

FREE

BEND BUSINESS JOURNAL

JUNE 2016 PUBLISHED BY THE BEND Chamber



**The next Bend City
Council election
is of crucial
importance to our
future.**

Troy Reinhart

Bend Chamber develops city councilor
scorecard - See how your elected officials
score on business-friendly decisions -
Learn more pages 11-14

**UPCOMING BUSINESS EVENTS
PAGE 23**

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A MESSAGE FROM OUR CHAIRMAN

Please read your lease agreement!

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

If you were able to attend the Bend Chamber's Real Estate Forecast Breakfast, you know that real estate values are increasing and the demand for office, retail and industrial space is on the rise.

Meanwhile, there is not a great deal of construction taking place in the commercial market. Inventory is limited, and it was shared at the event that the reason why very little commercial development is occur-

ring stems from a gap between current market rates and the rates that developers require in order to achieve a minimum return on their investment.

As a leasing broker, I often find that after all the hard work has been completed in negotiating and executing a lease, the lease is placed in a file. This lease isn't pulled out and read until either the tenant or landlord realize that the lease has expired or is up for renewal, or

a complicated question arises, such as the amount of rent increase that is due or who is responsible for the repair of a particular item.

Many of us have renewal options that state exactly how rent increases over the term of the lease. Unfortunately, many leases do not provide a clause for how rent increases or the lease simply states that rent shall increase to the then market rate.

I want to offer several recommendations to help you proactively operate your business and reduce the likelihood of surprises along the way when it comes to your lease agreement:

1. Review your current lease agreement.

a. Make sure that your lease is up to date (valid) and review both the lease agreement and any addendums modifying the lease.

b. Verify the base rental rate, the term of the lease, any options to renew your lease and confirm any rent income escalators. The goal here is to make sure you know how much longer you control your space and to verify your financial responsibilities over the entire term of the lease so that you can budget for future operations.

2. If you have questions pertaining to your lease rate or other terms in your lease, speak with a licensed commercial real estate professional specializing in the leasing of your property type or speak with your attorney.

a. Find out what the current market lease rates are for similar spaces in Bend.

b. If your lease does not provide a clause for how future rent is to be determined, meet with your landlord or landlord representative to propose verbiage on how future rent increases will be managed.

c. Negotiate renewal options now.

3. If you are in need of increasing or decreasing the amount of square footage you require for your operations, spend a few hours understanding what current inventory levels are for your property type.

Spending a few hours reviewing your lease will help you reconfirm the terms and conditions you agreed to years ago. You will have peace of mind increasing your level of confidence that you are well prepared for future space needs, while understanding your financial commitments.



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MAKE IT ALL POSSIBLE.

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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.

We're learning what keeps downtown business owners up at night

By: Patty Davis, Bend Chamber Business Development Manager

The idea for “Wednesday Walkabouts” came from a simple desire to meet more Bend business owners and learn what makes them and their businesses tick. With a bustling downtown business district just steps away from the Bend Chamber office, it made sense to start our Bend Chamber walkabout adventure on Wall Street.

What a gem we have in our beautiful city center. It's a pleasure to browse through spas, boutiques, home décor and clothing shops, and to enjoy a coffee or a bite in one of downtown's many inviting cafés or restaurants. Along

the way, we're learning what keeps downtown business owners up at night (parking, vagrancy, signage), and where the Bend Chamber can help.

For example, a quick web search revealed that less than 10 percent of Bend downtown businesses display on a Google Map. Our gift to members and non-members alike is a step-by-step “How to add your business to Google Places” guide. For those who have taken this step, we offer an additional step-by-step guide to help business owners optimize their Google Business presences. In the last month, Bend Cham-

ber representatives have visited more than 60 businesses, with hundreds more to come. Did you know **Ice Fine Jewelry's** Marty Smith is celebrating her 50th year of downtown business ownership in 2017? Check out her newly remodeled store on Wall Street. **Face to Face Day Spa** is under recent new ownership by new Bend Chamber member, Shelly Rea. We volunteered the entire chamber staff for demos ANYTIME! The owner of **Gypsy Soul Vagabond Boutique** is transitioning operations to her daughter, Danae. Drop in and welcome her back to town!

walk·a·bout (wôk'ə-bout')

1. Australian - A temporary return to traditional Aboriginal life, taken especially between periods of work or residence in modern society and usually involving a period of travel through the bush.
2. Central Oregonian - A walking trip through Bend's business communities by a Bend Chamber of Commerce representative for the purpose of introductions, learning, educating and providing resources.



Top left: Shelley Junker with Shelley of Lark, Patty Davis with service dog in training at Face to Face Day Spa, Paper Jazz and Planker's lunch crew.

Lark is the site of owner Karen Letourneau's stunning loft office, her first office of any kind in years of business operating **Lone Crow Bungalow**. You can't beat a breakfast or business lunch at Joe Devenzenzi's **Planker Sandwiches**, or a cozy coffee meeting at **Bellatazza** or **Dudley's Bookshop Cafe**.

J-Dub, one of the newest Bend Chamber members, is where we found Rod Porshe, executive director of the Downtown Bend Business Association, enjoying the "PBR lunch special" (we're pretty sure that means "promoting business retention").

"PBR lunch special", we're pretty sure that means "promoting business retention"

Lauren Kelling and Suzanne Johnson, owners of **Oregon Body and Bath**, were busy adding new treats for the senses to their fragrant, beautifully merchandised store. Roxy Mills, I can't resist the deals

you place outside the entrance to **Paper Jazz** and thank you for the lovely new bathroom towel rack! For some friendly team-building competition, may I suggest visiting Josh Duda at **Duda's Billiards Bar**, a classy spot within walking distance of the Bend Chamber.

Stay tuned for more walkabout updates next month. If you would like us to make a special stop at your business, contact Patty at the Bend Chamber – patty@bendchamber.org.

2016 LEAD INVESTORS



2016 PLATINUM PARTNERS



2016 GOLD PARTNERS



Full steam ahead!



Sandy Stephenson pictured with her husband, Brad, and son, Boone.

In 1997 when I took the job as finance manager for the Bend Chamber, I never imagined a career. I never thought being involved in an organization with the

overall mission to help the businesses in our community would be so fulfilling and leave me wanting even more. I never knew the relationships and connec-

tions I would build. I never envisioned my coworkers would become a part of my family.

Over the past nineteen years, the Bend Chamber has changed and evolved. It has experienced challenges and growth. People in leadership roles have come and gone.

Right now, I believe the Bend Chamber is stronger than ever. The organization has a board and staff that is diverse, engaged and committed. The members of our team are willing to take risks and roll up their sleeves to get the job done.

When unexpected changes happens, it takes all of those qualities to “tuck and roll” (as we say at the chamber), and make sure we never miss a beat.

When presented with the opportunity to serve as interim president and CEO,

the decision was an easy “yes.” It is my pleasure to serve our members, board, staff and our community. I am surrounded by a team that does what they do with 200 percent commitment. It is an honor to make sure each member of the Bend Chamber team has everything she needs to keep up the great work.

I'm ready to roll up my sleeves and make sure your chamber keeps moving full steam ahead. My door is always open. Stop by and say hi, and please let me know how the Bend Chamber can be of service to you and your business.

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Business in the news:

Family Access Network receives Community Impact Grant from New York Life

The Family Access Network (FAN), a nonprofit that improves lives by ensuring all children in Deschutes County have access to basic-need services, was awarded a \$12,500 Community Impact Grant from New York Life. The grant will support FAN advocate services in local schools, enabling them to connect 125 children in need to basic services.

Oregon Spirit Distillers wins two Double Gold awards

At this year's San Francisco World Spirits Competition, Oregon Spirit Distillers won not one, but two Double Gold medals. The Ottis Webber Wheat Whiskey and J. Becher American Rye Whiskey were each awarded the highest honor of Double Gold. This award classifies Oregon Spirit Distillers' whiskeys as "outstanding."

Volunteers in Medicine receives \$5,000 grant from Les Schwab Tire Centers

Volunteers in Medicine Clinic of the Cascades (VIM) is pleased to announce a donation of \$5,000 from Les Schwab Tire Centers. The donation will support VIM's volunteer program, keeping VIM's 250 dedicated volunteers trained for their positions in the clinic and proficient in the cultural needs of the population the organization serves.

Final contribution to The Oregon Community Foundation's North Rim Deschutes River Fund brings total to \$934,000

The Bend community of North Rim, a Brooks Resources development, has made its final donation to The Oregon Community Foundation's North Rim Deschutes River Fund (OCF North Rim Fund) with the sale of its last developer lot. The total amount donated to the fund since its inception in 2004 is \$934,000.

Subaru of Bend donates \$40,000 to First Story

Subaru of Bend presented First Story with a check for \$40,000 to help build an accessible home. The money came from Subaru of America's eighth annual "Share the Love" event. Executive director of First Story, Claire Duncan, says the \$40,000 check will go towards building an accessible home for the Andrews family in First Story's new Bend community called First Place.

EDCO announces online release of 2016 Central Oregon Profile

Economic Development for Central Oregon (EDCO) is pleased to announce that the 2016 Central Oregon Profile is now available online. The comprehensive, 20-page profile includes business information about the region's top employers, income, population, demographics, housing prices, business costs, utility costs, transportation, climate and other frequently requested data.



Summer in downtown Bend = FLOWERS, FESTIVALS & FUN!

Downtown Bend Business Association Executive Director Rod Porsche

Welcome to the summer months in downtown Bend where the flower baskets are blooming, the days are getting longer and the sidewalks are crowded with Bendites and visitors alike.

My name is Rod Porsche, the relatively new executive director at the Downtown Bend Business Association (DBBA). While new to Central Oregon, I am not new to the state as a fourth-generation Oregonian, the grandson of wheat farmers in Eastern Oregon and the son of small business owners in Portland. After spending the last 14 years in the beautiful, but rainy Willamette Valley, I am thrilled to call sunny Central Oregon home.

I arrived in Bend last August to work for DBBA and it's been a whirlwind from the start, taking

the lead of producing the Bend Oktoberfest during my first few weeks in town. There's nothing like getting thrown into the deep end of the pool to either sink or swim. Many folks threw me a lifeline early on, most notably my predecessor Chuck Arnold. I have now come up for air and am ready for another great summer in downtown Bend!

At DBBA, our mission is to "promote the economic vitality by enhancing the experience, image and lifestyle of downtown Bend." How do we fulfill our mission? It's done in many ways, but here are a couple of examples:

KEEPING DOWNTOWN BEND CLEAN AND BEAUTIFUL:

DBBA is in charge of purchasing, watering and taking care of the 100 flower baskets you

see on virtually every corner of downtown during the summer months. This is no small task in time or money, but it sure feels good to hear how appreciative Bendites and visitors are when they see the flower baskets going up each year, typically just before Memorial Day.

All of the proceeds from DBBA's Bend Oktoberfest go directly to help fund downtown beautification projects such as the flower baskets, so drink more beer and eat more brats at Bend Oktoberfest September 16-17 to support a great cause!

DBBA is also responsible for keeping downtown Bend as clean as possible. You may have seen our operations manager working to keep the streets, sidewalks and common areas looking good. We have shifted his 24-hour per week schedule to start at 7 a.m. most weekdays, as well as on Saturdays and Sundays. We want

downtown Bend to look its best when it matters most, and that means cleaning up from the craziness the night before as early as possible – especially on weekends as we welcome more visitors to town. I want to give a special shout out to the many downtown business owners we see sweeping and cleaning in front of their buildings each morning. You inspire the DBBA to carry this practice forward throughout downtown!

CREATING MEMORABLE MOMENTS AT DOWNTOWN BEND FESTIVALS AND EVENTS:

Downtown Bend is the community's living room. It's the place where memorable moments with friends and family are created. Whether it's the 4th of July Pet Parade, the Veteran's Day Parade or the Christmas Parade, Bendites have long known that the streets of down-

town are a gathering place for our community.

These same streets also serve as a backdrop for many festivals and events, especially during the summer months. Downtown Bend is the home of the Bite of Bend, Bend Summer Festival, Cascade Cycling Classic, First Friday Art Walk and more. These events bring visitors to our town to stay in our hotels, shop in our stores and dine in our restaurants. DBBA plays a role, working with the City of Bend, to make sure things go as smoothly as possible before, during and after these large events.

We hope to see you in downtown Bend this summer! If you ever have any feedback about DBBA or downtown Bend in general – good or bad – please contact me directly at rod@downtownbend.org or 541-788-3628.

“Part of the reaction I’ve heard is, ‘How come I’m just hearing about this and how come the business community hasn’t been involved yet?’”

-Mike Riley, executive director of The Environmental Center

It’s not easy being GREEN

By: Rachael Rees van den Berg, Bend Chamber Communications

The council chambers were packed with business representatives Wednesday night during a discussion about a proposed climate action ordinance calling for the community to reduce fossil fuel use by 70 percent by 2050.

The ordinance, which was originally scheduled for a June 1 first reading, came to the surprise of many business stakeholders, including the Bend Chamber.

“Part of the reaction I’ve heard is, ‘How come I’m just hearing about this and how come the business community hasn’t been involved yet?’” Mike Riley, executive director of The Environmental Center, told councilors during the May 18 work session.

Councilors were presented with two ordinances. One ordinance proposed the goals for city operations and the community regarding fossil fuel use. The other ordinance proposed creating a commission that would draft and propose the Climate Action Plan, as well as oversee the implementation and progress towards the goals of the plan.

The intention of the ordinance was to be a policy framework that sets specific, measurable goals and a process for identifying things the City of Bend could do to take local action against climate change, Riley said. However, he said a robust discussion from the entire community was needed to determine what specific action steps should be taken to achieve those goals.

“We feel strongly that we need to establish a clear strategic direction and policy framework for City government and the community,” Riley said.

Riley said the most successful communities that have been exploring local ways to impact climate change have ordinances. City government acts as a convener, playing a lead role, he said. Riley said other cities have pursued more aggressive goals, but he wanted to ensure that the goals in the ordinance were both attainable and based on science.

The presenters clarified not every business in Bend is going to have to reduce fossil fuel use by 70 percent; the goal is a per capita goal.

Continued on page 15

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Nominations due Aug. 1

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Who will take the stage?

Let's raise our glasses to the hard working people in our community... here's to you Central Oregon!

The Bend Chamber is excited to announce that we are now accepting nominations for the 2016 Bend Chamber SAGE Business Awards!

Recognize a business, organization or individual for outstanding achievements. Nominations are due Aug. 1.

Pick up your nomination form at our office on Northwest Wall Street or at numerous locations around town. The form is also

available to download from our website bendchamber.org under the events tab.

Nominees will be honored on September 13 at the new Tetherow Resort Event Pavilion. Tickets are already available and seating is limited. We encourage you to reserve your company table in advance.

Contact Patty Davis for sponsorship opportunities at: (541) 382-3221 or patty@bendchamber.org

Community is really about culture

When Gary Whitley's name was called out as the Citizen of the Year at the 2015 Bend Chamber SAGE Awards, he was totally surprised.

"It was very humbling. I don't see myself as someone who is particularly unique," Whitley said. "I see myself as a regular guy who was fortunate to work in an extraordinary environment in the Bend-La Pine school system and Bend High. I am very appreciative to the chamber for this wonderful honor."

The purpose of the Citizen of the Year award is to honor someone with great integrity who has continuously demonstrated a leadership role in one or several community organizations and has shown a commitment to serve the well-being of others that has created a long-lasting benefit to the community.

According to Whitley, the term community is really about culture.

"When discussing the concept of culture, we're talking about how people are treated within a school, business, organization or greater community," he said. "In the school setting, a healthy culture is foundational for learning."

Whitley, who has lived in Bend since 1979, was a counselor for the Bend-LaPine School District since 1992 and recently retired.

"In a small way, I hope that I have been able to support children and families in Central Oregon in my role as a public school counselor," he said. "A colleague once told me early in my career, 'Working with children is the highest calling.' I passionately believe that statement and have tried to reflect and model that philosophy in my career working in the school system."

He's now gone on to form a new business with two partners called Cascade College Advisors LLC. This business helps families and students navigate the college admissions process by providing



2015 SAGE Citizen of the Year winner Gary Whitley and his wife, Linda.

such services as, testing advisement, the application process, writing a compelling college application essay, developing a list of potential colleges, offering practice admission interviews and applying to selective colleges. He's also taken a short-term substitute position as a counselor at Pacific Crest Middle School for the remainder of this year.

In his SAGE nomination packet, a colleague from Bend High stated:

"Observing Gary interact with students is often a moving and powerful experience and he seems to know intuitively how to connect with just about everyone without compromising the ideals and values that are important to him. As a counselor, Gary almost always seems to find a way to enable students to come out as winners."



*"The advocacy council and the Bend Chamber allow the butcher, the baker and candlestick maker to work together to have a positive impact on business in Bend and Central Oregon,"
- states Jeff Robberson, chairman of the Bend Chamber Advocacy Council.*

The City of Bend Council Scorecard

The City of Bend Council Scorecard is managed by the Bend Chamber Advocacy Council. The mission of the Bend Chamber Advocacy Council 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.

Each quarter, starting in 2016, the Bend Chamber Advocacy Council will publish

Bend City Councilors' voting records. The advocacy council determines which issues are pro-business related and worthy of publication. The goal through the scorecard is to educate our members and the community about how the councilors' votes align with pro-business positions.

"The advocacy council and the Bend Chamber allow the butcher, the baker and candlestick maker to work together to have a positive impact on business in Bend and Central

Oregon," states Jeff Robberson, chairman of the Bend Chamber Advocacy Council. "We have to come together and have our voices heard as a local business community at city, county and state levels. The Bend Chamber Advocacy Council is working to keep Bend a positive place to do business and therefore a great place to live. What's good for business is good for Bend and the citizens of Bend."

	Establish Economic Improvement District (Mar. 2015)	Expand civil exclusion zone (Jun. 2015)	Adjust fiscal year 2015-16 fee resolution (Jan. 2016)	Remove Infrastructure Advisory Committee (Jan. 2016)	Create Marijuana Technical Advisory Committee (Sep. 2015)	Form Marijuana Business Licensing Program (Dec. 2015)	Affordable Housing Code Amendments (Apr. 2015)	Authorize staff to take all actions necessary to fund affordable housing projects (Sep. 2015)	Restoration of Affordable Housing fee second reading (Dec. 2015)
	Fiscal and advisory changes				Marijuana		Affordable Housing		
<i>Pro - Business Decisions</i>	YES	YES	NO	NO	YES	YES	YES	YES	YES
 Mayor Jim Clinton	YES	YES	YES	YES	YES	YES	YES	YES	YES
 Mayor Pro Tem Sally Russell	YES	YES	YES	YES	YES	YES	YES	YES	YES
 Nathan Boddie	YES	NO	YES	YES	YES	YES	YES	ABSENT	YES
 Barb Campbell	YES	NO	YES	YES	YES	YES	YES	YES	YES
 Victor Chudowsky	YES	YES	NO	NO	YES	ABSENT	YES	YES	ABSENT
 Doug Knight	YES	YES	YES	YES	YES	YES	YES	YES	YES
 Casey Roats	YES	YES	NO	NO	YES	YES	YES	YES	YES

Authorize continued study of Mirror Pond (Mar. 2015)	Approve Galveston Streetscape Concept as proposed (Jul. 2015)	Create Downtown Parking Stakeholder Advisory Group - Phase 1 of parking study (Sep. 2015)	Change designation of 1.32 acre property: general industrial to mixed-use riverfront (Dec. 2015)	Authorize interim financing for water system improvements - amount not to exceed \$30 million (May 2015)	Amend methodology for Sewer System Development Charges (Aug. 2015)	* Place fuel tax measure on City of Bend ballot in March 2016 (Aug. 2015)	* Amends resolution by removing "no fuel tax" as an option for review (Aug. 2015)	* Resolution calling for a special election on a fuel tax (Dec. 2016)
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Future of Bend				Infrastructure				
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									SCORE
									56%
									61%
									41% 1 absence
									56%
									100% 3 absences
									72%
									94%

* The Bend Chamber Board of Directors took a neutral position on the proposed fuel tax (Jan.2016)

Timeline of the Bend Chamber's involvement with the proposed fuel tax

The Bend Chamber Board of Directors took a neutral position on the proposed fuel tax during the Jan. 26, 2016 board meeting. In cooperation with Bend 2030, the Bend Chamber assisted in the formation of a public process committee to evaluate and recommend options for street maintenance funding. As part of these efforts, the Bend Chamber had a representative serve on the committee in September and October of 2015.

Throughout process to find a street funding solution, the Bend Chamber wrote several letters to the Bend City Council:

- **July 29, 2015** – Opposed the fuel tax going on November ballot without first engaging a public committee about street preservation.
- **Aug. 10, 2015** – Temporarily suspended participation in the development of a street preservation committee due to council's Aug. 5 vote to place a fuel tax on the March 2016 ballot, which negated the intention of forming such a committee.
- **Sept. 11, 2015** – Acknowledged the appreciation for the creation of a Street Maintenance Funding Committee and the Bend Chamber's involvement through a representative. The letter also shared primary concerns: additional expense of March election, more time needed for committee due process, not using a bilateral approach to investigating funding strategies, as well as cost reduction opportunities.
- **Nov. 16, 2015** – Applauded the committee's work and emphasized the importance of needed street repairs and future maintenance. The letter also reiterated the process did not give enough time to find solutions to a multi-million dollar problem. It recommended reconvening the budget committee with authorization to prioritize spending based on the community's highest need, with an emphasis on the street preservation line item. It stated that the Bend City Council had not addressed how the city got into the position of not having enough street funding money originally, nor did the process address efforts to save costs.
- **Jan. 26, 2016** – The Bend Chamber Board of Directors took a neutral position of the proposed fuel tax, as found in the Jan. 26 board minutes.



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SANDY STEPHENSON
BEND CHAMBER

When it comes to the quality of life and the business climate in Bend, local races matter. The Bend Chamber Political Action Committee has over \$40,000 pledged so far to support the upcoming fall city council race.

"This next Bend City Council election is of crucial importance to our future," states Troy Reinhart, chairman of the Bend Chamber PAC.

The mission of the PAC is to support a business-friendly economic climate at the city council level. The goal is to identify candidates who are business savvy and provide them with both resources and support to promote business success in Bend.

Businesses cannot continue to be tasked with the heavy lifting it takes to build a successful community. By supporting the PAC's efforts, you can make a difference

in electing local officials who understand and champion the vital role the business community plays in the economic health of Bend.

For more information, please contact Sandy Stephenson at 541-382-3221 or sandy@bendchamber.org.

It's not easy being GREEN Continued from page 9

"This is a thing we need to do for profitability, for sustainability of our business community," Councilor Nathan Boddie said.

Councilors had a discussion about the language of the ordinance being too heavy handed, as well as whether or not a commission or a different type of group should be formed to craft the Climate Action Plan.

"We're trying to get the entire community on board with relatively minor lifestyle changes," said Mayor Jim Clinton. "You don't do that by mandates, you do that by education."

Councilor Casey Roats said if the language was more aspirational, he believed the concept could gain support from the business community.

"I think we're off on the wrong foot," Casey said. "This will turn into a political football without the support of

EDCO, BEDAB and the larger business community."

Councilor Sally Russell said the community wasn't ready for the ordinance step. She said she's committed to making a positive change for the environment, but that it needs to be done in a way that properly engages the community and doesn't jump ahead before the appropriate public process can take place.

"This has the ability to impact every single element in every single household, every single business, in a multitude of different ways: in our pocket book, how we operate, what our expenses are, how quickly our climate degrades. Whatever decisions we make here are going to impact our community," she said. "If we jump too far too fast and get to the end product before we've had a conversation, we are going to splat."

Councilor Victor Chudowsky agreed an ordinance was premature. He said he was opposed to supporting the ordinance because he didn't know if the goals were attainable or what the cost of pursuing those goals would be.

Councilors Boddie, Barb Campbell, Doug Knight and Clinton voted in favor of creating an ordinance. They directed staff to create one ordinance establishing aspirational goals with respect to the city and community's fossil fuel reduction. The ordinance would require the process for creating plans through a steering committee made up of different stakeholders, which would help the city draft the plan for both the city operations and the community at large.

The Bend Chamber believes council took a positive step in pausing to allow some public process to take place.

"The Bend Chamber is pleased that council has slowed down the process and is willing to involve more community stakeholders," said Jamie Christman, director of government affairs for the Bend Chamber, referring to the first reading being pushed back to July and the modifications to the language of the ordinance. "We strongly encourage businesses to be a part of the conversation that determines these community goals and we welcome the opportunity for our members to be involved."

Weigh in about the proposed climate change ordinance on Tuesday, June 7 at 8 a.m. during a Bend Economic Development Advisory Board meeting, taking place in council chambers, located at 710 Northwest Wall Street.

WHAT'S Brewing?
City & County Address

BEND & Deschutes County: Co-moderated by MidOregon Credit Union President and CEO Bill Anderson

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
901 SW Simpson Ave

Logos: MidOregon Credit Union (good friends. great service.), Miller Lumber, SWB SunWest Builders, SKANSKA, NEWS CHANNEL 21, Deschutes County, EDCO, CITY OF BEND, COMBINED COMMUNICATIONS, BEND Chamber.



WHAT IS LEADERSHIP BEND?

Leadership Bend is an annual nine-month program of the Bend Chamber. 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 and experiences related to each month’s topic, challenging the participants to explore current issues first-hand.

NOMINATE SOMEONE FOR THE 2017 CLASS!

CONTACT JAMIE CHRISTMAN
WITH THE BEND CHAMBER
(541) 382-3221
JAMIE@BENDCHAMBER.ORG

CENTRAL OREGON IMPACT SUMMIT

Elevating regional nonprofit organizations.



On May 10, the Leadership Bend Class of 2016 presented La Pine Community Kitchen with a \$10,000 grand prize at the second annual Central Oregon Impact Summit (COIS).

During the “Pitch for a Purpose” event, held at the Riverhouse on the Deschutes Convention Center, five finalists – Deschutes Children’s Foundation, Healthy Beginnings, High Desert Food and Farm, La Pine Community Kitchen and Treehouse Therapies – took the stage to show how the COIS series of four workshops equipped them to better position their organizations within the community.

La Pine Community Kitchen, which won the audience-choice award at the 2015 COIS event, helps meet the needs of those experiencing hunger and lack of resources in the southern Deschutes County com-

munity by providing free nutritious hot meals, emergency food boxes, fresh produce and clothing.

“Our utility bills are \$10,000 a year, so it will provide the electricity, the gas and the water that we need to operate in order to help the 3,000 people we serve every single year,” said Kim Hafermalz, executive director of La Pine Community Kitchen. “I am excited and thrilled...Now I know I can pay these critical expenses.”

Hafermalz continued on to say “La Pine is a small town and we are in it, in life, in everything, together. To win this prize means that Bend and the bigger world, as we see it, says, ‘yes, this is good and we support you.’”

In addition to the \$10,000 prize, a \$2,500 audience-choice award was awarded to Treehouse Therapies.

Treehouse Therapies is a nonprofit pediatric therapy clinic in Central Oregon that offers physical and occupational therapy to children from birth through adolescence in a child-centered, family-oriented environment.

“We are going to continue to treat the kids in our community who need it. And we’re going to continue to treat based on need,” Christen Eby, executive director and lead physical therapist at Treehouse Therapies. “These funds will allow us to not turn a child away who has limited insurance or financial restrictions.”

Leadership Bend is a nine-month program of the Bend Chamber. The purpose of the COIS, a Leadership Bend legacy project, is to empower Central Oregon’s nonprofits to strengthen the communities in the region.

NEW MEMBERS: March



Canvas Host

David Anderson
921 SW Washington Ste 700
Portland, OR 97205
(503) 914-1118
<http://canvas.host>
Internet - Web Hosting

Central Oregon Collective

Audra McMurray
62070 27th St
Bend, OR 97701
(541) 388-3060
<http://inthecollective.com>
Nonprofit
*Events – Sites
Meeting Rooms*

Coiled Cabs

Aaron Christopher Coil
61396 S Hwy 97 Ste 229
Bend, OR 97702
(541) 810-0188
<http://coiledcabs.com>
*Transportation - Taxi, Shuttle
and Bus*

College H.U.N.K.S Hauling Junk and Moving

Casey Azeltine
62987 Plateau Dr Ste 4
Bend, OR 97701
(541) 213-5898
Movers

Crooked River Inn

Elizabeth Hendrix
640 NW 2nd St
Prineville, OR 97754
(541) 362-5988
Bed and Breakfasts

Dr. Dondo Dental Excellence

Dr. Carlo Arredondo
660 NE 3rd St Ste 3
Bend, OR 97701
(541) 241-1299
www.benddentistdrdondo.com
Dentists

Face to Face Day Spa

Shelly Rea
809 NW Wall St
Bend, OR 97703
(541) 389-2519
<http://bendspa.com>
Spa - Beauty and Day

First Capital Funding Inc

Ted Spradlin
70 SW Century Dr Ste 100-292
Bend, OR 97702
(503) 891-4205
www.p2ptrustdeeds.com
Financing

LionHeart Consulting Inc

Dan Duggan
Bend, OR
(503) 730-8982
<http://www.lionhrt.com>
Business - Consultants

New York Life - James Keane

James Keane
Bend, OR
(509) 370-2304
Financial Planning Consultants

Smart Ideas NOW

Janice Silva
Bend, OR
(541) 706-1684
<http://smartideasnow.com>
Marketing Consultants

Tompkins Consulting Services

Brian Tompkins
60984 Creekstone Lp
Bend, OR 97702
(541) 420-9013
[facebook.com/
TompkinsConsulting](http://facebook.com/TompkinsConsulting)
Marketing Consultants

White River Construction Inc

Brenda Fries
354 NE Greenwood Ave Ste 114
Bend, OR 97701
(541) 647-2558
<http://www.wrcbend.com>
Contractors - General

Let us help you tell your business story. The Bend Chamber has a variety of publication options to choose from. **Questions? Call Patty Davis at 541-382-3221**

RENEWING MEMBERS: April

31-35 Years

- Central Oregon Breeze
- First Community Credit Union
- Sun Forest Construction

26-30 Years

- Avion Water Company
- Bratton Appraisal Group LLC
- Consolidated Towing Inc

21-25 Years

- Bend and Beyond Real Estate
- Brooks Resources Corporation
- Cascade Pump &

- Irrigation Services LLC
- Floor Decor
- Pine Ridge Inn
- SAIF Corporation
- The Athletic Club of Bend

16-20 Years

- American Family Insurance- Andrew Stearns Agency
- American Family Insurance- Randy Peters
- Bend Vacation Rentals
- Business Health Resources Inc
- Deschutes County Title Company
- Eastlake Framing LLC

- La-Z-Boy Furniture Galleries
- Marathon Business Machines Inc
- Oregon State University- Cascades
- US Bank- Deschutes Country Branch
- Wilco

11-15 Years

- Abilitree
- Ascent Capital Management LLC
- Earth2O
- Energy Trust of Oregon
- Mosaic Medical
- Prestige Senior Living High Desert

- Sagebrush Printing Inc
- Studio 404

6-10 Years

- AirLink Critical Care Transport
- Arbor Mortgage Group
- Bend Burger Company
- Bend Christian Fellowship
- Bend Spay and Neuter Project
- Boy Scouts of America - Crater Lake Council
- Chimps Inc
- First Ascent Climbing Service
- Heart of Oregon Corps
- LegalShield- Hollis Lopez

- Tate & Tate Catering LLC
- The Well Traveled Fork LLC
- Umpqua Bank
- US Bank- Region Offices

1-5 Years

- 2nd Street Theater
- AAA Oregon/Idaho
- Bend Accounting PC
- Bend Honda
- BrainPilots
- Cascade Tel Inc
- Central Oregon Disaster Restoration
- Cheerleaders Grill
- Deschutes Plumbing Co Inc

- Humm Kombucha LLC
- John L. Scott Bend
- Johnson Benefit Group Inc
- Keeka's Kiddoz LLC
- Mid Oregon Lending Inc
- Professional Auto Body
- Rimrock Trails Adolescent Treatment Services
- Schnitzer Steel
- The Bend Trolley
- The Gunter Group
- The Law Office of Angela Lee
- Wright Ford Inc

Be a part of the bigger picture, join the Bend Chamber

As one of the only chambers of commerce in the Western United States that is supported 100 percent by members, the Bend Chamber receives no government funding and as such, remains an unbiased advocate for the best interests of the business community.

The Bend Chamber has been here for the business community for over 85 years. Encouraging business development, support, retention and recruitment to community development, information dissemination and issues management, the Bend Chamber takes the lead – yesterday, today and tomorrow.

For businesses seeking education, outreach, advocacy, networking and more, and who want their membership dollars to work hard for them in the hands of local stewards, there is and always has been one clear leader, the Bend Chamber Commerce. Credibility you can trust.

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

Juniper Ridge was originally meant to be the goose that laid the golden egg for Bend

CITY COUNCIL RECAP

By: Rachael Rees van den Berg, Bend Chamber Communications

Sewer infrastructure has always been the missing link for Juniper Ridge, a 1,500-acre hotbed for economic development in Bend. But the proposal Bend City Councilors decided to move forward with May 4 has the potential to remove that barrier.

On May 11, the public weighed in on the rate increase, which would fund the design and construction of the north interceptor and the east interceptor, creating sewer infrastructure for Juniper Ridge and other developable lands. Council also considered a move to implement the final stages of the sewer extra strength charge program.

This proposal came out of the Financial Strategy Retreat of the City of Bend City Council.

Bend City Manager Eric King said two scenarios were presented at the financial retreat for sewer revenue increase: 4.25 percent and 6 percent. Based on the comments from the council and water subgroups, as well as those that attended the strategy session, King said there was a tendency towards the 6 percent revenue increase in sewer and a faster phase in for extra strength.

“Costs are being shifted to those that have more of an impact on the sys-

tem,” he said.

A 6 percent increase would equate to about 90 cents a month for average users. However, around a dozen Bend businesses, many of them breweries, will experience a large price hike on

...around a dozen Bend businesses, many of them breweries, will experience a large price hike on their sewer bills if the proposal passes.

their sewer bills if the proposal passes. The charges may provide opportunities for large sewer users to reduce their impact which would prolong the life of our sewer investments, said Carolyn Eagan, City of Bend Economic Development Director.



“The city has been working for several years with the major sewer users,” Eagan said. “Now that council has agreed to put this proposal open for comment, city staff will reach out to the businesses that will experience the largest impact.”

Juniper Ridge was originally meant to be the goose that laid the golden egg for Bend in terms of developable employment land. But the project was unable to get off the ground due to water, sewer and transportation infrastructure challenges. Approximately 194-acres of land at Juniper Ridge is inside the current UGB. This land is strategically

located near the geographic workforce center of the tri-county region.

“Time will prove that Juniper Ridge is one of the key economic development assets of Bend’s future,” Roger Lee, executive director of EDCO, wrote in letter to the City of Bend in 2015.

GET INVOLVED!

THE BEND CITY COUNCIL
MEETS THE 1ST AND 3RD
WEDNESDAY EACH MONTH

Special city council hearing

By: Ben Holloway, utilities manager at Deschutes Brewery

On May 11, the Bend City Council called a special hearing to discuss two issues facing a June 15 council decision.

The first issue discussed was the reallocation of city funds to help fund street preservation. The proposal included moving \$125,000 of street funds money, using \$350,000 of additional general fund revenues and then making \$310,000 in city-wide support/administration reductions.

While this proposal would generate \$785,000 for street preservation, it still falls short of the \$1 million - \$1.3 million goal. The City will develop a second phase for use of reserves in the fall, pending what this tourism season brings, but there isn't much else that can be done without going to a vote. There was minimal opposition to the proposal during the meeting.

Representation from the Central Oregon Builders Association spoke out against the use of Community Development Charges for street preservation, but council had already pulled it off the table during the executive session.

The next issue to cross the table was a rate increase for water/sewer/stormwater. There was some talk involving all rate increases, but the main focus was the Extra Strength Charge (ESC) rate increase phase-in, which would impact industrial users pretty heavily. The City needs to complete this phase-in in order to fund collections expansions/upgrades and pay for additional treatment costs.

In order to generate the required revenue, the City needs a 6 percent revenue gain per year moving forward for the next five years. This revenue gain will not, however, be spread evenly among the rate

payers and will focus more on charging high-impact users, with the heaviest rates hitting the largest users.

The room seemed to be in general agreement that water and stormwater rates were in line with annual increases, but the sewer rate structure, with the included accelerated ESC rates, would impact operational cost significantly amongst the "super high" ESC rate payers. What was relayed as 67 percent initially in the presentation, looked to be more in the realm of 253 percent to 316 percent increase in ESC sewer rates once the rate tables were presented. Several of the "super high" rate payers were in attendance and made comments towards the impacts of accelerated increases. Larry Sidor, founder of Crux Fermentation Project, made mention of Tumwater, Washington's rate structure causing closure of the Northwest's largest production brewery

in 2003. Michael Lalonde, president and COO of Deschutes Brewery, commented on the industry's willingness to pay its fair share, but said this accelerated implementation would be hurtful as any waste mitigation would take longer to prepare than the window allows.

Bend City Council was split on the issue. Some agreed a four-year phase-in would be more easily handled, while others argued that local breweries knew it was coming and that council should just "rip the Band-Aid off." There was also discussion around how the charges themselves were structured and difficult to interpret. It was brought to the attention of the councilors that they had agreed on the structure in November of 2014. In the end, council seemed to side with a four-year deal. However, they wanted both options prepped for the upcoming June 15 discussion.

EDUCATE. EMPOWER. ENGAGE.

JUNE 2-5, 2016



TOGETHER WE CAN SHAPE THE FUTURE OF BEND.

LEARN HOW YOU CAN GET INVOLVED
WWW.BENDLIVABILITY.ORG

Presented By:

THE BEND TECH ECOSYSTEM

BEND2030
livability series

Sponsored By:



CITY OF BEND



Kellie Standish



Shanette Menegus



Rian Palfrey



Alyssa Abbey

MEMBER NEWS

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

Kellie Standish

The professional Snowsports Instructors of America – Northwest, a ski association comprised of professional skiers throughout the Northwest, has recognized one of Oregon Adaptive Sports' very own, Kellie Standish as Rookie of the Year. This award reflects her dedication to OAS and commitment to providing the best experience possible for OAS's clients.

Tia Hanson

Tia Hanson has joined Ascent Architecture & Interiors as a design professional. Her previous experience includes space planning, residential design and 3-D modeling. In her role with Ascent, Hanson will lend production support for commercial and residential projects. Hanson is an American Society of Interior Designers allied member, as well as a member of Cascadia Green Building Council.

Shanette Menegus

Shanette Menegus, PT at Step & Spine Physical Therapy, has begun seeing clients at clinics in Bend and Redmond. Menegus's specialty is in soft tissue release using strain counter

strain, myofascial mobilization, negative pressure/suction therapy, scar tissue release and restoring joint alignment with manual orthopedic techniques. Her philosophy is that the body has to be observed as one complete unit.

Connie Hoffstetter

Connie Hoffstetter, a longtime school nurse with Bend-La Pine Schools, was recently named the Oregon School Nurse of the Year by the Oregon School Nurses Association. Hoffstetter started working for Bend-La Pine Schools in 2000. She works primarily at Bend Senior High School and also serves students at Marshall High School.

Juana Beede

Jim Mazziotti, the principal managing broker and franchise owner of Exit Realty, has announced that Juana Beede, a real estate broker/consultant with his firm, has been awarded the top spot in the northwest region for Exit Realty Corporation International in Gross Closed Commission and the No. 3 spot for Top Agents Closed Ends.

Rian Palfrey

Rian Palfrey, a principal broker with Exit Realty Bend, has been awarded the No. 4 spot in the northwest region for Exit Realty Corporation International in Gross Closed Commissions and the No. 1 spot in Top Agents Closed Ends. Rian has been with Exit Realty Bend for nine years.

Alyssa Abbey

Central Oregon Dermatology welcomes Alyssa Abbey as a physician assistant certified by the National Commission on Certification of Physician Assistants. She has practiced dermatology for the last nine years at Bend Memorial Clinic. Alyssa is looking forward to joining Central Oregon Dermatology in June of 2016.

Jeff Eager

Jeff Eager, founder and principal attorney, launched EagerLaw PC to serve Bend businesses. Eager served as Mayor of the City of Bend and has been practicing law in Oregon for over a decade. EagerLaw PC can perform most business entity formation, document preparation, and contract review and drafting for a flat fee.

Marianna Frisinger

Family Access Network Foundation (FAN) announces that Marianna Frisinger has accepted a position on the foundation board. Marianna and her husband Kyle purchased a dental practice in Redmond in 2011. Marianna has been working as a mortgage loan officer with OnPoint Community Credit Union since 2007 and holds a degree from Portland State University in business administration-marketing.

Wanda Woodall

Wanda Woodall has joined the team at SGA and will be leading our newly established Virtual Financial Officer (VFO) client accounting solution. As the VFO manager, Wanda will oversee the onboarding and administration of our VFO clients. Wanda is a CPA with an extensive background in bookkeeping and tax preparation.

Troy Kerr

Troy Kerr has joined the team at DVA Advertising & Public Relations, Central Oregon's largest advertising agency. Kerr has been hired as DVA's new account supervisor, bringing with him 15 years of advertising



Marianna Frisinger



Troy Kerr



May Tsai



Adam Brown

and marketing experience. Kerr has nearly a decade of advertising agency experience. His duties at DVA will include strategic planning, account management and business development.

Zack Hall

Zack Hall has joined the team at DVA Advertising & Public Relations, Central Oregon's largest advertising agency. Hall has been hired as DVA's public relations account manager. Hall brings a wealth of media experience and a strong journalism background to DVA. Hall will help develop and implement public relations strategies on behalf of DVA's clients.

Joe Roshak

The offices of Century West Engineering Corporation announce the election of Joe Roshak, P.E. to the position of company president. Joe has been with Century West for 28 years and has performed as principal-in-charge and senior project manager on a variety of municipal and aviation projects throughout Oregon and Washington.

Henrik Jahn

Henrik Jahn, president of Central Financial Services, has qualified for the Top of the Table of the Million Dollar Round Table (MDRT). The MDRT is

a global, independent association of more than 43,000 of the world's leading life insurance and financial services professionals. MDRT members demonstrate exceptional professional knowledge, strict ethical conduct and outstanding client service.

Megan MacLeod

Megan MacLeod has joined Central Financial Services as executive assistant to Henrik Jahn. Megan recently moved to Bend after earning a bachelor's degree in finance from Portland State University. She holds a life and health insurance license and will focus on enhancing client experience and business processes.

May Tsai

May Tsai joins Pinnacle Architecture, Inc. as project manager/architect. Relocating from Portland, Oregon, Tsai brings more than 28 years of experience in architecture, interior design, project management, and leadership. She managed her own architectural practice in San Francisco and worked for multiple award-winning design firms in California, Minnesota, and Massachusetts.

Adam Brown

Adam Brown was selected as the COAR Affiliate of the Year. The award goes to an affiliate that is active in

COAR, demonstrates professionalism, promotes realtors and the industry, and is active in the community. Adam is the past chair and a current member of the COAR social committee and a member of the strategic planning committee.

Jayne Beck

Jayne Beck received the COAR Realtor of the Year award for her 15 years of service on the COAR board and committees, her work on committees with the Oregon Association of Realtors and numerous volunteer activities. The award goes to a member that demonstrates realtor spirit, civic activity, professional accomplishments, and more.

Paula Van Vleck

The COAR Commercial committee presents the Commercial Transaction of the Year award to a transaction where the broker brings professional skills, creativity, integrity and perseverance. Furthermore, the transaction must add value to the community. Paula Van Vleck and the Redmond Design Center met and exceeded these requirements.

Tony Levison

Tony Levison was presented with the COAR Rookie of the Year award. This award is given to a member that has been a realtor for at least 24, and up to

60 months, and completed at least ten transactions. Furthermore, recipients must be involved with COAR and express motivation to learn more about real estate.

Bend Chamber

Now accepting nominations for the 2016 Bend Chamber SAGE Business Awards!

Download your nomination form at BendChamber.org under the events tab or call our office (541) 382-3221.

Categories are: Lifetime Achievement, Citizen of the Year, Small Business of the Year, Large Business of the Year, New & Emerging Business of the Year, Nonprofit Organization of the Year, Healthy Workplace of the Year, Entrepreneur of the Year and People's Choice Award.

reserve your meeting
or event space



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



From left to right: YPN Chair Jack Newkirk, Sarah Pool CEO of Pacific Superfood Snacks, YPN Council members Beth Connell and Shannon Bennett. You heard Sarah Pool's story at Pints. Now YPN is taking you on an exclusive tour of her Innovation Kitchen June 9 5-7 p.m.

PHOTO Gallery



BEND Chamber EVENTS



JUNE

June 2 | Thursday 12 - 1 p.m.

ConnectForLunch

Located at: Participating Bend Chamber member restaurants

ConnectForLunch sends Bend Chamber members to lunch each week in groups of three or four to local chamber restaurants.

June 2 | Thursday 4:15 - 5 p.m.

Ribbon Cutting

@ The Gear Fix

Located at: 550 SW Industrial Way Ste. 183
Networking - it's been the buzz word and the best way to promote your business for decades. Join your fellow Bend Chamber members at this Ribbon Cutting for The Gear Fix. The Gear Fix sells quality used outdoor gear on consignment and takes pride in being the one stop fix it shop for all things outdoor.

June 7 | Tuesday 5 - 7 p.m.

What's Brewing: City & County Address

@ Deschutes Brewery Mountain Room

Located at: 901 SW Simpson Ave
Come with questions, leave with answers at this special What's Brewing! Get the inside scoop 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." Join us for this informative update from your county and city delegates on collaborations happening in our community.

June 8 | Wednesday 12 - 1 p.m.

ConnectForLunch

Located at: Participating Bend Chamber member restaurants

ConnectForLunch sends Bend Chamber members to lunch each week in groups of three or four to local chamber restaurants.

**Register at BendChamber.org/events
(541) 382-3221**

June 9 | Thursday 5 - 7 p.m.

YPN Social

@ Pacific Superfood Snacks Innovation Kitchen

Located at: 34 NW Park Place

You heard Sarah Pool's story at Pints. Now YPN is taking you on an exclusive tour of her Innovation Kitchen for Pacific Superfood Snacks! The Young Professionals Network is a conduit for young emerging professionals, ages 21-40, to access unique and valuable experiences.

June 14 | 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.

June 16 | Thursday 12 - 1 p.m.

ConnectForLunch

Located at: Participating Bend Chamber member restaurants

ConnectForLunch sends Bend Chamber members to lunch each week in groups of three or four to local chamber restaurants.

June 22 | Wednesday 12 - 1 p.m.

ConnectForLunch

Located at: Participating Bend Chamber member restaurants

ConnectForLunch sends Bend Chamber members to lunch each week in groups of three or four to local chamber restaurants.

June 22 | Wednesday 4:30 - 6 p.m.

Business After Hours

@ 2nd Street Theater

Located at: 220 NE Lafayette Ave

The Bend Chamber helps you cultivate productive business relationships while giving you an exclusive look into one of our members' businesses. Join 2nd Street Theater for an afternoon of fun and entertainment with backstage tours, wine, beer and a sneak peek of upcoming productions.

June 23 | Thursday 4:15 - 5 p.m.

Ribbon Cutting

@ Premier Builders Exchange

Located at: 1902 NE 4th St

Networking - it's been the buzz word and the best way to promote your business for decades. Join your fellow Bend Chamber members at this Ribbon Cutting for Premier Builders Exchange. Premier Builders Exchange has served the needs of its members in Central Oregon and the Northwest since 1979. It exists to promote and unify the community of construction professionals.

June 30 | Thursday 12 - 1 p.m.

ConnectForLunch

Located at: Participating Bend Chamber member restaurants

ConnectForLunch sends Bend Chamber members to lunch each week in groups of three or four to local chamber restaurants.

JULY

July 8 | Friday 7:30 - 9 a.m.

#BendChamber Breakfast Club

@ Bend Golf & Country Club

Located at: 61045 Country Club Dr

Perk up with a cup at the Bend Chamber Breakfast Club - because business building isn't just over beer #inBend. Bend Golf & Country Club is Central Oregon's premier private golf club with a classic golf course, a full service facility with, tennis, pool, fitness center and private restaurants.

July 12 | 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.

July 12 | Tuesday 5 - 7 p.m.

What's Brewing

@ Deschutes Brewery Public House

Located at: 1044 NW Bond Street

Save the Date!

Bend Chamber

Golf Tournament

Oct. 3 @Crosswater

Team sign up contact Bonnie
bonnie@bendchamber.org

Sponsors contact Patty Davis
patty@bendchamber.org

(541) 382-3221



An energy-efficient year-round oasis.

Association at Seventh Mountain Resort offers its guests one of the few year-round pools in Oregon, thanks to geothermal technology and energy-efficient upgrades. As a Pacific Power customer, the resort took advantage of cash incentives from Energy Trust of Oregon to implement several energy-saving projects. With more than \$675,000 in cash incentives since 2010, Association at Seventh Mountain Resort feels the effect of energy savings on their bottom line. See how incentives and upgrades can make your business more efficient. Call Energy Trust at 1-866-368-7878 or visit bewattsmart.com.



Let's turn the answers on.

Pictured from left: Katie Anderson, Aperion Management Group with Pacific Power's Chuck Phinney