

FREE BEND BUSINESS JOURNAL

APRIL 2016 PUBLISHED BY THE BEND Chamber
VOLUME 31 ISSUE 4

TOURISM & TAXES - PAGE 8

BOOM, BUBBLE OR BUST? - PAGE 11-14

REAL ESTATE FORECAST

Pictured above is our first ever #BendChamber Breakfast Club @Mt.Bachelor, which was a hit! Join us next month with Sun Country Tours - Details page 23

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FUEL TAX, NO: Roads, still in need of repair

A MESSAGE FROM OUR CHAIRMAN

When it was announced that the fuel tax failed, many of our chamber members contacted me to express their extreme pleasure. I also had a few members surprised that the measure had not passed.

Whatever your position, our roads are still a mess. Now is the time to help solve a very large problem; How do we get our roads in good shape?

The value the Bend Chamber of Commerce brings to the table is many of our members operate or work with a com-

pany that must first pay the overhead before they can pay themselves. We understand that expenses like rent, repairs and maintenance, and other costs, must be paid first before we can look toward future expenditures, projects and programs.

Perhaps I am living in a rose-colored world, but I believe the Bend Chamber can help the City of Bend understand that funds for road maintenance and snow removal are to be allocated and left alone. During the fuel tax campaign, I read

By: Brian E. Fratzke, owner and principal broker of Fratzke Commercial Real Estate Advisors Inc, chairman of the Bend Chamber

many letters to the editor in the Bend Bulletin and comments from people asking why the business community did not support good roads in Bend.

The business community very much supports well-maintained roads in Bend. But the business community also supports proper fiscal responsibility when establishing a budget to maintain roads.

The City is now working to identify how to solve the funding and maintenance of our roads.

You can help. The City of Bend Budget Committee members have a retreat this month. Request to get involved to assist the committee in identifying areas where funds can be applied to the maintenance of roads. Let's provide our financial experience of operating small and large companies in Bend and help the City budget for an expense that is sure to increase as our community experiences increased growth and traffic.

The new issue of the BEND BUSINESS & LIFESTYLE magazine is now available.

The 2016 issue covers the growth of business industries with resources for commercial and residential relocation. Get a closer look into the lives of community business leaders making an impact on our quality of life as well as a deeper look into Bend's business clusters.

Please let our office know if you want to become a distribution point this year!

Contact Kay at (541) 382-3221

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VISION

THE VISION OF THE BEND CHAMBER IS TO GATHER, EQUIP AND MOBILIZE OUR BUSINESS COMMUNITY TO DRIVE A PROSPEROUS ECONOMY AND UNMATCHED QUALITY OF LIFE.

MISSION

THE BEND CHAMBER IS A VITAL STRATEGIC PARTNER CREATING RESOURCES AND OPPORTUNITIES FOR MEMBER SUCCESS, QUALITY OF LIFE, ENGAGEMENT AND MEANINGFUL IMPACT.

SALUTE TO COMMERCE

7 Peaks Paving strives to be an integral part of the Bend community.

“We believe in Bend and Central Oregon as a striving community and one of the best places to live,” said David Vogt, CEO and owner of 7 Peaks Paving. “We believe that giving back to the community is part of helping to maintain the outstanding community that we live in.”

7 Peaks Paving was founded in March of 2011 and offers subgrade preparation, base rock placement, grading, asphalt paving, crack sealing and seal coating. Todd Allen and Vogt were both asphalt managers at Hooker Creek and decided to start a new paving company after Hooker Creek shut down its construction and paving divisions.

Vogt said 7 Peaks Paving, which is named after the seven mountain peaks seen in Central Oregon, was founded on four principles: First, to provide the safest environment for its employees and the traveling public in and around 7 Peaks Pav-

ing projects. Second, to provide the highest quality asphalt paving possible.

“We were very excited to be awarded this honor and added to the list of recipients,” Vogt said. “The Bend Chamber does an outstanding job and we are very pleased to be a part of it.”

“This has been proven as we have won four first-place paving awards statewide, from the Asphalt Pavement Association of Oregon, in our five years in business,” Vogt said.

Third, to provide the highest in customer service available in the industry. And lastly, to offer a fun work environment that promotes teamwork and enjoyment for employees, customers and partners

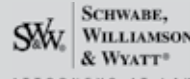
in the industry.

7 Peaks Paving sponsors many local events within Central Oregon, such as the Sunriver Music Festival, Alive After 5 Concert Series and the Sunriver Mud Run, to name a few. Recently the company has shifted its focus to more long-term charitable contributions, Vogt said. For instance, last year 7 Peaks Paving bought a new wrestling mat for the Central Oregon Mat Club.

When it comes to 7 Peaks Paving’s success, Vogt gives the credit to the company’s employees.

“(Our employees) are the ones that provide the high quality, award-winning projects and customer service,” Vogt said. “We feel our employees are most important in our success and stability as a company for the long term. We very much realize they are our most important asset.”

2016 PLATINUM PARTNERS





SESSION 6:

Community Building: From industrial clusters, to educational excellence

By: Wendy Edde, Leadership Bend Class of 2016

In February, Leadership Bend engaged on a variety of topics, beginning with “Tech Clusters and Industry Sectors.” Clusters are groups of similar firms in a specific geographic area working collaboratively on improving the value chain from suppliers to end products. Sectors are larger, goods-producing segments of the economy.

Panelists from four local industry clusters provided insights: Les Mace (bioscience/healthcare cluster focusing on biotech or medical devices, representing about 25 companies); Pam Stevenson and Gary Bracelin (Oregon Outdoor Alliance and Bend Outdoor Worx, the only outdoor focused incubator and accelerator in the country); Tierney O’Dea and Taylor Mahoney (Tech Alliance of Central Oregon); and Tim Moore (farm-to-shelf food industry).

In common, these clusters provide opportunities for networking, successfully coaching members from entrepreneurship to mentorship with more established firms assisting startups. One goal is coordinating how members can work together to bring products to market more efficiently, recognizing common needs and pooling resources where they can act stronger as a group. Some provide collaborative workspaces and special focus efforts such as encouraging women in startup tech; others provide service components. All provide community leadership through collaboration and efficiency opportunities, while helping support a viable talent base.

After the City Club’s “Water Management Lessons” session, Leadership Bend members returned to another en-

lightening panel entitled “Our Educational Ecosystem.” Dr. Marla Hacker (OSU-Cascades), Dr. Shirley Metcalf (Central Oregon Community College), Shae Mikalson (Bend-La Pine Schools) and Bruce Cleveland (Bend Polytechnic Academy) each provided insightful overviews of their institution’s offerings. Bend-La Pine Schools remains one of the fastest growing, up 400 students this year to 17,500 students and seeks to meet the breadth of children’s educational needs. Our college programs are geared to lifelong learning, with 51 the average age for no credit enrollment, and are shaped by local community demand, such as new programs in hospitality and engineering coming to OSU-Cascades. The new Bend Polytechnic Academy offers a post-college professional skills program focused on high growth areas

such as digital marketing. The initial class realized a 60 percent workforce placement rate.

Additionally, Leadership Bend members continued planning the Central Oregon Impact Summit, challenging nonprofits to learn and compete for a \$10,000 grant during “Pitch for a Purpose,” a not-to-be-missed event taking place on Tuesday, May 10 at The Riverhouse Convention Center.

A sincere thank you to each presenter, COCC for providing meeting space and a tour of their beautiful new dormitory, City Club and to the Bend Chamber and Leadership Bend sponsors for making these opportunities possible.



Central Oregon Impact Summit 2016

Pitch for a Purpose

May 10th, 2016

Five nonprofits will take the stage at the COIS 2016 “Pitch for a Purpose” event to compete for a \$10,000 sponsor-supported cash prize and a \$2,500 audience-choice award. Please join us as we celebrate and acknowledge Central Oregon’s nonprofit community.

The Riverhouse Convention Center
Doors Open at 5:00 p.m.
Admission: \$10



PITCH FOR A PURPOSE IS BROUGHT TO YOU BY LEADERSHIP BEND, A PROGRAM OF THE BEND CHAMBER
For sponsorship opportunities, please email us at sponsorship@coimpacts Summit.com or visit www.coimpacts Summit.com



RDM Runway Reconstruction Project

This investment will modify and upgrade the Airport's primary runway by re-engineering the pavement cross section to improve drainage and prevent water accumulation from the runway surfaces. A project of this intensity usually occurs every 20 - 30 years or longer.

IS THERE A SAFETY ISSUE WITH THE CURRENT RUNWAY(S)?

No. FAA design standards for airports evolve and are modified on a continual basis. This project will ensure

Redmond Municipal Airport (RDM) meets the most current design standards. Both Airport runways are perfectly safe for use in their current condition; this project is constructing upgrades to the runways consistent with current FAA design standards.

WHAT ARE THE PROJECT DATES?

This project will last approximately 4 months. During the construction project, aircraft will use a secondary runway. However a full

airfield closure for approximately 21 of the 120-day project is necessary. *The entire airfield will close to all aircraft from May 2 through 22, 2016.*

Beginning May 2, 2016 the airport will suspend all fixed wing/commercial air service. RDM runways are in a 'X' formation, requiring the closure of both runways to complete the intersecting portion

Source:
<http://www.flyrdm.com/?Runway-Project-2016>



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Real people with real concerns are by far the most effective way to engage the legislature and get lawmakers to see the sensible center of politics.



A MESSAGE FROM OUR PRESIDENT & CEO: TIM CASEY

We've just wrapped up the 2016 Oregon Legislative Session and I can tell you, it's been bittersweet. More damage has been done to small business during the 2015 and 2016 sessions than has been done in the entire decade prior. No one I've spoken with can remember such a gross attack upon the small business community. However, all is not lost.

The Bend Chamber works in concert with the Oregon State Chamber of Commerce to provide a balanced agenda of issues which impact small

businesses. Through our partnership with JL Wilson and his team at the Public Affairs Counsel, we lobby to help bring some sanity to the Oregon legislature. Our efforts are having an impact and we are slowly moving the dial back to the center.

For 2017, we are seeing signs of more regulatory legislation on the horizon for small business and are preparing now for extended engagement.

We will track all business-related bills as they

gain traction and send you announcements requesting your help. To be effective, we need your support. We need letters, emails and phone calls from small business owners describing how a particular bill would impact your businesses and livelihoods. Real people with real concerns are by far the most effective way to engage the legislature and get lawmakers to see the sensible center of politics.

Please contact the Bend Chamber if you have concerns. We are here to help you.

ISSUES WE OPPOSED:

Wrongful Death Cap (HB 4136)
DEAD: *Increases the \$500,000 limit on non-economic damages*

Wage Theft bill (SB 1587)
PASSED (AMENDED): *Original bill requires an employer who does not have a set payday to provide a bond or cease doing businesses. The amended version changes the provision above to providing more funding to investigate wage allegations by employees.*

Cap & Trade (SB 1574)
DEAD: *Creates and expands a number of state government agencies to enforce stronger carbon emissions standards by allowing companies to buy carbon credits.*

Minimum Wage increase (SB 1532)
PASSED: *Increases the State minimum wage based on a three tier system.*

ISSUES WE SUPPORTED:

Transportation Funding (HB 4055)
DEAD: *No surprise, our state is in need of money for road infrastructure. Unfortunately, the carbon fuels tax passed in the 2015 session all but guaranteed that this bill would fail in the short session.*

Sick Leave fixes
DEAD: *We attempted to try and fix some of the issues with sick leave for small businesses. This item received no traction in this session.*

Brownfield cleanup (HB 4084)
PASSED: *Allows local government to provide tax abatement for the cleanup of hazardous waste or pollution on industrial property.*

Industrial Property exemption (SB 1565)
PASSED: *Allows local cities to adopt limited property tax exemptions to incentivize new industrial development.*

Ski area liability certainty (HB 4077)
DEAD: *Defines and limits the liability of a ski resort for accidents on the slopes.*

Transit Expansion fund bill (HB 4078)
DEAD: *Allows for grants to fund transit improvements in rural and small urban communities.*

Water storage & infrastructure funding (HB 4012)
DEAD: *Allows the use of lottery funds to build infrastructure for water storage to help Eastern Oregon farms adjacent to the Columbia River.*

"When it is obvious that the goals cannot be reached, don't adjust the goals, adjust the actions." - Confucius

2016 GOLD PARTNERS

The Ballwin

TOURISM

As of the end of February, Eagan said the city had collected about \$5.5 million in transient room taxes.

Learn more about tourism and taxes at the Bend Chamber YouTube channel. Watch our What's Brewing video "Tourism & Taxes".

Bend City Councilors explored the definition of tourism, as well as where dollars from the city's tourism fund should go.

"There have been a lot of questions about what the tourism fund is, and how we can use it," the city of Bend Economic Development Director Carolyn Eagan told the councilors Wednesday night during the work session.

The majority of transient room taxes, collected within the city limits from lodging operators, go into the general fund. Eagan explained 30 percent of the first 9 percent of transient room taxes collected go towards the tourism fund, with the other portion going into the city's general fund. She said 70 percent of the next 1.4 percent collected also go into the tourism fund, with the other portion going towards police and fire.

"We do give a considerable amount of money to the tourism fund, but more than twice that is going into the general fund," she said.

The City of Bend allocated \$2.2 million to Visit Bend, the city's tourism agency, last year. To put that into perspective, Deschutes County allocated \$1.3 million last year to the Central Oregon Visitors Association, the region's tourism agency.

According to Oregon State Law, tourism means economic activity resulting from tourists. Tourism promotion is considered:

1. Advertising, publicizing or distributing information for the purpose of attracting and welcoming tourists;
2. Conducting strategic planning and research necessary to stimulate future tourism development;
3. Operating tourism promotion agencies; and Marketing special events and festivals designed to attract tourists.

The Bend City Council was surprised to learn the state's definition of a tourist:

"Tourist means person who, for business, pleasure, recreation or participation in events related to the arts, heritage or culture, travels from the community in which that person is a resident to a different community that is separate, distinct from and unrelated to the persons community of residence, and that trip requires the person to travel more than 50 miles from the community of residence; or includes an overnight stay."

"We may have been operating under some misconceptions here about what this money is required to go towards," said Mayor Jim Clinton.

Eagan said she wanted to give the presentation to council to make sure there was a clear understanding about how much money was at stake and how it could be allocated.

"We're talking about \$2.5 million, maybe more this year, (and) \$2.9 million perhaps next year," she said. "All of this is incredible, because that

means you are incrementally increasing your revenue in the general fund.”

Since January 2015, the contract with Visit Bend, as well as Visit Bend’s budget and business plan has been overseen by the Bend Economic Development Advisory Board (BEDAB). Eagan said the advisory board is getting ready to schedule a review of the 2016-17 Visit Bend business plan.

The advisory board reviews the business plan from a fiscal responsibility not a marketing responsibility, said BEDAB Chair Wally Corwin. In doing so, he said a few shortcomings have been identified, including fewer opportunities for Visit Bend to present in public what their plan is because BEDAB doesn’t have the audience

that a city council meeting would have, nor do the tourism opponents attend BEDAB meetings.

“We’re not the proper body to direct how they achieve that broad community-based goal on how they spend their tourism funds,” Corwin said.

Visit Bend best understands how to deploy the excess funds, said Councilor Doug Knight. Visit Bend should have a discussion with council to create a plan for additional funds, he said.

“It may also be that we need to have additional infrastructure that better accommodates the tourists that we’ve advertised to and decided to come to our community,” Knight said, giving the example of a bus that runs from the

Old Mill to downtown.

When it comes to how excess tourism revenue should be spent, Councilor Victor Chudowsky said there needs to be clear criteria if the money is going to go to a different organization.

Because of Visit Bend’s success, there are some sensitivities, said Councilor Sally Russell. She believes there are opportunities to have a roundtable discussion with Visit Bend about shifting tourism strategies and priorities.

Clinton suggested not only having a roundtable, but also a public hearing on Visit Bend’s business plan in order for Visit Bend to get feedback from council and the community.

Visit Bend is doing an outstanding job, said Councilor Nathan Boddie. He cautioned council against telling the tourism agency how to do its job.

“The elbow room that we lack in the summer is the butter on the bread for our local economy and job creation,” Boddie said.

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THE BEND CITY COUNCIL
MEETS THE 1ST AND 3RD
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BEND Chamber
REAL ESTATE FORECAST

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Join our panel of experts over a continental breakfast, to compare then and now and discover if the recent growth in housing prices is based on sound economic ground, or speculative growth.

**Boom?
Bubble?
or Bust?**

April 20, 2016 at 7:30 a.m.
@The Tower Theatre

Reserve your seats today!
BendChamber.org (541) 382-3221

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BEND Chamber

2015 BOARD OF DIRECTORS AWARD OF DISTINCTION & COMMUNITY EXCELLENCE

Brooks Resources Corporation

Brooks Resources Corporation is one of the region's oldest and most respected real estate developers. Over its nearly 50-year history, Brooks Resources has created some of Central Oregon's most recognizable real estate communities, including Black Butte Ranch, NorthWest Crossing, North Rim, Awbrey Butte, Awbrey Glen and Mount Bachelor Village Resort.

"Brooks Resources takes great pride in its long history in Central Oregon, but has always maintained a solid vision of the future of Central Oregon's communities," wrote Valerie Yost,

director of marketing for Brooks Resources Corp. "With each new real estate development, Brooks Resources continues to demonstrate its commitment to creating environmentally sensitive communities, fostering a way of life we can all live with for generations to come."

The company, which has diversified with the evolution of Bend, develops master-planned communities, resorts, residential communities and commercial properties in Central Oregon. Beyond the significant economic impact Brooks Resources has made in the local community, it also dedicates

a minimum of 3 percent of its annual pre-tax net income to areas including social services, arts and culture, education and youth development, as well as environmental preservation.

During the 2015 Bend Chamber SAGE Awards, Brooks Resources was recognized with the Board of Directors Award of Distinction & Community Excellence for its contributions.

"We were honored to be named SAGE Board of Directors Award of Distinction & Community Excellence," Yost wrote. "So much of what we do is be-

hind the scenes and we were grateful to be recognized with other companies and individuals we respect and admire."

Looking forward, Yost said former Brooks Resources President Kirk Schueler is returning to the company to lead it into a new and exciting future.

"With this new leadership, combined with decades of knowledge and experience, Brooks Resources is poised for growth with new development projects and partnerships," Yost said.

WHY SPONSOR THE BEND LIVABILITY PROJECT?

June 3-5, 2016



IT'S GOOD FOR BEND

"Bend has some huge questions on the horizon about how we want to grow and what type of community we want to be. COAR supports this Project because we know that no matter what happens here, we want a high quality of life for the people living and moving here. This Project is a gathering place for community discussion, education and engagement on how we can accomplish that goal."

KIM GAMMOND
Communications Director
Central Oregon Association of Realtors



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Déjà vu?

Comparing today's economic expansion to the boom years

By: Damon Runberg - state economist, Oregon Employment Department

When describing the Bend economy over the past decade, it is best to envision a roller coaster ride with wild peaks and valleys.

The housing boom from 2004-2007 brought with it jobs, increased home prices and rapid population growth.

But the bubble burst in late 2007 decimated the local economy. Home values dropped by just under 50 percent. Nearly 14,000 jobs were shed from the local economy, over a 20 percent decline. During the depths of the recession, over 16 percent of the labor force was unemployed.

Seemingly out of nowhere we turned a corner and the roller coaster started taking us back up. The past three years have produced some of the fastest job growth, home appreciation and population growth ever seen in the Bend metropolitan area. The rapid recovery has given many that sense of déjà vu, a sense that these economic conditions are similar to those years of rapid growth during the housing boom. Is this growth sustainable?

The Holy Grail for economists is to find a leading indicator that can be used to explain current economic conditions; the trigger that foreshadows expansion or recession. During the previous economic expansion, the hot housing market was the trigger that led to rapid job growth. Much of the growth was concentrated in construction and financial activities, which included mortgage lenders and real estate agents. Home prices rose by over 73 percent

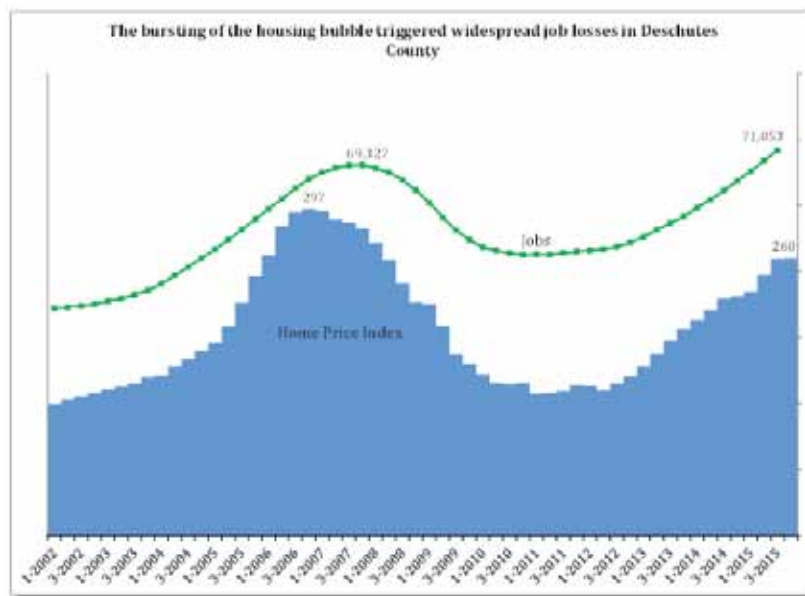
retirement homes. As the housing demand increased, developers responded by building homes, many of which were speculative developments. There was an average of over 150 new building permits a month for the Bend area in 2005. These permits turned into homes, which led to construction, real estate and banking jobs. The construction and financial sector accounted for over one third of all jobs added in Deschutes County from 2004

recent was the bursting of the housing bubble. Locally-isolated shocks often result in workers moving out of the area looking for opportunities in less effected economies. A workforce exodus produces a ripple effect across the non-traded sector of the economy. Fewer workers results in less demand for groceries, retail or restaurants.

Today the areas of the country struggling the most to recover from the Great Recession are the ones that experienced a local shock in tandem with the crash of the global financial system in 2008. But not Bend. Although our recovery was delayed, we are in a new period of economic expansion. You can thank our quality of life and tourism industry for preventing a significant workforce exodus. In many ways, our current expansion would not have been possible without our ability to attract young, skilled and educated workers.

The current expansion is impressive. The Bend-Redmond Metropolitan Statistical Area added over 12,000 new jobs in the past three years. Home prices, although shy of the previous peak, are up by over 52 percent from the end of 2012. Wages are up, building permits are trending up, and gross domestic product likely exceeded pre-recession levels in 2015. A quick glance at the major economic indicators available reveals many similarities to those boom years.

So is Bend in another bubble? Find out at the Bend Chamber's Real Estate Forecast Breakfast on April 20.



from the beginning of 2004 through the end of 2006. The rapid rise in home prices led to a buying binge.

Buyers purchased homes they could not afford, taking on risky loans based on the myth that home prices would increase in perpetuity. Consumers bought homes for investment purposes. They also bought second homes and future

to 2006, totaling 3,180 new jobs in a two-year period.

A local shock, such as the collapse of an industry that is critically important to the local economy, is much more devastating than global or national shocks. The Bend area experienced two significant local shocks over the past several decades. The first was the decline of the timber industry; the more



Save the Date: April 20 7:30 - 10 a.m.

RESERVE YOUR SEAT - BENDCHAMBER.ORG (541) 382-3221

Boom, bubble or bust for Central Oregon? That's the million-dollar question! Join Damon Runberg, state economist; Dan Hobin, CEO and co-founder of G5; Jay Lyons, principal broker at Compass Commercial Real Estate Services; Todd Taylor, CEO of Taylor Northwest; Steve Klingman, president of Hayden Homes; and Wendy Adkisson, managing principal broker of Keller Williams Realty as they discuss today's real estate market in Central Oregon. Details on page 23.



So fix up that boat and enjoy the ride!

There is a saying that “a rising tide lifts all boats” in reference to the impact an improving economy will have on all entities, including real estate.

By: *Compass Commercial : Compass Points*

Well, it is safe to say that in Central Oregon, the tide is definitely in! With all four surveyed sectors (Bend office, retail and industrial, as well as Redmond) showing dramatically decreased vacancies year over year, and with a handful of major development projects in the works, Bend and Redmond are once again showing strength in the commercial real estate market.

SO WHAT DOES THIS MEAN FOR LANDLORDS AND TENANTS, OR BUYERS AND SELLERS?

Of course the basic premise of supply and demand states that the more demand there is for a product with a constant or decreasing supply, the higher the price will be. With dwindling supplies of available space for lease in the office, industrial and retail markets, landlords and sellers now have the upper hand.

You will see that vacancy rates of office, industrial and retail properties in Bend, as well as industrial in Redmond have plummeted the 20 percent – 30 percent range. Lease rates during the recession, which can dictate property values, plunged by 40 percent or more.

Today, those rates have recovered and in some sectors even surpassed the highs of the mid-2000’s prosperity to single digits, a far cry from five to six years ago when vacancy rates were in the 20 percent – 30 percent range.

For example, industrial lease rates reached a high of \$0.65 – \$0.75 per square foot on a triple net (NNN) basis between 2005 and 2006, but nosedived to \$0.35 – \$0.45 NNN in Bend during the lowest point of the recession of 20 percent vacancy. Those same spaces are back up to \$0.65 NNN in many cases, and we expect to see them continue to climb due to the low vacancy rate and lack of new construction.

As rental rates rise, so do property values — the result being prices approaching replacement cost for the first time in years. The same is true in the retail market, where several new developments are advertising lease rates in the \$2.50 – \$3.00 NNN range — prices never seen before.

There are finally new speculative office building projects in the works, which have not been financially feasible for almost a decade of high vacancies, low lease rates and light demand. Lease rates in the office sector have rebounded to the \$1.50 – \$1.75 NNN range, and for new developments, even higher.

Compass Commercial anticipates continued growth as rising lease rates continue to increase, property values escalate and new developments come online. So fix up that boat and enjoy the ride!

In Compass Commercial’s Q4 2014 predictions for 2015, the company pro-

jected a shortage of new construction on the drawing board would result in rents for both office and industrial product types to increase in 2015, reporting that “As absorption continues to benefit from the improved local and national economies, rents will only continue to escalate in the short to midterm and vacancies will continue to drop.”

Compass was spot on in speculating rising rents would prompt developers to start aggressively looking for sites for their next projects. Summarizing Bend’s citywide industrial vacancy, rates dropped from 6.8 percent to 5.9 percent over the course of the year. Rental rates have continued to increase, with \$0.55 – \$0.65 per sq. ft. per month (NNN) being the norm, and up to \$0.85 – \$1 for some industrial properties with showrooms or higher percentages of office space.

The office market took a huge step forward in Bend in 2015. At the end of 2014, the vacancy rate stood at 10.5 percent, and today, it stands at just 6.8 percent. In 2014, office rates were at \$1.20 – \$1.50 per sq. ft. per month (NNN), but those rates have since increased, with some new projects advertising \$2.25 per sq. ft. (NNN) or more. One of those projects is Crane Shed Commons, a 50,000 sq. ft. four-story Class A office building on SW Industrial Way, at the site of the former historic mill Crane Shed building. Retail vacancy in Bend dropped from a rate of 6.7 percent at the end of 2014 to 5.2 percent at the end of 2015. Rental rates are increasing accordingly, and some new retail projects are in the planning stages, with rates expected to climb well above the \$2 (NNN) range. How then does this look in terms of supply?

For the office market, 86,345 sq. ft. of space was absorbed in 2015. With 168,189 sq. ft. now available, at the current absorption rate there is less than two years of supply.

The industrial market saw 138,110 sq. ft. of positive net absorption in 2015. With 250,055 total sq. ft. currently available, the supply equates to just 22 months at the current absorption rate.

In the retail sector, just over 65,000 sq. ft. was absorbed in 2015. With 235,000 sq. ft. currently available, there is still a three and a half year supply in Bend.

LOOKING AHEAD

Compass Commercial fully expects to see new office, industrial and retail projects come off the drawing board and out of the ground in 2016 in Bend. The Redmond industrial market, although vibrant, does not seem to have the urgency that the Bend market has, therefore projects may be slow to start this year, which will put the squeeze on supply and increase rents. Redmond and Prineville are still lower cost alternatives to Bend and will again attract cost conscious tenants for goods and services that are not ‘Bend-centric’.

Base rents still range from \$0.30 – \$0.50 per sq. ft. per month (NNN) for those communities, and land prices are much more affordable as well, with Bend’s industrial price per sq. ft. pushing \$10.00 or more, but the outlying communities are still in the \$3.00 – \$5.00 range.



Save the Date: April 20 7:30 - 10 a.m.

RESERVE YOUR SEAT - BENDCHAMBER.ORG (541) 382-3221

Boom, bubble or bust for Central Oregon? That’s the million-dollar question! Join Damon Runberg, state economist; Dan Hobin, CEO and co-founder of G5; Jay Lyons, principal broker at Compass Commercial Real Estate Services; Todd Taylor, CEO of Taylor Northwest; Steve Klingman, president of Hayden Homes; and Wendy Adkisson, managing principal broker of Keller Williams Realty as they discuss today’s real estate market in Central Oregon. Details on page 23.

PARTNERING IN THE DEVELOPMENT OF BEND'S FUTURE.



SCHWABE IS PROUD TO SUPPORT THE PEOPLE BUILDING OUR COMMUNITY.

From residential areas to parks to the expanding business community, we are actively involved in creating the spaces where the people of Central Oregon live, work and play. Our full-service real estate and land use team represents clients in all aspects of development, financing, ownership and disposition of commercial and residential properties. Our knowledge of the particular permitting, regulatory and urban growth issues in this region allows us to provide innovative solutions at every stage that balance the needs of business with an understanding of the unique character and values that make this area special.

As the title sponsor of the Bend Real Estate Forecast event, Schwabe is excited to help bring together leaders in the region to discuss the challenges and opportunities for our area.

S&W | SCHWABE, WILLIAMSON & WYATT[™]
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360 SW BOND STREET, SUITE 500, BEND, OR 97702
PHONE 541-749-4044 | SCHWABE.COM

BEND, OR | PORTLAND, OR | SALEM, OR | SEATTLE, WA | VANCOUVER, WA

How to defend yourself against the dirty dozen tax scams

By Stephen K. Galgoczy, Fortress Financial

Each year, the IRS publishes its “dirty dozen” tax scams, which is essentially a list of the biggest, most widespread tax-related scams. Typically, the lion’s share of the “dirty dozen” consists of schemes perpetrated by individuals and businesses trying to scam the IRS by way of abusive tax shelters, hiding money offshore, padding deductions on tax returns, claiming credits to which the taxpayer is not entitled, and the like.

This year’s “dirty dozen” list, however, has an alarmingly high number of scams where fraudsters are targeting innocent taxpayers. Moreover, the IRS reports that phishing and malware incidents have increased by approximately 400 percent this tax season alone. Yikes!

Here’s how to protect yourself from the portion of this year’s “dirty dozen” that is aimed at you: the innocent, law-abiding taxpayer.

IDENTITY THEFT

The Scam: Fraudsters use your social security number to file a return and claim a fraudulent refund.

The Defense: This is a tough one. If someone gets a hold of your social security number and files a return before you do, there is little you can do until after the fact. Take precautions to protect your social security number and file your return as early as you can.

PHONE TAX SCAMS

The Scam: A crook impersonating an IRS agent calls you and threatens arrest, deportation, license revocation or other things if you don’t make a payment immediately.

The Defense: The IRS will not contact you by phone until after they have already notified you of a balance due by mail. They will not ask you for a credit card number over the phone. If you get a call like this, hang up.

PHISHING

The Scam: You get an email or text purporting to come from the IRS and directing you to an official looking website. The website may direct you to enter personal information or may carry malware, which can enable the crooks to acquire your personal information.

The Defense: The IRS will not send you an email about a refund or a balance due out of the blue.

Fortress Financial
SERVICES INC.
We Resolve Back Taxes

To learn about more scams, including inflated refund claims, fake charities and abusive tax shelters, go to: <http://taxfortress.com/how-to-defend-yourself-against-the-dirty-dozen-tax-scams/>

WHAT'S *Brewing?* City & County Address

BEND & Deschutes County:

It's time for our city and county delegates to give you an educational update on the collaborations happening in our community. You'll gain insight on topics including budgets, taxes and the accountability of our local officials for a better understanding of what impacts your quality of life. Plus, special guest Deschutes County Commissioner Tammy Baney will present her famous "Top Ten." Come with questions, leave with answers at this special What's Brewing? event.

Register at BendChamber.org - (541) 382-3221

Tickets: \$20 | Chamber Members \$15

\$5 more at the door

When:

June 7, 2016
5 - 7 p.m.

Where:

**Deschutes Brewery
Mountain Room**

MidOregon
Credit Union
good friends. great service.®



WHAT'S *Brewing?*

MARK YOUR CALENDAR: April 5 from 5 - 7 p.m.
@ Deschutes Brewery on Bond St.

Should the City of Bend be your Internet provider?



Should the City of Bend be your Internet provider? Bandwidth usage in Bend has doubled in the last year alone. How much bandwidth is enough? Who is impacted by not having the Internet work the way they need? It's not just the tech companies in our community, or the largest users such as our medical industry, it's our small-to medium-sized businesses that count on Internet service. So, what's the solution? If the City of Bend became an Internet provider, would it benefit you?

Brought to you by the Advocacy Council of the Bend Chamber of Commerce.

Co-moderated by:
Ben Hemson, the new City of Bend business advocate; Jamie Christman, director Leadership Bend & government affairs, Bend Chamber

Panelists:
Patrick Kruse, founder of Ruffwear; Matt Abrams, Seven Peaks Ventures

Response Panelists:
Stephanie Senner, BendBroadband; Tom Barrett, CEO of BendTel

The frog & the river

MARK YOUR CALENDAR: May 17 from 5 - 7 p.m.
@ Deschutes Brewery on Bond St.

With growing pressure on water resources and the expected impacts of climate change, improved management and cooperation is essential to meeting the human and environmental needs in the Deschutes Basin. What is being done today, and for the future, to protect this valuable resource?

Panelists:
Craig Horrell, board member, Deschutes Basin Board of Control; Gail Snyder, co-founder, Coalition for the Deschutes; Matt Lisignoli, owner and operator, Central Farms in Terrebonne; Amy Stuart, retired manager, Deschutes Basin

Co-moderated by:
Jamie Christman, director Leadership Bend & government affairs Bend Chamber; Ryan Houston, executive director, Upper Deschutes Watershed Council



What's Brewing? is brought to you by the Bend Chamber in partnership with these companies:



IRELAND

Reserve your spot by
April 22!!

The Bend Chamber believes once-in-a-lifetime experiences abroad connect people together in a unique way. The relationships made during world travel bond business owners as life-long friends, creating opportunities they may never have realized.

On Sept. 21, the Bend Chamber is taking you on a 10-day tour of the Emerald Isle.

NEXT STOP: RING OF KERRY - LIMERICK - CLIFFS OF MOHER

After kissing the Blarney Stone and gaining the gift of eloquence, it's time to head west!

You'll travel along one of the most beautiful coastal routes in the world, the Ring of Kerry. At the Gap of Dunloe, shop for traditional Irish goods handcrafted by local artisans. Enjoy pristine ocean scenery as you move through picturesque villages.

On day seven of your Irish adventure, you'll experience the customs and daily life of a tradi-

tional Irish family during a memorable visit to the Molanna Dairy Farm.

Next, you'll journey to the sunning, 700-foot-high Cliffs of Moher for awe-inspiring views of the Atlantic. From the Cliffs of Moher on a clear day one can see the Aran Islands and Galway Bay, as well as the Twelve Pins and the Maum Turk mountains in Connemara.

Then, you'll travel through the vast limestone landscape of the Burren, known for its stark beauty and Neolithic tombs. You'll spend the night in Galway and enjoy some local fare.

Day nine, you'll learn the process of whisky making and tempt your taste buds by tasting the final product during a visit to one of the historic distilleries. Then, you'll top your day off with an overnight stay on the regal grounds of Cabra Castle, where you will toast the end of a fabulous trip during your farewell dinner.



Highlights

Dublin • Irish Evening • Kilkenny • Waterford Crystal • Blarney Castle • Killarney • Jaunting Car Ride • Ring of Kerry • Farm Visit • Limerick • Cliffs of Moher • Galway • Castle Stay

Contact the Bend Chamber

(541) 382-3221

DEPARTING | September 21, 2016

10 Days • 13 Meals: 8 Breakfasts • 5 Dinners

Per Person Rates: Double \$3,799; Single \$4,199; Triple \$3,769



NEW MEMBERS: February



Bistro 28

Cheri Helt
61615 Athletic Club Dr
Bend, OR 97702
(541) 728-0065
<http://bistro28.com>
Restaurants - General

Catherine Andrews

777 NW Wall St Ste 305
Bend, OR 97701
(541) 595-8013
Hypnotherapists

Complete Nutrition

Ian Ciurej
3188 N Hwy 97 Ste 105
Bend, OR 97703
(541) 797-7005
Health & Wellness - Products and Promotion

Daniel Automotive

Cricket Daniel
209 NE Lafayette Ave
Bend, OR 97701
(541) 389-9912
<http://danielautomotive.com>
Automobile - Repair, Service, Oil & Lube

Douglas Fischer Mediation

Douglas Fischer
1079 NE Parkview Ct
Bend, OR 97701
(541) 728-3289
douglasfischermediation.com
Mediation & Facilitation Services

Fox Management Services

Shannon Lee Salber
Bend, OR
(541) 639-6948
<http://foxmanagementservices.com>
Property Management/Residential

GolfBoard

Austin Dilling
1001 SW Emkay Dr
Bend, OR 97702
(888) 328-2841
<http://www.golfboard.com>
Recreation - Sales

Highlands Masonry LLC

Jeremiah Furbush
Bend, OR
(541) 647-4647
Contractors - General

Johns Ranch Inc

Deborah Johns
78627 Third St
Athena, OR 97813
(541) 566-3851
Associate - Out of Area

Lakeview Redi-Mix Co

Suzanne Steward
18154 Kadrmas Rd
Lakeview, OR 97630
(541) 947-2212
<http://lakeviewredimix.com>
Associate - Out of Area

Noble Craft Construction LLC

Brant Bauge
Bend, OR
(541) 404-3319
Contractors - General

Oregon Spirit Distillers

Brad & Kathy Irwin
740 NE 1st St
Bend, OR 97701
(541) 382-0002
www.oregonspiritdistillers.com
Distillery

Sundance Meadows

Jeanne Toliver
60335 Arnold Market Rd
Bend, OR 97702
(541) 389-7003
<http://sundancemeadows.com>
Recreational Vehicle Parks

Zydeco Kitchen & Cocktails

Cheri Helt
919 NW Bond St
Bend, OR 97703
(541) 312-2899
<http://zydecokitchen.com>
Restaurants - General

RENEWING MEMBERS: February

40 Years & Lead Investor

Bank of the Cascades -
Downtown

33 Years

Ice Fine Jewelry

26-30 Years

Bend Park & Recreation District
Express Employment
Professionals

21-25 Years

BMS Technologies
Central Oregon Leasing & Mgt -
Res. Div Inc
Consolidated Supply & The
Fixture Gallery
First American Title Insurance
Company of Oregon
Morgan Stanley

Terminix

Thompson Pump & Irrigation
Inc

16-20 Years

Alpine Internet Solutions Inc
DoubleTree by Hilton
Holiday Inn Express Hotel &
Suites
Tennant Developments

11-15 Years

Animal Emergency Center of
Central Oregon
Details Professional Cleaning
Hayden Homes
ServiceMaster Commercial
Cleaning
Southwick Specialty Advertising
Inc
Sparrow Clubs USA

6-10 Years

Anthony's at the Old Mill
The Brace Place Central Oregon
Orthodontic Specialists
Brasada Ranch
Mr. Rooter Plumbing
NeighborImpact
Oregon Community Foundation
- Central Oregon Office
Overhead Door Company of
Central Oregon
SCORE of Central Oregon,
Chapter 701

1-5 Years

10 Barrel Brewing Company
Acuity Wealth Advisors
Ann Houston Kelley, Executive
Development LLC
ATLAS Cider Co
Avis & Budget Rent a Car

Bellissimo Body Care

Bend Urology Associates LLC
Bloom Well
Boys & Girls Clubs of Bend
Cairn
Cascade Sotheby's International
Realty - The Norma DuBois &
Julie Moe Team
Cedarwest Apartments
Century 21 Lifestyles Realty
Chris Telfer CPA LLC
D & S Hydraulics Inc
Deschutes River Conservancy
Eagle Landing Apartments
Farmers Insurance - Laura
Schmidt
Horizon Line Personal Training
Hunting Works for Oregon
Montgomery Builders LLC
NAI Cascade Commercial Real
Estate

North Empire Storage Center

NPS Wireless LLC
Office Max
ProBuild
Rose Machinery Inc dba
Complete Millwright Services
Rotary Club of Greater Bend
RuffWear Inc
Shielding International Inc dba
Oregon Embroidery
Step and Spine Physical Therapy
Therapy Works Physical Therapy
Volunteer Connect
We Cut Concrete Inc
West Bend Property Company
LLC
Worthy Brewing LLC

Membership is not one-size fits all. The Bend Chamber's "Membership by Design" is all about you and your business.

Whether you are a new, existing or prospective Bend Chamber member, it's important to learn about the benefits of membership and understand how our organization can be your strategic partner.

The Bend Chamber offers an exclusive Membership By Design program so you can get up close and personal with all of your options to achieve business success. As you are getting more familiar with what the Bend Chamber has to offer, Membership by Design helps you navigate the resources and opportunities available to you so you can really become engaged. This program is all about equipping you and your business.

Contact Shelley Junker at
shelley@BendChamber.org | (541) 382-3221

**LEARN WHAT SHAPE YOUR
MEMBERSHIP SHOULD TAKE.**



MOE CARRICK
Woman of the Year

Fourteen years ago, Moe founded Moementum, Inc., one of Bend's most successful training and consulting companies. Today, Moementum works with clients nationally and internationally across sectors who share one common desire; to leverage the competitive advantage of effectively and fully engaging employees and building vibrant, aligned organizations. Moe, who is also the chairwoman of the Healing Reins Therapeutic Riding Center board, has also managed to be the primary breadwinner and full-on mom for her three great children, the joys of her life.



SARAH POOL
Entrepreneur of the Year

Sarah Pool is a native of Bend and the founder of the successful kale-chip company, Pacific Superfood Snacks. Sarah started Pacific Superfood Snacks in Portland at the start of 2012. She quickly grew it into a multi-million dollar business that she sold in June 2014 to a global natural foods company, Made in Nature. Growing the business 10 times the size in less than six months, she re-located the company to Bend, where it now employs over 60 people, part and full time.



KIM MEEDER
Community Hero

Kim Meeder is the founder of Crystal Peaks Youth Ranch. In 1995, Kim brought home the first two broken and discarded horses. Shortly after the horse's rescue, children began to find their way to Troy and Kim's home, which was the start of a ranch where horses and children could help each other heal. Today, the Crystal Peaks Youth Ranch serves between four to five thousand visitors a year and the program is being duplicated globally.



MADELYN BOWERS
Young Hero Age 14-17

Madelynn Bowers is the editorial intern at Cascade Publications. A Central Oregon native, she currently attends Bend Senior High School, where she is pursuing an international baccalaureate diploma. Beyond her work with Cascade Publications, Madie has also spent time in the customer service field. Madie has worked as a Youth Conservation Corps Crew Member for the Heart of Oregon Corps, where she completed an eight week employment program to maintain United States Forest Service public lands.



SUE HOLLERN
Lifetime Achievement

Sue Hollern, the president of Bend Art in Public Places, has lived in Bend since the 1960s. Over the 50 years, she has been involved in supporting numerous nonprofits, with a passion for helping at-risk children and promoting arts in our community. She was a founding board member of Start Making a Reader Today (SMART), Cascade Child Center and the Family Access Network. She has also served as a member of the advisory board for The Oregon Community Foundation.



HANNAH BERCHAM
Young Hero Age 18-21

As an 18-year-old college freshman, Hannah Birchem is dual enrolled at OSU Cascades and COCC as a social sciences major. In addition to being a student Hannah is a mentor, a role model, a volunteer and a program coordinator for one of the Boys & Girls Clubs of Bend's newest programs, Junior Club. Hannah is pursuing the social services field in hopes to continue her involvement with the organization that she believes has given so much to her and her family.

BEND FOLLIES

Benefitting the Tower Theatre Foundation
with host: Bob Shaw



Fri, April 29
Sat, April 30



Photo by Jill Rosell

It's time for Bend to laugh at itself

Two nights of comedy starring local civic, business, education and media personalities performing sketches and singing parodies.



Drinks and Silent Auction – 6:30

Show and Live Auction – 7:30

Tickets:

\$18 / \$33

\$48 -Includes a free drink & post-show party

Photo by Lisa Bell

**T
O
W
E
R**
THEATRE
FOUNDATION

For tickets: 541-317-0700 or TowerTheatre.org



Shanna Evans



David Rosell



Michael Butler



Kristin Stratton

MEMBER NEWS

SEND NEWS TO: RACHAEL@BENDCHAMBER.ORG
(541) 382-3221 • DEADLINE IS THE 10TH!

Shanna Evans

Shanna Evans, account executive at Cascade Insurance Center has earned her Certified Insurance Counselors designation by the National Alliance for Insurance Education and Research. Shanna, who was licensed in 1999, is also celebrating her 11th year at Cascade Insurance Center.

David Rosell

David Rosell, author of *Failure Is Not an Option* and president of Rosell Wealth Management in Bend, recently qualified for the Court of the Table for the third consecutive year through the prestigious international organization, Million Dollar Round Table (MDRT). MDRT is comprised of the world's top producing financial advisors with more than 10,000 financial professionals from around the world, representing 79 countries in membership.

Kathy Jura

Kathy Jura has joined Bellissimo Body Care specializing in skin care for all types of skin. Kathy works with her clients to treat their specific wants and needs regarding their skin conditions. Kathy's personal touch and individual care will leave you feeling pampered, rejuvenated, and relaxed. Kathy also specializes in waxing for hair removal!

Peggy Lee Combs

John L Scott Real Estate is pleased to announce that Peggy Lee Combs has been awarded the following for 2015: President's Elite Award, Top Listing Agent Award, Most Transactions Closed Award and Outstanding Agent Award. Peggy has been a full-time realtor in Central Oregon since 1978, and holds the GRI and CRS designations.

Michael Butler

Awbrey Glen Golf Club announced today the hiring of Michael Butler as the new food and beverage manager for The Restaurant at Awbrey Glen. Mike has managed and operated very successful restaurants in Santa Monica, California as the general manager of Enterprise Fish Company and opened the Santa Monica Seafood's flagship operation.

Kristin Stratton

Kristin Stratton, MD, joins Bend Memorial Clinic's internal medicine department. Stratton comes to Bend from Colorado. Stratton is board certified in internal medicine. She is practicing at the Eastside Clinic located at 1501 NE Medical Center Dr. in Bend. To make an appointment, please call 541-382-4900.

Cairn

Cairn, a community where outdoor enthusiasts discover new products and ideas, closed \$1.7 million in funding to expand its offerings, team and community. With this new capital, Cairn will focus on continuing to grow its team and expanding its offerings to the outdoor community and industry brands.

Waldorf School of Bend

Central Oregon high school and middle school art students had the opportunity to participate in the eighth Central Oregon Scholastic Art Awards. The Waldorf School of Bend submitted 30 pieces to the competition. Of those 30 submissions, 10 were granted awards including Gold Key, Silver Key and Honorable Mention.

Budget Blinds

Budget Blinds, serving Central Oregon, received several awards at the annual Budget Blinds National Convention. Of the 1,050 Budget Blinds franchises throughout the U.S. and Canada, Budget Blinds of Central Oregon was ranked No. 1 for the largest year-over-year revenue growth and now ranks No. 6 nationally of all Budget Blinds franchises.

5 Fusion and Sushi Bar

5 Fusion and Sushi Bar is pleased to announce that executive chef, Joe Kim, has been named one of only 20 semifinalists for the James Beard Foundation Awards in the category of Best Chef in the Northwest. Chef Kim has been invited to cook at the James Beard House in New York City in the fall.

Boys & Girls Club

The second annual Boys & Girls Club Radiothon raised \$50,440 benefitting the Boys & Girls Clubs of Bend and Redmond/Terrebonne. The event supported local Boys & Girls Clubs and their mission to enable young people to reach their full potential by providing safe, positive learning environments and after-school programs.

Cascade Center of Photography

The Cascade Center of Photography is excited to celebrate five years as a full service resource for photographers of all skill levels. This year the center is offering a Central Oregon based summer series on nature and landscape photography. The workshops are designed to immerse the photo enthusiast into Oregon's natural landscapes with techniques and skills to capture the beauty of the region.



Kelli Shanks



Juanna Beede

Experience Ireland
with the Bend Chamber!!
 Contact Sandy
 (541) 382-3221

Cascade WOMEN'S EXPO
 PRESENTED BY CBN CASCADE BUSINESS NEWS
Saturday, April 16th 10AM-4PM
RIVERHOUSE CONVENTION CENTER
 70+ Booths
 Explore an unforgettable day of shopping, spa treatments, free samples & demonstrations, raffles and fashion shows.
 Thank You To Our Sponsors
 SMART SHOPPER
 WHOLESALE AUTO CONNECTION
 The Bend Radio Group
 FREE PUBLIC
 PARTY BUS

A BEND Chamber LEAD INVESTOR
BANK OF THE CASCADES

Northwest Web Press
Bend's LOCAL WEB PRESS
 An affordable solution to your printing needs!
 For More Information, Call
Holly at 541-617-7839 or Tony at 541-383-0312

Bend Sunrise Lions Club

In 1959, the Lions Clubs of Oregon (Multiple District 36) established the Oregon Lions Sight and Hearing Foundation (OLSHF) in order to provide sight and hearing assistance throughout the state. Through their statewide network of partners and over 90 eye and ear care providers, OLSHF is able to provide free or substantially reduced rates for eye and ear care to 75,000 people every year.

Northwest Quality Roofing

Northwest Quality Roofing is Oregon and Washington's leading choice in quality roofing, custom sheetmetal, gutters, and repairs. At the 2015 Central Oregon Builders Association Excellence Awards Gala, Northwest Quality Roofing received the following awards: Green Building Sub Contractor of the Year, Green Building Volunteer of the Year and Green Building Associate of the Year.

Leading Edge Aviation

Leading Edge Aviation, of Bend, is pleased to announce the most recent addition to their airplane training program: Introduction to Inflight Oxygen training. Open to both single and multi-engine commercial students, this program will give experience flying above FAR oxygen limited altitudes – training up to 16,000 feet.

Hydro Flask

Hydro Flask, the Bend-based maker of high-performance, insulated stainless steel flasks, announced it will be acquired by a subsidiary of Helen of Troy, a leading global consumer products company. Hydro Flask will continue to be managed and headquartered in Bend, Oregon, and will retain all employees.

Exit Realty Bend

Jim Mazziotti, the principal managing broker and franchise owner of Exit Realty Bend, announced that two of his Exit agents were named by Exit Realty Corp. International as top producing agents in America. Momentum Magazine Northwest named **Kelli Shanks** as the No. 1 top agent in gross closed commissions and **Juana Beede** No. 2 in the same category. In a flip, Juana Beede was named as the top agent in closed ends and Kelli Shanks was listed as the No. 2 award winner.

reserve your meeting or event space

The Environmental Center
 envirocenter.org | 541-385-6908
 16 NW Kansas Avenue

Knute Buehler speaks up at What's Brewing? Tourism & Taxes



We want to see your photos !!
When you post please use #BendChamber

Find more photos at
BendChamber.org under the
events tab!

PHOTO Gallery



Ribbon Cutting at Bend Escape Room



Ribbon Cutting at Webfoot Painting Co.



Ribbon Cutting at Complete Nutrition



View the full album from the Women of the Year Awards at
BendChamber.org under the events tab



TheHiddenTouch
Photography | Videography



Ribbon Cutting at Amolite Inc

TheHiddenTouch
Photography | Videography

TheHiddenTouch
Photography | Videography

BEND Chamber EVENTS

APRIL

April 5 | Tuesday 5 - 7 p.m.

What's Brewing? Bend's Bandwidth

@ Deschutes Brewery Public House

Located at: 1044 NW Bond Street

Should the City of Bend be your Internet provider? Bandwidth usage in Bend has doubled in the last year alone. Who is impacted by not having the Internet work the way they need? It's not just the tech companies in our community, or the largest users such as our medical industry, it's our small-to medium-sized businesses that count on Internet service. So, what's the solution?

April 7 | Thursday 4:15 - 5 p.m.

Ribbon Cutting

@ Pridestaff

Located at: 2214 Division Street, Suite 202

Join your fellow Bend Chamber members at this Ribbon Cutting for PrideStaff, which is now open in Bend and wants to welcome everyone to come tour their offices and meet the newest staffing and recruiting team to Central Oregon. Expect great appetizers, beverages and raffle prizes. See you there!

April 12 | Tuesday 10 - 11 a.m.

Membership 101

@ Bend Chamber

Located at: 777 NW Wall Street, Ste. 200

This informative and interactive session will show you how you can turn your chamber membership into your greatest sales and marketing tool.

APRIL 20 | Wednesday 7:30 - 10 a.m.

Real Estate Forecast Breakfast

@The Tower Theatre

Located at: 835 NW Wall Street

It's time for one of the most talked about real estate forecasts in our community. Is Central Oregon in another boom? Join our panel of experts as they discuss growth trends, property prices, the erratic stock market and more to learn what it may mean for you and your business.

April 21 | Thursday 4:15 - 5 p.m.

Ribbon Cutting

@ The Bend Spay and Neuter Project

Located at: 910 SE Wilson Avenue Ste A-1

Bend Spay+Neuter Project provides affordable, preventative veterinary care for cats and dogs at risk of suffering in Central Oregon in order to create a more humane community. This nonprofit has performed over 45,000 spay/neuter surgeries since 2005 and takes pride in never turning anyone away for inability to pay.



Register at BendChamber.org
(541) 382-3221

April 27 | Wednesday 4:30 - 6 p.m.

Business After Hours

@ Jimmy John's of Bend

Located at: 330 SW Powerhouse Drive

The Bend Chamber helps you cultivate productive business relationships while giving you an exclusive look into one of our members' businesses. Enjoy hors d'oeuvres and beverages amid a fun, social atmosphere that gives you the opportunity to make valuable connections.

MAY

May 10 | Tuesday 10 - 11 a.m.

Membership 101

@ Bend Chamber

Located at: 777 NW Wall St. Ste. 200

This informative and interactive session will show you how you can turn your chamber membership into your greatest sales and marketing tool.

May 12 | Thursday 5 - 7 p.m.

PINTS with Sarah Pool

Founder of Pacific Superfood Snacks

@ Deschutes Brewery Public House

Located at: 1044 NW Bond Street

In true Pints fashion, we are going to give you the upfront access, and connections you need to become a more impactful leader in your business, family, community and personal life. You will engage in high-level conversations over a pint, and hear from leaders and pioneers who have excelled and paved the way in their industries and beyond.

May 17 | Tuesday 5 - 7 p.m.

What's Brewing? The frog & the river

@ Deschutes Brewery Public House

Located at: 1044 NW Bond Street

With growing pressure on water resources and the expected impacts of climate change, improved management and cooperation is essential to meeting the human and environmental needs in the Deschutes Basin. What is being done today, and for the future, to protect this valuable resource?

May 25 | Wednesday 7:30 a.m.

Breakfast Club with Sun Country Tours

Enjoy a continental breakfast at Sun Country Tours. The early bird catches the business worm because business building isn't just over beer #inBend.

SAVE THE DATE

Real Estate Forecast
April 20 - 7:30 - 10 a.m.
@The Tower Theatre

What's Brewing:
State of the City & County
June 7 from 5- 7 p.m.
@Deschutes Brewery
Mountain Room

Breakfast Club
May 25 starts at 7:30 a.m.
hosted by Sun Country Tours

SAGE Awards
September 13
@ Tetherow

FREE



BEND *Chamber*
BUSINESS AFTER HOURS

APRIL 27 FROM 4:30 - 6 P.M. @ JIMMY JOHN'S OF BEND

LOCATED AT: 330 SW POWERHOUSE DRIVE

Come check out America's favorite sandwich delivery guys! Freaky fast, freaky good!

Sliced fresh, baked fresh, delivered fresh!



DETAILS AT BENDCHAMBER.ORG/EVENTS & (541) 382-3221

