

FREE

BEND Business Journal

JUNE 2015

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HIGH TIME WE CLEAR THE HAZE AROUND MEASURE 91 - PAGES 11-14

*Cover photo of the Ribbon Cutting at BMC Old Mill District Clinic
The Hidden Touch Photography*

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MICROECONOMICS

By: Tim Casey, President & CEO of the Bend Chamber



Why should I buy local?

It's a good question and worth a moment's thought. First we have to define what "local" is. Local is defined as a business that has a physical presence in our community. Physical presence illustrates a business has roots, skin in the game, if you will. Having a local presence means local people are employed, local taxes are paid and the profits of their business are spent and reinvested back into our community.

Each dollar spent at a local business returns three times more money to our local economy than dollars spent at a national chain store. Why? Because local owners tend to spend

money where they live. They are also more likely to purchase from people they know and have relationships with in the same area. Profits to headquarters outside our region rarely, if ever, make their way back home to Bend.

In microeconomics, the concept of economies of scale refers to reduction in the cost of goods as the volume of sales increases. A gallon of milk produced by a local dairy farm and offered at your local grocery store can be sold for less money if more people are buying it. The more purchases made in your community, the less you, as an individual, will have to shell out of your own pocket. The more revenue a local store can generate, the more people that store can employ to provide better service. The more people employed, the more money that store spends reducing the cost of goods sold to you.

Customer service has to be one of the most important reasons for buying local. Nothing beats being able to communicate in-person. With local businesses you get local decision making. Sales people can help keep you from buying

something that doesn't fit your needs. A return or exchange is a quick and straight forward process. Personally, I like to inspect what I'm buying before I open my wallet. I also like to have a relationship with the people I buy from through a hand shake, smile and being able to look in his or her eyes. This personal connection makes all the difference because trust is part of the experience of buying.

So what's not local? Purchases which are made over the Internet or out of our geographic area. As far as supporting our local economy, out of sight is out of mind.

"Every time you spend money, you're casting a vote for the kind of world you want"



Photos from Bontá – Natural Artisan Gelato Ribbon Cutting on April 16, 2015 - Photography by The Hidden Touch. Located downtown Bend at 920 NW Bond, Suite 108



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Our gratitude goes out to all who support this publication, especially the Bend Chamber Members who make it all possible.

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

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.

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UPDATE

STRATEGIC PLANNING

Board Retreat ends with a focus on how to meet the needs of emerging industries



By: Michael LaLonde, President and COO of Deschutes Brewery, Chairman of the Bend Chamber

The Bend Chamber decided to pursue three key initiatives this year: 1) improve communication, 2) focus our advocacy efforts, 3) ensure we meet the needs of emerging industries. Last month I wrote about the progress we are making to improve our communication and this month's article explains our progress on improving our advocacy efforts and how we will meet the needs of emerging industries.

ADVOCACY

The board of the Bend Chamber has established an Advocacy Council (AC). The mission of the AC is twofold: to identify, evaluate and recommend positions to the Bend Chamber Board of Directors on issues impacting our community; and to promote community awareness and engagement on issues impacting our community through What's Brewing? Bend's Town Hall forums and other resources available through the organization.

The AC is vital to the Bend Chamber, serving as representation of the membership in helping the organization understand the scope and impact of issues facing our community.

The following items will fall under this council's umbrella of responsibility:

1. Review and recommend on all government advocacy issues at the local, state and federal levels
2. Review and recommend on all state legislative action
3. Review and recommend on member and non-member requests for support
4. Advisory - What's Brewing? Bend's Town Hall topic development
5. Manage - Elected official's report card

The AC will be comprised of 10 voting members: Four Bend Chamber Board of Directors, four members of the Bend Chamber at large, and two ex-officio members of the staff (executive and government affairs).

Members of the AC are appointed by the Bend Chamber Board of Directors and should be willing to serve for a two-year term on the council. The Chairman of the Bend Chamber Board will assign the AC Chair each year in January to serve a one-year term. Meetings will be held once per month. Additional meetings may be necessary to accommodate urgent matters. When possible, the additional meetings will be held electronically. The AC has the ability to form ad hoc committees and assign liaisons to taskforces as needed. The formation of this council will ensure the Bend Chamber board is informed on all federal, state and local issues that could have an impact on the business community so we can have influence on those issues and keep the Bend Chamber members informed as well.

(EITF)

EMERGING INDUSTRIES TASK FORCE

During the 2015 Bend Chamber Board retreat we identified a disconnect between Bend's emerging industry businesses and the Bend Chamber. To address this disconnect, the Bend Chamber board created a taskforce to identify the needs of these businesses. The task force is developing a target list of businesses and a list of questions so that we can quantify the data we receive. The purpose is to receive feedback through focus groups and one-on-one meetings. The task force will then review the information collected and recommend programs and services to meet the needs. The Bend Chamber will work with other organizations in the community that provide services to the emerging industries both to receive additional feedback and collaborate on meeting those needs.

As always, do not hesitate to give us your feedback on the work we have already completed or your ideas on the work that is left to do at michael@bendchamber.org.

Get to know



CASEY ROATS

BEND CITY COUNCILOR

Q: What year did you move to Bend and why did you move here?

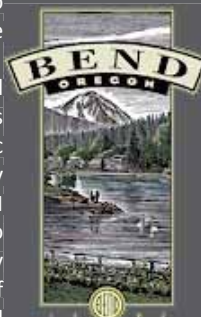
A: I was born and raised in Bend, which influences my thinking around public policy. Some in the community simply need Bend to be nice. I want Bend to be nice but to work, too. Our public policy should address the needs of a wider demographic. Bend works well for those with enough disposable income. I want the people who provide the services and goods to be able to live here as well. Many of the people in my industry, the utility industry, cannot afford to live in the community they serve.

Q: What's your line of work?

A: My family and I own and operate a small, privately held water utility company that serves around 1,800 homes and businesses in the south end of Bend. My grandfather founded the company in 1962.

Q: Why do you serve on the Bend City Council?

A: I feel it is important to have those of us who work and/or own businesses in Bend be represented on the council. I bring a perspective of someone who manages a payroll and has to operate under land-use regulations, development codes and increasing utility costs. I want to make sure that by the time my young daughters have their own



families, Bend's economy is more diversified and there is an ample supply of affordable housing so they can have the option to call Bend home. Being upwardly mobile in one's career and education simply wasn't an option for most of my graduating high school class. Bend has made some strides, but could do more.

Q: What do you do for fun in your free time in Central Oregon?

A: I grew up around horses. I spend time when I can team roping. I also enjoy getting out to the ranch where my mother grew up in Antelope to hunt or help out. My two young daughters' interests are quickly becoming mine as well.

Q: What is your strategy to promote business in Bend?

A: I am very focused on the Urban Growth Boundary expansion process. The Bend City Council could help the long-term economic health of our city by making a meaningful adjustment to Bend's UGB. Our workforce desperately needs affordable housing. A rental vacancy rate of less than 1 percent is unsustainable. For our economy and businesses to grow, we need an ample supply of developable land that has infrastructure in place.

City Council Watch

Bend City Councilors UNANIMOUSLY approved three pro-business decisions on May 6!

By Rachael Rees van den Berg, Bend Chamber of Commerce, Communications Coordinator

Councilors took action on the last step to finalize the Downtown Bend Economic Improvement District for the next three years.

The Downtown Bend Economic Improvement District, which is made up of about 325 businesses, has funded the beautification and marketing of downtown for the past 10 years. The district is expected to generate about \$150,000 in annual revenue based on an assessment of 18 cents per square foot of commercial space.

Impacted property owners were notified about a public hearing, but none attended. The public hearing was closed without any testimony.

Councilor Sally Russell made a motion to adopt the resolution levying assessments for the Downtown Bend Economic Improvement District and to authorize the City Manager to enter into an agreement with the Downtown Bend Business Association to administer the program and provide for the expenditure of funds. Councilor Casey Roats seconded the motion and the five councilors in attendance voted yes.

Councilors Doug Knight and Barb Campbell were not in attendance.

The first reading of an ordinance amending Bend Municipal Code to improve the administrative feasibility of the Sewer Extra Strength Charge program was unanimously approved.

"These (amendments) are intended to increase clarity and consistency with the changes that were adopted by council in December 2014," said Bend City Senior Policy Analyst Gillian Ockner to councilors.

Council adopted a resolution in December establishing water and sewer rate structure principles to govern the way in which the city collects its water and sewer rates to meet system revenue needs on an equitable basis, according to the City of Bend's website.

Ockner said one of the amendments was to allow the full-cost recovery period to be determined by council instead of the three-years originally in the code.

Councilors also approved the second reading of an ordinance amending portions of the Bend Development Code to add incentives for the development of affordable housing and standards for developing cottage housing.

Affordable workforce housing in Bend is scarce and councilors have been working to address the mounting challenges.

Bend City Council meets

the 1st & 3rd Wednesday of the month <http://www.bend.or.us/>
710 NW Wall St., Bend, OR | (541) 388-5505



TAYLORNW



CENTRAL OREGON IMPACT SUMMIT

Elevating regional nonprofit organizations.



LEADERSHIP BEND, a nine-month program of the Bend Chamber, is elevating nonprofit organizations in Central Oregon. For this year's class project, Leadership Bend 2015 has developed the Central Oregon Impact Summit (COIS) to bring together community-minded people and organizations that share a commitment to a better future for Central Oregon.

Five local non-profit organizations have been selected as finalists to compete for a \$10,000 cash prize at the inaugural Central Oregon Impact Summit on June 4 at Central Oregon Community College. Each organization will have the opportunity to make a presentation for the judges, followed by a question and answer session to determine the winner. Jim White, executive director of the Nonprofit Association of Oregon, is scheduled as the keynote speaker.

The 2015 Central Oregon Impact Summit finalists are:

Better Together - Better Together is about long-term student success. The primary purpose of Better Together is to serve as the "backbone" which works with a wide range of stakeholders to support collective impact on long-term student success.

Family Kitchen - Since 1986, Bend Family Kitchen, has remained unwavering in its mission to serve anyone who needs a nutritious meal in a safe and caring environment. There are no criteria, no forms to fill out. Rather, the Kitchen provides an "island" of sorts—a calm and accepting place where all diners can feel welcome.

Healing Reins - Healing Reins is the only nationally accredited equine-based therapy program east of the Cascades in Oregon. Healing Reins was established in Oregon in 1999, and brings horses into the lives of children and adults with physical, cognitive, emotional and behavioral challenges.

La Pine Community Kitchen - The La Pine Community Kitchen offers the residents of South Deschutes County basic nutritional and social needs in a non-discriminatory manner, regardless of social status, economic ability, ethnicity, age, disabling conditions, or religious affiliation. The Kitchen serves veterans, elderly, low-income, no-income, and the homeless of La Pine and the surrounding communities.

Latino Community Association - The Latino Community Associations mission is to empower the Latino families to thrive at home and in our community, creating opportunities for advancement and building bridges that unite and strengthen us all. Latino Community Association was founded over 15 years ago with the hopes

of building a cohesive and diverse community where all people are valued and empowered to participate and contribute to the health and prosperity of Central Oregon.

Finalists were chosen from a semi-finalist group of ten organizations that participated in a series of strategic business planning workshops. These workshops, facilitated by local non-profit and business leaders, focused on increasing organizational capacity, building more durable institutions and better positioning these organizations in the competitive field of fundraising.

In addition to the \$10,000 prize, there will be a \$1,500 audience-choice award based on votes by those in attendance at the event.

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Get tee'd up for the golf tournament

On Friday, June 26, the Bend Chamber presents its 18th Annual Golf Tournament.

Don't miss out on this rare opportunity to play Awbrey Glen Golf Club's spectacular private course. Enjoy stunning views on the 18-hole championship Bunny Mason-designed course.

A shot-gun start will kick-off the event at 11 a.m. With a different tee sponsor at each hole, you're sure to satisfy your palate, win some great prizes and make some new business connections.

"This is an opportunity for our members to get out from behind the desk and soak in Central Oregon's great outdoors," said Robin Rogers, Bend Chamber senior vice president of program and events. "We encourage our members to invite their clientele and introduce them to the Bend Chamber."

FOR E!!!!

Golf anyone? Do you see a new car in your future? Make the hole-in-one shot and your dream just might come true. Join Robberson Ford on Hole #13 for your chance to win big on the hole-in-one contest, along with all our other sponsors, as they dish up delicious food, fun and exciting opportunities to win great prizes.

There's still time to promote your business at the Bend Chamber Golf Tournament. Get your name in front of the Bend business community by donating swag for the golfer's tee bags and/or items for our premier raffle.

Tee bag donations could include promotional items you have on hand, such as pens and notepads; a food item that you've attached your business card or mailing label to; or any other tangible item that represents your business.

Raffle items range from gift baskets and golf wear to weekend getaways. We're open to a wide variety of items and ideas. Call Bonnie today to discuss your donation 541-382-3221 or send her an email at bonnie@bendchamber.org.

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Hole-in-one prizes!

- 2015 Lincoln MKC lease
- Stay & Play at one of the most famous Par 3 courses, Treetops Resort in Gaylord, MI
- Stay & Play at Westgate Las Vegas Resort & Casino/The Revere Golf Club
- Tour Edge Exotics Xrail Fairway Wood

Women's **SOCIAL**
 march of dimes
 HIGH HEELS for
 HIGH HOPES






Kick up your heels at the Bend Chamber Women's Social! At this soiree, brought to you by Kendall Auto Group, connect with other women in the community and make a difference. Enjoy cocktails, hors d'oeuvres and music by Flip Flop Sounds.

This is the first of three women's socials leading up to the High Heels for High Hopes Runway Show, an evening of high fashion, featuring the best of the best of the leaders in our community, scheduled to take place this fall. Every donation to High Heels for High Hopes made at this social will be entered to win a 24-hour Porsche rental!

March of Dimes is a nonprofit dedicated to improving the health of mothers and babies. During the runway show, Bendites will take the stage and raise money to support March of Dimes programs and research.

TUESDAY
 June 16, 2015
 from 5 - 7 p.m.
 Kendall Auto of Bend
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Women only event
TICKETS: \$20
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Ashley Horner
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COMMUNICATIONS & MEDIA

By: Annie Nelson
Attorney at Karnopp Petersen LLP
Leadership Bend Class of 2015



The theme of April's Leadership Bend session was "Communications & Media." We kicked off the day with a conversation with The Bulletin's very own John Costa (president and publisher), Jay Brandt (advertising director) and Steve Hawes (advertising manager). John, Jay and Steve shed light on how important our community is to The Bulletin and its owners, as well as how The Bulletin is adjusting to our increasingly paperless world.

We had the opportunity to take a tour of The Bulletin's facility, where we got to view the printing press and learn some insider information. For example, did you know the first issue of The

Bulletin that can be found is identified as issue no. 2, and that there was a \$25 reward for anyone who could locate issue no. 1? Furthermore, what would happen if the printing press bit the dust for a day (don't worry, this has not yet happened)? Well, The Bulletin has you covered, trust me.

Next, we took the Bend Trolley to City Club where the April forum focused on the UGB expansion. Specifically, representatives from the residential, employment and boundary technical advisory committees provided an update on their progress and recommendations. I was reminded of how complex of an issue this is and am thankful that we have

such bright minds at work for our community.

We ended our day with a tour of Combined Communications, led by the fabulous Christine Limburg. A few of our classmates took a brief detour and got the opportunity to be live on air on Classic Rock 98.3 the Twins! I heard one of our classmates has a great radio voice and may be considering a second career in radio, although I will not name any names.

My takeaway from our April session is our local media outlets care about our community. They care about listening to what we have to say. They care about providing us with relevant

and useful information. They care about maintaining Central Oregon as an amazing place to live, and they care about giving back to the community.

Speaking of giving back to the community, I want to give a quick mention of the Central Oregon Impact Summit, which is the class project for Leadership Bend 2015. We have narrowed our applicants down to non-profits, and our first workshop was held on April 15. At the workshop, our non-profits met with Jen Rusk of Rusk Coaching & Consulting and had an overview of strategic planning for their organizations.

WHAT IS LEADERSHIP BEND?

Leadership Bend is an annual nine-month program of the Bend Chamber investing in Leadership. During the full-day sessions, scheduled once a month, participants work together with local leaders to expand awareness and understanding of unique issues and challenges facing this community and region. This exposes better opportunities for an "active and effective" role in addressing community needs. The curriculum includes community assignments related to each month's topic, challenging the participants to explore current issues first-hand.

NOMINATE SOMEONE FOR THE 2016 CLASS!
Contact Jamie Christman with the Bend Chamber
(541) 382-3221 Jamie@bendchamber.org





PHOTO BY: THE HIDDEN TOUCH PHOTOGRAPHY

THE SW&W Real Estate Forecast Breakfast

BROUGHT TO YOU BY THE BEND CHAMBER IN PARTNERSHIP WITH SCHWABE, WILLIAMSON & WYATT

By Rachael Rees van den Berg, Bend Chamber of Commerce, Communications Coordinator

An audience of nearly 350 dove into the nuts and bolts of the Urban Growth Boundary at the Bend Chamber Real Estate Forecast Breakfast on April 29.

“All of our panelists are here to talk to us about how we plan for our future, to protect what we all hold most dear in our community and to get the state to approve it,” said Tia Lewis, shareholder of Schwabe, Williamson & Wyatt.

Five panelists gave their projections: Brian Fratzke, principal broker and founder of Fratzke Commercial Real Estate Advisors; Brian Rankin, long-range planning manager for the City of Bend; Ron Ross, principal broker for Compass Commercial Real Estate Services; Bill Duffy, vice president of land development for Hayden Homes; and Andy High of the Central Oregon Builders Association Inc.

Fratzke gave the history of how the UGB came to be. Governor Tom McCall

constructed Senate Bill 100, which was the beginning of the Urban Growth Boundary as well as the start of the Land Conservation and Development Commission, a seven-member commission that adopts state land-use goals and implements rules and the municipality that all counties must go through to expand their land, he said.

Rankin said the last time there was substantial work done on the UGB was back in 1998, adding things have really changed since then.

“This is really about setting a new UGB and also creating a plan for Bend, a new vision for Bend’s growth,” Rankin said.

Bend City Council adopted a new UGB plan in 2009 with an 8,400-acre expansion. However, there were a number of changes that needed to be made to the plan, according to the Department of Land Conservation and Development. The City received an extension until 2017.

The goal of the current city council is to complete a new plan by April 2016, Rankin said.

“People really focus on the line, the UGB,” he said. “There’s a big emphasis on getting in or getting out. There’s money to be made with this line.”

But Rankin said it’s not just about land, it’s about infrastructure such as transportation, water and sewer plans. Land by itself isn’t much value, he said. There has to be critical public utilities.

Project goals of the Urban Growth Boundary Remand include a quality natural environment, balanced transportation system and a strong, active downtown, Rankin told the crowd at The Riverhouse Convention Center.

“We’re always going to be a fairly desirable community... That means people are going to want to move here and we’re

going to always have to adjust and keep talking about growth as we go forward,” he said.

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IT'S HIGH TIME

WE CLEAR THE HAZE AROUND MEASURE 91





PUTTING THE CART BEFORE THE HORSE

By Rachael Rees van den Berg, Bend Chamber of Commerce, Communications Coordinator

Starting July 1, Bendites will be able to legally possess and use recreational marijuana under Oregon law. But if a user isn't able to grow it, there won't be a legal way for a user to buy it.

"There will be a lot of illegal sales and transactions among all Oregonians in the black market," said the owners of Bend Chamber member 5th LMNT LLC.

Deschutes County has been dubbed the "growing ground" due to the high desert climate that's ideal for growing cannabis. As of mid-April, there were more than 10 greenhouses in Tumalo with applications for about 30 more.

There are 14 approved dispensaries in the Medical Marijuana Dispensary Program listed in Bend

as part of the directory on www.Oregon.gov.

Dispensaries such as 5th LMNT will not be able to sell recreationally until sometime in 2016 when they have approved licenses from the Oregon Liquor Control Commission.

The OLCC has the authority to tax, license and regulate recreational marijuana, according to Measure 91, which passed in November 2014. This measure was the third initiative seeking to legalize marijuana for recreational use in Oregon. Revenue from the marijuana program is expected to generate \$16 million from tax receipts during the 2015-2017 biennium, according to the "2015 -17 Budget Request to Implement Recreational Marijuana" published April 23.

The OLCC's website states the online licensing system is scheduled to go live January 4, which is also when the commission expects to begin receiving license applications.

The owners of 5th LMNT said they are hoping legislation passes that will allow them to sell recreationally as of July 1. Otherwise, they said they could start losing money to the black market.

Sen. Ted Ferrioli (R-John Day) was working on legislation that would allow medical marijuana dispensaries to temporarily sell retail pot with a special license so customers could have a legal place to buy cannabis. The concept was an amendment originally planned for Senate Bill 844, but Senator Ferrioli is trying to find a new outlet for the amendment.



Additional money generated from recreational sales at 5th LMNT would go towards research and development for medical uses, the owners said.

"My reason for getting in the cannabis business, has nothing to do with recreational use," the owner said. "We opened the 5th LMNT for the purpose of selling medical marijuana to patients and to have a legal way to begin conducting medical research in regard to cannabis."

However, he said he's afraid the laws for recreational marijuana will negatively impact patients and the Oregon Medical Marijuana Program, which is why he's hired a lobbyist.

"It became apparent to me in December that the commercial interests regarding recreational use were going to try and be a tsunami and overcome anything related to medical," he said.

For example, Senate Bill 844 requires marijuana licensed through the OLCC to be tracked from seed to sale.

"It could hurt the medical industry, because people will decide it's not worth the time and money to sell to patients," the owners of 5th LMNT said.



BACKGROUND: OREGON & FEDERAL LAW

By Mary A. Winters, City Attorney

The State of Oregon has a legislative history dating back to 1998 which has progressively allowed the growing, production and use of marijuana, with safeguards. In November 1998, by Ballot Measure 67, the Oregon Medical Marijuana Act was approved by Oregon voters. In March of 2014, SB 1531 reaffirmed the existing home rule authority of local governments to adopt reasonable regulations regarding the hours of operation, location, and manner in which medical marijuana dispensaries are regulated. Additionally, jurisdictions were allowed to enact a moratorium on dispensaries set to expire May 1, 2015. Bend did not choose to regulate at the time. In November of 2014, Oregon voters approved Ballot Measure 91 to legalize the use and possession of recreational marijuana on July 1, 2015.

Under article XI, section 2 of the Oregon Constitution, the City has “home rule” authority to adopt regulations relating to marijuana and marijuana facilities, the time, place and manner regulations. The ability to regulate marijuana facilities was reaffirmed in both SB 1531 and Measure 91.

Federal law continues to classify marijuana as a Schedule II drug, creating a state and federal law conflict on the matter of marijuana. 23 states and the District of Columbia have legalized medical marijuana and 12 have legalized its ingredients to treat ailments. Four states and the District of Columbia have legalized marijuana for non-medical use. In what is known as the “Cole memo,” a DOJ memo in August of 2013 outlined to federal prosecutors the federal law enforcement policy on state law which allow citizens access to marijuana, for recreational and medical use, and businesses and individuals complying with those laws. The memo was in response to legalization in Washington and Colorado; it did not change federal law on legality, but made it clear that those states with strong regulations for businesses and protections for minors would see little or no federal law enforcement activity.

Then, in 2014 Congress passed a federal spending bill which essentially prohibited the Department of Justice from using funds to go after state legal medical marijuana programs (i.e., raiding medical marijuana dispensaries or arresting individuals involved with

businesses complying with state law) -- something of a landmark bill because it had bipartisan support. However, some cases have still moved forward by the DOJ, leaving speculation that Congress will eventually step in with a bill at the federal level either legalizing or letting states make their own policies, given the polls showing that roughly ¾ of Americans support legalizing marijuana for medical use.

On another front, the state governments of Nebraska and Oklahoma are asking the U.S. Supreme Court to hear a case challenging Colorado’s legalization of marijuana. Colorado, with the support of the states of Washington and Oregon, has responded to the case by urging the court not to take up the issue, encouraging the Court to avoid addressing the legality of Colorado’s law. The Supreme Court has asked the federal government to provide its perspective by filing a brief in the case, so even if the court decides to hear the case, arguments would not occur until this fall at the earliest. If the court hears the case, the outcome could impact Oregon’s marijuana laws and the effect of those laws on local governments.

LAWS

**MARIJUANA CANNOT BE
SMOKED OR USED IN A PUBLIC
PLACE**

**THE MINIMUM AGE FOR
CONSUMING RECREATIONAL
MARIJUANA IN OREGON WILL
BE 21 YEARS OLD**

**MEASURE 91 DOES
NOT AFFECT EXISTING
LANDLORD/TENANT LAWS OR
EMPLOYMENT LAWS**

**RECREATIONAL MARIJUANA
USERS CAN POSSESS UP TO 8
OZ. OF MARIJUANA AND CARRY
UP TO 1 OZ. IN PUBLIC**

**THE ACT ALLOWS HOME
GROW OF UP TO FOUR
PLANTS PER RESIDENCE
IN OREGON. HOMEGROWN
PLANTS AND PRODUCT MUST
BE KEPT OUT OF PUBLIC VIEW**

**MEASURE 91 PROVIDES
FOR AN EXCISE TAX THAT IS
PAID BY THE PRODUCER, OR
GROWER**

Measure 91 Passed – Is My Drug-Free Work- place Policy Up In Smoke?

By Kurt E. Barker On November 10, 2014

Plenty of employers seem “dazed and confused” after the recent vote to legalize marijuana. In light of Measure 91 passing, what are some issues for private-sector Oregon employers to consider?

First, a few key parts about this new law: it doesn’t take effect until July 1, 2015. Yes, it legalizes the possession and use of marijuana for adults 21 and older, with limitations. But it does not mean marijuana must be “accommodated” or tolerated by employers. In fact, the new law specifically says it is not to be construed to “amend or affect in any way any state or federal law pertaining to employment matters.” (See Ore. Measure 91, Sec. 4(1), or call your lawyer for details.)

Another perspective to keep in mind: most employers can benefit from a drug/alcohol testing policy. Why not reserve the right to test if, say, an employee shows up on the job with alcohol on his/her breath and slurred speech? Nothing about this new law changes the fact that drug testing (including options such as reasonable suspicion, pre-employment, periodic and/or random drug testing) can help save many employers from headaches and performance problems, and even help reduce or avoid accident-related liability, too. Savvy employers work with employment law counsel to craft the policy/approach that’s best suited for their particular

workplace, and to give their employees plenty of notice before implementing changes to their policies.

Now (not next summer!) is the time to address your policy in light of the new law. Here are some thoughts to help start that conversation.

Do I need to change my “no tolerance” drug/alcohol policy, in light of Measure 91? No, but it may help to clarify your policy, and to send a message to your employees.

Oregon employers still have the right to enforce their drug testing policies: Oregon law on pot may be changing, but it doesn’t mean you have to tolerate its use as an employer. Many employers’ policies, however, could probably use a tune-up in light of this new law. Common problems include, for example, broad references to “illegal” drugs. If you want to keep screening for marijuana use or intoxication, it could help to clarify in your policy that marijuana is included in your drug testing/screening processes. Consider a documented (email or other) reminder to your employees on this subject, too, confirming that you understand pot is still illegal under federal law and that your policy is still in effect. These proactive steps can help manage employee expectations and erode any argument that “you invaded my privacy!” by simply implementing your drug testing policy.

MEASURE 91 PROVIDES DISTRIBUTION OF REVENUE AFTER COSTS TO THE FOLLOWING:

40%

TO COMMON SCHOOL FUND

20%

TO MENTAL HEALTH ALCOHOLISM AND DRUG SERVICES

10%

TO COUNTIES FOR ENFORCEMENT OF THE MEASURE

15%

TO STATE POLICE

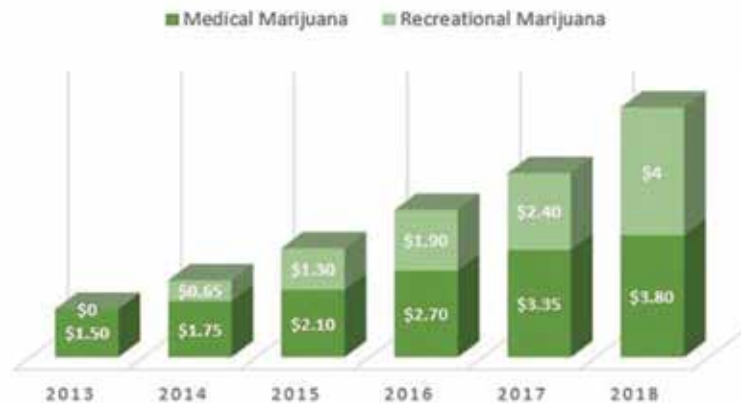
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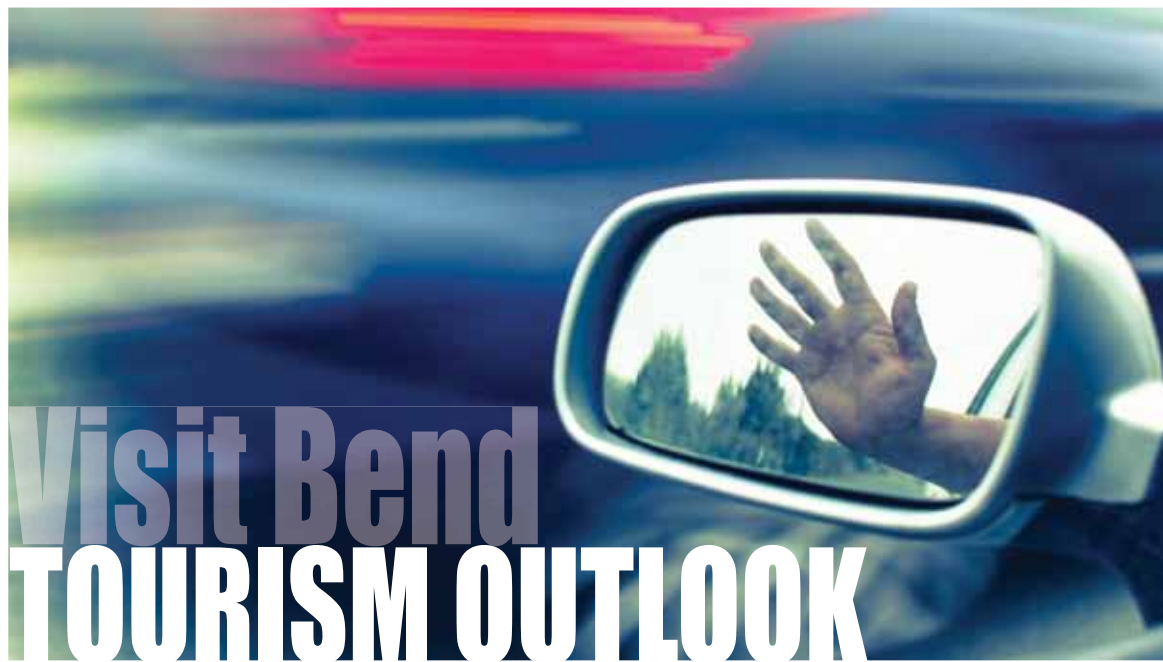
TO CITIES FOR ENFORCEMENT OF THE MEASURE

5%

TO OREGON HEALTH AUTHORITY FOR ALCOHOL AND DRUG ABUSE PREVENTION

U.S. MARIJUANA SALES ESTIMATES (IN BILLIONS OF U.S. DOLLARS)





By: Doug La Placa, Visit Bend president and CEO

As the 2015 summer tourism season quickly approaches, Bend's tourism industry is strong, vibrant and on pace for a fourth consecutive record year.

The overall economic impact of tourism in Central Oregon is estimated to exceed \$600 million in 2015. In addition to the direct visitor spending, tourism creates an important long-term economic benefit by serving as the gateway industry to attract new businesses and new residents to Bend. It's difficult to find a business in Bend that does not benefit from the economic growth created by the tourism industry.

From 2010 through 2014, transient lodging tax collections within the city of Bend grew 57 percent, significantly outpacing most other tourism destinations. Each month during the 2014 fiscal year set citywide lodging occupancy records. As a result of this continued growth, new hotels are being built, small businesses are thriving and new residents and businesses are relocating to Central Oregon.

While we recognize this historic run for Bend's tourism industry will eventually wane, Visit Bend is focused on building a foundation for long term sustainable growth. The key to that plan is to strengthen Bend's appeal during the shoulder seasons and winter months. It's not uncommon for winter and shoulder season tourism volume to be less than 50 percent of peak summer months.

As part of Visit Bend's ongoing efforts to improve the winter and shoulder season tourism economy, we started 2015 by launching the largest winter marketing campaign in the city's history. The campaign targeted potential visitors from across Oregon and the greater Seattle area, and invited them to enjoy Bend's world

class outdoor recreation, exciting cultural tourism opportunities and our legendary craft breweries. The result of the campaign was a record winter for Bend's tourism industry. If you're interested in learning more about Bend's winter marketing campaign, the entire campaign can be viewed at www.visitbend.com/campaign.

In addition to launching this new winter and shoulder season marketing campaign, Visit Bend has been busy recruiting new and exciting citywide events and conferences to Bend. Bend was recently awarded the 2016 and 2017 USA Track & Field Cross Country Running National Championships. This event will attract thousands of runners and their families to Bend in February of both years. Additionally, Bend will play host to the USA Duathlon National Championships in June of 2016 and 2017.

As we look to the long-term health of Bend's tourism industry, it's critical for our destination to continue to diversify our tourism offerings. With this in mind, 2015 represents an important step in our tourism industry's evolution with the introduction of the Bend Cultural Tourism Fund. This important program establishes a long-term marketing fund to ensure the growth and success of our city's many arts and cultural tourist attractions.

It's clear that Bend's tourism industry has been enjoying a prolonged and prosperous run. While the outlook for 2015 is optimistic, the bar has been raised significantly. It will require continued creativity, innovation and hard work to ensure Bend's tourism industry can maintain sustainable growth for years to come. The Visit Bend staff and board of directors are confident the industry will rise to the occasion.



RELOCATION

By: Stephanie Shaver
Bend Chamber Marketing & Design

The Bend Chamber office receives an incredible amount of requests each day from families and businesses looking to relocate to Central Oregon. As Bend continues to make the top-ten list for nearly every lifestyle city across the globe, people are flocking to our streets and eagerly making their way into the ecosystem of thriving businesses in our community.

The Bend Chamber office receives non-stop phone calls and walk-ins from visitors, residents and businesses looking to set up shop right here. The chamber provides each and every one of these persons with referrals to Central Oregon's preferred businesses, our membership.

The Relocation Packet is one of our best tools for families and businesses needing relevant information and resources to make the move to Central Oregon. We are honored to provide this resource in partnership with our members.

The Relocation Guide has recently undergone a re-design, which rolls out July 1st! If you or your business offers a resource to relocators, please contact Tara Bieber, Bend Chamber, Business Development Exec. and reserve your space in the all new relocation guide!

Tara@bendchamber.org
(541) 382-3221

Ribbon Cuttings

NORTHWESTERN
HOME LOANS



Bridal Suite & Special Occasion Ribbon Cutting | May 12, 2015



Hayden Homes Ribbon Cutting | May 14, 2015



East Bend Dental Ribbon Cutting | May 7, 2015

BEND Chamber MidOregon Credit Union STATE OF THE COMMUNITY ADDRESS

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Did you know **95%** of your **TAX DOLLARS** go towards the City of Bend, Deschutes County, Bend-La Pine Schools, COCC and the Bend Parks & Recreation District?

Where are your taxes going?

Find out how our public entities are managing taxpayer dollars, growth and collaborating on big projects the community cares about at the second annual State of the Community Address.

DISCUSSION PANEL:

City of Bend – Sally Russell, Mayor Pro-Tem
Deschutes County – Alan Unger, Commissioner
Bend-La Pine School District – Cheri Helt, Co-Chair
Bend Park & Rec District – Dan Fishkin, Chair
Central Oregon Community College - Laura Craska Cooper, Chair

Contribute to this discussion!
Sending your questions in advance to:
jamie@bendchamber.org

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June 16 | Tuesday
State of the Community
7- 9:30 a.m. Location: Riverhouse
Tickets \$30 | Chamber Members \$25
Breakfast buffet
Tickets at BendChamber.org

Only 10 slots left for your trip of a lifetime to the South Pacific

Are you craving a little shrimp on the barbie? Get a taste of the South Pacific this November when the Bend Chamber goes down under for a 13-day trip to Australia and Fiji.

From a photo op with a cuddly Kōala, to an excursion on the Great Barrier Reef, the Bend Chamber is bringing you the trip of a lifetime.

This is the third international travel trip hosted by the Bend Chamber. In 2013 the Bend Chamber took about 150 people to China, and last year, 30 traveled to Italy.

“The trips were originally intended to offer businesses a chance to interact with other countries

they may do business with,” said Sandy Stephenson, the CFO and COO of the Bend Chamber.

But, because the trips are such a good deal, she said people are using them as an opportunity to check off items on their bucket lists.

“The group travel programs that are put together for the Bend Chamber are much better deals than you can get on your own,” Stephenson said.

About 30 people have signed up for the Australia trip. Registration closes July 1, so don't delay! For more information, contact Sandy at sandy@bendchamber.org.

Experience
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Call the Bend Chamber 541-382-3221
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MEMBERS *in the news*

SUBMIT YOUR NEWS BY THE 1ST OF THE MONTH TO RACHAEL REES VAN DEN BERG
RACHAEL@BENDCHAMBER.ORG

Peggy Lee Combs

John L. Scott is pleased to announce Peggy Lee Combs, broker with John L. Scott Bend, was recently awarded Top Listing Agent of the Year for 2014. In addition, she was honored with the President's Award from John L. Scott. Peggy has been a full time realtor in Central Oregon since 1978.

Ken House

Mosaic Medical is pleased to announce that Ken House, director of quality and analytics for Mosaic Medical, recently received the Community Health Center Value Award at the Oregon Primary Care Association annual meeting in Portland. Ken was honored for his "extraordinary efforts in demonstrating Community Health Center value through data and research."



DAN D. LEE



MARK STEWART



KYLE BONNET



AURORA MARIA MENKE

Dan D. Lee

Bank of the Cascades has expanded into business aviation lending to meet the transportation needs of mid-market companies and their owners. Dan D. Lee, one of the western United States' most reputable aircraft lenders, has joined its team as senior vice president of Aircraft Lending. Lee will leverage his experience and relationships to grow Bank of the Cascades' new line of business.

Mark Stewart

Bend Memorial Clinic has selected Mark Stewart, CMPE to serve as the organization's chief financial

officer. Stewart has more than 25 years of experience in medical group practice leadership and management of multi-specialty groups for integrated health-care delivery systems and single specialty private practice groups.

Kyle Bonnet

Century West Engineering welcomes Kyle Bonnet to the Bend, Oregon engineering staff. Kyle is a registered EIT and brings experience in water/wastewater design, finite element modeling, project inspection and municipal project management.

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2015 Ambassadors



AARON SCHENCK



HEIDI OTTENI



RACHEL WHISENHUNT



YVONNE CHRISTOPHERSON



KARLI FOSTER

Walt Ramage

Walt Ramage has won the 2014 Central Oregon Association of Realtors, Commercial Investment Division Transaction of the Year Award. Walt is a Broker with NAI ARIS Commercial Real Estate Services. He has been in the commercial real estate industry for nine years.

Aurora Maria Menke

Aurora Maria Menke joined Bend Dutch Vacation Rentals as the operations manager and office administrator in January. She received her BA degree in Counseling Psychology from Simpson University and worked as a case manager/mental health counselor for several years. Maria has over 13 years of customer service and administrative experience.

Aaron Schenck

Aaron Schenck has joined Bend Dutch Vacation Rentals as the head of reservations and IT. Schenck has worked in a multitude of service-based industries. He has a BA in Sociology with a minor in Business Administration from the University of Oregon. Aaron is also a licensed property manager in the State of Oregon.

Heidi Otteni

Heidi Otteni has joined Bend Dutch Vacation Rentals. Otteni works on business development and marketing. She has a BA in Public Relations from Biola University and an MBA from Portland State. She has spent her career involved in the many aspects

of marketing: digital and print, research, social media, photography, search engine optimization and search engine marketing.

Rachel Whisenhunt

Rachel Whisenhunt has joined the team at Cascade Office Supply and Furniture as their new business consultant. Rachel has extensive experience in the janitorial/break room supply industry. Cascade Office Supply and Furniture is the only Oregon-owned office supply company in Central Oregon and has been in Bend for 45 years.

Yvonne

Christopherson

Yvonne Christopherson has been named the Central Oregon Council on Aging Volunteer of the Month for April 2015. Yvonne began with the Foster Grandparent Program in January 2008 at M.A. Lynch in Redmond. Yvonne is happy to be a part of the Foster Grandparent Program and grateful for the good friends she has made.

Karli Foster

Karli Foster, who owns Café Yumm! in the Old Mill District, has opened a second location in Neff Place Center at 1500 NE Cushing Drive. She began working at Café Yumm! as a crew member, advanced to manager and then moved to take control of Café Yumm! in Bend. She is an owner of the restaurant with original franchisee Ellen Chamberlain.

BUSINESSES *in the news*

Deschutes Plumbing Company earns 2014 Angie's List Super Service Award

This award reflects an exemplary year of service to members of the local marketplace and consumer review site. Winners have met strict eligibility requirements, including an "A" rating in overall, recent and review period grade. Owners retiring, business is currently for sale.

BMC Free Summer Sundays Concert: Broken Down Guitars

Date: June 21, 2015

Time: 1 - 4:30 p.m.

The 2015 Bend Memorial Clinic Free Summer Sunday Concert Series at the Les Schwab Amphitheater welcomes Broken Down Guitars. This Bend-based band describes their music as Soulful Jamerican. They are an eclectic mix of rock, blues and Americana, with huge vocals and ripping string solos. This band loves to have fun, and this is a quality that they bring to every show they play. In addition to live music the afternoon will be rounded out by many other family-oriented activities, such as bouncy houses and delicious food vendors.

Debbie Agnew
Red Bee Press

Sheila Balyeat
Cascade Sotheby's

Tonya Bernardy
OnPoint Community
Credit Union

Rachelle Chaikin
LegalShield Oregon

**2015
Ambassador Chair
Peter Christoff**
Merrill O'Sullivan LLP

Jacob Fain
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Jacob Franke
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Suzanne Johnson
Cascadia Gift Baskets

Brian Newton
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Business Advisors

Tom Roth
John L. Scott

Sean Rupe
Deschutes County Title
Company

Jay Walsh
Team Sell Bend - Shelley

**Are you
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Ambassador?
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Stephenson
to get involved!
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Bend, OR 97701
(541) 385-0844
<http://www.alpineprop.com>
Property Management/Residential

Bend Premier Real Estate - Janet McNown

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Bend, OR 97701
(541) 580-0817
<http://realtorinbend.com>
Real Estate - Sales
Real Estate - Buyer's Broker
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Bend Premier Real Estate - Lisa Connors

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<http://lisacconnors541.com>
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Real Estate - Buyer's Broker

Brett Rudd

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Associate - Out of Area

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Bend, OR 97702
(541) 388-2283
<http://www.diycave.com>
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Fat Tuesdays

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Bend, OR 97702
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<http://naturaledgefurniture.com/>
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New York Life - J Peter Guth

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Prineville, OR 97754
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Pizza

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Bend, OR 97701
(541) 241-6056
<http://www.sacredfirebend.org>
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Wilson's Mattress Gallery

6-10 Years

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Bend Christian Fellowship
Bend Factory Stores
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PHOTO FROM BONTA'S RIBBON CUTTING. PHOTO TAKEN BY THE HIDDEN TOUCH

Jay Walsh

BEND CHAMBER AMBASSADOR OF THE MONTH

"I love volunteering for things I'm passionate about, and being an honorary ambassador to the Bend Chamber of Commerce is one of them."

membership, is the "watchdog role" the organization provides regarding governmental affairs.

In my past ventures, I've received great value in the advertising and promotional opportunities. These days you'll see me running the concierge services division for Team Sell Bend and Shelly Hummel's real estate business. I have a great job. Every day is something different. Our clients are blown away with the great customer services we provide.

As with anything in life, you get out of it what you put into it, and the Bend Chamber is no different.

I want to thank my fellow ambassadors and Bend Chamber Staff for the honor of being voted Ambassador of the Month. Thank you Bend Chamber for making our community a better place to live. I look forward to seeing the familiar faces at the next event, as well as new ones.

The Bend Chamber is involved in so many aspects of our community it's hard to keep up with this nonprofit.

Matter of fact, many members aren't sure how to take advantage of all the benefits.

Feel free to contact me to learn more about the Bend Chamber: 541-480-5310

I personally enjoy the networking and educational events of the Bend Chamber. One of the behind-the-scenes benefits I feel confirms my

Ambassador of the month is sponsored by:





IS THE FUTURE OF YPN
YOU TELL US

By: Stephanie Shaver, Bend Chamber Marketing & Design

YPN, what exactly is that? Young Penguin's Nostrils? Yummy Pumpkin Nuggets? It could be, you tell us!

The Bend Chamber's YPN council wants to hear from all you young professionals about what your needs are in the business community. Would you like this group to be educational? Social? Networking? Lectures?

YOU TELL US!

Young professionals always have, and always are, shaping the future landscape of business development, especially right here in Bend.

Join the discussion while enjoying specialty cocktails inspired by the 10 Below bartending team and tasty appetizers like the wildly-popular Ahi Tuna tartare or sausage-stuffed baked mushrooms.

We are pleased to introduce the new YPN Chair Jack Newkirk, sales manager for the OXFORD hotel and co-founder of a Portland meadery. *Side note: he said he would bring samples of his mead.*

the OXFORD hotel

WEDNESDAY JUNE 10

FROM 5 - 7 P.M.

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Join the conversation

BendChamber.org | (541) 382-3221

JUNE

June 2 | Tuesday
What's Brewing? Bend's Town Hall: Marijuana
 5 - 7 p.m.
 Deschutes Brewery Public House
 Tap Room
 1044 NW Bond Street
 Ticket includes your first drink
 Tickets \$20 | Chamber Members \$15
 \$5 more at the door

June 4 | Thursday
Leadership Bend's Central Oregon Impact Summit
 5:30 - 8 p.m.
COCC- Wille Hall
 2600 N.W. College Way
 Admission \$25

June 9 | Tuesday
Membership 101
 10 - 11 a.m.
 Located at the Bend Chamber
 777 NW Wall St Ste 200
 RSVP to Shelley 541-382-3221
 FREE

June 10 | Wednesday
Young Professionals Network
 5 - 7 p.m.
 Oxford Hotel
 10 NW Minnesota Ave
 Tickets \$12 | Chamber Members \$10
 \$5 more at the door

June 11 | Thursday
Ribbon Cutting
 4:15 - 5 p.m.
Cost Less Carpet
 63595 Hunnell Rd Ste 1
 FREE

JUNE 16 | TUESDAY
STATE OF THE COMMUNITY
 7- 9:30 a.m.
 Location: Riverhouse
 Tickets \$30
 Chamber Members \$25
 Breakfast provided

June 16 | Tuesday
Women's Social
 4:30 - 7 p.m.
 Location: Kendall Carrera Club
 1045 SE 3rd St
 Tickets \$20 | Chamber Members \$15
 Light fare provided

June 24 | Wednesday
Business After Hours Awbrey Glen Golf Club
 5 - 7 p.m.
 2500 NW Awbrey Glen Dr
 FREE

JUNE 26 | FRIDAY
GOLF TOURNAMENT
 Awbrey Glen
 Shotgun start
 at 11 a.m.
 BendChamber.org
 (541) 382-3221

JULY

July 7 | Tuesday
What's Brewing? Bend's Town Hall: Transit
 5 - 7 p.m.
 Deschutes Brewery Public House
 Tap Room
 1044 NW Bond Street
 Ticket includes your first drink
 Tickets \$20 | Chamber Members \$15
 \$5 more at the door

July 14 | Tuesday
Membership 101
 10 - 11 a.m.
 Located at the Bend Chamber
 777 NW Wall St Ste 200
 RSVP to Shelley 541-382-3221
 FREE

July 14 | Tuesday
Pints with our Pillars Patrick Kruse, Founder of Ruffwear | Performance Dog Gear
 5 - 7 p.m.
 Deschutes Brewery Public House
 1044 NW Bond Street
 Ticket includes your first drink
First 50 to pre-register will get in free
 Tickets \$20 | Chamber Members \$15
 \$5 more at the door

July 22 | Wednesday
Business After Hours J Bar J - Oregon High Dessert Classics
 5 - 7 p.m.
 62895 Hamby Road
 FREE

July 30 | Thursday
Ribbon Cutting
 4:15 - 5 p.m.
MountainStar Family Relief Nursery
 2125 NE Daggett Ln
 FREE

AUGUST

August 4 | Tuesday
What's Brewing? Bend's Town Hall
 5 - 7 p.m.
 Deschutes Brewery Public House -
 Tap Room
 1044 NW Bond Street
 Ticket includes your first drink
 Tickets \$20 | Chamber Members \$15

August 5 | Wednesday
Women's Social
 4:30 - 7 p.m.
 Location: Kendall Carrera Club
 1045 SE 3rd St
 Tickets \$20 | Chamber Members \$15
 Light fare provided

August 11 | Tuesday
Membership 101
 10 - 11 a.m.
 Located at the Bend Chamber
 777 NW Wall St Ste 200
 RSVP to Shelley 541-382-3221
 FREE

August 12 | Wednesday
Young Professionals Network
 5 - 7 p.m.
 Location: Pahlisch Homes
 Tickets \$12 | Chamber Members \$10
 \$5 more at the door

August 26 | Wednesday
Business After Hours Cascade Theatrical Co
 5 - 7 p.m.
 148 NW Greenwood
 FREE

Save the Date:

October 1 | Thursday

ECONOMIC FORECAST BREAKFAST

7:30 - 10 a.m.

Location: Riverhouse

Tickets: \$59

Chamber members: \$49

October 5 | Monday

VETERAN'S DAY PARADE REGISTRATION MEETING

6p.m. at the VFW Post 1643

1503 NE 4th St. Bend

2015 THEME: Living Legacies

All parade entrants are required to register at the first meeting!

Plan to be there!

October 28 | Wednesday

BEND BUSINESS EXPO

This event gives you the opportunity to showcase your products to a captive audience and increase sales through product demonstration and networking. It's an opportunity for businesses of any size.

Reserve your booth now!

Booth space: \$265

Chamber members: \$165

contact bonnie@bendchamber.org
 (541) 382-3221

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