



Enhancing & Promoting the Economic Vitality of Central Oregon Since 1994

Accomplished under 40

by JEFF MARTIN — CBN President/CEO

As CBN celebrates our 18th year of honoring young business leaders in Central Oregon, we — along with our sponsor, Washington Trust Bank — thought it would be fun to reach out to some of our past award winners and ask...

WHERE ARE THEY NOW?



SHANRAE HAWKINS— 2006 AWARD WINNER

What advice would you give to your former self at the time you were featured as an Accomplished Under 40 Award recipient?

If I were to offer advice to my former self when I was recognized as an Accomplished Under 40 Award recipient, I would emphasize the importance of continuing to trust my instincts and surrounding myself with wonderful people.

What has changed the most in Central Oregon since then?

It might be easier to answer the question of what hasn't changed since 2006! I believe the most notable change has been the rapid rise in population and development of the region. The growth has created both opportunities and challenges, motivating us to work towards maintaining a resilient community where everyone has the opportunity thrive.

How has your career and community involvement changed since you were selected?

After working for several of Central Oregon's iconic businesses, including the Old Mill District and Sunriver Resort, I realized there was an opportunity to establish a unique communications and public relations agency. Over a decade ago, I founded StingRay Communications with the primary objective of partnering with clients to help tell their stories and navigate complex challenges by delivering effective communication solutions. I love it!

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Trangistics — Redefining Logistics From Local Roots to Global Impact

by ERIKA ORESKOVICH — CBN Feature Writer

Nestled within the scenic vistas of Central Oregon, Trangistics stands as a testament to how a company can evolve from a regional entity to a pivotal figure in domestic and international logistics. What started as a traditional freight brokerage firm has evolved significantly in the last few years. The company now combines transportation and is a logistics services provider that provides a complete end-to-end solution for its clients.

Since its foundation two decades ago, Trangistics has witnessed considerable growth, particularly under the guidance of industry visionaries such as Joey Hougham, founder and CEO, and Dave McGrew, director of business development. The company has expanded its offerings, now playing an instrumental role in specialized fields such as inventory management, warehousing, and, more notably, the logistics of high-tech construction projects, including data centers and semiconductor chip manufacturing.

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HANNAH HARRER CHECKS OUT PROGRESS ON ONE OF TRANGISTICS' MANY JOB SITES | PHOTO COURTESY OF TRANGISTICS

2024 Marketing Guide — Pages 9-25

Family Firm is One-Stop Shop for ADU Options

Anchored Tiny Homes Launches in Bend as Interest in Secondary Space Soars

by SIMON MATHER — CBN Feature Writer

An idea born out of the tiny home revolution is seamlessly turning property owners' vision for Additional Dwelling Units (ADU's) into reality, while simultaneously helping tackle the housing availability crisis.

The attraction of adding secondary living space is gaining traction nationwide and Anchored Tiny Homes — which recently launched a presence in Bend — is providing a blueprint for helping the cause of homeowner financial freedom.

Started by Colton and Shylia Paulhus, along with Colton's younger brother, Austin, and his father, Scott, the company is helping homeowners across the nation "earn more money, bring family closer together and create more space to thrive" with high-quality, affordable custom-built ADUs based on 30-plus years of industry experience.

Concepts like Anchored Tiny Homes, which recently opened in Bend and will expand to Portland soon, are not only helping solve housing shortages but also aiding



EXAMPLES OF CUSTOM ADDITIONAL DWELLING UNITS BUILT BY ADU SPECIALISTS ANCHORED TINY HOMES, WHICH RECENTLY OPENED IN BEND | PHOTO COURTESY OF ANCHORED TINY HOMES

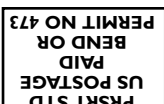
those who are struggling to afford traditional single-family homes, as legislators navigate how ADUs fit into the overall housing landscape.

The Anchored models are stick-built on site, versus being prefabricated and hoisted in place, giving more feasibility, including flexibility in positioning — which almost completely eliminates access issues that may prevent some people from being able to build an ADU. A range of

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CBN is published the first and third Wednesdays of each month.

Subscriptions are \$40 for one year (\$50 for out of tri-county).

CBN is a division of Cascade Publications Inc.

which also publishes the monthly

Cascade Arts & Entertainment magazine, *Book of Lists* and *Sunriver Magazine*.

Locally owned and operated since 1994.

404 NE Norton, Bend, Oregon 97701

541-388-5665

CascadeBusNews.com

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RECENT TRANSACTIONS

RE/MAX Key Properties broker **Ryan Amerongen, CCIM** represented the seller, The L.M. Ritz, LLC, in the sale of 135 NW Greeley Avenue in Bend. The 2,182 SF mixed use building sold for \$785,000.

Brokers Russell Huntamer, CCIM and **Eli Harrison** with **Compass Commercial Real Estate Services** represented the buyer, WAJO, LLC, in the acquisition of 135 NW Greeley Avenue in Bend. The 2,182 SF office building on 0.16 acres sold for \$785,000.

RE/MAX Key Properties brokers **Ryan Amerongen, CCIM** and John Baumann represented the seller, Thor Holdings, LLC, in the sale of 150 NE Hawthorne Avenue in Bend. The 13,655 SF office building sold for \$3,000,000.

Compass Commercial Real Estate Services broker **Dan Kemp, CCIM** represented both the seller, Skyliner ATX, LLC, and the buyer, Petesadog, LLC, in the sale of 20727 High Desert Lane. The 2,271 SF industrial unit sold for \$555,000.

RE/MAX Key Properties broker **Ryan Amerongen, CCIM** represented the Landlord in the lease of a 1,574 SF office suite located at 790 SW Industrial Way in Bend.

RE/MAX Key Properties broker **Ryan Amerongen, CCIM** represented the seller and buyer in the sale of 1155 NW Lamonta Rd. in Prineville. The 50 unit self-storage facility sold for \$1,050,000.

Hayden Homes Named 2023 Company of the Year by Idaho Home Builders Association

In recognition of its decades of exemplary leadership in the industry, the Northwest's largest privately owned home builder, Hayden Homes, has been awarded the Idaho Home Builders Association 2023 Company of the Year.

In bestowing the honor, IHBA celebrates member companies that make significant contributions to the industry, to their local home builders associations, and to their communities.

"Hayden Homes is a leader in both home building and community building," said Heather Hering Brown, IHBA board president. "From quality to customer service to charitable giving — we are proud to lift up this company as a model for the role our industry can play in supporting Idaho families. Thank you, Hayden Homes, for being

a bright light in our communities and inspiring others."

Nominations for the Company of the Year originate at the local level and are passed on to the state organization's Past Presidents Council for the final selection, said IHBA Executive Officer Rose Almanza. The award has been presented since 1982 and previous winners include construction firms, lenders, design companies and HVAC contractors.

Hayden Homes has built 4,400 homes in Idaho, and contributed \$60 million in impact fees to local communities. The company has been ranked in the top five Best Companies to Work for in Idaho

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Pacific Power Foundation Announces Grants to Support Central Oregon Arts & Cultural Organizations

Local organizations that deliver music, theater, community festivals and connections to local history are essential to their communities. They create beauty, join people together across cultures, generate jobs and nurture the creativity needed to solve complex problems. To support this crucial work, the Pacific Power Foundation is donating more than \$110,000 in new grant funding across the three states it serves.

The grants will help fund a variety of projects, including free arts events and education; community celebrations of cultural heritage; multilingual performances for kids; and programs for Indigenous students, rural youth and incarcerated adults.

"Local programs like these are

fundamental to the vibrancy and resilience of the communities we serve, and they nourish and inspire all of us," said Matt Chancellor, Pacific Power regional business manager. "We honor and appreciate these vitally important organizations."

This recent round of grants focused on art and culture is one of the foundation's four annual grant cycles.

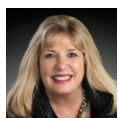
The following three grants, totaling \$12,400, were given to local organizations supporting communities in Central Oregon:

High Desert Museum to address K-12 educational disparities by expanding access to engaging STEM educational

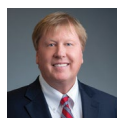
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CBN Book of Lists...

And the Free Listings Within

by JEFF MARTIN — CBN President/CEO

CBN started the *Central Oregon Book of Lists* in 1994. We strove to make sure anyone who wanted to be on the industry lists could be since they're such an effective and valuable marketing tool for local businesses. Back then, compiling and keeping track of all the lists was, of course, a much easier task. A smaller population equals fewer businesses to track.

In the three decades since our original launch, larger, more populated areas that published a book of lists have limited their listings to the top 10 or 20 within an industry. And they offer a lot fewer industries overall.

Over the years we have thought of doing the same. Instead, we plowed ahead with an inclusive policy, because, if at all possible, our advisory board and advertisers didn't want us to limit the information we were providing to the community or the promotion opportunity we were providing to local enterprises. While *CBN* has always done pretty well at keeping all that data accurate, 100 percent accuracy every time is downright difficult. Contacts, addresses, and phone numbers can change after we've gone to press. Of course, once we developed the online version, we could update that immediately, but the print edition — along with any outdated information — remains on the streets for a year.

When COVID hit it became much harder to verify lists. So, we let folks slide a bit, and

in turn, we backslid a bit when it came to keeping track, a fact a good friend and client of mine pointed out. We still sent at least two emails and phoned before publication, but if the business had a website, we'd let them stay on even if they never responded.

The resulting errors have prompted us to revise our policy, which we will be implementing all year long as we update each month's lists. Here's how it works:

We will email the contact on your FREE listing a month out from publishing, and then email a couple more reminders. If we haven't heard back from you, we will call you once. No response again and you will be eliminated from the list. As you'll see in this issue of *CBN*, I have already purged many from the lists. We have also added many new companies. You can be added back if you reach out. Keep in mind that some businesses request not to be listed, and we comply.

We also want to include the new companies coming to Central Oregon that we are missing. We will strive to reach out to and give them an opportunity to also have their businesses listed for free. If you know of someone who should be added or have inquiries about the *Central Oregon Book of Lists*, feel free to email me personally... jeff@cascadbusnew.com.

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Where Are They Now?

Continued from page 1

I dedicate the majority of my community involvement to supporting and mentoring youth, and raising awareness for the agriculture industry.

What did it mean to you to receive the award?

Receiving the award was truly an honor. It really extends beyond me as an individual and is representative of the support and guidance of my family and mentors who've invested in my journey personally and professionally.

What are some of you proudest accomplishments that make you who you are today?

My greatest source of pride stems from the meaningful relationships I have with my family and among clients. A mentor once shared with me that "it's all about the people," and I believe that to be true. When you prioritize relationships, everything else tends to fall into place

What advice would you give to this year's — and future — recipients of Accomplished Under 40 Award?

Look for the good in every situation, invest time in building meaningful relationships, trust your gut, and do things that bring you joy and make you forget to check your phone!

What question would you ask yourself for this interview?

"Who is one person that positively impacted your career?"

Bill Smith. He could have hired someone more experienced or qualified, but he took a chance on me when I was 24 years old. He mentored me and showed me what I was capable of achieving. He also encouraged me to pursue my dream of starting my own business.

Additional Comments

Thank you for the opportunity to share and for selecting me as one of your top 40's before I was in my 40's!

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Jesse Banks and Peter Fleming from CLS Fabrication & Baldhead Cabinets with Summit Bank Vice President and Business Client Advisor Roger Lee (center).



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Anchored Tiny Homes

Continued from page 1

standard floorplans and designs are available, as well as fully custom options.

Colton Paulhus said, "We are a family-owned business with over two generations of building experience, dedicated to crafting high-quality, customizable anchored accessory dwelling units (ADUs) tailored to clients' unique needs and preferences. Our mission is to create innovative living spaces that blend quality, functionality and style seamlessly.

"After three decades of servicing the Northern California community, we decided to do our part to positively impact the earth and the lives of those we serve more widely by building ADUs to help families stay closer together, earn rental income, and help solve the housing crisis that we are facing across the country.

"Our vision is to help people become financially free, keep families close and make housing options available for more Americans."

Paulhus said his team of industry-leading experts collaborates closely with homeowners to design and construct a variety of tiny home solutions.

Specializing in detached, attached and garage conversion ADUs, as well as garages and pool houses, the company prides itself on expert craftsmanship, attention to detail and commitment to using quality materials.

Paulhus added, "We handle the entire process for you from start to finish. Starting with the design, then putting together plans and blueprints, getting everything submitted and approved for permits, building your ADU on your property, and hooking everything up to utilities. In the end, you get a completed, move-in-ready ADU right in your backyard! "We are passionate about creating unique living spaces that reflect the personalities and aspirations of our clients."

The technical definition of an ADU is a secondary living space, such as an apartment or small home, sometimes called "mother-in-law quarters," or simply "guest house" constructed on a lot where there is already a primary residence.

Locally, ADUs are permitted uses on residentially zoned lots or parcels with a single-unit dwelling, townhome, or manufactured home.

Part of the appeal of an ADU lies in its multifunctionality, whether used for rental income, family housing, a home office or workout space.

In Oregon generally, with the recent adoption of House Bill 2001, homeowners have more options to add additional housing to their lots, while the legislature just passed a \$376 million housing package to address the state's worsening affordable housing and homelessness crisis through passage of Senate Bill 1530 and Senate Bill 1537.

The Emergency Housing Stabilization and Production Package provides significant state investment to support renters, encourage housing production and infrastructure, fund homeless shelters and changes to state land use laws to make it easier for cities to build safe and healthy homes.

This comes after Governor Tina Kotek issued an executive order on January 10, 2023, setting a target of 36,000 houses to be built per year.

For its part, the City of Bend says increasing the supply of affordable and attainable housing to support Bend's growing population is one of its guiding policy principles, with adding an ADU to a property seen as one of several ways to help add workforce housing to the community.

A spokesperson added, "The City of Bend is encouraging the development of more diverse housing units and recognizes that ADUs are an integral part of the housing continuum.

"Since 2016, we continue to take meaningful steps towards removing barriers within our codes and permit processes and seek to incentivize the production of ADUs wherever possible."

Paulhus said his company can build on most lots in Oregon, whether that be in urban or rural settings, depending on the particular rules for each jurisdiction. The company has more than 25 different plans, ranging from small studios coming in at around \$80-\$90,000 all the way to a 1,200+ sq. ft. three-bed model retailing at between \$350,000 and \$400,000.



Colton Paulhus



FIRST TWO PHOTOS: EXAMPLES OF CUSTOM ADDITIONAL DWELLING UNITS BUILT BY ADU SPECIALISTS ANCHORED TINY HOMES, WHICH RECENTLY OPENED IN BEND | PHOTO COURTESY OF ANCHORED TINY HOMES

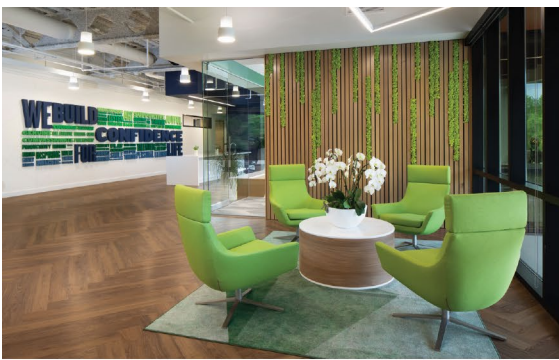
The majority are 500 to 700 sq. ft., with one or two bedrooms and design and plans included.

The benefits of an Accessory Dwelling Unit include:

- Creates more housing opportunities in existing neighborhoods with existing community;
- Takes advantage of existing and often costly infrastructure;
- Creates opportunities for intergenerational living, onsite caretakers, or assistants such as childcare or assisted living;
- Provides financial benefit and or property value to the property owner;
- Triggers economic development at a local scale through local builders/contractors;
- Contributes to the density efforts in a more gentle community-based approach;
- Provides for more diversity in neighborhoods.

Paulhus added, "We really deliver a turnkey anchored system, starting with the design, then putting together plans and blueprints, getting everything

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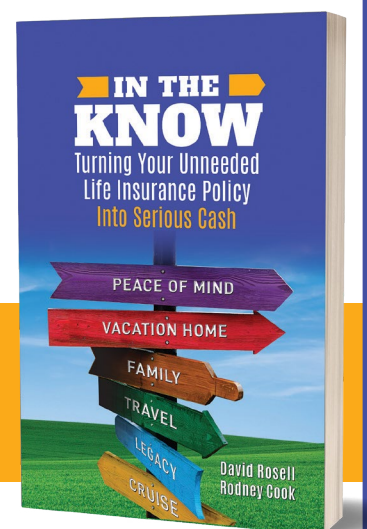
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Bend-Based Cv International Continues Growth

provided by OREGON BUSINESS & INDUSTRY

Cv International is proof that there's more to Bend's economy than beer, mountain biking and skiing, though Central Oregon's outdoor amenities largely explain why the company, founded in Torrance, Calif., came to town about a dozen years ago.

Cv International manufactures a group of products that seem, at first glance, to have little in common. They include mobile nitrogen generators and service kits as well as complex maintenance platforms for nearly two dozen varieties of military and commercial aircraft. As is often the case with successful companies, however, this mix is a consequence of expertise and opportunity. And it works.

The company was founded in 1981 by Robert Tatge, an engineer and inventor who sought to develop mobile systems to provide nitrogen to aircraft, says George Darcy, Cv International's chief marketing officer. Nitrogen is an inert gas that loses pressure less quickly than air and does not produce moisture when the temperature changes. It's also abundant, making up almost 80 percent of the Earth's atmosphere. These qualities make nitrogen an ideal gas for aircraft tires and struts as well as fuel tank "inerting," in which an inert gas replaces air to reduce the risk of explosion.

From its original location in Torrance, Cv International produced mobile systems for generating and delivering nitrogen. It continues to do so today with its latest model, the MNG4, which can run on diesel, aviation gas or electricity.

But even mobile nitrogen generators are fairly bulky and can't meet every aviation need, Tatge discovered while talking with soldiers returning from Operation Desert Storm in the early 1990s, says Darcy. They described problems providing nitrogen to aircraft in remote desert locations. Tatge and Cv International responded by developing a backpack system consisting of high-pressure tanks and gauges that could be helicoptered along with a technician to waiting aircraft. Think Ghostbusters of the Gulf War.

Cv International continues to produce backpack kits along with support equipment, including nitrogen generators and backpack-filling equipment. Parts are machined and assembled at the company's facility in Bend, while gauges and accessories are sourced locally. There continues to be significant demand for backpack units among utilities, gas and oil companies and — an area of strong growth — operators of wind turbines, says Darcy. In many turbines, the machinery that translates blade movement into electricity relies upon nitrogen. But the business part of most turbines is hundreds of feet above the ground, requiring a mobile nitrogen source for servicing.

The business evolved further in 2005 following a meeting between Tatge and current CEO Dan Warden, a retired US Air Force acquisitions officer for the Air National Guard. Warden helped Cv International secure a large maintenance platform contract for KC-135 aircraft at Tinker Air Force Base in Oklahoma. The KC-135 is a refueling aircraft based on a Boeing 707 airliner. Several years later, a Montana-based group that includes Warden and Darcy bought the company.

The decision to move to Bend shortly thereafter was driven, in part, by its outdoor amenities. Skiing and mountain biking notwithstanding, the company continued to grow. From a single site on the east side of the city, Cv International has expanded to occupy 40,000 square feet spread across four buildings.

Maintenance platforms now make up the biggest part of the business, says Darcy. The company has won a number of large awards, including a pair of NATO contracts, one in 2017 to build KC-135 platforms and a second in 2019 to build platforms for C-130 aircraft. The company also has won contracts to build platforms for F-16 fighters, C-17 transports (see photo above) and even the E-4 "doomsday" plane, a 747 configured to serve as a mobile command platform for the president, secretary of defense and other officials in the event of a nuclear attack.

In addition, Cv International serves as a contractor for Lockheed Martin, providing a pair of maintenance platforms and a nitrogen cart. In both 2021 and 2022, Lockheed Martin named Cv International its supplier of the year for the F-35 fighter program.

The company manufactures maintenance platforms for commercial aircraft as well, including 737s, 747s and 787s. It also produces guardrail systems for transformer maintenance and gas-sampling systems.

Operating a manufacturing business in Bend does have its challenges, says Darcy. These include high material and transportation costs and finding engineers and skilled welders. Bend is fairly remote. And, despite the region's recent growth, the population is still fairly small.

It's also difficult for a business in an expensive area to compete on a cost basis with companies in less pricey parts of the country, says Darcy. But Cv International succeeds by leveraging the high quality of its work, he says.

Despite such challenges, Cv International continues to grow, and its mix of products and contracts, particularly its long-term contracts with Lockheed Martin, has allowed it to avoid layoffs. The company employs about 50 people.

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Trangistics

Continued from page 1

“Our journey from a regional service to a global logistics provider mirrors our commitment to innovation and customer service,” Hougham explains, “Because of the complexity of the projects, we need to be plugged in as an extension of their own organization. This is where we thrive. We break down silos in organizations and help facilitate communication between stakeholders.”

According to Hannah Harrer, director of strategy, digital infrastructure and hi-tech, “We pride ourselves on being very flexible and able to tailor solutions to the client. We figure out what they need with high-touch customer service.” The company’s shift towards a ‘white glove service’ model emphasizes Trangistics’ commitment to going the extra mile with communication, care, and support, far exceeding client expectations. Trangistics tailors its strategies to the unique challenges and requirements of each project.

One of Trangistics’ significant milestones has been landing a successful collaboration with general contractor United Integrated Services (UIS), supporting the development of a state-of-the-art \$40 billion computer chip manufacturing plant in Phoenix, Arizona, owned by Taiwan Semiconductor Manufacturing Company (TSMC).

This partnership showcases Trangistics’ pivot to the niche area of data center and semiconductor manufacturing space, highlighting their value in a high-stakes industry. They’ve grown from traditional freight brokerage to an essential logistics services provider, providing thorough consultation and planning. Their work with TSMC’s advanced facility showcases their capability to manage intricate and complex tasks and the increasing importance of logistics being involved early on in high-tech construction projects.

Data centers and semiconductor manufacturing are experiencing explosive growth, driven by the demand for Artificial Intelligence and the global expansion of digital services. “Our pivot to focusing on data centers and semiconductor spaces reflects our



PHOTOS | COURTESY OF TRANGISTICS

adaptability and commitment to evolving with the industry’s needs,” remarks McGrew. Trangistics is positioning itself right at the heart of this boom. The company’s future endeavors are as ambitious as their current portfolio, with a focus on AI’s massive growth that’s intensifying data center demands. With established partnerships with industry leaders such as BASX Solutions, Hoffman Construction, and Skanska, Trangistics is well-prepared to manage the logistical challenges that accompany large-scale construction projects.

While Trangistics’ growth has been significantly fueled by word-of-mouth, the company recognizes that strategic marketing efforts are key to its continued growth. The company has adopted an account-based marketing approach, focusing on building long-term relationships and establishing a brand presence within key industry sectors. By participating in prominent industry events and partnering with a specialized marketing and PR agency, JSA, Trangistics has enhanced its visibility and aligned its branding with its strategic goals. “We’re not just adapting to trends; we’re setting them, leading the conversation on the future of logistics in high-tech and construction sectors,” Harrer states, highlighting their proactive stance in the industry.

Trangistics, with domestic and global ambitions, remains committed to core values such as integrity, flexibility, and exceptional client relationships. Operating from Redmond, Oregon, the company embodies a blend of small-town authenticity with global ambitions, a mix that has proven successful and allowed them to compete on a nationwide stage without losing their personal touch.

Their journey from a regional freight broker to a global logistics provider tells a story of adaptation and innovation anchored by a dedication to client needs. Hougham’s evolution from a farm boy in Eastern Oregon to a pioneer in logistics reflects Trangistics’ ethos. The company has grown by staying true to its core values — adaptation, innovation, and unwavering commitment to its clients — even as it expands.

Today, Trangistics is not just a participant in the logistics field; it is a leader, innovator, and partner. It stands out not only for its comprehensive solutions but also for its approach to client relationships and project management. As the logistics landscape continues to evolve, driven by AI and the increasing complexity of global supply chains, Trangistics remains at the helm, ready to address and anticipate the needs of a diversifying client base.

If you’re interested in partnering with Trangistics or want to learn more about their services, don’t hesitate to reach out. You can contact them via email at info@trangistics.com to get started.

trangistics.com





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Sunriver’s Landmarks Unlimited Helps ‘Commemorate Your Most Treasured Travels’

by ANDREA HINE — CBN Feature Writer

“Why do souvenirs have to be so bad?” lamented Wesley Ballew after first visiting the Painted Hills in Eastern Oregon — considered one of the state’s seven natural wonders — and, when looking for a travel memento for sale in nearby stores, found that they “failed to capture the beauty and essence of what I had just seen.”

Owner of Landmarks Unlimited, located in The Village in Sunriver, Ballew was did more than deplore this disparity, but instead was inspired to help like-minded explorers “commemorate your most treasured travels and experiences.”

As he explained, “the idea of creating elevated gifts and collectibles had already been ticking in my brain, and crystallized after this trip. I can’t paint or sculpt, but — by learning digital art design, could turn the pictures that are in my head into what I term ‘collections.’”

that speaks to the true character of the destination.” Reproduced on matchbooks (a once-popular collectible that has recently seen a resurgence), pins, magnets, stickers that are used to adorn water bottles and vehicles, and stationery, “the designs are leveraged across product lines,” said Ballew. “The items in each collection have a similar shape, color palette, and tone.” In order to differentiate the product lines, Ballew focuses on “quality materials and an authenticity that speaks to the true character of the destination.”

Thus far, the collections include the Bridges of Portland, the Mountains of the Cascade Range, the Natural Wonders of the Northwest, Cities & Towns, and the Oregon Coast — “to encourage collectability and showcase the items together as an art piece.”

Ballew also collaborated on a finely crafted line of keychains and coasters emulating national forest signs that are produced here in Oregon. The other products stocked in Landmarks Unlimited — such as softly textured blankets, soy candles, and leather-bound journals — “all have a story,” he said.

Coming from the retail industry — Ballew has nearly 20 years of experience at such trendsetting companies as Fossil, Tom’s Shoes, Columbia Sportswear, and Williams Sonoma — where he focused on direct-to-consumer channels — including e-commerce, print catalogs, and brick-and-mortar retail stores.”

He eventually realized that “corporate retail was no longer fulfilling, Life is too short, and I wanted to make my own path, and do what makes me happy.”

And so the sought-after-executive became an entrepreneur — an contrast that struck Ballew while selling his wares at Portland-area street fairs, and relishing his new-found “sense of pride and ownership. I’m growing the brand at a measured pace to make sure I maintain a focus on details,” he said, “and doing



OWNER WESLEY BALLEW HAS MORE THAN 20 YEARS OF EXPERIENCE IN THE RETAIL INDUSTRY | PHOTOS COURTESY OF LANDMARKS UNLIMITED

2024 Marketing Guide

Advertising Agencies

(Listed Alphabetically, providers of full-service advertising, graphic design, marketing, public relations & web services.)

Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Media Director	Creative Director	Production Director	Clients
Blastoff! Studio 626 NW Arizona Dr., Ste. 5 Bend, OR 97701	541-797-0166	N/A	blastoffstudio.com hello@blastoffstudio.com	Nate Kupish	5	2022	Nate Kupish	Nate Kupish	Nate Kupish	Monthly Design Retainers & project-based
BN Branding 61178 Forest Meadow Pl. Bend, OR 97702	541-815-0075	N/A	www.bnbranding.com JohnF@BNBranding.com	John Furgurson	3	2005	N/A	John Furgurson	N/A	Organic 3 - Smidge Brand vitamins & supplements. Superior Foods - Eathos brand frozen foods. Liv Bar. COPA. Sharp's Pig & Pet. K3 Construction. GNL Golf. Incentive Health. Leslie's Organics - Coconut Secret Brand. Slayman Cinema. Echoic Golf.
Every Idea Marketing 355 NE Lafayette Ave. Bend, OR 97701	541-383-2669	541-383-2072	www.every-idea.com ideas@every-idea.com	Penny Eddington, Wendie Every, Laura Davis, Kasey Every	5	1991	N/A	N/A	N/A	Rudy's Markets, Inc. - Newport Avenue Market, Oliver Lemon's Sisters & Terrebonne, Rohrer Mfg, Eastlake Framing, All Aspects Fencing, AG Steel, Arena Boss, Bend-LaPine Schools, Bend Park & Recreation, Cascade Power Wash, Central Oregon Pee Wee Rodeo, Charlie Every Trucking, City of Bend, Corban University, CO Haulers (CAN Cancer), Crooked River Roundup, Deschutes County RFPD #2, Dry Canyon Salt, Jacobs, K Bar Z Guest Ranch & Outfitters, Klamath Basin Junior Rodeo, Northwest Sign Recycling, Superior Garage Floors, Redmond Community Concert Association, Redmond Dental Group, Redmond Vet Clinic.
Faceout Studio 414 W Washington Ave., Ste. B Sisters, OR 97759	541-323-3220	N/A	www.faceoutstudio.com torrey@faceoutstudio.com	Torrey Sharp	11	1996	N/A	Tim Green	N/A	Penguin/ Random House, Simon & Schuster, Harper Collins, Rodale, MacMillan, Hachette, Disney, Amazon, Patagonia, Hallmark, Time Inc. Home Entertainment, Hearst, Cato Institute, Princeton, Yale, Harvard, Columbia, Cambridge, Oxford, Notre Dame, Georgetown, American Management Association, Ubisoft, Netflix
Hite Digital Bend 60908 SE Sweet Pea Dr. Bend, OR 97702	541-840-5375	N/A	hitedigital.com/bend tmurphy@hitedigital.com	TJ Murphy	2	2017	N/A	N/A	N/A	Home & professional service-based businesses, e-commerce, adventure tour companies & nonprofit organizations.
Mandala 320 SW Century Dr., Ste. 405, Pmb #375 Bend, OR 97702	541-389-6344	N/A	www.mandala.agency laury@mandala.agency	Matthew Bowler, Laury Benson, CFO, Matthew Bowler, President	6	1980	Laura Bryant	Paul Grignon	N/A	Cobalt Properties Group, High Plateau Capital, Meridian Development, Emergent HCS, Emergency Technical Decon, Public Safety Towers, Signal Ventures / Flying Frog, Sky Lakes Medical Center, Stratos, SunGreen Solutions, Taos Sky Valley, Thornburgh, Visit Central Oregon, WFCA / Western Fire Chiefs Association, WHA Insurance, Waf'd Bank, The Peaks 360
Mazama 404 SW Columbia St., Ste. 150 Bend, OR 97702	541-728-0558	N/A	www.mazama.ai info@mazama.ai	Sarah Turner, COO, Bud Torcom, CEO	25	2013	N/A	Drayson Helberg	N/A	120
Molt Brands 414 W Washington Ave., Ste. A Sisters, OR 97759	503-816-6584	N/A	www.moltbrands.com torrey@moltbrands.com	Tim Green, Torrey Sharp	2	2020	N/A	Tim Green	N/A	Various local, regional & national
Project 4 Home Office in Redmond, OR 97756	541-306-9979	N/A	www.project4marketing.com stephanie@project4marketing.com	Stephanie Shaver	7	2020	N/A	N/A	Stephanie Shaver	National & local accounts of all sizes. Clients include national brands, nonprofits, start-ups, established corporate accounts, government agencies.
Relativity Agency (formerly GB2 Agency) 1950 NW Jack Lake Ct. Bend, OR 97703	541-410-6965	N/A	www.relativityagency.com georell.bracelin@gmail.com	Georell Bracelin	3	2009	Georell Bracelin	Georell Bracelin & Tenley Sutton. relativityagency.com, gb2agency.com.	Tenley Sutton	ASI Wealth Management, Bend Park & Recreation District, Brooks Resources, Bend Outdoor Worx, Cascades East Transit, Central Oregon FUSE, Connect Central Oregon, Deschutes Public Libraries, Discovery West, Drop Thesis Psilocybin Center, East Cascades Women's Group, The Environmental Center, Family Access Network (FAN), High Desert Porsche Club, InFocus Eye Care, MyMD, Neal Huston & Associates Architects, ReThink Waste, Tokyo Starfish & more.
Savy Agency 550 SW Industrial Way Bend, OR 97702	541-283-6566	541-359-3068	www.savyagency.com rob@savyagency.com	Rob Brown	12	2007	Christina Brown	Christina Brown	Lauren Kirchoff	Local, national, international, varied clients.
Six-Three Marketing 20464 Klahani Dr. Bend, OR 97702	541-390-8058	N/A	www.sixthreemarketing.com kelly63@bendcable.com	Kelly Hardgrave	1	2003	Kelly Hardgrave	Kelly Hardgrave	Kelly Hardgrave	Raymond James, Osprey Physical Therapy, Dwyer Williams Cherkoss, The Pretty Pussycat, The Village at Sunriver, Lynch Murphy McLane LLP, Hickman Williams & Assoc., JD Steel Co., Iron Inc., U.S. Steel Stairs Bend Lacrosse, Bend United Lacrosse
SMARTZ 917 NW Harriman St., Ste. 101 Bend, OR 97701	541-388-4398	N/A	www.smartz.com sales@smartz.com	Mark Knowles	22	1987	N/A	N/A	N/A	N/A
SocialSuite Public Relations 70 SW Century, Ste. 100-475 Bend, OR 97702	541-639-5002	N/A	www.socialsuitepr.com andrea@socialsuitepr.com	Andrea Wasilew	2	2004	Andrea Wasilew	N/A	N/A	Select past/present - PR services) Synergy Health & Wellness, Cascade Lakes Relays, Wavesmith Technology Consulting, Nashelle Jewelry, Tetherow Resort, Dave's Killer Bread, BendBroadband, Coresite, IDW Publishing, One Earth Recycling, Hopscotch Kids, along with many other consumer, lifestyle, travel, professional services, telecom & high-tech companies.
Sublime Creative Agency 395 SW Bluff Dr., Ste. 10 Bend, OR 97702	541-390-2009	N/A	www.sublimecreativeagency.com molly@sublimecreativeagency.com	Molly Renner	1	1996	Molly Renner	Molly Renner	N/A	Pine Tavern, Nail Magic, Bend Garbage Companies, Oregon Body & Bath, The Center Foundation, Touchmark, HR Search Experts, Seven Peaks Ventures, COCC Cascade Culinary Institute, Zolo Media, Touchmark, Central Oregon Dermatology, Guardian Group, Golf Board, Bend Hoops, Mama Ts Pet Products, Cycle Pub, Destination Designworks, Awbrey Glen, Juniper Pediatrics, Shared Future Coalition, MC Smith Signs, Saving Grace, Cascade Financial Strategies, Photo-Lounge, Streamline Solar.
The Garage, Inc. PO Box 8531 Bend, OR 97708	541-977-2827	N/A	www.thegarageinc.com art@thegarageinc.com	Marie Wirtz, Art Wirtz	4	1996	Art Wirtz	Marie Wirtz	Art Wirtz	Bend Brewfest, Millsite Landscape, Telos Talent Partners Services, Healing Waters Lodge, Entre Prises USA, Summit Supply, The Shelter Studio, Oregon Music Educators Assoc, Bend Furniture & Design, Omnivore Ventures, Pro Outfitters, Linchan Outfitters
Wordplay Creative 20405 Big Bear Ct. Bend, OR 97702	541-408-1998	N/A	www.camdavis.com cam@camdavis.com	Cam Davis	1	2002	N/A	Cam Davis	Cam Davis	AdvenChair, Century Insurance, Desert Current, GLI Advisors, Kinetic Branding, Maragas Winery, The Marketing Department, Oregon Trail of Dreams, RDD Enterprises
zō agency 70 SW Century Dr., Ste. 1100 Bend, OR 97702	541-350-2778	N/A	www.zo.agency connect@zo.agency	Sonja Anderson, Alberto Bolanos, Rachel Rice, Jax Lai	27	2013	Sonja Anderson	Curt Schultz	Rachel Rice	Local, regional, national.

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.

Elevating Voices, Changing Lives

zö agency's Mission to Empower the Changemakers

by **CAITRIA ALDRICH** — zö agency

In an age where societal challenges and inequalities persistently surface, the importance of investing in and nurturing changemakers cannot be overstated. These individuals and organizations drive the engine of positive change, tirelessly working towards a more equitable and compassionate world.

The journey towards social progress is a collective endeavor, one that beckons every individual and business to play a part. It is not just a call to those directly affected by societal issues, but an invitation to everyone, regardless of their field or expertise, to contribute their unique skills and resources.

The power of collective action lies in its inclusivity; every contribution, no matter how small it may seem, amplifies the impact of changemakers. As businesses, we possess an array of talents and resources that, when directed towards supporting these forces of change, can catalyze profound societal transformations. It is our shared responsibility to identify, support, and amplify the work of these pioneers, ensuring their initiatives not only succeed but thrive.

By fostering an ecosystem that values and invests in changemakers, we lay the foundation for a future that benefits all members of society, setting a precedent for corporate social responsibility and community engagement.

In this era marked by significant challenges and disparities, a beacon of hope shines through by the efforts of dedicated organizations aiming to forge a more equitable world.

These changemakers tirelessly champion the cause of the underserved and marginalized, endeavoring to uplift those most in need. Often central to this important effort is zö agency, whose core mission resonates with the goal of amplifying the voices of these vital but often overlooked populations, thus driving meaningful societal change.

Literature as a Lifeline: zö agency and Libraries

Libraries stand as more than mere repositories of books; they are vital community hubs that foster literacy, imagination, and learning across all ages. Recognizing the pivotal role libraries play in societal enrichment — from early childhood literacy programs to adult education resources — zö agency collaborates with institutions such as Deschutes, Hillsboro, Jacksonville, and Sherwood libraries. Our goal is to safeguard access to literature and learning spaces, promoting community cohesion and personal growth through innovative outreach and campaigns that celebrate the joy of reading and lifelong learning.

Healing Communities: The Recovery Network of Oregon

With Oregon facing a critical discrepancy between the need for and availability of substance abuse resources, the Recovery Network of Oregon emerges as a crucial lifeline. zö agency's strategic communication and awareness campaigns play a pivotal role in bridging this gap, challenging stigmas, and facilitating access to essential support services. Our work with the Recovery Network exemplifies our dedication to empowering individuals and communities to overcome adversity and foster recovery.

Redefining Home: Advocacy for the Homeless

Homelessness represents one of the most pressing societal issues, demanding compassionate solutions and innovative approaches. zö agency proudly supports the Homelessness in Deschutes project, and Pallet Shelters, employing powerful storytelling and visual narratives to shift perceptions and inspire community action towards sustainable housing solutions. Our efforts aim not only to provide immediate relief through safe, dignified housing but also to spark long-term change and understanding.

Empowering Transitions: Oregon Employment and Economic Resilience

Facing layoffs and economic instability, many individuals struggle to find their footing. zö agency assists Oregon Employment in crafting outreach initiatives and resources that empower affected workers to navigate these transitions with confidence, highlighting the importance of resilience, skill development, and community support in fostering economic empowerment.

Enhancing Senior Lives: Thrive Guides Partnership

Recognizing the unique challenges and opportunities in supporting the well-being of seniors, zö agency partners with Thrive Guides to combat isolation and enrich lives through cultural, social, and recreational programs. Our collaborative efforts focus on connecting seniors with enriching experiences, ensuring they remain integral, celebrated members of our communities.

Cultivating Community Wellness: The Rogue X Initiative

In partnership with the City of Medford, zö agency was at the forefront of launching Rogue X, Oregon's largest recreation and community center. This initiative underscores our commitment to fostering recreation community health, wellness, and connection, promoting an inclusive, vibrant space for individuals and families to thrive together.

Championing Inclusivity: Superbia's Financial Revolution

Superbia stands as a testament to financial inclusivity for the LGBTQIA+ community, challenging long-standing barriers to equality in financial services. zö agency's collaboration with Superbia underscores our shared vision of a world where everyone is valued and empowered, supporting groundbreaking initiatives that offer comprehensive wellness and financial services tailored to the LGBTQIA+ community's unique needs.

Preserving History, Inspiring Futures: Museums and Cultural Engagement

Through partnerships with the High Desert and Deschutes Historical Museums, zö agency highlights the critical role of museums in fostering cultural appreciation and historical awareness. Our efforts ensure that these institutions remain accessible and engaging for all, inspiring future generations to explore, learn, and connect with their heritage.

At the heart of zö agency's work is a profound belief in the power of community, understanding, and progress. We are honored to support a diverse array of organizations that are the lifeblood of positive change, championing causes that resonate deeply with our mission to amplify impact and foster a more just, compassionate world. Through collaboration, innovation, and dedication, zö agency and our partners continue to make strides towards a brighter future for all.

For more information about zö agency and how we can support your organization's mission, please visit our website.

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Advertising Specialties *(Listed Alphabetically)*

Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Services
Bear Prints 688 SW Veterans Way, Ste. 4 Redmond, OR 97756	541-388-1274	N/A	www.bearprints.us sales@bearprints.us	Customer Service	4	1978	Screen printing & embroidery, laser engraving, online storage solutions, nationwide shipping
Bend Awards & Engraving 642 NE First St. Bend, OR 97701	541-389-9300	541-389-1758	www.bendawards.com	Patrick Brooks	6	1976	Complete engraving, awards & advertising, graphics & promotional specialties.
Bend Promotional Products PO Box 5396 Bend, OR 97708	541-389-9806	541-388-6744	www.bendad.com bendad@bendpromotionalproducts.com	Genesis Ilada, Robert Sandberg	2	1982	Company swag: hats, pens, calendars, mugs, shirts, decals, lip balm w/ your logo. Just ask, we have it. 40 yrs.
Blastoff! Studio 626 NW Arizona Dr., Ste. 5 Bend, OR 97701	541-797-0166	N/A	blastoffstudio.com hello@blastoffstudio.com	Nate Kupish	5	2022	Expertise is in brand coaching, crafting effective strategies, forming long-lasting scalable brand identities, creating innovative & user-friendly websites, & producing interactive & engaging digital & print products & experiences.
Brilliance In Branding, LLC 1320 SE Armour Rd., Ste. B-3 Bend, OR 97702	541-382-5406	888-839-7103	www.brillianceinbranding.com dina@barkergroupnw.com	Dina Barker	8	2016	Bend's best full service promotional branding company. Showcase your corporate identity with logoed products, apparel & headwear - featuring Richardson Caps. We offer in-house fulfillment services for events, ongoing programs & special occasions. Our onsite embroidery facility can handle all your apparel & caps needs. Leather patches, screen printing, awards, banners & signage, tradeshow displays, pet products, safety gear, golf products, health & wellness, the latest tech, drinkware & more. We welcome visitors to our large showroom, call today.
Bullseye LAPP LLC 3180 NW Gumpert Rd. Prineville, OR 97754	541-416-0434	541-416-0436	www.bullseyelapp.com bullseye@bendnet.com	Mark McCutchen	2	2001	Screen printed & embroidered apparel, promotional products, signs & banners.
Buzztag 48 SE Bridgeford Blvd., Ste. 110 Bend, OR 97702	541-318-7081	N/A	www.buzztag.co hello@buzztag.co	Brenda Speirs	10	2007	Branded merchandise, promotional products, corporate gifts, e-commerce company stores, company store product management, warehousing & fulfillment, imprinted apparel & caps, in-house embroidery & heat press, screen printing, global shipping.
Central Oregon Flag & Banner 1291 SE Wilson Ave. Bend, OR 97702	541-382-1415	541-385-0902	www.centormall.com/FlagandBanner coflags@gmail.com	June Gowens	1	1990	Flags, flag poles & custom flags.

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Ask SCORE

Five Ways ChatGPT Can Help Your Small Business

by **JIM DARCEY, Chapter Chair — SCORE Central Oregon**

When ChatGPT burst on the scene at the end of 2022, many wondered what our AI overlords had in store for us next. The platform gained millions of users in just weeks and continues to impact industries across the business landscape.

While the initial hype may have been slightly overblown, there's no denying that ChatGPT can be a helpful tool for your small business when used correctly. Here are some suggestions to get you started.

1. Generate Content

ChatGPT can be used as a language model to quickly create content like blog posts, articles, emails and even ads, saving you the cost of hiring a professional writer and the time of doing it yourself.

However, it's important to understand that ChatGPT has serious limitations in this area. For example, there have been numerous instances where the platform was caught "writing" articles blatantly containing false information. At a minimum, you'll still have to proofread the output, so a certain amount of human supervision and time will be necessary.

Secondly, no AI model can know your customer, your value proposition and how those two factors intersect better than you or your marketing team (at least not yet). So, don't expect ChatGPT to serve as a substitute for developing original or creative ways to communicate with your audience. However, it can move the process along by brainstorming new concepts and content ideas.

2. Brainstorm Ideas

Although you should not fully rely on ChatGPT to write content you can immediately release to the masses, you can use it to brainstorm content ideas and identify topic areas.

You can ask it to give you ten ideas for blog posts that your audience would find compelling (you'll want to make sure you describe your audience in your prompt and identify your industry). You can also ask it to suggest five email subject lines likely to increase open rates.

You may not be able to use all the ideas ChatGPT generates — at least not word for word — but it can certainly help get the creative juices flowing.

3. Serve as Frontline Customer Support

Customer support may not be one of ChatGPT's "out-of-the-box" features, but

the platform can serve as an initial "chatbot" for customers seeking answers to basic questions. You can also use it to walk new customers through product setup steps or explain the core features of a product or service.

Using ChatGPT for customer support will likely require the services of a programmer or developer who can work with its application programming interface (API) to integrate it into your platform or website. You or your programmer will also need to "train" it to respond appropriately to customer questions. The implementation and training process can take some time, but it is a great way to free up your support team to handle more complex issues.

4. Act as a Translator

Numerous online tools can convert text into different languages, but ChatGPT is notable because it can be integrated into a website relatively quickly. This feature can complement the customer support element previously discussed.

While integrating ChatGPT as a translator on your website might require some technical assistance, it enables you to cater to users in over 20 languages once set up.

Similarly, you can ask ChatGPT to take existing website content and translate it into another language *without* getting a programmer involved. Just prompt, copy and paste. This feature is part of ChatGPT's core functionality.

5. Help with Search Engine Optimization (SEO)

SEO often involves manually performing mundane tasks like keyword research, which can be time-consuming. Because ChatGPT's source information comes from a wealth of online content, it can be an asset for producing keyword lists, which are pivotal for enhancing blog posts and improving search rankings.

To leverage its potential, ask ChatGPT to "provide a roster of SEO keywords suitable for a blog post on [your topic]." Using the AI tool in this manner saves precious time and also provides unique insights that might take longer to identify on your own.

In the small business world, efficiency is key, and tools like ChatGPT are instrumental in helping you stay productive and profitable.

Have more questions? Reach out to SCORE for free, expert mentoring and resources to guide you through your small business journey.

score.org



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Advertising Specialties *(Listed Alphabetically)*

▶ CONTINUED FROM PAGE 12

Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Services
Coriant Workflow Solutions 745 NW Mt. Washington Dr., Ste. 108 Bend, OR 97703	541-306-4842	N/A	www.e-coriant.com gale@e-coriant.com	Gale Slaughter	1	2007	Print & marketing solutions; commercial, envelopes, forms, direct mail, digital, labels, newsprint, magazines, publications, thermal, variable imaging, barcodes. Marketing materials, campaigns, packaging, promotional products & apparel. Graphic & advertising design, print & supply chain management, fulfillment & reporting.
Dana Signs 615 SW Umatilla Ave. Redmond, OR 97756	541-548-7226	N/A	www.danasigns.com sales@danasigns.com	Chris & Elizabeth Linderman	5	2001	UL Listed lighted signs, monument, custom interior & exterior signs & graphic design services. Vehicle graphics. Decals. Banners.
Flash Ink 910 SE Wilson Ave., Ste. A-3 Bend, OR 97702	541-323-5274	N/A	www.flashink.com info@flashink.com	Dan Wellisch	7	2008	Custom screen printing, embroidery & promotional products.
Hite Digital Bend 60908 SE Sweet Pea Dr. Bend, OR 97702	541-840-5375	N/A	hitedigital.com/bend tmurphy@hitedigital.com	TJ Murphy	2	2017	Web design, brand development, logo design, graphic design, seo, social media management, social media advertising, google advertising, AI advertising, TV/radio advertising, print advertising & more.
Identity Zone 43 NW Cherry Ln. Ste. 105 Madras, OR 97741	541-475-8700	541-475-8703	www.promoplace.com/idzone art@theidzone.com	Kelly Simmelink	7	2005	Embroidery, screen-printing & promotional products.
Momentum Promo Inc. 267 W Sisters Park Dr Sisters, OR 97759	541-549-0807	N/A	www.momentumpromo.com	Eric Aliddell	7	1996	Screen printing, embroidery.
N the Zone Ink 62958 Layton Ave., Ste. 4 Bend, OR 97701	541-728-9663	N/A	www.ntzink.com info@ntzink.com	Customer Service	11	2009	Custom decorated apparel & headwear. Screen printing, embroidery, heat press vinyl, branded promotional products, stickers, banners, graphic design & large showroom of product samples & catalogs for business, personal, sports & clubs.
Progressive Screen Printing 20756 High Desert Ct., Ste. 4 Bend, OR 97701	541-385-0931	N/A	www.progressivescreenprinting.com sales@progressivescreenprinting.com	Sean McAllister	5	1986	Wholesale T-shirt specialist, screen-printing on garments w/ 14 & 8 color automatic presses. Full-service art department & art reproduction.
T-Shirts -R Us 619 NE Greenwood Ave. Bend, OR 97701	541-382-3180	541-330-0257	www.facebook.com/pages/T-SHIRTS-R-US t_shirtsrus@msn.com	Robert Reichert, Paul Reichert	4	1980	Retail, business logos, outerwear, embroidery & silk-screening, photo shirts & mugs. Player names & numbers.

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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Good Marketing

A Key to Business Growth

by **GARY A EINHORN — The Entrepreneurial Ear**

This is the sixth article in my series "The ABC's of Entrepreneurship." In this installment, I will address my thoughts about marketing.

Suffice it to say, marketing is the one area that requires my attention more than any other. In my business consulting practice, it is the topic most concerning to my clients.

Why is that? It has much to do with personal contact and presentation skills — and avoidance of the same.

The key words to remember when addressing marketing are exposure and presence. The objective with regard to successful marketing is to execute a plan that attempts to create the most exposure and presence as possible. How does one execute such a plan?

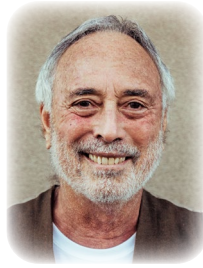
What has been the most significant preparation for me has been Toastmasters. This group was created in the early 1920s to provide a safe, supportive, empathetic environment meant to improve one's public speaking skills. Yes, that is its primary purpose. But, for me, it is much more than that. Toastmasters is an arena where you can build confidence and address your fear of presenting to a group of listeners.

Why is this so important? It is because entrepreneurs need to present. It is of course important to speak well, without hesitation and with authority. Consumers make their decisions as to whom they like to support based on the likeness factor.

I had, as one of my seven businesses, an organic and specialty food distribution business. My success was due to the fact that people liked doing business with me. My prices were higher than my mass-market competitors, but I was more likable. I credit my 14 years in Toastmasters for my development as a most likable entrepreneur who could present without fear and with authority.

I believe that success in marketing is best achieved by focusing on making a connection first and the sale will follow. The establishment of a relationship with the potential customer or buyer is essential.

For example, in New Zealand, when one enters a place of business there is almost always a greeting before any business is broached. Trader Joe's is another example of this. The employees are instructed to be welcoming to the shoppers. At the registers, the employees often ask the customer "How is your day going?" or "What do you have planned after your shopping?" It is the establishment of a



connection first and then the products are placed on the counter and tabulated. It ends with "Have a wonderful day."

It is important to have a super website with search engine optimization considerations built in. It need not have an overabundance of copy. It needs to have testimonials and reviews and often a blog. It is to be a representation of the business and the personality of the entrepreneur. It is essential to have a well-made business card, preferably with a professional photo of the owner.

I spent many hours promoting my businesses by making presentations wherever I could. Examples were chamber meetings and service organizations such as Rotary, Kiwanis, and Lions clubs.

It is also valuable to have a pocket elevator speech of 30 and 60 seconds to use whenever the situation presents itself. Social media, such as Facebook and LinkedIn, should be explored and used.

Joining service organizations such as those above or perhaps the Elks or Masons is a way of gaining exposure and presence.

An entrepreneur can create his or her own unpaid sales force by asking for a testimonial from clients or customers that can be posted online, and on one's website.

Contacting a local newspaper and either placing an ad or asking to be interviewed. As an example, I introduced myself to the editor of the Redmond Spokesman, Tim Trainor who agreed to permit me to write a column once a month. This is a classic example of gaining exposure and presence and is a win/win for Tim and I.

In the past I have been interviewed by the Jefferson Exchange at Southern Oregon University, Five on Five on channel five in Medford and had my own radio show. It was called the "Entrepreneurial Ear" and aired for one hour a week on KSKQ radio in Ashland. I interviewed my business consulting clients and other local entrepreneurs.

These are all examples of how to market and gain exposure and presence. I welcome your comments and questions.

garyeinhorn.com

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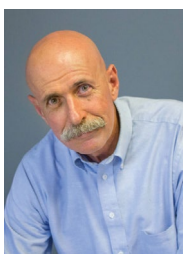


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2024 Marketing Guide

Printers *(Listed Alphabetically)*

Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Services
Abracadabra Printing & Design 1441 SW Chandler Ave., Ste. 102 Bend, OR 97702	541-388-4760	N/A	www.abracadabrabend.com print@abracadabrabend.com	Mark & Jeanette Fairlee	4	1988	Offset & digital printing, copy services, design & typesetting. Lamination & bindery.
Bear Prints 688 SW Veterans Way, Ste. 4 Redmond, OR 97756	541-388-1274	N/A	www.bearprints.us sales@bearprints.us	Customer Service	4	1978	Screen printing & embroidery. Custom decorated garments.
Bend Mapping & Blueprint 137 NE Greenwood Ave. Bend, OR 97701	541-389-7440	541-382-4220	www.bendmapping.com orders@bendmapping.com	Rob Butler	2	2004	Large format xerox, blueprinting, color copying, scanning & plotting, lamination, mounting & aerial photography.
Bend Rubber Stamp & Printing 1320 SE Reed Market Rd., Ste. 180 Bend, OR 97702	541-389-2110	541-389-2110	www.bendstampandprinting.com bendstamps@gmail.com	Mike Guest	4	1973	Printing, copying, large format poster prints, rubber stamps, graphic design, promotional items.
Brilliance In Branding, LLC 1320 SE Armour Rd., Ste. B-3 Bend, OR 97702	541-382-5406	888-839-7103	www.brillianceinbranding.com dina@barkergroupnw.com	Dina Barker	8	2016	Bend's best full service promotional branding company. Showcase your corporate identity with logoed products, apparel & headwear - featuring Richardson Caps. We offer in-house fulfillment services for events, ongoing programs & special occasions. Our onsite embroidery facility can handle all your apparel & caps needs. Leather patches, screen printing, awards, banners & signage, tradeshow displays, pet products, safety gear, golf products, health & wellness, the latest tech, drinkware & more. We welcome visitors to our large showroom, call today.
Cascade Graphics 475 SE Bridgeford Blvd. Bend, OR 97702	541-389-7622	541-382-8187	www.cascadegraphics.com mike@cascadegraphics.com	Mike Whittle	13	1979	Large format digital printing, commercial screen printing w/ UV inks, die-cutting, decals, laminating, merchandisers, displays, bumper stickers, signs, banners, fleet graphics, custom product imprinting, instrument panels, specialty inks & materials & fulfillment.
Central Oregonian 558 N Main St. Prineville, OR 97754	541-447-6205	541-447-1754	www.centraloregonian.com news@centraloregonian.com	Teresa Tooley, Tony Ahern	16	1882	Layout, design, prepress & quality webpress printing on a variety of sizes, colors & stocks.
CL Printing & Copy Center, Inc. 1210 SW Highland Ave. Redmond, OR 97756	541-504-9334	541-504-9335	clprintingredmond.com erica@mrprintco.com	Matthew Rock, Erica Campbell	3	1997	Full service printing, copying, blueprints & design. UPS shipping. Wide format printing & laminating.
Corbynite Printing & Design Bend, OR 97701	541-480-5198	541-306-3207	www.centraloregonprinting.com jake@corbynitesteele.com	Jake Herrold, Ronni Herrold	3	2000	Design, production, printing.
Coriant Workflow Solutions 745 NW Mt. Washington Dr., Ste. 108 Bend, OR 97703	541-306-4842	N/A	www.e-coriant.com gale@e-coriant.com	Gale Slaughter	1	2007	Print & marketing solutions; commercial, envelopes, forms, direct mail, digital, labels, newsprint, magazines, publications, thermal, variable imaging, barcodes. Marketing materials, campaigns, packaging, promotional products & apparel. Graphic & advertising design, print & supply chain management, fulfillment & reporting.
DeLeone Corp. 1258 SW Lake Rd. Redmond, OR 97756	541-504-8311	541-504-8411	www.cascadelabels.com customerservice@deleone.com	Theresa De Leone McGrath	18	1972	Pressure sensitive label printing.
FedEx Office 61 NW Oregon Ave., Ste. 102 Bend, OR 97701	541-317-5915	541-317-5937	www.fedex.com/us/office/online-printing.html usa0540@fedex.com	Megan Parker	5	1998	Digital printing, b/w & color copying, oversize color, computer rental & blueprint copies. Sony digital photo printer, binding & lamination, banners, posters & shipping.
High Cascade Printing 1375 SE Wilson Ave., Ste. 130 Bend, OR 97702	541-389-0213	N/A	www.highcascadeprinting.com info@highcascadeprinting.com	Tim & Patti Rausch	2	1982	Digital full color, general commercial printer, business/color printing & bindery, computerized typesetting & copy preparation.
La Pine Business Center 16388 Third St. PO Box 3239 La Pine, OR 97739	541-536-5580	541-536-5673	www.BooksBoxesandBS.com lapinebusinesscenter@gmail.com	Jeanette Mein	3	1994	UPS, FedEx, packaging services, personal mailboxes, mail services, Notary, custom printing, signs & banners, vinyl printing, scanning, email, shredding, custom design, books & greeting cards.
Mail Copies & More/Office Express 380 SW Fifth St. Madras, OR 97741	541-475-5656	541-475-5662	www.madrasofficeexpress.com officeexpress@gmail.com	Loren Dunten, Rick Allen	4	1997	Graphic design, layout, flyers, brochures, business cards, copies 36 inch wide, color copies, b/w copies, vehicle lettering, shipping services, office supplies & full-service sign shop.
Minuteman Press 235 SE Wilson Ave., Ste. 100 Bend, OR 97702	541-749-2900	N/A	minuteman.com/us/locations/or/bend mmpbend.or211@minuteman.com	Renee Mansour	6	2003	Commercial printing, graphic design, branded apparel, full-service mailings with discounted postage, brochures, EDDM, flyers, business cards, business forms, letterheads, envelopes, invitations, newsletters, promotional products, labels, large format printing & dye sublimated products & apparel, blueprinting/ large format & more.
Moonlight Business Process Outsourcing 2491 NE Twin Knolls Dr., Bend, OR 97701	866-348-9791	541-617-1831	www.moonlightbpo.com ellen@moonlightbpo.com	Ellen Koch	13	1985	Commercial printing both offset & Digital, direct mail, all mailing services, UV coating & bindery. Presort & daily mail pick up, statement & invoice printing, digital printing & variable, personalization & Transpromo data. Lock Box services, return mail services, data archiving, scanning & onsite secure document storage. Certifications: SOC1 Type II, SOC2 Type II, PCI, independently audited yearly for all certifications as well as a HIPAA compliance certificate. Other certifications WBENC, WBE & WOSB. NEW to MBPO services HP Indigo press as well as pressure seal print & mail services.
Premier Printing Solutions 63052 Layton Ave., Ste. 170 Bend, OR 97701	541-617-9899	N/A	www.ppsbend.com pps@ppsbend.com	Brett Davis	6	1999	Printing services for traditional business marketing products as well as packaging, roll & sheet labels, trade show graphics, art reproduction, large format graphics & more.
Press Pros @ The Printing Post 810 SW 11th St. Redmond, OR 97756	541-548-7101	N/A	www.presspros.com debra@presspros.com	Debra & Larry Peterson	12	1982	Full-service digital printer, mailing service, blueprints, large format posters, Graphic design & bindery services.
Progressive Screen Printing 20756 High Desert Ct., Ste. 4 Bend, OR 97701	541-385-0931	N/A	www.progressivescreenprinting.com sales@progressivescreenprinting.com	Sean McAllister	5	1986	Wholesale T-shirt specialist, screen-printing on garments w/ 14 & 8 color automatic presses. Full-service art department & art reproduction.
Ryder Graphics 370 SW Columbia St. Bend, OR 97702	541-382-5934	541-382-5908	www.rydergraphics.net scott@rydergraphics.net	Scott Ryder	15	1990	Full commercial printing, specializing in four-color process & election printing.
Snyder & Sons Unlimited 521 NE Seward Ave. Bend, OR 97701	541-330-1803	541-382-6927	www.snyderandsons.com info@snyderandsons.com	Lori Pintok-Snyder	1	1996	Graphic design & printing services including single to four color process & other promotional media. Consulting.
The Bulletin/EO Media Group & Central Oregon Media Group 320 SW Upper Terrace Dr., Ste. 200 PO Box 6020 Bend, OR 97702	541-617-7839	N/A	printdrop@bendbulletin.com	Holly Rouska	172	1903	High quality, high volume print & distribution. Daily newspaper & commercial printing. Advertising, marketing, digital, design, printing, distribution.
Visuality 21050 Young Ave., Ste.1 Bend, OR 97703	541-280-1488	N/A	www.visulaity.biz michaele@visuality.biz	Michaele Grabenhorst	1	2000	Coordinator of print & design projects throughout the Northwest.
X-Press Printing Inc. 664 W Hood Ave. PO Box 904 Sisters, OR 97759	541-549-9321	541-549-4142	www.xpressprinting.biz jeff@xpressprinting.biz	Jeff Swales	19	1989	Commercial & quick print, digital color, digital b/w, business printing, design, direct mail & marketing services, variable data, electronic file transfer & proofing.

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Landmark Unlimited

Continued from page 9

what needs to be done at each step along the way.”

A telling example for this self-admitted introvert was breaking into the wholesale arena. “I’m not a natural salesperson,” Ballew admitted, so he approached potential customers with a certain amount of modesty, only to be happily surprised by their encouraging response. As he was repeatedly told, “we’ll absolutely take these.”

Landmark Unlimited’s Items are now sold in 100 stores across Oregon and Washington, and Ballew plans to expand into California and Alaska in the



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near future. “Our wholesale business has provided the opportunity to open a retail space in Sunriver,” he said, “while allowing us to test the water for new product lines.”

And even though Landmark Unlimited has only been open a few months, “the Sunriver community has been fantastic — so wonderful and supportive.” To the extent that Ballew and his husband Aaron, a screenwriter, plan to make the town their home base — both professionally and personally.

“We’ve been pleased with the store’s success, particularly in the off-season,” said Ballew, “and are positioning ourselves to be prepared for upcoming summer travelers.” Despite working 80-hour weeks (which includes fulfilling online orders, growing his wholesale business, and undertaking interior renovations) he is adamant that “putting my experience and energy into Landmarks Unlimited was one of the best decisions I’ve ever made.”

landmarksunlimited.com

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Publishers *(Listed Alphabetically)*

Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Parent Company	Publishing Offered
Bend Magazine 974 NW Riverside Blvd. Bend, OR 97701	541-948-5200	N/A	www.bendmagazine.com ross@oregon-media.com	Ross Johnson	14	2015	Oregon Media LLC	Lifestyle magazine.
Cascade Publications Inc. 404 NE Norton Ave. Bend, OR 97701	541-388-5665	N/A	www.cascadebusnews.com jeff@cascadebusnews.com	Jeff Martin	10	1994	Cascade Publications Inc. Bend, OR	Full service publishing from editorial to design & layout of newspapers, magazines, resource guides, annual reports & online e-newsletters & e-blasts. Publishes Cascade Business News, Cascade A&E.
Cascadia Magazine Company 404 NE Norton Ave. Bend, OR 97701	541-388-5665	N/A	www.cascadepublications.com jeff@cascadebusnews.com	Jeff Martin	10	1994	Cascade Publications Inc. Bend, OR	Full service publishing from editorial to design & layout of newspapers, magazines, resource guides, annual reports & online e-newsletters & e-blasts. Publishes Sunriver Magazine.
Central Oregonian 558 N Main St. Prineville, OR 97754	541-447-6205	541-447-1754	www.centraloregonian.com news@centraloregonian.com	Tony Ahern, Teresa Tooley	16	1881	Pamplin Media Group	Newspapers to business cards & forms & full web press.
Madras Pioneer 345 SE Fifth St. Madras, OR 97741	541-475-2275	541-475-3710	www.madraspioneer.com hgill@madraspioneer.com	Tony Ahern, Holly Gill	8	1904	Pamplin Media Group	Newspaper, yearly Sageland Magazine, Central Jefferson Co. phone book, newspaper, various jobs & printing out-sourced.
Maverick Publications 63324 Nels Anderson Rd. PO Box 5007 Bend, OR 97701	541-382-6978	N/A	www.maverickbooks.com moreinfo@maverickbooks.com	Gary Asher	6	1968	Maverick Publications Bend, OR	Full service self-publishing.
MoeGang Productions Home Office in Bend, OR 97701	541-280-3337	N/A	marcee2007@gmail.com	Marcee Hillman Moeggenberg, Ryan Moeggenberg	2	2017	MoeGang Productions, Bend, OR	Full-service publishing, design & layout of all types of publications, print media & more.
Nugget Newspaper 442 E Main Ave. PO Box 698 Sisters, OR 97759	541-549-9941	541-549-9940	www.nuggetnews.com editor@nuggetnews.com	Kiki Dolson, Jim Cornelius	8	1978	The Nugget Newspaper, Inc. Sisters, OR	General interest community paper & other publications: The Nugget Newspaper, Sisters Oregon Guide & Discover Sisters Country.
One Stop Writing Shop Bend, OR 97701	866-839-BOOK (2665)	N/A	www.OneStopWritingShop.com linden@OneStopWritingShop.com	Linden Gross	1	2006	One Stop Writing Shop LLC, Bend OR	Writing, writing coach, editorial & self-publishing services.
The Bulletin/EO Media Group & Central Oregon Media Group 320 SW Upper Terrace Dr., Ste. 200 PO Box 6020 Bend, OR 97702	541-617-7839	N/A	printdrop@bendbulletin.com	Holly Rouska	172	1903	EO Media Group	Daily newspaper & commercial printing.
Visuality 21050 Young Ave., Ste. 1 Bend, OR 97703	541-280-1488	N/A	www.visuality.biz michaele@visuality.biz	Michaele Grabenhorst	1	2000	Grabenhorst Ltd,	Produces street maps & Bend & Redmond. Wildflowers of Central Oregon poster. Book publisher & coordinator of print projects throughout the NW.

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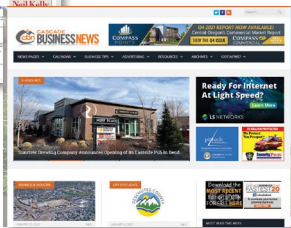
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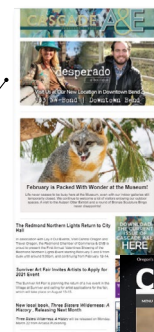


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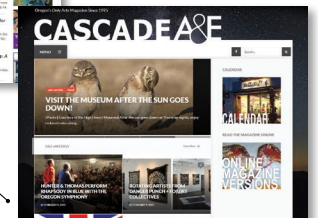
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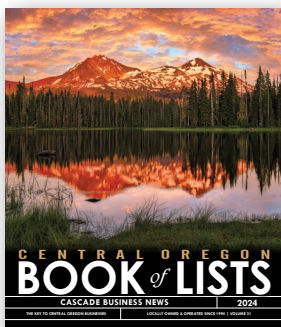


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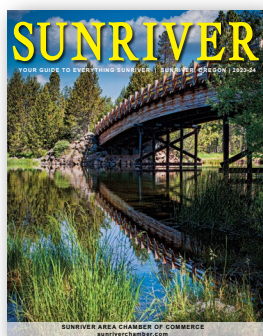
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The Village at Sunriver Summer Guide

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(Listed Alphabetically, please see full-service Advertising Agencies for more companies.)

Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Services
Alpine Internet 838 NW Bond St., Ste. 2 PO Box 31 Bend, OR 97703	541-312-4704	N/A	www.alpineinternet.com hello@alpineinternet.com	Brian Cash	5	1999	Website & app development, hosting, cloud services, support & devops, data-driven results, WordPress development, email & social marketing, webmaster services, webdatabases, consulting services, Apple developer, certified Google Apps partner, certified Google AdWords partner.
Bend Web Design 63109 Turret Ct. Bend, OR 97701	541-678-3668	N/A	www.bendwebdesign.co info@bendwebdesign.co	Jason Morgan	1	2014	Web design, search engine optimization, social media marketing, graphic design, IT & more.
Camp Creative, Inc. 2900 NW Clearwater Dr., Ste. 200 Bend, OR 97703	415-309-5450	N/A	www.campcreative.net rcamp@campcreative.net	Richard Camp, Steve Bredt	10	2015	Full service UX design, customer journey development, web application design & development, interactive touch screens, content development, copywriting, SEO, social media strategy & management. Web application development.
Campbell Consulting Group, Inc. Bend, OR 97701	541-410-9113	N/A	www.campbellconsulting.com judy@campbellconsulting.com	Judy Campbell	5	1996	Serving tourism, craft beer, cannabis & software companies with strategic media relations, public relations, media training, social media, branding & website development.
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, & responsive websites; content strategy & digital marketing; strategic consulting for digital product/service strategies & amazon web services (AWS) Premier Partner.
fare:well 1404 NE Third St., Ste. 7 Bend, OR 97701	541-280-4647	N/A	www.farewellmedia.com creative@farewellmedia.com	Kevin Watkins	11	2016	Web design, webflow CMS, web development, SEO, copywriting, website maintenance, website hosting
FM Civic Central Oregon	541-420-8603	N/A	www.fmcivic.com hello@fmcivic.com	Erin Foote Morgan	5	2021	Web design & development, copy writing, graphic design, content planning, social media management, social media marketing, digital marketing.
Inspired Melissa 60951 Memullin Dr. Bend, OR 97702	541-280-3642	N/A	www.inspiredmelissa.com info@inspiredmelissa.com	Melissa McGlenn	1	2012	WordPress website design & development, Search Engine Optimization (SEO), Weebly Square-space websites, website hosting & maintenance, 1-page scrolling websites, business websites, e-commerce websites, social media strategy & marketing & so much more!
JF Possibilities, Inc. PO Box 1214 La Pine, OR 97739	541-410-2760	N/A	www.jfpossibilities.com info@jfpossibilities.com	Jon Foster	2	2003	Server Management, website & application development, consulting & computer security.
Lulish Design 3720 NW 25th St. Redmond, OR 97756	541-350-0594	N/A	www.LuLish.com lynnette@lulish.com	Lynette Braillard	2	2005	Full-service agency: web development + design, SEO/SEM, digital marketing, marketing plans & strategy, content marketing, PR, copywriting, campaigns & more.
Mazama 404 SW Columbia St., Ste. 150 Bend, OR 97702	541-728-0558	N/A	www.mazama.ai info@mazama.ai	Bud Torcom, Sarah Turner	25	2013	Result-driven AI messenger bot software that converts conversations into customers.
Project 4 Home Office in Redmond, OR 97756	541-306-9979	N/A	www.project4marketing.com stephanie@project4marketing.com	Stephanie Shaver	7	2020	Website design, development & maintenance. SEO. Social media management.
SMARTZ 917 NW Harriman St., Ste. 101 Bend, OR 97701	541-388-4398	N/A	www.smartz.com sales@smartz.com	Mark Knowles	22	1987	Smartz can help your business with paid marketing, creative web design, development & disciplined web marketing principles to deliver bright, meaningful results & ROI. Certified Google Premier Partner.
The Garage, Inc. PO Box 8531 Bend, OR 97708	541-977-2827	N/A	www.thegarageinc.com art@thegarageinc.com	Marie Wirtz, Art Wirtz	4	1996	Website design, web marketing, Wordpress CMS, custom CMS development, SEO/ user experience.
Web Mentors 160 S Oak St., Ste. 414 PO Box 3500-414 Sisters, OR 97759	541-323-2932	N/A	www.webmentors.com michael@webmentors.com	Michael Curry	3	2002	eBusiness solutions for strategic direction, new websites, updated branding, logo & search engine optimization.
WebBlox Bend, OR 97703	541-848-7749	N/A	www.webblox.com paul@webblox.com	Paul Ruettgers	3	2012	Custom web design, web development, content management system, search engine optimization, social media, e-commerce.

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2024 Marketing Guide

Media - Cable *(Listed Alphabetically)*

Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Audience	Format	Owner / Headquarters
TDS (Previously BendBroadband) 63090 Sherman Rd. Bend, OR 97703	855-696-8368	N/A	www.HelloTDS.com	Customer Service	150	1969	(Bend, Crooked River Ranch, Culver, La Pine, Madras, Metolius, Prineville, Redmond, Sisters, Sunriver, Terrebonne, Tumalo) residential/commercial.	Central Oregon Daily operates both the CBS & ABC affiliates featuring Emmy-Award-winning local newscasts & commercial production. Advertising solutions also include local commercials on 32 TDS cable networks, the Central Oregon Visitor's Network & a suite of digital products.	TDS Telecom, Madison, Wisconsin.

Media - Magazine *(Listed Alphabetically)*

Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Circulation	Format	Owner / Headquarters
Bend Magazine 974 NW Riverside Blvd. Bend, Or 97701	541-948-5200	N/A	www.bendmagazine.com ross@oregon-media.com	Ross Johnson	14	2015	20,000 Quarterly	Lifestyle Magazine	Oregon Media LLC
Cascade A&E Magazine 404 NE Norton Ave. Bend, OR 97701	541-388-5665	N/A	www.CascadeAE.com jeff@cascadebusnews.com	Jeff Martin	10	1995	10,000 to 15,000 monthly, weekly E-Broadcast every Wednesday.	Arts Magazine	Cascade Publications Inc., Bend, OR
Central Oregon Rancher, LLC PO Box 1 Powell Butte, OR 97753	541 420-5212	N/A	www.centraloregonrancher.com rancher@reagan.com	Scott Johnson, Mark Howard	2	1953	16,000 Monthly	Farm & Ranch Trade News Magazine.	Scott Johnson & Mark Howard, Publisher, Powell Butte, OR.
Red Bee Press PO Box 1981 Bend, OR 97709	541-306-9611	N/A	redbeepress.com debbie@redbeepress.com	Debbie Agnew	1	2012	Over 110,000 per quarter	Coupon publication.	Debbie Agnew/Bend, OR
Sageland Magazine 345 SE Fifth St. Madras, OR 97741	541-475-2275	541-475-3710	www.madraspioneer.com tahern@madraspioneer.com	Tony Ahern, Holly Gill	8	1999	10,000 Annually	Jefferson County lifestyle magazine.	Pamplin Media Group, Portland, OR.
Sisters Oregon Guide 442 E Main Ave. PO Box 698 Sisters, OR 97759	541-549-9941	N/A	www.sistersoregonguide.com vicki@nuggetnews.com	Vicki Curlett	5	1994	40,000 Printed, 7,000 Electronic	Comprehensive guide to Sisters, Oregon & surrounding areas including Camp Sherman & Black Butte Ranch. Official Sisters Oregon Guide published & distributed by The Nugget Newspaper, Sisters.	The Nugget Newspaper, LLC, 442 E Main Ave., Sisters, OR.
Small Farmers Journal 215 N Cedar Ste. 2 PO Box 1627 Sisters, OR 97759	800-876-2893	N/A	www.smallfarmersjournal.com agrarian@smallfarmersjournal.com	Lynn R. Miller	6	1976	4,000 Quarterly	Farmers Journal Quarterly Magazine.	Small Farmers Journal, Sisters, OR.
Sunriver Magazine 404 NE Norton Ave. Bend, OR 97701	541-388-5665	N/A	www.cascadebusnews.com jeff@cascadebusnews.com	Jeff Martin	10	2010	25,000 Annually	Sunriver lifestyle magazine.	Cascadia Magazine Company LLC, Bend, OR.

Media - Newspaper *(Listed Alphabetically)*

Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Circulation	Format	Owner / Headquarters
Cascade Business News (CBN) 404 NE Norton Ave. Bend, OR 97701	541-388-5665	N/A	www.cascadebusnews.com jeff@cascadebusnews.com	Jeff Martin	10	1994	6,000 to 10,000 Printed Twice Monthly. Twice Weekly E-Headlines.	Business Newspaper	Cascade Publications Inc. Bend, OR
Central Oregonian 558 N Main St. Prineville, OR 97754	541-447-6205	541-447-1754	www.centraloregonian.com news@centraloregonian.com	Teresa Tooley, Tony Ahern	16	1882	4,400 Twice Weekly	Newspaper	Pamplin Media Group, Portland, OR.
Madras Pioneer 345 SE Fifth St. Madras, OR 97741	541-475-2275	541-475-3710	www.madraspioneer.com hgill@madraspioneer.com	Tony Ahern, Holly Gill	8	1904	3,200	Newspaper	Pamplin Media Group, Portland, OR.
Nugget Newspaper 442 E Main Ave. PO Box 698 Sisters, OR 97759	541-549-9941	541-549-9940	www.nuggetnews.com editor@nuggetnews.com	Jim Cornelius, Kiki Dolson	8	1978	7,400 Weekly.	Tabloid	The Nugget Newspaper, Inc. Sisters, OR
Redmond Spokesman 226 NW Sixth St PO Box 788 Redmond, OR 97756	541-548-2184	541-548-3203	www.redmondspokesman.com news@redmondspokesman.com	Steve Hawes, Kyle Killen	5	1910	5,200 Weekly.	Newspaper	Western Communications, Bend, OR
Spilyay Tymoo Newspaper PO Box 489 Warm Springs, OR 97761	541-553-3274	541-553-3539	www.wsnews.org	Dave McMechan	3	1976	2,500 Twice Monthly.	Newspaper	Confederated Tribes, Warm Springs, OR
Sunriver Scene 57455 Abbot Dr. PO Box 3278 Sunriver, OR 97707	541-585-2937	N/A	www.sunriverowners.org susanb@srowners.org	Susan Berger	2	1974	6,500-10,000 Monthly.	Newspaper, hardcopy & electronic editions.	Sunriver Owners Association Sunriver, OR. 57455 Abbot Drive, Sunriver, OR 97707
The Bulletin/EO Media Group & Central Oregon Media Group 320 SW Upper Terrace Dr., Ste. 200 PO Box 6020 Bend, OR 97702	541-617-7839	N/A	printdrop@bendbulletin.com	Holly Rouska	172	1903	N/A	Newspaper	EO Media Group
The Source Weekly 704 NW Georgia Ave. Bend, OR 97703	541-383-0800	541-383-0088	www.bendsource.com info@bendsource.com	Aaron Switzer	13	1997	15,000 Weekly.	Tabloid	Aaron Switzer, Bend, Oregon.

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Media - Other *(Listed Alphabetically)*

Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Circulation	Format	Owner / Headquarters
MyCentralOregon.com 854 NE Fourth St. Bend, OR 97701	541-383-3825	541-383-3403	www.mycentraloregon.com gobata@horizonbroadcastinggroup.com	Dave Clemens, Bill Baker, Greg Obata	13	2009	N/A	Local news from KBNW-AM/FM news team; national, international, political, sports, health & entertainment news from ABC Network, comprehensive Central Oregon weather & traffic information, event calendar.	Horizon Broadcasting Group, LLC

Media - Radio *(Listed Alphabetically)*

Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Format	Owner / Headquarters
107.7 The Beat 63088 NE 18th St. Bend, OR 97701	541-382-5263	541-388-0456	www.1077TheBeat.com Jeremy@combinedcommunications.com	Jeremy Groh	25	1986	Top 40	Combined Communications Bend, OR
Country's Greatest Hits 95.7 The Ranch 854 NE Fourth St. Bend, OR 97701	541-383-3825	N/A	www.957TheRanch.com goobata@horizonbroadcastinggroup.com	Greg Obata	13	1999	Classic Country	Horizon Broadcasting Group, LLC Central Oregon
Cowan Broadcasting LLC, KNLR 97.5 & KNLX 104.9 30 SE Bridgeford Bend, OR 97702	541-389-8873	541-389-5291	www.knlr.com info@knlr.com	Terry Cowan	5	1985	Adult Contemporary Christian. KNLR 97.5 HD-2 & 106.1 FM are programming Spanish Christian called La Luz Radio.	Terry Cowan
KBND AM 1110, FM 100.1 63088 NE 18th St., Ste. 200 Bend, OR 97701	541-382-5263	541-388-0456	www.KBND.com Jeremy@combinedcommunications.com	Jeremy Groh	17	1938	News/Talk	Combined Communications, Bend, OR
KBNW-AM (1340 AM & 104.5 FM) 854 NE Fourth St. Bend, OR 97701	541-383-3825	541-383-3403	www.kbnwnews.com kshipman@horizonbroadcastinggroup.com	Keith Shipman	11	2008	News/Talk	Summit Broadcasting Group, LLC (operated by Horizon Broadcasting Group, LLC)
KLRR FM 101.7 63088 NE 18th St., Ste. 200 Bend, OR 97701	541-382-5263	541-388-0456	www.1017.fm Jeremy@combinedcommunications.com	Jeremy Groh	17	1986	Adult alternative	Combined Communications Bend, OR
KMGX FM 100.7 345 Cyber Dr., Ste. 101 Bend, OR 97702	541-388-3300	541-388-3303	backyardbend.com/thex1007 ahilmes@bendradiogroup.com	Andy Hilmes	30	1983	Classic Rock	GCC Bend, LLC. (Bend Radio Group)
KPOV, High Desert Community Radio, 88.9 FM 501 NW Bond St. Bend, OR 97703	541-322-0863	N/A	www.kpov.org kate@kpov.org	Kate Tiernan	4	2005	KPOV is radio by the people & for the people of Central Oregon. Strengthens community, arts, culture & democracy through independent, non-commercial radio.	N/A
KQAK FM 105.7 854 NE Fourth St. Bend, OR 97701	541-383-3825	N/A	www.kqak.com gobata@horizonbroadcastinggroup.com	Greg Obata	13	1986	Classic Hits	Horizon Broadcasting Group, LLC
KRCO AM (Sports Radio 92.5 The Ticket) 854 NE Fourth St. Bend, OR 97701	541-383-3825	N/A	www.925theticket.com gobata@horizonbroadcastinggroup.com	Greg Obata	13	1950	Sports (Sports Radio 92.5 The Ticket, 690 AM & 92.5 FM)	Horizon Broadcasting Group, LLC Central Oregon
KRDM AM 1240 PO Box 817 Redmond, OR 97756	541-548-7621	N/A	www.radiolabronca.com sales@radiolabronca.com	Juan Zendejas	5	2006	Spanish	Red Mountain Broadcasting, LLC
KRXF 92.9 FM 345 SW Cyber Dr., Ste. 101 Bend, OR 97702	541-388-3300	541-388-3303	backyardbend.com/929online ahilmes@bendradiogroup.com	Andy Hilmes	30	1978	Modern Rock	GCC Bend, LLC. (Bend Radio Group)
KSJJ FM 102.9 345 SW Cyber Dr., Ste. 101 Bend, OR 97702	541-388-3300	541-388-3303	backyardbend.com/ksjj1029 ahilmes@bendradiogroup.com	Andy Hilmes	30	1980	Today's Country	GCC Bend, LLC. (Bend Radio Group)
KTWS FM 98.3 63088 NE 18th St., Ste. 200 Bend, OR 97701	541-382-5263	541-388-0456	www.TheTwins.com alvarez@thetwins.com	Ron Alvarez	17	1996	Classic Rock	Combined Communications Bend, OR
KWPK FM 104.1 (Central Oregon's Best Music The Peak 104.1) 854 NE Fourth St. Bend, OR 97701	541-383-3825	N/A	www.thepeak1041.com gobata@horizonbroadcastinggroup.com	Greg Obata	13	2001	THE PEAK ' Hor Adult Contemporary (KWPK-FM)	Horizon Broadcasting Group, LLC Central Oregon
KXIX FM 94.1 345 Cyber Dr., Ste. 101 Bend, OR 97702	541-388-3300	541-388-3303	backyardbend.com/power94 ahilmes@bendradiogroup.com	Andy Hilmes	30	1994	Top 40	GCC Bend, LLC. (Bend Radio Group)
New Country 99.7 The Bull 63088 NE 18th St., Ste. 200 Bend, OR 97701	541-382-5263	541-388-0456	www.997thebull.com Jeremy@combinedcommunications.com	Jeremy Groh	17	2000	Contemporary Country	Combined Communications Bend, OR

Media - Television *(Listed Alphabetically)*

Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Audience	Format	Owner / Headquarters
KOHD-TV ABC- KBNZ-TV CBS - Zolo Media 63090 Sherman Rd. Bend, OR 97703	541-749-5151	541-749-4633	www.zolomedia.com advertising@zolomedia.com	Shawn Wilcox, Juliane Reed, Matt McDonald	53	1955	120,000 Bend DMA (Bend, Sisters, Black Butte Ranch, Terrebonne & Redmond) residential/commercial.	KOHD-TV ABC - KBNZ-TV CBS, 30 national cable networks on BendBroadband & Crestview Cable, Local Community Channel COTV11 & CO4 Visitors Network.	TDS Broadcasting, LLC Madison, WI
NewsChannel 21 KTVZ-NBC KFXO-FOX NTVZ-CW KQRE-Telemundo 62990 OB Riley Rd. Bend, OR 97701	541-383-2121	541-382-1616	www.ktvz.com ktvz@ktvz.com	Ron Parodi	60	1996	Central Oregon News Leader for over 40 years! Market includes Bend, Redmond, La Pine & Sunriver among others.	NBC / FOX / CW / Telemundo Affiliations - Local news, Network, Entertainment & Sports programming.	News & Press Gazette, St. Joseph Missouri
Para-tech Satellite Systems 361 NE Franklin Ave., Bldg. E #15 Bend, OR 97701	541-389-1514	541-385-7120	www.paratechsatellite.com paratechsat@gmail.com	Nancy Baker	5	1983	Direct TV & Dish Network Satellite TV.	N/A	Para-Tech Satellite systems.
Zolo Media - KOHD-TV ABC- KBNZ-TV CBS - COTV11 - CO4 63090 Sherman Rd. Bend, OR 97703	541-749-5151	541-749-4633	www.zolomedia.com advertising@zolomedia.com	Matt McDonald, Amy Witt, Shawn Wilcox	53	1955	120,000 Bend DMA (Bend, Sisters, Black Butte Ranch, Terrebonne & Redmond).	KOHD-TV ABC - KBNZ-TV CBS, 30 national cable networks on BendBroadband & Crestview Cable, Local Community Channel COTV11 & CO4 Visitors Network CO4.	TDS Broadcasting, LLC Madison, WI

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Graphic Designers

(Listed Alphabetically, please see full-service Advertising Agencies for more companies.)

Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Services
Blastoff! Studio 626 NW Arizona Dr., Ste. 5 Bend, OR 97701	541-797-0166	N/A	blastoffstudio.com hello@blastoffstudio.com	Nate Kupish	5	2022	Expertise is in brand coaching, crafting effective strategies, forming long-lasting scalable brand identities, creating innovative & user-friendly websites & producing interactive & engaging digital & print products & experiences.
Bright Light Graphics 1712 NE 12th St., Bend, OR 97701	503-501-6031	N/A	www.brightlightgraphics.com lieve@brightlightgraphics.com	Lieve Maas	1	2011	Book design, graphic design, self-publishing, brand identity design.
Campbell Consulting Group, Inc. Bend, OR 97701	541-410-9113	N/A	www.campbellconsulting.com judy@campbellconsulting.com	Judy Campbell	5	1996	Serving tourism, craft beer, cannabis & software companies with strategic media relations, public relations, media training, social media, branding & website development.
Cight Solutions 920 SW Emkay Dr., Ste. 107, Bend, OR 97702	833-600-4007	N/A	cightsolutions.com info@cightsolutions.com	Ron Montgomery	15	2019	Digital marketing, website design, social media management, blogging, Google business profile management, reputation management, listing management, SEO, digital ads, branding, email marketing & graphic design.
FM Civic Central Oregon	541-420-8603	N/A	www.fmcivic.com hello@fmcivic.com	Erin Foote Morgan	5	2021	Web design & development, copy writing, graphic design, content planning, social media management, social media marketing, digital marketing
Inspired Melissa 60951 McMullin Dr., Bend, OR 97702	541-280-3642	N/A	www.inspiredmelissa.com info@inspiredmelissa.com	Melissa McGlenn	1	2012	Logo & brand design, print design, web design, business cards, brochures, flyers, banners, book publishing, magazine ads, memorial programs, postcards, package design & so much more!
Kate Miller Design 200 SW James Dr., Bend, OR 97702	541-390-5853	N/A	www.katemillerdesign.com kate@katemillerdesign.com	Kate Miller	1	2000	Logo/brand identity design + website design/custom WordPress development.
Kinetic Branding Bend, OR 97703	541-550-7272	N/A	www.kineticbranding.com paul@kineticbranding.com	Paul Ruetgers	2	2000	Brand strategy, graphic design, web design, SEO, CMS, E-Commerce, advertising, packaging design, print design.
Mazama 404 SW Coumbia St., Ste. 150, Bend, OR 97702	541-728-0558	N/A	www.mazama.ai info@mazama.ai	Bud Torcom, Sarah Turner	25	2014	Result-driven AI messenger bot software that converts conversations into customers.
MoeGang Productions Home Office in Bend, OR 97701	541-280-3337	N/A	rmoeggy@gmail.com	Marcee Hillman Moeggenberg, Ryan Moeggenberg	2	2017	Full-service publishing, design & layout of print media & more.
Parallel Forty Four Bend & Redmond, OR	541-604-8484	N/A	www.parallelfortyfour.com alexandra@parallelfortyfour.com	Alexandra McCrea, Sean McCrea	2	2020	Full-service social media partner providing photography, web design, social media, reviews & influencer management, content creation, logo & business card design, banner & signage design & consulting services.
Perez Design 61 NW Oregon Ave., Ste. 103. #1087 Bend, OR 97709	541-322-9768	N/A	www.perezdesign.com carlos@perezdesign.com	Carlos Perez	2	2001	Creative brand development & design firm for forward-thinking businesses & organizations.
Project 4 Home Office in Redmond, OR 97756	541-306-9979	N/A	www.project4marketing.com stephanie@project4marketing.com	Stephanie Shaver	7	2020	Marketing materials both digital & print. From logo design + development to company banners, digital ad campaigns, branded graphics & anything else you need.
Sexton Design, LLC 301 NW Greyhawk Ave., Bend, OR 97703	541-382-1055	Same as phone	www.sextonhomedesign.com vernsextondesign@gmail.com	Ian Sexton, Vernon Sexton	3	1974	Graphic design services, vinyl decals, vehicle lettering, signs, computer illustration, screen print design, custom illustrations & architectural design.
Smiley Design 443 NW Delaware Ave., Bend, OR 97703	541-382-8406	N/A	www.facebook.com/SmileyDesign smileyhowe@bendbroadband.com	Barbara Smiley	1	1980	Graphic design, logos & branding, lettering & calligraphy, painting & illustration, private art classes.
Snyder & Sons Unlimited 521 NE Seward Ave., Bend, OR 97701	541-330-1803	541-382-6927	www.snyderandsons.com info@snyderandsons.com	Lori Pintok-Snyder	1	1996	Graphic design & printing.
Spangler Creative 516 SE Gleneden Place, Bend, OR 97702	541-799-9113	N/A	www.spanglercreative.com matt@spanglercreative.com	Matt Spangler	1	1993	Brand identity, logo design, print design, corporate stationary & collateral, brochures, flyers, signage, web design, WordPress front-end developer.
Tor Naerheim Brand Design LLC 806 NW Brooks Dr., Ste. 210 Bend, OR 97703	805-405-9381	N/A	www.tnbd.net tor@tnbd.net	Tor Naerheim	4	1995	Brand solutions: identity, strategy, naming, messaging, brand guidelines, collateral, product design. Digital solutions: interface design, desktop + mobile + tablet, user experience, user interface, CMS development, mobile applications, e-commerce.
Whitten Design 2894 NE Baroness Pl., Bend, OR 97701	541-241-6469	N/A	www.whittendesign.com results@whittendesign.com	Darius Whitten	1	1999	Branding, advertising, marketing communication. Logos, ad campaigns, publication design, brochures, annual reports, direct mail, trade show booths, book design, web design, email marketing & more.
X-Press Printing Inc. 664 W Hood Ave., Sisters, OR 97759	541-549-9321	541-549-4142	www.xpressprinting.biz jeff@xpressprinting.biz	Jeff Swales	19	1989	Commercial & quick print, digital color, digital b/w, business printing, design, direct mail & marketing services, variable data, electronic file transfer & proofing.

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Accomplished Under 40



Public Relations & Marketing Professionals (Listed Alphabetically, please see full-service Advertising Agencies for more companies.)

Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Clients	Services
Blastoff! Studio 626 NW Anzona Dr., Ste. 5 Bend, OR 97701	541-797-0166	N/A	blastoffstudio.com hello@blastoffstudio.com	Nate Kupish	5	2022	Monthly Design Retainers & project-based.	Expertise is in brand coaching, crafting effective strategies, forming long-lasting scalable brand identities, creating innovative & user-friendly web-sites, & producing interactive & engaging digital & print products & experiences.
Campbell Consulting Group, Inc. Bend, OR 97701	541-410-9113	N/A	www.campbellconsulting.com judy@campbellconsulting.com	Judy Campbell	5	1996	Urban South Brewery, Brooks Resources Corp., Crux Fermentation Project, Discovery West, Alter Agents, Ashland Independent Film Festival & more.	Serving tourism, craft beer, cannabis & software companies with strategic media relations, public relations, media training, social media & more.
Deschutes Gift Baskets, LLC 632 SW Sixth St. Ste. 1 Redmond, OR 97756	541-977-1036	N/A	www.oregongourmetbaskets.com david@deschutesgiftbaskets.com	David Thorne	3	1999	Orion Eye, BMC, Savy Agency, St. Charles Medical Group, Labor Ready, Alpine Real Estate & Directors Mortgage, Pahlisch Homes, Touchmark Retirement.	Personalized gift baskets & gift boxes for all occasions, specializing in corporate gifting.
Eclipse Marketing 1900 NE Third St., Ste. 106-290 Bend, OR 97701	541-318-0900	541-318-0901	www.eclipsemarketing.agency lisa@eclipsemarketing.agency	Lisa Canady, Brian Canady	2	2001	N/A	Media planning/buying, broadcast production, copy writing, print & web design, account management.
FM Civic Central Oregon	541-420-8603	N/A	www.fmcivic.com hello@fmcivic.com	Erin Foote Morgan	5	2021	Government, attorneys, business, nonprofit.	Civic engagement, strategic communications, crisis communications, public relations, public affairs, creative multimedia services.
Hite Digital Bend 60908 SE Sweet Pea Dr. Bend, OR 97702	541-840-5375	N/A	hitedigital.com/bend tmurphy@hitedigital.com	TJ Murphy	2	2017	Home & professional service-based businesses, e-commerce, adventure tour companies & nonprofit organizations.	Web design, brand development, logo design, graphic design, seo, social media management, social media advertising, google advertising, AI advertising, TV/radio advertising, print advertising & more.
Inspired Melissa 60951 McMullin Dr. Bend, OR 97702	541-280-3642	N/A	www.inspiredmelissa.com info@inspiredmelissa.com	Melissa McGlenn	1	2012	ConnectW, Luxe Accounting, Renew Health Studio, Naturally Healthy Families, Powell Butte Preschool, Good 2 Go Food & Fun, Lava Island Builders, Evolution Fitness, Whole Body Robbie, Robert Rook Contracting, The Village Baker, Osborne Excavation Inc & more.	Marketing strategy, media relations, social media, speech writing, press releases, event planning, outreach, market research, copywriting & more.
Lulish Design 3720 NW 25Th St. Redmond, OR 97756	541-350-0594	N/A	www.Lulish.com lynnette@lulish.com	Lynnette Brailard	2	2005	Old Mill District, Hayden Homes Amphitheater, Visit Central Oregon, Redmond CVB	Full-service agency: web development + design, SEO/SEM, digital marketing, marketing plans & strategy, content marketing, PR, copywriting, campaigns & more.
Project 4 Home Office In Redmond, OR 97756	541-306-9979	N/A	www.project4marketing.com stephanie@project4marketing.com	Stephanie Shaver	7	2020	National & local accounts of all sizes. Clients include national brands, nonprofits, start-ups, established corporate accounts, government agencies.	Marketing strategies, brand consultant, marketing team management, press releases (national and/or local), reputation management, logo & brand development, website design, development & maintenance. Digital advertising, SEO, SEM & more.
SMARTZ 917 NW Harriman St., Ste. 101 Bend, OR 97701	541-388-4398	N/A	www.smartz.com sales@smartz.com	Mark Knowles	22	1987	N/A	Smartz can help your business with paid marketing, creative web design, development & disciplined web marketing principles to deliver bright, meaningful results & ROI. Certified Google Premier Partner.
SocialSuite Public Relations 70 SW Century, Ste. 100-475 Bend, OR 97702	541-639-5002	N/A	www.socialsuitepr.com andrea@socialsuitepr.com	Andrea Wasilew	2	2004	(Select past/present - PR services) Synergy Health & Wellness, Corban University, Cascade Lakes Relays, Zensmith Technology Consulting, Nashelle Jewelry, Tetherow Resort, Dave's Killer Bread, BendBroadband Vault, Coresite & more.	Public + media relations, digital + social media marketing, campaign launches.
StingRay Communications Bend, OR	541-390-6411	N/A	www.hellostingray.com shanrae@hellostingray.com	ShanRae Hawkins	1	2014	City of Bend, City of Prineville, Deschutes Basin Board of Control, Central Oregon Irrigation District, Parametrix, Anderson Perry & City of Redmond, DOWL	Communications, public involvement, marketing strategy, public relations, reputation & crisis management, brand management, strategic planning & more.
SWPR Group, LLC Bend, OR 97702	503-349-3548	N/A	www.swpr-group.com sarah@swpr-group.com	Sarah Williamson	3	2012	Apex Learning, Xello, Insitute for Education Innovation, Edmentum, GeoComm, Elevate K-12, Modern Classrooms Project & Abre.	PR & marketing communications for the education industry.

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info@rmkporegon.com www.keypropertiesoregon.com

Multi-Media Production Services *(Listed Alphabetically)*

Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Services
Audio Tango PO Box 7812 Bend, OR 97708	877-284-7876	N/A	www.audiotango.com welcome@audiotango.com	Tim Underwood	2	1993	Award-winning voice talent & audio production services for radio/TV commercials, multimedia, on hold/IVR, e-Learning & Internet applications. Source-Connect Pro, Zoom & phone patch equipped facility.
Blastoff! Studio 626 NW Arizona Dr., Ste. 5 Bend, OR 97701	541-797-0166	N/A	blastoffstudio.com hello@blastoffstudio.com	Nate Kupish	5	2022	Expertise is in brand coaching, crafting effective strategies, forming long-lasting scalable brand identities, creating innovative & user-friendly websites, & producing interactive & engaging digital & print products & experiences.
Camp Creative, Inc. 2900 NW Clearwater Dr., Ste. 200 Bend, OR 97703	415-309-5450	N/A	www.campcreative.net rcamp@campcreative.net	Steve Bredt, Richard Camp	10	2015	Interactive content, interactive touch screens, video production, branding, graphic design, copywriting. Web application development.
Hand in Hand Productions 2525 NE Twin Knolls Dr., Unit #8 Bend, OR 97702	541-633-7476	N/A	handinhandproductions.com info@handinhandproductions.com	Matt Hand	5	2004	Audio visual story tellers. From our state of the art virtual production studio to our team that becomes apart of your team we are successful when you are successful. We have the tools. We have the team. Let's tell your story.
SoundSmith Studios 63556 Bridle Ln. Bend, OR 97703	541-389-0584	N/A	www.recordingstudiobendoregon.com soundsmithstudiosclay@gmail.com	Clay Smith	1	1990	BY APPOINTMENT ONLY - recording & audio production, jingles, demos, album projects, teleconferences, music scores, audio mastering & video production & editing.
Studio 7 20125 Marsh Rd. Bend, OR 97701	541-350-4097	Call first	www.studiosevenmusic.com dave@studiosevenmusic.com	Noah Turnbull, Dave Turnbull	2	2003	Multi-track digital recording, jingle production, mobile DJ, live sound & lighting.
Visual Thinking Northwest 3883 SW Pumice Pl. Bend, OR 97702	541-317-0619	N/A	www.visual-thinking.com kr@visual-thinking.com	Kevin Raichl	3	1997	Video & audio production: 4K, HD & web video. Excellent equipment including 4K aerials. Veteran shooters & editors, known for crisp, clean images, edited sweetly. Terrific customer service.
Wahoo Films LLC PO Box 694 Bend, OR 97709	541-585-3456	N/A	www.wahoofilms.com contact@wahoofilms.com	Henry Kim, Michelle Alvarado	4	2005	Wahoo Films drives meaningful change for your company & your community through thoughtful storytelling & visual artistry. Our SHORT FILMS have BIG IMPACT!

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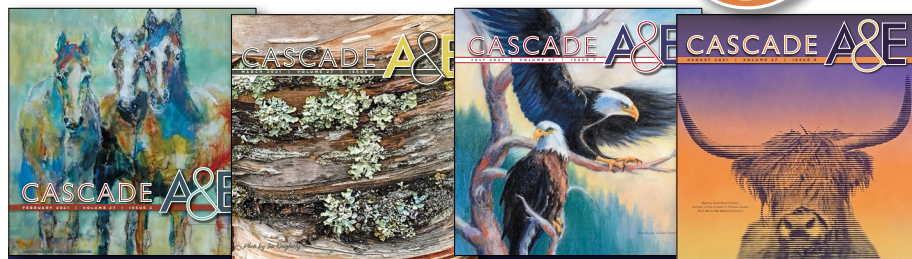


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Sign Companies *(Listed Alphabetically)*

Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Types of Signs
3BK Sign Company LLC 512 SE Glenwood Dr. Bend, OR 97702	541-382-7446	N/A	www.3bksign.com hello@3bksign.com	Brandon Kentner, Ashlee Kentner	5	1992	Full-service sign company providing everything from simple print projects such as banners & vinyl graphics to ADA & large commercial signage.
Carlson Sign Co. 1605 NE Forbes Rd. Bend, OR 97701	541-382-2182	541-382-2196	www.carlsonsign.com pcarlson@carlsonsign.com	Peter Carlson	24	1948	All types of signs, awnings & billboards.
Cascade Graphics 475 SE Bridgeford Blvd. Bend, OR 97702	541-389-7622	541-382-8187	www.cascadegraphics.com mike@cascadegraphics.com	Mike Whittle	13	1979	Large format digital printing, commercial screen printing w/UV inks, die-cutting, decals, laminating, merchandisers, displays, bumper stickers, signs, banners, fleet graphics, custom product imprinting, instrument panels, specialty inks & materials & fulfillment.
Cornerstone LLC Landscape Maintenance 19731 Dartmouth Ave. PO Box 1908 Bend, OR 97709	541-280-3523	N/A	Cornerstonelogan@gmail.com	Drew Logan	1	2004	Installation of residential colonial crossbars; commercial signs for land/acreage, offices; commercial street signs; CCB#225679.
Dana Signs 615 SW Umatilla Ave. Redmond, OR 97756	541-548-7226	N/A	www.danasigns.com sales@danasigns.com	Chris & Elizabeth Linderman	5	1992	UL Listed lighted signs, monument, custom interior & exterior signs & graphic design services. Vehicle graphics. Decals. Banners.
Dealin' in Signs, Inc. 63018 Plateau Dr., Ste. 1 Bend, OR 97701	541-312-3001	N/A	www.dealinsigns.com dealinsigns@gmail.com	Chad & Stephanie Zirkle	6	2011	Vehicle wraps, signs, banners & large format printing.
Driving Force Graphics 62980 Boyd Acres Rd., Ste. E1 Bend, OR 97701	541-385-5049	541-617-1265	www.drivingforcegraphics.com sales@drivingforcegraphics.com	Darren Coffell	6	1995	All types.
M.C. Smith Signs 1515 NE Second St. Bend, OR 97701	541-389-2471	N/A	www.mcsmithsigns.com sales@mcsmithsigns.com	Chris & Elizabeth Linderman	6	1974	UL Listed lighted signs, Custom signs & graphic design service. Interior & exterior signs, wall & free-standing monument signs, real estate & resort signs, vehicle & trailer graphics, decals, banners, message boards, yard signs, address & builder signs.
Northwest Sign Recycling LLC 1415 NW Murphy Ct. Prineville PO Box 2424, Redmond, OR 97756	541-279-0386	541-383-2072	www.nwsignrecycling.com tory@nwsignrecycling.com	Tory Allman, Penny Eddington, Wendie Every	5	2004	Using 36,000 pounds per square inch of water, we remove old sign laminates without chemicals & without harming the integrity of the aluminum. We recycle existing aluminum signs into clean, reusable, sign blanks ready for new sign faces. We also offer refacing services & new aluminum signs.
One Day Signs 2330 NE Division St., Ste. 2 Bend, OR 97703	541-385-6535	N/A	www.1daysigns.com 1DS@1daysigns.com	Jeffrey Mertins	1	1990	All types of signs. Real estate, banners, vehicle decals, magnetic, ADA, digital printing & design work.

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Ryan Herrera

Redmond Fire & Rescue welcomes new fire chief. Newly appointed Fire Chief **Ryan Herrera** will join Redmond Fire & Rescue on March 18.

Herrera is a safety-driven leader who comes with 30 years of Fire & EMS experience. He began his public service career as a firefighter/EMT with Port Orchard Fire Department (Washington) in 1994 and has spent the last 26 years with South King Fire and Rescue (Washington). There he worked his way up the ranks, serving in leadership positions such as lieutenant, deputy fire marshal, captain and most recently battalion chief. He also brings 18 years of labor experience having served as trustee, secretary, vice president and president of IAFF Local 2024 (Washington). Herrera has a bachelor of science in fire and emergency management from Purdue University Global, and a NWCG Medical Unit Leader certification from Colorado Wildland Fire & Incident Management Academy.

ASI Wealth Management (ASI) announced that **Michael Bird**, client advisor in ASI's Bend office, has successfully passed the Certified Financial Planner exam, achieving the esteemed CFP designation.

The CFP designation is widely recognized as the pinnacle of excellence in the financial planning field, signifying a high level of proficiency and dedication. The CFP curriculum includes in-depth training in each of the following categories: Professional Conduct and Regulations, General Principles of Financial Planning, Risk Management and Insurance Planning, Investment Planning, Tax Planning, Retirement Savings and Income Planning, Estate Planning and Psychology of Financial Planning.

Bird's attainment of the CFP certification underscores his unwavering commitment to excellence and professionalism. Beyond credentials, Bird exemplifies the qualities of an exceptional advisor, blending technical acumen with interpersonal skills and a steadfast dedication to ethical conduct. His pursuit of continued education and adherence to industry best practices position him as a trusted resource within his network.



Michael Bird

Armstrong Student Center in 2013. There she led the development of student governance and board participation; on-campus student engagement; disability access, improvements and compliance; diversity and inclusivity initiatives; and management of the 250,000 square foot student center. She led a team of six professional and 70 student staff members.

Prior to joining Miami University, Wilson served as director of student involvement and activities at the University of Nevada at Las Vegas and served in student affairs roles at Oregon State in Corvallis, the University of Oregon, Southern Oregon University and Stony Brook University in New York.

Wilson holds a bachelors degrees in history and religious studies, both from the University of Virginia, a masters degree in college student personnel services from Miami University, and a doctorate in educational leadership from the University of Oregon.

Volunteers in Medicine Clinic of the Cascades (VIM) welcomes **Courtney Gallant** as the new director of Philanthropy and Community Outreach. Gallant brings a decade of experience in local development and community outreach, with previous positions in nonprofit development and corporate community relations. She was born and raised in Central Oregon, a graduate of Redmond High School and Boise State University. She resides in Redmond with her husband, two Great Danes, their toddler son, and recently welcomed a newborn daughter.

Gallant will play a pivotal role in increasing visibility for VIM Cascades in the Central Oregon community, enhancing donor relations, and building on fundraising efforts to continue community support of VIM's crucial mission: to improve the health and wellness of the medically uninsured and critically underserved through the engagement of professionals, community partners, and dedicated volunteers.



Courtney Gallant



Steve Mileham

LRS Architects, a firm that values innovation, creativity, and collaboration, announces the retirement of Senior Principal **Steve Mileham**, who retires after 36 years of leadership and dedication at the firm. Mileham first joined LRS in 1988 for a temporary three-month position which turned into a full-time role lasting close to four decades.

During his tenure, Mileham shepherded the growth of the firm from two dozen people to becoming one of the largest architectural firms in the Pacific Northwest, with 120 staff members in Portland and Bend as of this year. He was also instrumental in establishing the LRS Auto Studio, which recently delivered its 100th-built auto dealership project under his leadership. The Auto Studio's most notable projects include the first Porsche Studio in the U.S. and the largest Subaru dealership in North America. Several of Mileham's projects during his esteemed career received LEED certification and have been recognized with industry design and construction excellence awards, with Mileham being individually honored as a 2019 Portland Icon by the Daily Journal of Commerce.

Standouts from his decades of exceptional design work include the Wingspan Event & Conference Center at the Westside Commons in Hillsboro, which was the culmination of 20 years of master planning; the Mercedes-Benz of Wilsonville, a timeless design from early in his career; the Hillsboro Civic Center for its competition-winning design, and the Sunset Porsche in Beaverton due to its challenging flood plain location. Longtime partners and notable clients also include Lithia Motors, New Seasons Market, Specht Development, Gramor Development, and Leatherman.

In retirement, Mileham plans to travel the world and enjoy his free time playing more tennis, golf, and volleyball.

Shepherd's House Ministries announces the addition of **Amber Knapp** to its team as part-time residential nurse. Knapp officially began her role on January 31, 2024, and brings a wealth of experience and compassion to the organization's vital medical services.

Funding was received via a generous two-year grant from PacificSource Community Solutions, further bolstered by a matching contribution from the Central Oregon Health Council (COHC). Knapp's role as a residential nurse is a pivotal development in Shepherd's House Ministries' commitment to enhancing the quality of healthcare services for those experiencing homelessness.

As a residential nurse, Knapp coordinates medical care, engages in wound



Randi Holm

Donna Holm

Holm Made Toffee Co. brought home two awards from the 20th annual Oregon Chocolate Festival recently in Ashland, Oregon. Featuring a wide selection of over 50 exhibitors, artisan chocolatiers, and confectioners from across the west coast, Holm Made Toffee walked away with awards in two categories: People's Choice Award — voted by festival attendees and Honorable Mention Best Chocolate Confection Hazelnut and Marionberry Toffee — voted by festival judges.

These two new awards follow 2023's trifecta of Best Chocolate Candy, Best in Show, and People's Choice wins. Holm Made Toffee Co. now boasts 15 total awards in a ten year span of attending the festival.

Katie Wilson has been appointed associate dean for student life at Oregon State University – Cascades and will lead strategies and activities that support the engagement and success of undergraduate and graduate students. She will start on May 17.

At OSU-Cascades, Wilson will oversee student life activities, residential housing and dining, student leadership development and student recreation. She will also support the health and wellness staff, who are led by OSU Student Health Services in Corvallis, and will serve as the primary liaison to the OSU Division of Student Affairs.

Wilson brings more than 20 years of experience in student affairs leadership to her new role. She served as senior director for student engagement at Miami University in Ohio before becoming the inaugural director of the university's then newly constructed



Katie Wilson

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Who's Who!

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

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Who's Who
Continued from page 31

care, fosters improved communication with other medical providers, and oversees hospice at home. These critical responsibilities align seamlessly with Shepherd's House Ministries' dedication to providing comprehensive care to those who need it most.

Compass Commercial Real Estate Services welcomes **Matt Sichel** as the newest broker to join the team. Sichel officially started in early February 2024, bringing over two decades of experience in the commercial real estate industry with a primary focus on the retail and office sectors. His arrival sets the stage for Compass Commercial to enhance our capability to serve our clients and grow our footprint throughout Oregon.

Sichel moved to Bend in 2022 from the Portland area where he most recently served as senior director at NAI Elliott. Over his 28 years with NAI Elliott, he negotiated over 1,400 commercial transactions, consistently maintaining the prestigious position as the top producing broker and earning him recognition as the CoStar Retail Leasing Power Broker of the Year on multiple occasions. Prior to his tenure with NAI Elliott, Sichel held pivotal asset and property management roles at Princeton Property Management, Sherron and Associates, Inc., and Robert Randall Company. In these positions, he managed a diverse portfolio of commercial properties and oversaw large multifamily properties comprised of thousands of units.

Since joining the company, Sichel has proven himself a valuable asset, providing expert guidance on commercial real estate transactions and offering valuable insights to facilitate the sale and lease process. His proven track record of success, expansive portfolio and wealth of knowledge further solidify Compass Commercial's position as an industry leader in Central Oregon commercial real estate.



Matt Sichel

computer science and software engineering. He offers Family Kitchen 30 years of technology experience, including CRM, customer service, file sharing systems, web, databases and more. Currently, he advises numerous start-ups on data architecture. His volunteer experience prior to joining the board has been as a regular on the lasagna dinner service team with his wife, Tali and sometimes their children as well. They can be found on the second Thursday of the month in the very busy "to-go" corner of the dining room at the Bend location.



Kevin Stock

The **Deschutes National Forest** announced the selection of **Kevin Stock** as the permanent Bend-Fort Rock District Ranger.

Stock is no stranger to Central Oregon; he's spent 24 years working on the Bend-Fort Rock Ranger District throughout his career. Stock was inspired to begin his career in wildland fire following the Awbrey Hall Fire in Bend which burned 22 homes in 1990. Stock worked as a seasonal firefighter on the Lolo National Forest in Montana, and later the Mt. Hood National Forest, before settling into Central Oregon in 1995 where he worked his way up the ranks from handcrew captain to the fire and aviation staff officer in 2021. Stock has also served as one of the incident commanders on Northwest Incident Management Team 8 since 2018.

Stock earned an associates of applied science degree in forest resources from Mt. Hood Community College. He also received a professional certificate in biological science from University of Nevada at Las Vegas. In his spare time, he enjoys spending time with his wife and two children recreating on the public lands he protects and loves.

Bend Chamber announces that **Daniel Elder** of Campfire Hotel and **Stephanie Senner** of Suterra have joined the Bend Chamber Board of Directors, filling two vacated positions. Each will serve on the board until December 2025.

Elder is an Oregon native, looking for any excuse to be outdoors while enjoying a local craft beer. When not working as the general manager at Campfire Hotel, he is spending time with his family or out kayaking on a beautiful Central Oregon lake or river. Elder has lived in Bend for four years and absolutely adores this place.

Senner is the senior director of marketing for Suterra. She joined the company in 2018 with 20 years of experience in business-to-business marketing. After starting her career in Washington, DC, Senner spent 11 years at EarthLink Business in Vancouver. She moved her family to Bend in 2013 to join BendBroadband as the director of B2B Marketing. Senner is a graduate of Leadership Bend and was named 2014 Emerging Leader of the Year by the Bend Chamber. She served for seven years on the City of Bend's Economic Development Advisory Board.



Daniel Elder



Stephanie Senner



Allison Slater



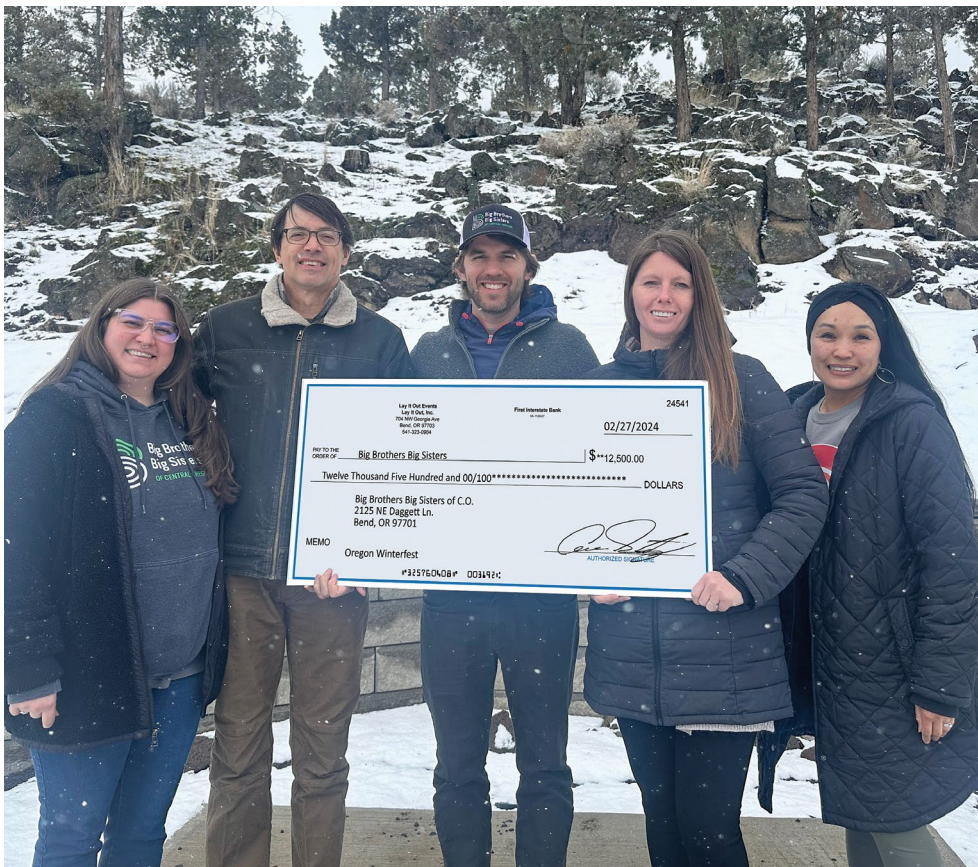
Lior Kogot

The **Family Kitchen** Board of Directors welcomes additional board members to assist in supporting existing operations and in securing a new space. The latest new members are **Allison Slater** and **Lior Kogot**.

Slater brings over 15 years of experience in human resources across nonprofit, education, and technology industries. A life-long advocate for equity and social justice, she co-founded Camp Phoenix, a summer camp program for low-income kids in 2012 and served on its Board of Directors for 11 years.

Kogot began his career in technology while with the Israeli Navy where he studied

Businesses Serving Community



BIG BROTHERS BIG SISTERS

The 2024 Bend WinterFest made a memorable return to Bend's Old Mill District this year. This year's event not only marked its comeback to a beloved location but also set a new milestone in its philanthropic efforts by raising an impressive \$12,500 for Big Brothers Big Sisters (BBBSCO) of Central Oregon. This significant contribution underscores the event's ongoing commitment to supporting local nonprofits in Central Oregon, with total donations to BBBSCO by Lay It Out Events (LIOE) through the sponsored event now exceeding \$50,000 over the past five years.

BBBSCO's mission to create meaningful mentorship relationships between adults and at-risk youth has shown remarkable outcomes, including improved confidence, academic success, and avoidance of negative behaviors. The program's reach has expanded significantly, now offering support to over 200 young individuals across Central Oregon. The funds raised this year will further enhance BBBSCO's mentorship training and fund outdoor activities that contribute to the mentees' development, such as ice skating, snowshoeing, and skiing.

The 2024 event's return to the Old Mill District was a celebration of Central Oregon's rich arts, culture, and outdoor recreation. Attracting over 20,000 attendees, the area was transformed into a magical winter wonderland, featuring enchanting ice sculptures, festive decorations, and a variety of entertainment that captivated visitors of all ages. Highlights included performances by renowned hip-hop artist Chingy and the AC/DC cover band, Hell's Belles, and engaging activities for families, such as the OMSI traveling science festival and the K9 Kings Flying Dog Show.

The success of this year's event in the Old Mill District not only highlights the community's vibrant spirit but also reinforces the importance of supporting initiatives like BBBSCO that make a lasting difference in the lives of young people.

(L-R) KELLEY LYONS, ENROLLMENT AND MATCH SPECIALIST AT BBBSCO, AARON SWITZER, EVENT PRODUCER AT LAY IT OUT EVENTS, REN GATES, ADVISORY COUNCIL PRESIDENT FOR BBBSCO, JENN DAVIS PROGRAM DIRECTOR AT BBBSCO AND SHANNON GUERRERO, EVENT COORDINATOR WITH BBBSCO | PHOTO COURTESY OF BBBSCO

Windermere Real Estate in Central Oregon Donated \$7,000 to Local Nonprofits in 2023

by **CAILYN TEGEL, Senior Account Executive — Veracity Marketing**

Local real estate brokers, staff and owners with Windermere Central Oregon Real Estate supported various organizations through the Windermere Foundation in the central Oregon area during 2023. The group donated \$7,000 to support the NeighborImpact and the CASA of Central Oregon.

“While the real estate industry can change rapidly, we are happy to say that one thing is constant — our dedication to giving back to the communities where we live and work,” said Christine Wood, Executive Director, Windermere Foundation. “Through financial contributions and volunteer efforts, our brokers consistently uplift their neighbors in need, keeping the spirit of Windermere’s commitment to community service alive and well.”

Windermere Central Oregon Real Estate is proud to be a part of the larger Windermere Foundation, serving the Western U.S. since 1989. Along with launching their own fundraising activities and providing personal donations,

brokers donate a portion of every commission to the Windermere Foundation for every home bought or sold through Windermere. To date, Windermere has gifted more than \$53 million in donations to support programs and organizations that provide services to those in need.

About Windermere Real Estate:

Windermere Real Estate is the largest regional real estate company in the Western U.S. with over 300 offices and 6,500 agents in nine states. Last year, Windermere closed over 47,000 home sales for more than \$33 billion in volume. The Windermere family has a proud heritage of serving our neighbors via the Windermere Foundation, which funds services for low-income and homeless families. Since 1989, the Windermere Foundation has contributed more than \$53 million toward improving lives in the communities where we live and work.

windermere.com

NeighborImpact Announces U.S. Bank’s Foodie Crawl

by **RACHEL HAAKENSON — NeighborImpact**

Join us on Sunday, April 28, from 2-6pm for this popular annual pub-crawl-meets-progressive-dinner event. At this celebration of local food and drink, guests sample small plates and beverage pairings from a select group of chefs and restaurants in downtown Bend, all for a good cause.

From 2-4pm, guests set their own pace, exploring each stop on the tour at their leisure. Top off the fun with the after-party at McMenamins from 4-6pm. Enjoy a complementary drink, a selection of culinary desserts prepared by local chefs, mingling, music by DJ Dave Clemens—and a chance to win door prizes and amazing raffle items.

This mobile feast, unlike any other event in Central Oregon, recognizes the important role NeighborImpact plays in our community. Proceeds from The Foodie Crawl will help fund NeighborImpact and its Food Program, which stores and distributes more than four million pounds of food annually to Central Oregonians struggling with food insecurity.

For a full list of participating restaurants and to purchase tickets, please visit neighborimpact.org/foodiecrawl

neighborimpact.org

City Club Forum
March 21 at 11:30am

**COC and OSU-Cascades:
Hub, Heart and Drivers of
Central Oregon**

with Dr. Laurie Chesley,
President of Central Oregon
Community College and
Sherman “Sherm” Bloomer,
Chancellor and Dean of OSU-
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Oregon State University
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Partners In Care Announces its 45th Anniversary of Serving Central Oregon

by MAUREEN DOOLEY, Communications Director — Partners In Care

Partners In Care announces its 45th anniversary of serving Central Oregon as the region’s leading and oldest nonprofit hospice, home health, and palliative care provider.

In 1979, a group of volunteers created their own model of care for people who were terminally ill, based on the hospice philosophy of care that had been adopted in the United States just years earlier. The organization, first known as ‘Friends of Hospice’ evolved into what we now know as Partners In Care, and has been serving communities across Deschutes, Crook, Jefferson, Upper Klamath, and Lake Counties for over 45 years.

“With a team of hospice and palliative care physicians, nurse practitioners, registered nurses, social workers, chaplains, nursing assistants, therapists, grief counselors, administrative and support staff, Partners In Care is now the largest and leading provider of hospice, home health, and palliative care across the region,” said Greg Hagfors, Partners In Care CEO. “I am extremely proud of our mobile workforce of over 200 employees and nearly 200 volunteers who serve patients and their families across a 10,000-square mile area, from Madras to Prineville, Sisters to Redmond, Bend and La Pine and Christmas Valley.”

Partners In Care has evolved and grown over the years but still operates as a community-based organization, with service and stewardship at its roots. As the name Partners In Care suggests, the multi-disciplinary team not only serves patients and families but is also a valuable partner with other community resources and organizations, coordinating care, providing educational offerings, and meeting a broad spectrum of needs for many population segments.

The organization is unique among hospice, home health, and palliative care organizations in the region, having always operated as an independent 501(c)3 nonprofit managed by executives and medical professionals who live in Central Oregon. The nonprofit is guided by a board of directors with strong connections in the community, and decisions are made locally by leadership who employees interact with daily.

Partners In Care, rooted in the local community, celebrates its long history of providing compassionate, professional care with the myriad of services that have evolved through the years. Transitions, which has been available through Partners In Care for 20 years, is a no-cost, non-clinical case management program for medically fragile individuals with a life-limiting illness, including those who may not qualify for home health or hospice care. Skilled professionals provide home health services for patients who are homebound and need short-term medical support and assistance with a serious illness, injury, or recovery from surgery. Palliative care offers specialized medical care for people with a serious illness, helping them enjoy a better quality of life. The palliative care team has been practicing within Partners In Care for 10 years, and providers focus on relieving symptoms related to a patient’s illness or

side effects from treatments and help people make decisions about their healthcare options. Additionally, grief support programs offer bereavement counseling, classes, and group gatherings for families during hospice care and after the death of a loved one. The organization also offers unique support for veterans, even if they are not fully funded by Medicare or insurance.

The centerpiece of the services Partners In Care provides is hospice care. Hospice is a philosophy of care that treats the person rather than the disease and focuses on affirming life. This care is delivered wherever the patient calls home and at Hospice House. The new Hospice House, which opened in 2022, doubled the capacity for patients needing skilled care from six to 12 beds, offering both respite and inpatient hospice care. It is the only facility of its kind east of the Cascade mountains, and one of only three in the state of Oregon.

Partners In Care’s six lines of service are covered by Medicare, Medicaid, private insurance, or community donations. Over the past 45 years, support from the local community has allowed the organization to expand and provide increased support for the growing population in the region.

“For 45 years, our neighbors and community members have helped make Partners In Care who we are today. Your charitable donations, collaborative partnerships, and dedicated volunteer efforts have helped enable us to deliver compassionate, quality care to Central Oregonians. We are deeply grateful for this support, which empowers us to continue our mission to serve this community,” shared Hagfors.

The theme of the 45th anniversary is “Redefining Hope”, which aims to celebrate changing hope over time and reveal that hope should never be lost, even when diagnosed with a serious or terminal illness.

“We often think about hope as something out in the future. Hope, when on hospice, is many times looking at the here and now. We as a hospice team help families look at what that means and how it changes; it’s really hoping you can find closure, have the best possible treatment to get symptoms under control, knowing that you’ll get the support you need, hope to have family around you, and making a difficult time a little easier,” said Dr. Lisa Lewis, Partners In Care medical director.

Suzanne Lafky, Partners In Care Board of Directors chair, also added “We start working with families as early as possible to support them during this important time, to help them reduce stress, find peace, and have quality time together. That’s what hope is for me... hope that more families find us earlier, hope that families find peace in the process of the human story.”

Partners In Care is seeking stories of impact and testimonials from community members to be featured during the year-long anniversary. To share a story of hope or impact and learn about upcoming events for the 45th anniversary, visit partnersbend.org/hope. View the full 45th anniversary video on the Partners In Care website.

partnersbend.org



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Hayden Homes

Continued from page 3

for the past five years.

"Hayden Home is deeply humbled to receive this honor from our friends at the Idaho Home Builders Association," said Tim Mokwa, regional director of Hayden Homes. "As a company we are committed to our Give As You Go philosophy of building a strong community so we can all live fulfilled lives. We hope this recognition will inspire all of us to help improve the communities where we work and live."

Hayden-Homes.com

Pacific Power Foundation

Continued from page 3

experiences through field trips for rural students and students from families experiencing low incomes.

Samara Learning Center for its program to help kids expand their imaginations and strengthen math, English and critical thinking skills through a fantasy tabletop role-playing game. Funds will be used for scholarships and outreach to families in marginalized communities.

Scalehouse for an educational initiative aimed at providing Native students the opportunity to create and exhibit visual and video-based artwork and share their different life experiences with neighboring populations.

About the Pacific Power Foundation:

The Pacific Power Foundation is part of the PacifiCorp Foundation, one of the largest utility-endowed foundations in the U.S. 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

Anchored Tiny Homes

Continued from page 6

submitted and approved for permits, building your ADU on your property, and hooking everything up to utilities. In the end, you get a completed, move-in-ready ADU right in your backyard!

"We are passionate about creating unique living spaces that reflect the personalities and aspirations of our clients.

"We are growing rapidly and expanding franchise opportunities. We are now in 35 different markets across the country and continuing to widen our reach.

"If someone is interested in exploring the possibility of an ADU, we can have an expert in the field come to your property and give an analysis of the site's options and a free estimate or proposal.

"Each jurisdiction has its own nuances but typically units can be built within an 8-12 month timeframe, and we support franchisees with everything from a business blueprint to marketing and lead generation.

"We see this movement as fulfilling a major need for housing considering the widespread shortages — maybe kids are coming out of college and need a place to live while they find their way, or the unit could be rented out to generate additional income.

"We started doing ADU's in 2019 after seeing a growing niche that needed filling. I had run a marketing company and was looking for the next endeavor.

"Initially, I went to my dad who has a lot of experience in the construction industry, about building a tiny home on wheels. I put a feeler out on Facebook to see if anyone would be interested and had over 300 responses! The rest, as they say, is history...

"We decided to take a stick-built approach rather than pre-manufactured as the biggest size market was perceived as building on site.

"We are growing rapidly and expanding franchise opportunities. Proof of the demand out there is that we hit over \$100 million in sales last year, and our next goal is to reach \$200 million."

anchoredtinyhomes.com

Watch for Upcoming Editions of **CASCADE BUSINESS NEWS**

2024 EDITORIAL CALENDAR

ISSUE DATE	SPECIAL SECTIONS	INDUSTRY LISTS
April 3 <i>Deadline Mar 27</i>	Environmental Special	Landscaping Businesses, Environmental Companies, Recycled Products & Services
April 17 <i>Deadline Apr 10</i>	Real Estate Report	Realtors, Title Companies, Mortgage Companies, Property Managers
May 1 <i>Deadline Apr 24</i>		Banks, Credit Unions
May 15 <i>Deadline May 8</i>	Custom Home Builders	Custom Homes, Log Homes, Building Designers, Interior Designers, Fine Furniture
June 5 <i>Deadline May 29</i>	Business of Pets / Madras / Jefferson Co Profile	Grooming, Boarding, Pet Services, Vets
June 19 <i>Deadline Jun 12</i>	PRINEVILLE Profile	Employment Resources, Largest Employers, Office Supplies
July 3 <i>Deadline Jun 26</i>	SUNRIVER Profile/Summer Recreation Special	Travel Agencies, Athletic Clubs, Spas, Tour Companies, Mailing Services, Golf Courses



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Central Oregon Business Calendar

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

BUSINESS EVENTS



March 20

5:30pm-8pm ConnectW Monthly Dinner Meeting at Open Space Event Studios, Bend.

March 21

7:50am Enterprise Risk Management Best Practices for Business Owners & Managers Session at Hampton Inn, 730 SW Columbia St., Bend.

March 21

11am Deschutes County Coordinated Houseless Response Office Meeting.

March 21

11:30am-1pm City Club of Central Oregon March Forum, COCC and OSU-Cascades: Hub, Heart and Drivers of Central Oregon, at Unitarian Universalist Fellowship of Central Oregon, Bend.

March 21

4-7pm Bend Chamber Ribbon Cutting & Grand Opening Celebration for Miranda Kelton Photography at 20370 Empire Ave., Ste. C2, Bend.

March 21

4:30-7pm EDCO PubTalk at Open Space Event Studios.

March 26

5:30-7:30pm SCORE Free, Confidential One-on-One Small Business Counseling at Bend Downtown Library.

March 26

5:30pm City of Redmond City Council Meeting.

March 27

9am Deschutes County Board of County Commissioners Meeting.

March 27

5-7pm Bend Chamber Bend YP Social at Seventh Mountain Resort.

March 28

3-4pm Hospice of Redmond March Community Education Event, Reflecting on One's Life: Considerations of the Veteran Population, at Hospice of Redmond's Community Room.

March 28

5:30pm Deschutes County Planning Commission Meeting.

March 29

5:30-9pm Cultivate Bend and High Desert Food and Farm Alliance Common Ground Documentary Screening and Panel Discussion at Tower Theatre.

April 2

5:30pm City of Redmond Join Workshop with Deschutes County.

April 2

6pm Deschutes County Joint BOCC and City of Redmond Meeting.

April 3

11:30am-1:30pm Sunriver/La Pine Economic Development Annual Luncheon at Sunriver Resort.

April 4

3:30-5:30pm Bend Chamber Ribbon Cutting at Macneish & Associates LLC-American Family Insurance.

April 6

3-4pm Bend Chamber Ribbon Cutting at Juniper Dermatology's new Bend location.

April 9

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

April 9

3-5pm Bend Chamber Ribbon Cutting at Sherwin Williams' new location in Bend.

April 9

5:30-7:30pm SCORE Free, Confidential One-on-One Small Business Counseling at Bend Downtown Library.

April 9

6pm City of Redmond City Council Meeting.

April 10

5pm Deschutes County Joint BOCC and City of Sisters Meeting.

April 11

11am-1:30pm REDI Annual Luncheon at Deschutes County Fair and Expo Center Middle Sister Building.

April 11

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

April 11

5:30pm Deschutes County Planning Commission Meeting.

April 16

5:30-7pm COCC Community Building Community — Hiring the Best People with Jo Thrussell at COCC Bend Campus.

WORKSHOPS & TRAINING



(Ongoing)

COCC Small Business Development Center Virtual Classes.

Building Permits

COMMERCIAL PERMITS WEEK ENDING 3-1-24 & 3-8-24

City of Bend

- \$360,000.00 - Commercial (Addition) 747 sf. at 1543 NE 3rd St. Bend 97701 OR Owner: Drifter Holdings Limited Partnership Permit # PRAD202306082
- \$200,000.00 - Commercial (Alteration) 7,145 sf. at 63500 N Hwy 97 Bend 97701 OR Owner: Catherine M Craven Family Trust Permit # PRRE202400327
- \$41,000.00 - Commercial (Alteration) 2,892 sf. at 61334 S Hwy 97 Ste. 360 Bend 97702 OR Owner: Patterson Family 2000 Trust Permit # PRRE202306053
- \$16,500.00 - Commercial (Alteration) 998 sf. at 61527 American Lp. Bend 97702 OR Owner: Brian & Linda Opdycke Trust Permit # PRRE202303979
- \$15,000.00 - Commercial (New) 800 sf. at 2110 NW Marken St. Bend 97703 OR Owner: Amy Crawford and Ayers Schuyler Permit # PRNC202306477
- \$10,000.00 - Commercial (Alteration) 87 sf. at 1303 NW Galvenston Ave. Bend 97703 OR Owner: Klett Properties, LLC
 Builder: Montgomery Builders, Inc. 541-371-2625 Permit # PRRE202400048

City of Redmond

- \$825,000.00 - Commercial (Alteration) 12,040 sf. at 1212 NE 5th St. Redmond 97756 OR Owner: High Desert Education Service Dist 145 SE Salmon Ave. Redmond, OR 97756
 Builder: Sunwest One, Inc. 541-548-7341 Permit # 711-23-002731
- \$720,000.00 - Commercial (Addition) 3,620 sf. at 349 SW 6th St. Redmond 97756 OR Owner: Theodore Eady 68795 Quail Tree Dr. Sisters, OR 97759 Permit # 711-23-001996
- \$40,000.00 - Commercial (Alteration) at 404 SW 6th St. Redmond 97756 OR Owner: Columbia Hills TH, LLC PO Box 87908 Vancouver, WA 98687 Permit # 711-24-000023

Deschutes County

- \$465,441.00 - Commercial (Alteration) at 61240 Skyline Ranch Rd. Bend 97702 OR
 Owner: Tetherow Golf Course, LLC 61240 Skyline Ranch Rd. Bend, OR 97702 Permit # 247-23-006295
- \$69,857.00 - Commercial (Addition) 180 sf. at 411 E Hood Ave. Sisters 97759 OR Owner: 411 E Hood, LLC PO Box 1954 Corvallis, OR 97339
 Builder: Steve Olson Heating & Cooling, Inc. 541-504-0734 Permit # 247-23-004886

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Cascade Publications Inc. Embarks on 25 Years of Cascade Business News

Lumos Medical Center Primary Care Clinic Reopening Eastern & Western Medicine through Holistic Healthcare Celebrates First Anniversary



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Brooks Buys Former Bend Car Lot as Commitment to Future Central Vision

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2023 Welcomes Back the Premier Central Oregon Art Show

Family Business — America's Backbone

Advertising materials are due **April 10** for this issue.