by Lasse Lyskjær Noer for winning Best Short and *The Grab* by Gabriela Cowperthwaite for winning Best Feature!

KPOV 88.9 FM, High Desert Community Radio, announced two grants have been awarded to help build a New Production Studio. The Project goal is to better serve Central Oregon by increasing the number of locally produced live talk and music shows, and to build listenership.

On behalf of everyone at KPOV, thank you to the Autzen Foundation for awarding \$3,375 toward this project. The Autzen Foundation supports charitable work that makes Oregon a better place.

KPOV would also like to thank the Mary Ellen Fay Fund of Oregon Community Foundation (OCF) for contributing \$5,000 to this project. The OCF mission is to improve lives for all Oregonians through the power of philanthropy.

Winter Wonderland: Bend, Mt. Bachelor & MBSEF Nominated for *USA Today* 10Best Readers' Choice Awards

by ZACK HALL — DVA Advertising

Visit Central Oregon, Visit Bend, and Mt. Bachelor are urging Central Oregon's snow enthusiasts to go online and vote for both Bend and Mt. Bachelor after being named finalists in a slew of categories in the 2023 USA Today 10Best Readers' Choice Awards.

Bend was one of 20 cities in North America, and the only one in the U.S. Pacific Northwest, to be nominated in the Best Ski Town category. Three other categories in the annual *USA Today* competition help illustrate why Bend is so highly thought of as a winter sports destination. Mt. Bachelor — North America's sixth-largest ski and snowboard resort — was picked as a finalist in both the Best Ski Resort and Best Place for Snowboarding categories. And Mt. Bachelor Sports Education Fund (MBSEF), a Bend nonprofit that runs a wide range of programs, was nominated for Favorite Ski School.

Twenty finalists in each category were chosen by a panel of experts before voting was turned over to the public on Monday, October 23, which will decide the winner. The public is invited to vote daily by visiting the Best Ski Town, Best Ski Resort, Best Place for Snowboarding, and Favorite Ski School sections of the USA Today 10Best Awards, which also includes a current leaderboard and a list of the competition in each category. Voting closes at 9am PDT on Monday, November 20, and the winners will be announced on Friday, December 1.

"We are honored that Bend and Mt. Bachelor were both included among some of the most recognizable destinations in North American winter sports," said Julia Theisen, CEO of Visit Central Oregon. "We urge Central Oregonians to vote early and vote often and show the world that we are proud to be among North America's premier winter destinations."

"Bend's inclusion as Best Ski Town is a great testament to Mt. Bachelor's incredible terrain and our town's opportunities for visitors when they're off the slopes," said Visit Bend CEO Kevney Dugan. "Adventure offerings such as moonlight snowshoeing with Wanderlust Tours combined with great dining, art, and cultural opportunities such as The Greenhouse Cabaret and Tower Theater make Bend an incredible winter destination. We are proud to be included on this list."

In nominating Bend as a finalist for Best Ski Town, contest organizers praised both Central Oregon and Mt. Bachelor. "Home to the Mt. Bachelor ski area, Bend sits astride the Deschutes River in the High Desert of Central Oregon. But it's hardly a barren place. In fact, there's far more to do in Bend beyond its amazing skiing and snowboarding, including hiking to the top of an extinct volcano right from town, exploring a lava tube, paddling the river, sipping through the Bend Ale Trail, or getting in touch with nature at the High Desert Museum."

visitcentraloregon.com • visitcentraloregon.com • visitbend.com • mtbachelor.com

High Desert Food & Farm Alliance Awards Nine 2023 On-Farm Efficiency Grants

by MARIAH STONE, Marketing & Event Assistant — High Desert Food & Farm Alliance

igh Desert Food & Farm Alliance (HDFFA) announced awarding this year's On-Farm Efficiency Grants. Through this competitive grant program, HDFFA awarded nine farms and ranches in Central Oregon a total of \$26,861 to implement innovative projects that promote greater efficiencies in time, water usage, crop yield, and more. The recipient farms range in size from one acre to upwards of 200 acres, each feeding the community in different ways. Investing in local growers encourages more efficient farming practices and a more resilient food economy here in Central Oregon. HDFFA congratulates this year's awardees and looks forward to seeing the ongoing success of these businesses and their contributions to our food system!

The 2023 On-Farm Efficiency Grant helped to make the following projects possible:

• **DD Ranch, LLC** supplemented an NRCS grant to install a center pivot irrigation system on a three-acre plot of land to grow forage for their

• **Fibonacci Farm** purchased a propane heater for one of their greenhouses to extend their season by several Because of this project, they were able to sell tomatoes eight weeks earlier than last year.

• Gorilla Greens, a microgreens business, purchased new grow racks and expanded and upgraded their

• In Cahoots Heirloom Apple Orchard Collaborative purchased state of the art fruit processing equipment and

will be working with a local vintner to create apple
Lazy Z Ranch purchased a trailer and syrup pump setup to be able to better distribute feed to their apiary when natural forage is lacking.

• Mahonia Gardens added aseason extension system through the purchase of a hoop-house and overhead irrigation This season they planted tomatoes, broccolini, early kale, and carrots in this particular hoop house.

• Sunlife Farm & Ranch, LLC is working toward developing their ASP composting Due to delays with their contractor, this project is still in progress, but they hope to have it running this winter.

• Wild Grown Farm installed irrigation and energy upgrades to their greenhouse system and purchased a thermal printer for plant labels.

Each farm was also required to contribute a match of at least 50 percent to their award amount, which could be provided in cash, in-kind donation, and/or labor. When taking into consideration both grant funds and provided match, local farmers invested over \$50,000 in on-farm purchases that will lead to efficiency in time, water usage, crop yield, and more. HDFFA has offered this year were required to be located in Crook, Deschutes, or Jefferson Counties or the Confederated Tribes of Warm Springs; be operational during 2023; primarily sell their products within Central Oregon; and be mindful of the environmental impact of their operation.

"The high numbers of applications we received for this grant really attests to the need for direct infusions of funds in small farms. With the thin margins and unpredictable markets that many producers face, having even a small boost can lead to a notable economic impact," says HDFFA's Agricultural Support Manager, Andrea Smith. HDFFA aims to strengthen and highlight the resiliency of local farms. One major goal of HDFFA's Agricultural Support program is to connect producers to funding opportunities, including OFEG. Since 2018, HDFFA has invested more than \$120,000 in grant and award funding to Central Oregon farmers.

The 2023 On-Farm Efficiency Grant was made possible due to a generous private donation. Additional funding came from the Community Food Projects grant from the National Institute for Food and Agriculture (NIFA) with the US Department of Agriculture (USDA). Learn more about these projects at hdffa.org/2023-grantees, and read about previous funding that HDFFA has provided for farmers at hdffa.org/hdffa-grants. Future grant and award programs for farmers are dependent on HDFFA successfully obtaining funding to administer similar opportunities. hdffa.org

germination room to grow their capacity.

• **Hive & Pine Farm, LLC** invested in a mechanized multi-row seeder and starter kit to improve efficiency to the seeding, germination, and transplant

grant program for two years. The 2023 On-Farm Efficiency Grant opened in December of 2022 and received thirty applications through the month-long application period, with a total grant request of over \$80,000. Applicants this

Businesses Serving Community

BEND FIRE AND RESCUE

Bend Fire and Rescue Annual Coat Drive is underway and continuing until November 17. This year we are focusing on the need for children's coats due to the increased demand within our community. Last year's coat drive brought to light the overwhelming need that children are experiencing during the cold weather season. This year, as you transition to warmer clothing, consider decluttering those bulky winter coats your children no longer wear, and help the community keep underprivileged children warm as the temps continue to decline.

We are accepting new or slightly used jackets, hats, and gloves. If you are

donating a slightly used item, please make sure it is recently washed. Large blue bins will be outside the front door at all six of our Fire Stations, including our Westside Admin Building. For contactless drop-off, donations can be dropped off at your nearest Bend Fire Station and placed inside the labeled bin outside anytime between now and November 17.

Bend Fire Stations: West Fire Station — 1212 SW Simpson Ave., East Fire Station — 62420 Hamby Rd., North Fire Station — 63377 Jamison St., South Fire Station — 61080 Country Club Dr., Tumalo Fire Station — 64725 Cook Ave. and Pilot Butte Station — 425 NE 15th St.

Healthy Communities

Bend-Redmond Habitat Completes Net Zero, Workforce Home

by SCOTT NORDQUIST, Director of Grants Management — Bend-Redmond Habitat end-Redmond Habitat for Humanity recently celebrated the completion of a net zero, workforce home in NE Bend. The net zero home is able to produce all of its energy needs through solar power, and serves buyers with higher incomes than most Habitat homes.

"We know that there is an acute need for homes in Bend that are affordable to workforce, or middle-income earners," said Carly Colgan, CEO of Bend-Redmond Habitat. "We are excited to provide a unique homeownership opportunity for locals who are priced out of the market, yet wouldn't qualify for traditional Affordable housing."

Affordable homeownership projects nationwide are typically restricted to buyers earning under 80% of the Area Median Income (\$76,150 for a family of four in 2023). For this project, Habitat leveraged the City of Bend's Affordable Housing Fund, which can be utilized for buyers up to 100% AMI (\$95,200 for a family of four).

Total monthly energy costs for this net zero home are estimated at \$12/month, or the cost of hooking up to the grid. This is particularly important considering that low- and moderate-income households are disproportionately affected by energy insecurity. Prices often necessitate renting older or under-maintained homes, causing higher energy consumption and potentially unhealthy living conditions.

"We're proud to go beyond an affordable mortgage and also ensure lowcost utilities for our homeowners," Colgan said. "By building energy efficient, affordable homes, we are reducing cost of living expenses, improving overall health, and ensuring families have every opportunity to thrive and grow."

Habitat's sustainable building practices reduce mold, rot, and pest issues, while xeriscaping with native plants decreases water consumption, improves drought tolerance, and ensures fire resistance. To mitigate the effects of wildfire smoke and other pollutants, energy recovery ventilation (ERV) filters the outside air supply and improves indoor air quality.

Bend-Redmond Habitat for Humanity has already selected a buyer for this home. But, the organization is in the planning phase for another single-family, workforce home after being awarded funds from the City of Bend's Middle-Income Housing Pilot Program.

This home marks another milestone for Habitat as it is the 40th home built since 2021, a primary goal of its Humanity In Action Capital Campaign. Bend-Redmond Habitat is celebrating the success of its landmark Capital Campaign with a Fall Celebration on November 2.

About Bend-Redmond Habitat for Humanity:

Bend-Redmond Habitat builds strength, stability, and self-reliance through affordable homeownership for families and individuals in Bend and Redmond. We are dedicated to changing lives by bringing people together to help make





elkridgechiropractic@gmail.com



BIRD'S EYE VIEW OF SOLAR PANELS ON HABITAT'S NET ZERO HOME IN NE BEND | PHOTO COURTESY OF BEND-REDMOND HABITAT FOR HUMANITY

a difference in our communities through affordable housing. Since 1989, Bend-Redmond Habitat has served 221 families with affordable homeownership and repaired 145 homes, providing more than 1,100 children and adults with a safe, secure, and healthy home. Bend-Redmond Habitat for Humanity's homes are possible through the support of thousands of individuals. Habitat relies on individual donors, foundations, city, state & federal funding, local businesses, volunteers, and its ReStore.

bendredmondhabitat.org 541-385-5387

MountainStar Family Relief Nursery Unveils New La Pine Site

by KARA ROATCH, Events & Marketing Manager — MountainStar Family Relief Nursery

M ountainStar Family Relief Nursery (MountainStar), a place of hope and support for vulnerable children and families across Central Oregon, is thrilled to announce the arrival of its new facility in La Pine. This site is MountainStar's fifth location and marks a momentous step forward in fulfilling its mission to prevent child abuse and neglect in our community.

The building, composed of three modular units, arrived in La Pine on September 12, and installation is currently underway. While Mountain-Star's dedicated team works on the final project pieces, they are planning a grand opening and ribbon cutting at 16623 Box Way on November 9 at 12pm. MountainStar is thrilled to invite the community to celebrate this new location serving children and their families in La Pine. After more than six years of outreach services, this permanent



location fulfills MountainStar's longstanding goal to provide more direct support to La Pine families.

MountainStar gives special thanks to the Deschutes County Board of Commissioners who demonstrated their commitment to South Deschutes County children by allocating funds from the American Rescue Plan Act for this project. This initial funding was critical for this new site and will have a lasting impact on the community.

As MountainStar prepares to open its doors, they are excited to announce that they are hiring for multiple positions. "If you are passionate about making a positive impact on the lives of children and families in the community, we encourage you to explore employment opportunities with us," Tobiah Brown, MountainStar's program director shares. "And part of what makes our organization so special is our volunteers. We will be inviting community members to join us in our therapeutic classrooms to help nurture children's emotional, physical, and intellectual development



541-330-0404 541-548-1992 securityprosbend.com in a safe environment."

Kara Tachikawa, MountainStar's executive director, expresses her enthusiasm: "We've been working on this project for over a year and are really excited to be opening our doors to the community. Everything we do is connected to child abuse and neglect prevention. Our services are customized to meet the unique needs of each child and their family in our program. Keeping children safe and parents successful is the work we have done in Central Oregon for the past 22 years and work we will continue to do for many years to come."

For more information about our new La Pine facility, job opportunities, or how you can get involved as a volunteer, please visit our website. *mtstar.org*

thebendchiropractor.com

MountainStar Launches Partners for Kids, Welcoming Businesses to Become Agents of Change

by KARA ROATCH, Events & Marketing Manager — MountainStar Family Relief Nursery Manager — MountainStar Family Relief Nursery (MountainStar), a Central Oregon nonprofit dedicated to the prevention of child abuse and neglect in Central Oregon, is thrilled to introduce its new initiative — Partners for Kids. MountainStar invites local businesses to join them in strengthening our community's families and keeping kids safe.

In the spirit of collaboration to create a healthy community where families and children thrive, MountainStar is launching a new annual partnership program that will capitalize on its increased marketing efforts over the last few years. Staley Micken, MountainStar development director, shares "It's hard out there for both not-for-profits and for-profits. We have a lot of people we want to reach to engage in our services. And for-profits have a lot of competition as well. It makes sense to combine our efforts. When businesses partner with us, we want them to feel like they are receiving an equal value in partnership. So, we are stepping things up and excited to roll out an annual program that reflects our intent to highlight your community investment and help us both expand our reach."

Helping to kick off this new initiative is a longtime supporter and well-known community advocate for kids and families — Webfoot Painting Co. Webfoot, led by Gavin Hepp and Travis Ulrich, has partnered with MountainStar for 16 years, raising awareness and funds for child abuse prevention. Their commitment to MountainStar and our community is an example of how local businesses can be agents of change. "I really encourage businesses to look around our community and see where they can make a difference. Early intervention programs, like MountainStar, are there to help families before something really bad happens. The more we invest in them, the healthier our community is for everyone. We hope folks will check out their new initiative and get involved. We certainly are!" says Gavin.

A business that becomes a Partner for Kids not only invests in the wellbeing of Central Oregon's children and families but also gains recognition, community engagement opportunities, and increased reach for potential customers. MountainStar's most recent campaign — Birdies 4 Babies — was run through two local media groups. Those combined efforts resulted in over 300,000 impressions and 300+ commercial spots with a value of \$5,500. "In years past, we might have looked for one sponsor for this campaign to cover those costs. Our new initiative instead will reward a \$5,000 contribution with annual benefits that highlight your business in every campaign throughout the year. We are excited to pivot our traditional sponsorship program to annual partnerships that capitalize on MountainStar's efforts while increasing the frequency in which we honor your partnership and commitment to children and families in our community," says Staley.

- **Investment Levels:** The initiative offers five levels, between \$500 to \$5,000, with increased exposure and opportunities coinciding.
- **Impact:** Business partners increase their own marketing efforts while providing critical funds for MountainStar's child abuse prevention services.
- **Benefits:** Business partners receive co-branded recognition across all MountainStar's regional platforms. With increased support, businesses are included in MountainStar's paid advertising efforts, including commercials, websites, and digital marketing campaigns.

Join MountainStar's commitment to build communities of hope. To become a Partner for Kids, please contact Elaine Klautzch at elainek@mtstar.org.

MountainStar is excited to invite local businesses to create a safer, more nurturing environment for Central Oregon's children and families. When children thrive, our community thrives — building a brighter future for everyone.

About MountainStar Family Relief Nursery:

MountainStar Family Relief Nursery (mtstar.org) is a local nonprofit that provides child abuse and neglect prevention services for vulnerable families in Central Oregon. We are the only program in Deschutes, Jefferson, and Crook Counties providing therapeutic classrooms, parenting education, and family support targeted at protecting babies and toddlers who are at significant risk for abuse and neglect. We envision communities that support each parent's effort to nurture their children's emotional, physical, and intellectual development in a safe environment.

Now in its 22nd year, MountainStar has served 5,500 children and their families. We provide over 300 hours of direct family support each year and 99 percent of children enrolled in our program remain safe from abuse and neglect.

mtstar.org



NOVEMBER 2, 2023 | 6:00 PM Honoring, remembering, and sharing the light together.

2611 NE Courtney Dr.

Open to the public No RSVP required Learn more at: PartnersBend.org/light

Made possible by support from:



RECENT TRANSACTIONS

Continued from Page 3

Brian Fratzke, CCIM, Principal with Fratzke Commercial Real Estate Advisors, Inc., and Tom Tapia, CCIM, Principal with Fratzke Commercial Real Estate Advisors, Inc., represented the Property Owner; Alves Land & Livestock, Redmond, LLC in the 60-month lease of 72,000/Sq.Ft. located at 615 E Antler, Redmond, Oregon. Redmond Industrial Park.

Compass Commercial Real Estate Services brokers Pat Kesgard, CCIM and Kristie Schmitt, CCIM represented the landlord, Bluff Drive Investments, LLC, in the lease of a 2,686 SF office suite located at 595 SW Bluff Drive in Bend.

Tom Tapia, CCIM, Principal with Fratzke Commercial Real Estate Advisors, Inc., represented the Property Owner in a 36-month retail lease in the standalone Commercial building located at 7427 SW 8th Street in Redmond, Oregon.

Brokers Kristie Schmitt, CCIM and Graham Dent, SIOR with Compass Commercial Real Estate Services represented the tenant, Off Lease Life, Inc., in the lease of a 1,400 SF office suite located at 25 NW Hawthorne Avenue in Bend.

Dan Steelhammer, Broker with Fratzke Commercial Real Estate Advisors, Inc., represented the Property Owner in a 36-month lease renewal located at 2784 Carmen Loop, Suite #120 (American Lane Industrial Park) in Bend, Oregon.

Compass Commercial Real Estate Services broker Luke Ross represented the Landlord, JJDAS Properties, LLC, in the lease of a 1,550 SF retail suite located at 957 NW Brooks in Bend.

Brian Fratzke, CCIM, Principal with Fratzke Commercial Real Estate Advisors, Inc., represented the Owner in the 36-month lease renewal of approximately 5,562/SF of M-1 Zoned Industrial Suite located at 611 NE Jackpine Ct, Redmond, Oregon.

Brokers Graham Dent, SIOR and Luke Ross with Compass Commercial Real Estate Services represented the landlord, Sawyer Park, LLC, in the lease of a 4,050 SF industrial suite located at 63025 O.B. Riley Road in Bend.

Brian Fratzke, CCIM, Principal with Fratzke Commercial Real Estate Advisors, Inc., and Tom Tapia with Fratzke Commercial Real Estate Advisors, Inc., represented the Owner in a 60-month lease renewal to Rebound Physical Therapy, a Texas Limited Partnership; in the Commercial strip center and stand-alone building located at 61249 So. Highway 97, Bend.

Dan Steelhammer, Broker with Fratzke Commercial Real Estate Advisors, Inc., represented the Property Owner McKay Cottage Plaza Properties, LLC in the office lease of Suite 150, located at 62910 OB Riley Rd, Bend, Oregon.

Dan Steelhammer, Broker with Fratzke Commercial Real Estate Advisors, Inc., represented the Property Owner McKay Cottage Plaza Properties, LLC in the office lease of Suite 130, located at 62910 OB Riley Rd, Bend, Oregon.

Dan Steelhammer, Broker with Fratzke Commercial Real Estate Advisors, Inc., represented the Property Owner in a 60-month office lease of 4,058/Sq.Ft. in the Commercial complex located at 109 NW Greenwood Avenue, Bend, Oregon.

Brian Fratzke, CCIM, Principal with Fratzke Commercial Real Estate Advisors, Inc., and Tom Tapia, CCIM, Principal with Fratzke Commercial Real Estate Advisors, Inc., represented the Owner in a 62-month Industrial lease of 2,648/Sq.Ft. in the Industrial complex located at 2121 SW Deerhound, Suite #103 Redmond, Oregon.

Brian Fratzke, CCIM, Principal with Fratzke Commercial Real Estate Advisors, Inc., represented the Property Owner in a 64-month lease of 7,464/Sq.Ft. (Multiple Suites) in The Point, located at 929 SW Simpson Avenue, Bend, Oregon in Shevlin Corporate Park.

Dan Steelhammer, Broker with Fratzke Commercial Real Estate Advisors, Inc., represented the Tenant, Pacific NW Audiology Group, LLC in the 48-month lease located at 845 SW Veterans Way, Space C, Redmond, Oregon.

Brian Fratzke, CCIM, Principal with Fratzke Commercial Real Estate Advisors, Inc., and Tom Tapia, CCIM, Principal with Fratzke Commercial Real Estate Advisors, Inc., represented the Tenant CoreRx, in the 53-month lease of approximately 13,054/Sq.Ft. in District 2 East, located at 2728 NW Potts Ct, Bend, Oregon. Brian Fratzke, CCIM, Principal with Fratzke Commercial Real Estate Advisors, Inc., and Tom Tapia, CCIM, Principal with Fratzke Commercial Real Estate Advisors, Inc., represented the Property Owner in the lease located at 1320 SE Armour Suite A-2 Bend, Oregon 97702.

Dan Steelhammer, Broker with Fratzke Commercial Real Estate Advisors, Inc., represented the Owner, American Lane Investors, LLC in the 36-month Industrial lease renewal at 20760/20736 Carmen Loop, Suites #120-#130 in the American Lane Industrial Park, Bend, Oregon.

Brian Fratzke, CCIM, Principal with Fratzke Commercial Real Estate Advisors, Inc., represented the Property Owner, Brookman Glenwood, LLC in the 60-month lease and Tom Tapia, CCIM, Principal with Fratzke Commercial Real Estate Advisors, Inc., representing the Tenant, Mt. Modern Airstream in the Glenwood Industrial Park located at 615 SW Glenwood Avenue, Suites # 115-#117 in Bend, Oregon.

Dan Steelhammer, Broker with Fratzke Commercial Real Estate Advisors, Inc., represented the Tenant in a 36-month lease renewal of office space located at 438 NE Irving St, Bend, Oregon.

Dan Steelhammer, Broker with Fratzke Commercial Real Estate Advisors, Inc., represented the Property Owner, American Lane Investors, LLC in the lease renewal in the Industrial complex located at 20772 Carmen Loop, Suite #110, Bend.

Tom Tapia, CCIM, Principal with Fratzke Commercial Real Estate Advisors, Inc., and Brian Fratzke, CCIM, Principal with Fratzke Commercial Real Estate Advisors, Inc., represented the Property Owner in a retail lease located at 244 NW Franklin Avenue, Suite #200 Bend, Oregon.

Tom Tapia, CCIM, Principal with Fratzke Commercial Real Estate Advisors, Inc., and Brian Fratzke, CCIM, Principal with Fratzke Commercial Real Estate Advisors, Inc., represented the Property Owner, Jeffers Properties, LLC in the 36-month lease plus yard space located at 100 SE Bridgeford, Suite #F, Bend, Oregon.

Dan Steelhammer, Broker with Fratzke Commercial Real Estate Advisors, Inc., represented the Tenant in a 36-month lease of approximately 3,385/Sq.Ft. in the Commercial building located at 2321 NE Third Street, Suite #B, Prineville, Oregon.

Dan Steelhammer, Broker with Fratzke Commercial Real Estate Advisors, Inc., represented the Property Owner, in the office lease for the property located at 888 NW Hill, Suite #4 & #5, Bend, Oregon.

Brian Fratzke, CCIM, Principal with Fratzke Commercial Real Estate Advisors, Inc., represented the Tenant, Horizon Realty Advisors, Inc. in the office lease located at 385 SW Columbia Street, Bend, Oregon.

Brian Fratzke, CCIM, Principal with Fratzke Commercial Real Estate Advisors, Inc., and Tom Tapia, CCIM, Principal with Fratzke Commercial Real Estate Advisors, Inc., represented the Property Owner, Brookman Glenwood, LLC in the 60-month lease renewal of approximately 4,250/Sq.Ft. in the Industrial complex located at 615 SE Glenwood Drive, Bend, Oregon.

Dan Steelhammer, Broker with Fratzke Commercial Real Estate Advisors, Inc., represented the Property Owner, American Lane Investors, LLC in the 36-month lease renewal of Industrial lease space located at 20717 Carmen Loop, Suites #120-#130, Bend, Oregon.

Dan Steelhammer, Broker with Fratzke Commercial Real Estate Advisors, Inc., represented the Property Owner, American Lane Investors, LLC in the 60-month lease renewal for Stone Roofing and Construction, Inc. located at 61438 American Lane Suite #100, Bend, Oregon.

Brian Fratzke, CCIM, Principal with Fratzke Commercial Real Estate Advisors, Inc., represented the Tenant; Klein Investment Strategies, LLC in the 60-month office lease located in the Franklin Crossing Building, 550 NW Franklin Avenue, Suite #270, Unit C1, Bend, Oregon.

Brian Fratzke, CCIM Principal with Fratzke Commercial Real Estate Advisors, Inc., represented the Property Owner CRB Investments, LLC in the 60-month medical lease renewal located at The Point, 929 SW Simpson Avenue, Suite #240, Bend, Oregon.

Tom Tapia, CCIM, Principal with Fratzke Commercial Real Estate Advisors, Inc., represented the Tenant in the 84-month office lease of approximately 2,240/ Sq.Ft. located at 625 NW Colorado, Bend, Oregon.

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in the pipeline for Q4 2023 and Q1 2024 which should be available to lease. Most of this square footage will be available in various sizes. This report does not provide square footage of owner user buildings that either have been built or are under construction.

A NEW CHALLENGE FOR THE **MULTIFAMILY MARKET** by RON ROSS, Broker

Compass Commercial Real Estate Services

Central Oregon has experienced remarkable population growth over the last decade, driven in part by its appeal to outdoor enthusiasts and a robust

responded by constructing hundreds of new apartment units to meet the demand for housing. These new units have brought modern amenities and lifestyle choices to residents, but they've also raised questions about the sustainability of this building boom and the impacts of a potential oversupply.

It is estimated that over 1,000 units could come online in the next 18-20 months.

The current vacancy rate in the Bend/ Redmond market is 8.7% (the highest in many years). The projected absorption rate is less than 300 units annually, portending even higher vacancies. Population growth, while still steady is slowing from the meteoric rate of recent years.

This is good news for renters, providing more options, more negotiating power, and potentially lower rents. Concessions like table. Rent growth has slowed dramatically across the board. Many Oregon markets are experiencing flat or negative rent growth.

Most local apartment developers are well capitalized and have long-term time horizons. But the high cost of building and capital, coupled with vacancies, concessions, and lower rents may cause some short-term stress. This trend is not unique to Central Oregon and in fact is a common theme in many cities and areas across the country. As with most market cycles, it will resolve over time as apartment development will slow and population growth will continue.

These factors and higher operating costs will put downward pressure on property values. Sales and values will likely stagnate through 2024. A recession looms. Sellers continue to want yesterday's prices,

valuations. Expect a reset in 2025 with a recovering economy and a resurgence in sales activity. If you are a potential seller, position your property accordingly. Central Oregon is primed to maintain its standing as one of the fastest growing metro areas in the county. Population growth is almost certain to outpace national trends which bodes well for the long-term outlook of multifamily investors.

If you are a buyer, look for opportunities that have not been available for a long time. More properties are on the market, and many are sitting waiting for offers. Cap rates are moving up and some Sellers will need to make deals.

As always, talk to us anytime about the market, buying or selling, positioning for sale, and how to maximize your property benefits. compasscommercial.com

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

BUSINESS EVENTS



November 2

5-7pm The Environmental Center Eighth Annual Sustainability Awards at High Desert Music Hall, Redmond.

November 7

8-9:30am Bend Chamber Commerce & Coffee at Realty One Group Discovery, Bend.

November 7

3:30pm Deschutes County Public Safety Coordinating Council Meeting.

November 7

6pm Deschutes County Hearings Officer Hearing - Land Use: Redmond Airport Master Plan (RAMP) Updates (247-23-000252-TA).

November 8

9am Deschutes County Board of County Commissioners Meeting.

November 8

5:30pm Deschutes County Joint BOCC and the City of La Pine Meeting.

November 9

Noon MountainStar Family Relief Nursery Grand Opening and Ribbon Cutting at 16623 Box Way, La Pine.

November 9

5:30pm Deschutes County Planning Commission Meeting.

November 13

7-8:15pm Breathwork with Gong Sound Healing at Riverhouse on the Deschutes Convention Center.

November 14

9am Visit Bend Virtual and In-Person Board of Directors Meeting at Oxford Hotel, Bend. Open to the public.

November 14

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

November 14

5:30-7:30pm SCORE Confidential One-on-One Small Business Counseling at Bend Downtown Library. Free, no appointment necessary.

November 14

6pm City of Redmond City Council Meeting. Information at https://www. redmondoregon.gov/government/city-council/council-meeting-info/meetingagendas-minutes-and-video.

WORKSHOPS & TRAINING



(Ongoing)

COCC Small Business Development Center Virtual Classes.

Building Permits

COMMERCIAL PERMITS WEEK ENDING 10-13-23

Deschutes County

\$528,318.00 Commercial (Addition) 189 sf. at 56805 Venture Ln. Sunriver 97707 OR Owner: Henell Properties, LLC 35 SW Century Dr. #1 Bend, OR 97702 Builder: Kellcon, LLC 541-312-4034 Permit # 247-23-001501

City of Redmond

\$800,000.00	-	Commercial (New) 5,000 sf. at 1015 NE 17th St. Redmond 97756 OR Owner: Colvin Oil, LLC 2520 Foothill Blvd Grants Pass, OR 97526
		Builder: Kirby Nagelhout Construction Company 541-389-7119 Permit # 711-23-001867
\$1,158,768.00	-	Commercial (New) 14,570 sf. at 1776 S Hwy 97 Redmond 97756 OR Owner: Platt Properties, LLC 3555 NW Ivancovich Redmond, OR 97756
		Builder: Colorado Structures, Inc. 503-907-0070 Permit # 711-23-001276
\$125,000.00	-	Commercial (Tenant Improvement) 1,403 sf. at 413 NW Larch Ave. Redmond 97756 OR
		Owner: Redmond RX, LLC 1679 Alta Mura Rd. Pacific Palisades, CA 90272 Permit # 711-23-002050
<u>City of Bend</u>		
6250 000 00		

Commercial (Alteration) 5,819 sf. at 63455 N Hwy 97 Ste. 17 Bend 97703 OR Owner: CVSC, LLC \$250,000.00 Builder: De Jager Construction, Inc. 616-530-0060 Permit # PRRE202304663

COMMERCIAL PERMITS WEEK ENDING 10-20-23

City of Redmond

\$50,000.00 Commercial (Addition) 3,789 sf. at 2724 SW Timber Ave. Redmond 97756 OR Owner: Mountainstar Family Relief Nursery 2125 NE Daggett Ln. Bend, OR 97701 Builder: Kellcon, Inc. 541-312-4034 Permit # 711-23-002221

<u>City of Bend</u>

- Commercial (New) 438 sf. at 1024 SE 4th St. Bend 97702 OR Owner: Neighbor Impact Builder: R & H Construction, Co. 503-228-7177 Permit # PRNC202302286 \$30,000.00
- Commercial (Addition) at 300 NE Bend River Mall Ave. Bend 97703 OR Owner: Sun Mountain Holdings, LLC Permit # PRAD202303995 \$15,000.00

City of Prineville and Crook County

Commercial (New) 2,980 sf. at 1948 N Main St. Bldg E 101 Prineville 97754 OR Owner: W Scott, LLC 3277 E Warm Springs Ste. 200 Las Vegas, NV 89120 \$75,000.00 Builder: Christiansens Contracting Company, LLC 541-526-0195 Permit # 217-23-002173



the future and Redmond has worked hard to make growth occur more slowly and put things in place to stay under control.

Village project on land acquired by Mike Tennant, to help create an old-fashioned Craftsman-style neighborhood, like West Bend Village," she said. "We are just finishing the last phase of development. There are 267 custom-built out lots. I built the first house in the first phase, and it has been fun to see the project through all the way from start to finish, which will end with a small mixed-use commercial spot featuring a tap room and food carts adjacent to the residential.

"Canyon Rim Village was a new type of development at the time, with treelined streets and alley access and it took people a while to grasp the concept," she continued. "I had been in Bend since 1972 as a single mom with two kids and chose to move to Redmond to work on that project.

"Thankfully there has been a more gradual appreciation in Redmond than Bend and the city has been really good at long-term planning, including getting ahead of the growth curve with things like the NW and SW Area Plans, involving the community in the conversation.

"They have been effective at setting these parameters before people came and helping people understand bigger picture concepts like the live/work philosophy.

"Hopefully young people have a product they can grow with – after all, they are

I say to younger people do whatever you can to get on the ladder of home ownership and enter the market as first timers and don't sell for, say, five to seven years. It may not be the forever home, but it gets you in the right direction.

"Redmond planned carefully for more growth, including acquiring additional commercial land. With more land, it can expand more than Bend, which has some geographic limitations like BLM boundaries.

"It really is the hub at the center of Central Oregon. I am proud to be part of its continuing evolution and thankfully the city has had great developers along the way.

"We don't necessarily want to develop like other areas — outlying communities need to have their own identities rather than mimic something else. There is a different attitude here and a livable community is a priority.

"Also, it is important to save what we can from a historical perspective if we can, and efforts like the reinvention of the old Evergreen School for the new City Hall speaks volumes about Redmond. Once historic features are gone, they are gone forever."

For more information on Red Barn Industrial Park leasing opportunities, contact Christin J Hunter, principal broker with Duke Warner Realty.

dukewarner.com • 541-382-8262

christin@dukewarner.com

- Town & Country-Comedy For Kids' Sake

PHOTOS COURTESY OF J BAR J YOUTH SERVICES



Elysia Kiyija, BBBSCO; Lynn and Jonathon Baker, J Bar J Youth Services



Ron and Kerry Snook, Kellie Prinz, Steve Wilson, Danny Davis



Shawn Theroit; Veronica Theriot, BBBSCO; Debbie Tallman, Mark Waxman



Sean Bearden, Steve Davenport



Annette Paoli, Tammy Lamb, Theresa Kramer



Kyle and Payton Otis, Nothing Bundt Cakes





Shawn and Ben Bradshaw, Willamette Valley Vineyards





Joe Howard and BBBSCO Advisory Council Members Mark Capell and Kim Evered



Holly Fischer and Dan Guilfoy



Micheal and Haley Palmer,

Brittney Clark, Chelsey Steek, Jessie Clapp



Katie and Octavio Paguaga

Jackie Bulthuis, Jess Schum, Marissa DeFeo



Wade Winters; Felicia Wilson; Holly Choe; Shannon Guerrero, BBBSCO; Johnathan Choe, Transworld Business Advisors Oregon Central

WIN Home Inspection



Jeff Stone; Eliescha Stone, First Interstate Bank; Derek Donavanik, First Interstate Bank & former BBBSCO Advisory Council Member, Amy Donavanik