

FREE

# BEND BUSINESS JOURNAL

NOVEMBER 2016 PUBLISHED BY THE BEND Chamber

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## Veterans Day Parade

November 11 at 11 a.m. in Downtown Bend

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*Let's turn the answers on.*

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





# November 8<sup>th</sup> and November 11<sup>th</sup>

*By: Brian E. Fratzke, Owner and Principal Broker of Fratzke Commercial Real Estate Advisors Inc, Chairman of the Bend Chamber*

Over the past eleven months, the media has focused on the Nov. 8 national, state and local elections. As I watch the debates, the commercials, view the yard signs and attend political functions, I continue to remember that the principals our country was founded on allow us to have a free election system.

Nov. 11 celebrates Veterans Day; the day when we remember the men and women who have served or are currently serving in the United States Military. It is these people who defended our country and the United States Constitution.

I am proud to have had a father that served in the United States Navy during the Vietnam War. My dad rarely spoke about his time on the USS Oriskany in the Gulf of Tonkin, but I know he served. I thank both my father and all of our U.S. Military for the sacrifices that each of them made to defend our country.

When you fill in your mail-in election ballot, take the time to consider all that took place to allow each of us to vote freely. While you watch the election results, remember that the entire system exists not without great sacrifice.

Thank you to all personnel currently serving in the United States military and thank you to all United States veterans.



## BEND Chamber ECONOMIC FORECAST BREAKFAST

PacificSource  
HEALTH PLANS

*By Rachael Rees van den Berg*

The recession is in the rear view mirror, panelists told an audience of more than 300 at the Bend Chamber's annual Economic Forecast Breakfast.

"The news delivered by our panelists was not as grim as one might have thought," said Bend Chamber EVP of Programs and Events Robin Rogers. "The overarching forecast was, 2017 will actually be better than 2016 and, 2018 should also be a growth year."

During the sold-out event, sponsored by Bend Chamber Platinum Partner and Lead Investor, PacificSource Health Plans, economic experts started with a 40,000-foot view of the economic climate around the globe and country, and drilled down to the state and local levels. Topics ranged from Gross Domestic Product (GDP), the nature of the business cycle and regional economic indicators, to the upcoming presidential election and Measure 97, the largest proposed tax increase in Oregon's history.

"Collectively, the three panelists brought a plethora of knowledge, expertise and even humor, which is always refreshing to hear when you're talking economics," Rogers said.

*Continued on page 16*

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## PRODUCTION TEAM

**PUBLISHER,  
MARKETING & DESIGN**  
STEPHANIE SHAVER  
stephanie@bendchamber.org  
(541) 382-3221



**MEMBERSHIP  
ADVISOR**  
SHELLEY JUNKER  
shelley@bendchamber.org  
(541) 382-3221



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# Hello members!

A MESSAGE FROM OUR PRESIDENT

In my role as Bend Chamber president, I plan to focus on integrating the needs and concerns of the business community with how we continue to make Bend a place where both you and your business can thrive.

## KATY BROOKS

I am thrilled to be your new Bend Chamber president. I've enjoyed getting to know the board of directors and want to extend my gratitude to them for a thoughtful search process that focused on the changing needs of the chamber and the business community it serves.

My family and I have been coming to Bend for years, and although we are new-comers from Portland, we've thought of Bend as our home for a long time. As we settle in, I look forward to becoming acquainted with business owners, elected leadership, thought leaders and the community at large.

I am a self-proclaimed proponent of collaboration, partnerships, advocacy and finding solutions. I've worked in industrial and commercial development, economic development and public affairs for most of my career. I cut my teeth in these areas by developing community relations and facilitation skills, which still help me understand needs, issues and opportunities. In my role as Bend Chamber president, I plan to use these skills to help make Bend a place where both you and your business can thrive.

I know what it's like to start a business and make decisions that affect your success or failure, and ultimately impact your family and the families of those who work for you. My husband and I started our environmental contracting business more than 13 years ago. It began in our basement and has grown into an industrial building where we employ 25 people. We know what it's like to make sacrifices, such as taking a pay cut during the recession to keep people employed and the doors open. Together, we made strategic decisions that allowed us to grow.

As I take my first gulps at the business end of the fire hose, it's important to spend time listening. I'm interested in the opinions of business owners and community members on how Bend is coping with the implications of tremendous and rapid growth. I plan to spend a great deal of time this fall getting to know our members, community leaders, emerging



*Mark Kralj, principal at Ferguson Wellman Capital Management; Katy Brooks, president of the Bend Chamber; and Roger Lee, executive director for Economic Development for Central Oregon.  
Photo taken at the Bend Chamber's Economic Forecast Breakfast on Oct. 20, 2016*

businesses, educational leaders and the thinkers and doers of Bend.

Growth means change and complicated, and often difficult, decisions including: infrastructure investments, urbanization, affordable housing, the ability to attract talented employees, funding small business growth, and, with election season upon us and a city charter in the offing, making good policy decisions for our future. I look forward to talking with you about your thoughts on how these issues affect your business, and what the Bend Chamber can do to help.

Please come say hello to me at the upcoming general membership meeting, What's Brewing or other Bend Chamber events. I will work to understand how to help Bend's growing and diverse businesses, advocate for policies and decisions that support our members and, in turn, the more than 24,000 employees the Bend Chamber represents. It's certainly an exciting time to be in Bend and work towards striking that balance of embracing change, while preserving what makes this place near and dear to our hearts. I look forward to working with you all!



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# Ballots are in:



Vic Martinez



Keith Dodge



Talena Barker



Michael LaLonde



Scott Wallace

## Vic Martinez

Insurance Partners, LLC

As a board member of the Bend Chamber of Commerce and the Bend 2030 Board Chair, I have the unique opportunity to promote collaboration between the organizations to make Bend the most livable city in America. We have set the ground work in addressing two critical issues, work-force housing and transportation. These issues are key elements in establishing a vibrant business environment. My hope is that I may continue to work as a board member of the Bend Chamber of Commerce in promoting a healthy and thriving city of Bend.

## Keith Dodge

Keith L. Dodge LLC, CPA

I would like to continue as a member of the Bend Chamber board because I believe that with 18 years in Bend, 12 years as a chamber member and 23 years as a CPA, I have valuable insight that I could contribute to making Bend a better place to do business. In addition, I feel we have only just begun to formulate long terms plans for the Bend Chamber and for business in Central Oregon as a whole.

## Talena Barker

Event Divas NW

I would like to remain on the Bend Chamber board because I am passionate about service to my community and working together to create a vision for a strong future. My husband Kurt and I realized some time ago that part of our investment in the place we love (Bend) would be our time. I do so by focusing my work on helping non-profit organizations strategize and create new ways to raise funds for the critical services they offer our community.

I bring to the chamber board a perspective that deeply appreciates the business community, and also has a finger on the pulse of our community's most needy through my work with charitable groups. As some say, a rising tide lifts all boats. Healthy and successful Central Oregon businesses and enterprise can only serve to improve the quality of life of everyone here.

## Michael LaLonde

Deschutes Brewery Inc.

I believe all members of a community should volunteer some of their time in order to make the community a better place. Ever since moving to Bend, I have been actively involved in the community not only through my employment, but also through volunteer efforts. The chamber fulfills an important role within the community. I believe the chamber has done a commendable job fulfilling its mission and I believe I can add considerable value based on my past experiences working as an executive in government and business. Through the strong voice of the chamber, we can create a friendly business climate that will allow local businesses to thrive while also attracting new businesses to Bend.

## Scott Wallace

The Wallace Group Inc.

I believe all members of a community should volunteer some of their time in order to make the community a better place. Ever since moving to Bend, I have been actively involved in the community not only through my employment, but also through volunteer efforts. The chamber fulfills an important role within the community. I believe the chamber has done a commendable job fulfilling its mission and I believe I can add considerable value based on my past experiences working as an executive in government and business. Through the strong voice of the chamber, we can create a friendly business climate that will allow local businesses to thrive while also attracting new businesses to Bend.

*The Bend Chamber is excited to welcome back these board members to serve on the Bend Chamber board. Members of the Bend Chamber Board of Directors represent the interests of your business and our community.*

*Results of the election were tabulated by Bend Chamber President Katy Brooks and the incoming Bend Chamber Chairman, Rob Moore. The newly-elected directors will take office on Jan. 1, 2017.*

*Mission: 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.*



# Tim KNOPP

STATE SENATE

Find Tim on:     
[timknopp.com](http://timknopp.com)



By: Erin Ludwig,  
Leadership Bend Class  
of 2017

It was 2004 and I stuffed my mother's old, rusty, used Dodge Caravan with all of my worldly possessions, including my cat. I was headed west to the land of adventure. It was high past time I left the bitter cold of the Midwest.

I grew up in a small town in Wisconsin and attended college in an even smaller Minnesota town. After two summers working in Yellowstone National Park, I was hooked. The west called and I was going to answer. Armed with mixed tapes of Ben Folds Five, Prince and Phish, I was going to make my way to the promised land: Oregon. I wanted to meet new people, explore Oregon's vast wilderness and make a new home for myself. I was twenty-two and there was nothing I couldn't do.

It turns out this wasn't an original idea. People have been moving to Bend from the Midwest since the early 1900s.

"Everyone was coming to where the trees were," explained Jim Crowell of the Deschutes Historical Society to the Leadership Bend Class of 2017.

During our first Leadership Bend class, I learned Shevlin-Hixon hailed from Wisconsin and Brooks-Scanlon's roots were in Minnesota. And, while not from the Midwest, people like G.P. Putnam, the original owner of The Bulletin in Bend, and his wife, Dorothy Binney,

also moved to Bend to explore. They met on an expedition up on Mt. Whitney and soon came to call Bend home. Putnam was mayor of Bend at the ripe old age of 24, practically a child.

Little did I know that I was following a long-standing tradition of adventure, exploration and entrepreneurship in Central Oregon. While I wasn't in the business of cutting them down, I did, in part, move to Oregon for the trees. Perhaps there is some magic in Central Oregon that calls to the dreamers, the explorers and the adventurers because Bend is still growing.

"The more things change, the more things stay the same," said Deschutes County Historical Society's Executive Director Kelly Cannon-Miller.

The extremely knowledgeable Cannon-Miller shared with my Leadership Bend class how Bend's tradition has always been all about growth. In fact, it is all Bend has ever known.

As you can imagine, sustainable growth was a topic all of my classmates and I were interested in. It seems to be the talk of the town. I have to admit that I found it somewhat reassuring to know that growth has always been the norm around here. And, after spending my first day of Leadership Bend with the up-and-coming leaders in our community, I am certain our futures will continue to be full of dreamers and adventurers who make Bend a wonderful place to live.





“We were looking for someone who was a big thinker as well as mission focused,” said McDonald. “This ideal person would also have charisma, emotional intelligence, resilience and tenacity.”

Hiring an executive to run an organization of 10 employees and to represent over 1,200 members is no easy task. The Bend Chamber Board of Directors turned to an expert, and one of its own members, mcd group inc, to assist in the hiring process of the new Bend Chamber President Katy Brooks.

Anne McDonald, principal of mcd group, is known for her uncanny ability to read people, connect with them in a meaningful way and, perhaps most importantly, remember them. Her unconventional approach to executive search and placement has won her firm enthusiastic reviews from her clients, many of whom enlist her to fill successive positions. McDonald’s go-the-distance focus on sourcing, identifying, isolating and evaluating candidates, ensures retention of new hires, effectively protecting the investment her clients have made in finding the ideal person for their position.

The Bend Chamber found success by tapping into McDonald’s vast network of local, statewide and national contacts as well as her team’s savvy use of technical resources, said Bend Chamber of Commerce Chair Elect Rob Moore, who is also the president of Arbor Mortgage Group.

Far from simply posting a job description, fielding inquiries and interviewing candidates, the mcd group process is an illuminating, big-picture exploration for the companies McDonald works with. Clients work closely with mcd group on what ultimately becomes a full-on strategy assessment for the company as a whole.

The Bend Chamber Board of Directors found themselves immersed in discussions with mcd group where they identified the organization’s strengths, challenges and stakeholder perceptions. These conversations became organic brainstorming sessions where opportunities for growth throughout the chamber were identified.

One of the immediate outcomes of the reflective process was a job description the mcd group broadcasted through various digital and print channels. However, this was not a standard job description.

The mcd group’s innovative, and sometimes irreverent descriptions, stand out in a sea of conventional, indistinguishable petitions for candidates, McDonald said. While still covering the technical bases of including keywords for search engine optimization and stating hardcore requirements, the mcd group job descriptions capture the imagination of industry all-stars by tapping into their professional hopes and dreams.

“The response to mcd group’s unique and compelling job description from the vast chamber network was that it was, by far, the best they’d ever seen,” Moore said.

McDonald said many of the candidates who connect with mcd group express their appreciation of job descriptions that are inspiring and authentic.

“Candidates know a company that will put that much effort, intention and heart into crafting a job description has a sustainable vision for its organi-

zation and cares about their people,” McDonald said. “It’s very obvious they are interested in finding and retaining a long-term employee.”

As the job description was working its magic to uncover talent, McDonald implemented a customized sourcing plan and began connecting with candidates. Her streamlined interview process was direct.

“We were looking for someone who was a big thinker as well as mission focused,” said McDonald. “This ideal person would also have charisma,

emotional intelligence, resilience and tenacity.”

McDonald tapped into a large network of industry experts and was connected with Katy Brooks.

“In connecting with colleagues from Bend, Oregon, to Oklahoma, Anne identified, isolated and evaluated referrals from within her network,” said Moore. “One of her local contacts mentioned the opportunity to Katy Brooks who dove into mcd group’s process feet first.”

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Bend's annual Veterans Day Parade is one of the largest Veterans Day parades in Oregon, with more than 120 organizations participating and thousands of spectators lining the streets of downtown Bend.

This year, four local automobile companies – Murray & Holt Motors, Robberson Ford Lincoln Mazda, Smolich Motors and Subaru of Bend – generously supported the parade through a collaborative Platinum Partnership.

It's always important to remember our veterans and what they've done for our country, said Jeff Robberson, Bend Chamber board member and owner of Robberson Ford Lincoln Mazda.

"I especially think this year, with such a hostile and divided political environment, we need to remember when faced with a threat, we come together as one nation," he said.

Robberson said Veterans Day has personal significance to him because his father served in WW2.

"Not just nationally, but locally we need to acknowledge the service and sacrifice of those that are right here living in our neighborhoods, working in our businesses and dedicating their time to our organizations," he said.

The parade, put on by the Bend Chamber, will begin at 11 a.m. with a flyover by Civil

Air Patrol High Desert Squadron. The parade route begins on NW Harmon Boulevard. The participants will then travel east on NW Newport Avenue, south on NW Wall Street, west on NW Franklin Avenue along NW Riverside Boulevard, turn onto NW Galveston Avenue and end back at NW Harmon Boulevard.

The Bend Chamber is proud to recognize the Military Order of the Purple Heart as the grand marshal.

Bend Parade of Flags will provide 250 American flags on display in downtown Bend and on Veterans Memorial Bridge installed by American Legion Post 4 and Bend Band of Brothers.



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# Sheriff's Debate Recap

By Kelly Bleyer, KBND

BEND, OR -- It was a packed Deschutes Brewery Tap Room for the latest debate between Deschutes County Sheriff Shane Nelson and challenger Deputy Eric Kozowski.

Tuesday night's Bend Chamber forum was fiery at times; both candidates admitted the campaign has created tensions within the agency. Sheriff Nelson told the crowd, "Look, I have no doubt that internal Sheriff's races can cause some conflict. The one thing that gives me a little bit of hope is the fact that the people I visit with say morale has been increasing exponentially since we've been dealing with and addressing personnel issues; especially personnel issues at high levels."

Dep. Kozowski responded, "One of the reasons I ran for office was because I had coworkers encourage me to do so. I have considerable support within the office; many people are afraid to voice that support publicly, because of concerns of retaliation. In fact, there's a Department of Justice investigation active in that regard. And, as was mentioned earlier, there's been significant retaliation against me, personally."

Kozowski has threatened, through his attorney, to sue the Sheriff's Office if harassment continues.

Sheriff Nelson says he takes all allegations seriously and is looking into the claims. "If that is going on, we want to get to the bottom of it. That's why I asked an outside agency - I called the Department of Justice - to come in and do this investigation, because it won't be tolerated. We'll find out what the truth is, and we'll handle it appropriately."

Read more about the candidates' last public debate.

Despite the nature of the race, Sheriff Nelson says his office will continue to ensure the public's safety and both men say they will move forward after the election. Deputy Kozowski said at the forum, "There's definitely tension inside the office. It's unfortunate these things have happened. I have tried to do everything I can to minimize that tension. I come to work, I do the job to the best of my ability. Unfortunately, people are people, and everybody has their own opinions."



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Panelist Mark Kralj, principal at Ferguson Wellman

Capital Management, said in terms of GDP, things are “muddling along.”

“Economies are growing, but they’re not gaining momentum or losing momentum, whether it’s Japan, the U.K. or the U.S.,” Kralj said. “We see that as the most stable economy in the world, right now of the major, developed countries... We aren’t getting a lot of growth, we aren’t losing ground.”

While the growth globally is slow, on the state and local level, he said wage and job growth is accelerating.

“It’s pretty amazing the types of numbers we are seeing here in Deschutes County,” Kralj said. “It’s a very powerful force that looks like it’s going to continue for a while.”

Oregon typically outpaces the U.S. as a whole during an expansion, said panelist Tim Duy, senior director of the Oregon Economic Forum and the author of the University of Oregon Statewide Economic Indicators, Regional Economic Indicators and the Central Oregon Business Index.

“In the beginning of the year, there was a great deal of concern that the U.S. was poised for an imminent recession; this simply never came about,” Duy said. “The recession chatter at the beginning of the year was clearly in excess.”

Kralj agreed. He said a recovery doesn’t die of old age and can continue for some time.

Australia hasn’t had a recession in 25 years, Duy said.



“There’s no rule or law that says we have to have a recession,” Duy said. “Usually, it’s going to end up being some kind of policy mistake or external shock.”

When it comes to the domestic economy, Kralj said the U.S. household net worth is at an all-time high of \$88 trillion. The personal savings rate is also the highest since 1982 at 5.7 percent.

In terms of the local economy, a number of economic indicators point to a bright immediate future for Central Oregon, said Roger Lee, executive director for Economic Development for Central Oregon (EDCO).

For example, he said manufacturing has soared in terms of employment growth in the Bend-Redmond MSA. Lee said another indicator EDCO uses for measuring growth is school enrollment.

“On average, at least one new school has been built in Central Oregon every year for the past 20 years,” he said.

Lee touted Bend for its recent accreditation as the eighth best-performing small metro in the U.S., according to the Milken Institute’s 2015 list of Performing Small Cities. He also announced Bend topped the list of the Forbes 2016 Best Small Place for Business and Careers, which was published Oct. 19. According to Forbes, “the Bend metro has come roaring back with the top job growth rate in the country last year at 6.6 percent.”

But Lee said Measure 97, which he called passing bad policy through the ballot initiative process, has the potential to change the economy in Oregon and Central Oregon.

“The economic reality, the real concern for us, is what it does to the job picture in Oregon,” he said. “It could erase a couple decades worth of jobs.”

Pass or fail, Lee said the conversation surrounding Measure 97 has elevated the need to talk about the state’s tax structure and how it is so dependent upon personal income taxes.

“It certainly unified the business community in a greater way to get engaged in the conversation,” Lee said.

Bend Chamber President Katy Brooks said it’s a great time for growth and encouraged the audience to “make hay while the sun shines.”

She referenced the local organizations working on diversifying the business base, creating resources and opportunities for both emerging and traditional industries such as internships, networking, access to capital and national markets, as well as making sure there’s infrastructure that’s in place that can help businesses thrive and keep people coming.

“We all know the economy fluctuates with time,” she said. “The one observation I can share with you, from my two weeks on the job... is that the Central Oregon community and Bend, in particular, really has their act together.”

Thank you to all our sponsors who made the Bend Chamber Economic Forecast possible:

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# Bend Chamber Golf Tournament winners:



## Team Awards Flight 1

**First Low Net winner:** Bend Chamber Board of Directors Team - Keith Dodge, Rob Moore, Scott Wallace and Stephen Wymer

**First Low Gross winner:** Northwestern Home Loans Team - Rob Dumas, Matt Bassett, Patrick Worley and Paul Casellini

## Team Awards Flight 2

**First place:** Nathan Harpham of Albertazzi Law Firm, Ross Kranz and Todd Lyon of GolfBoard and Brian Newton of Jones and Roth

**Second place:** Cascade Publications Team - Chad Allred, Guy Harrelson, Jeff Martin and Roland White



## Individual Awards

**Closest to the Hole #13:** Paul Casellini of Northwestern Home Loans

**Closest to the Hole #7:** Jerry Williams of UPS Store

**Long Drive #9:** Erin Lind of Building Solutions

**Long Drive #12:** Marty Johnson of Knife River

*Photos by The Hidden Touch Photography. See full photo album at [BendChamber.org/events](http://BendChamber.org/events)*

## Measure 97: a \$6 billion tax on sales – with no guarantee of how politicians would spend the money

Measure 97 would impose \$6 billion in new taxes on the sales of goods and services in Oregon, including everything from food, clothing, housing, utilities and gas to medicine and healthcare. The state of Oregon's own nonpartisan study found that **Measure 97 would increase costs for a typical family by \$600 per year** and especially hurt those who can least afford higher living costs.

Despite Measure 97's deceptive wording, there's **no guarantee** that the money would go to education, healthcare or anything else. Measure 97 is **not a constitutional amendment**, so under state law, it cannot bind the Legislature's spending decisions. The Legislature's own top legal authority, the Legislative Counsel, stated that **the Legislature could spend the money "in any way it chooses."**



**William D. Rutherford**  
Former Oregon State Treasurer

"Since it is not a constitutional amendment, Measure 97 cannot guarantee how the money from its tax on sales would be spent. The legislature could spend the money from Measure 97 any way it chooses."



**Lauren Johnson**  
5th Generation Oregonian  
Newport Avenue Market  
Employee-Owned Store, Bend, OR

"Measure 97 would raise prices people pay for groceries and other goods and services without it showing up on their receipts. That's a hidden sales tax that would increase costs for all small businesses and consumers."

## Vote **NO** on 97

Learn more at [NOon97.com](http://NOon97.com)

This voter information provided by Defeat the Tax on Oregon Sales



# Welcome New Members

## Adventure Medics

Matt Sabelman  
20585 Brinson Blvd Unit #4  
Bend, OR 97701  
(541) 639-9993  
www.advmedics.com  
Emergency Services

## City of Bend - Hemson, Ben

710 NW Wall St  
Bend, OR 97703  
(541) 388-5529  
Government

## City of Bend - Rowan, Rory

709 NW Wall St Ste 100  
Bend, OR 97703  
(541) 388-5575  
Government

## illuminated path coaching

Sheila Mawdsley  
(541) 306-6617  
www.illuminatedpathcoaching.com  
Coaching

## JR Faulkner Excavation

JR Faulkner  
2660 NE Hwy 20 Ste 610 #206  
Bend, OR 97701  
(541) 389-2078  
www.bendexcavation.com  
Contractors - General

## MacDonald-Miller Facility Solutions Inc

Bryan Toda  
1555 SE 1st St  
Redmond, OR 97756  
(541) 480-1679  
www.macmiller.com  
Air Conditioning – Contractors  
HVAC  
Mechanical Contractor

## MacDougall & Sons Bat Company Inc

John MacDougall  
20748 Carmen Lp Ste 110  
Bend, OR 97702  
(541) 550-7835  
Manufacturing

## Mt. Bachelor Assisted Living & Memory Care

Susan Lubke  
20215 Powers Rd  
Bend, OR 97702  
(541) 388-9800  
http://mtbachelorassistedliving.com  
Assisted Living Facility  
Memory Care  
Senior Care Services

## My Lucky House

Kimberly Krueger  
1293 NE 3rd St  
Bend, OR 97701  
(541) 815-8200  
www.myluckyhouse.com  
Real Estate – Sales  
Property Management/Residential  
Vacation Rentals

## Pacific Perks Central

Tamara Russell  
(541) 213-7133  
http://pacificperkscoffee.com  
Caterers

## Raphael Allred, MD

2855 NW Crossing Dr  
Bend, OR 97703  
(541) 977-3304  
Physicians

## South Coast Orthopaedic Associates PC

Denise Layton  
2699 N 17th St  
Coos Bay, OR 97420  
(541) 266-3600  
http://southcoastorthopaedic.net  
Associate - Out of Area

## Summit Financial Group LLC

Wade Westhoff, CFP, AIF  
750 Charbonneau St Ste 207  
Bend, OR 97703  
(925) 998-6321  
www.summitadvisors.com  
Financial Planning Consultants

## Transmission Company of Bend Inc

Nicoa Wood  
61515 American Lp  
Bend, OR 97702  
(541) 728-0781  
http://bendtrans.com  
Automobile - Repair, Service, Oil & Lube

## ViaONEHOPE Wine

Brook Visser  
2523 NW Ordway Ave  
Bend, OR 97703  
(508) 494-7989  
http://viaONEHOPE.com/morewine  
Wineries, Wine Shops & Wine Storage

# Members who reinvested

## 90 Years

- The Bulletin

## 36 Years

- Brown & Brown Northwest/  
Lumbermens Insurance

## 30-35 Years

- American Cancer Society
- Every Idea Marketing
- Premier Builders Exchange
- Saxon's Fine Jewelers & Designers

## 21-25 Years

- Bend Area Habitat for Humanity  
ReStore
- Bend Heating & Sheetmetal Inc
- BendBroadband
- Costco Wholesale
- hibu
- Johnson Brothers TV & Appliance
- Mirror Pond Cleaners
- Nosler Inc
- Papa Murphy's Take 'N' Bake Pizza

## 16-20 Years

- Alpine Pest Management
- Church of the Nazarene of Bend,  
Oregon
- Cordially Invited Bridal & Formal  
Wear
- Juniper Paper & Supply Co
- Marriott TownePlace Suites
- Motion and Flow Control Products
- Oil Can Henry's
- Opportunity Foundation of Central  
Oregon
- Patrick Casey & Co LLP
- Pilot Butte Retirement Center I & II
- Quality Heating
- Storage Solutions
- Tim Underwood Productions LLC/  
thewebvoice.com
- Visuality

## 11-15 Years

- Central Oregon Council on Aging
- Central Oregon Veterans Outreach  
Inc (COVO)
- CURRENTS Restaurant & Lounge
- Fox Hollow Independent & Assisted  
Living Community
- Fratzke Commercial Real Estate Ad-  
visors Inc
- IHOP
- Jewish Community of Central Or-  
egon, Congregation Shalom Bayit
- KIDS Center (Kids Intervention &  
Diagnostic Service Center)
- Landmark Professional Mortgage  
Company
- Merrill O'Sullivan LLP
- Professional Moving Services Inc
- Sugarloaf Mountain Motel
- Touchmark at Mount Bachelor Vil-  
lage

## 6-10 Years

- Access Bend Concierge
- Akamai Woodworks
- Albertazzi Law Firm
- All-Phase Electric Service Inc
- BELFOR Property Restoration

- Central Oregon Diving LLC
- Desert Pine Properties LLC
- Fowler & Co Inc
- Grandma's House of Central Oregon
- PureCare Dental of Bend
- the OXFORD hotel
- Versante Pizza

## 1-5 Years

- Alzheimer's Association
- Ashley Furniture HomeStore
- Awbrey Dental Group
- Bend Escape Room
- Bend Surgical Associates|Bend Her-  
nia Center
- Blue Sky Veterinary Clinic
- Brightside Animal Center
- Cascade Summit Insurance of Oregon  
Inc
- Chaves Consulting Inc
- Coastal
- Connect Hearing Inc
- Country Financial - Fabian Clark
- Craft3
- CrossPointe Capital
- CVT/Cascadia Vehicle Tents
- DENT Instruments Inc
- Detweiler Plumbing Inc
- EarthCruiser USA
- Eoff Electric Supply
- EsthetixMD
- Exit Realty Bend
- Goodwill
- Great American Furniture Warehouse
- HD Courier
- Hickman Williams & Associates Inc -  
David Williams
- High Desert Auto Supply - NAPA
- Horizon Broadcasting Group
- Insurance Partners LLC
- ISU Insurance Services - The Stratton  
Agency
- John Burke CPA
- KIALOA
- Latino Community Association
- LeeRae Ventures LLC
- Litehouse Technology LLC
- Logan Design
- Multifamily NW
- Noble 911 Services
- Oil Can Henry's - Bend North
- Oregon Adaptive Sports
- Parametrix
- PayneWest Insurance
- Pine Valley Ranch
- Pinnacle Architecture Inc
- Pioneer Asphalt Inc
- Power Pro Inc
- RiverStone Adventures LLC
- Seven Peaks School
- Summit Family Eyecare
- Sunriver Home Owners Association  
- SHARC
- THE GURU INC
- Velox Systems
- Vision Wealth Management Inc
- Visual Thinking Northwest
- Volunteers in Medicine Clinic of the  
Cascades
- Walchli Ranches dba Starvation  
Ridge Farming LLC
- Weishaar Brothers
- Western Automatic Sprinkler Co Inc
- William Pettit MD
- WT Equipment Inc



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WWW.5FUSION.COM

## County Commissioners Debate Recap:

By Bend Chamber Communications Coordinator Rachael Rees van den Berg

When it comes to the role of a Deschutes County Commissioner, Phil Henderson and Alan Unger have differing opinions.

"I am a collaborator, I find common ground, move forward and get things done," Unger said in his opening comments to the audience the Bend Chamber's What's Brewing Election Series event on Oct. 11.

According to Unger, who has been a Deschutes County Commissioner since 2008, the role of the county commissioner is to guide and manage the commission to approve a balanced budget, and to advocate, whether it's at the federal, state or local level, for the needs and issues in Deschutes County.

Henderson, who is running against Unger in the current election, said the real role of the county commission is to find out what it is the citizens of Deschutes County care most about and be the advocate for the people.

"As a county commissioner, I feel it's important to find out what you want and what you care about," said Henderson, who is also a lawyer and president of his own construction firm. "It's really (about) representing all of you."

Throughout the debate - moderated by Aaron Switzer, publisher of The Source Weekly; Kelly Bleyer, news director of NewsTalk 1110 KBND; and Jamie Christman, EVP of Community Affairs for the Bend Chamber - the candidates spoke to array of issues, ranging from recreational marijuana, mental health services and land use, to affordable housing and transit.

With relatively little relief for affordable housing on the horizon for Bend, Redmond is becoming an economical option for people who wish to

work in Bend, Switzer said.

"Do you think it's time for the county to be looking for a bigger solution to transit for these workers?" Switzer asked the candidates.

Henderson said it's time for the county to look for a bigger solution for affordable housing.

"I don't really think it's a great option that you have to live in Redmond to work in Bend," Henderson said. "I think you should be able to live in Bend and work in Bend."

With regard to transit in general, he said it's important to look at the costs of transit programs to make it affordable as a system. One strategy, he said, is to look at the cost per rider.

"I don't think it makes a lot of sense to have lots of mass transit systems if (they're) not well ridden," he said.

Unger retorted that efforts are currently underway to look for bigger solutions. He spoke about the recent creation of a hub in Redmond to improve the current bus system.

"If we could find more money, we could provide better service," he said. "What we heard from people was they want us to start earlier, they want us to run more frequently and they want us to stay in business longer," Unger said.

Going back to the role of the county commissioner, Switzer asked how Unger balanced the large number of boards he served on with the other services he provides as county commissioner.

Unger said he's on about 12 boards. The purpose, he said, is to be a champion and supporter, but every once in a while it's necessary to step up and advocate for something.

"How do I handle all that?" Unger said. "You just do the work."

Henderson said if he was on those boards, he would strive to represent the interests of the citizens of Deschutes County. The goal, he said, is not to just go after funding, but to determine what items deserve funding.

"If you're going to be a county representative on one of those boards, you need to limit the number so you have an impact with regard to the benefit and the interest of the county residents," he reiterated.

During the Q & A section with the audience, the question of budget and the constant need for money arose.

"When we budget, we ask each department to budget five percent less than what we budgeted last year, so they do have a lean budget. And then, we look at what we can add back," Unger explained.

"There's a difference between government and business. Government provides services... When there (are) bad times like the recession, it doesn't mean our service level has to go away. At those times, we dig into our reserves and continue to provide services that people need."

Henderson said he looks at the county budget through the lens of a businessman.

"When I go to the budget hearings ... I'm going to say, is this money necessary? Is this the best we can do? Is this what we need to pay for these kinds of services?" Henderson said.

Watch all the What's Brewing: Election Series debates on Zolo Media's COTV and follow us live on Twitter @BendChamber

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# MEMBER NEWS

**GOT NEWS?** Email press releases to [info@bendchamber.org](mailto:info@bendchamber.org) use subject line - **MEMBER NEWS** \*\*\*Photos published as space allows



GraceAnne Henshaw

## GraceAnne Henshaw

GraceAnne Henshaw joined the EarthCruiser team as the accounts manager. She relocated to Oregon with her family from Washington in September 2015. Her role varies from overseeing account aspects to IT and party planning needs. She has been a valuable employee since joining the EarthCruiser team.

## Kit Mann

Kit Mann has been named as the new PD/morning host for KWPK. Kit has an extensive on-air and programming background that spans over 20 years, working all over America in various formats. He has been serving as the KQAK afternoon host and is ready to serve the wants and needs of the Bend audience.

## Lauren Green

Lauren Green will move into the afternoon slot on KQAK FM. Lauren is a Horizon Broadcasting Group veteran who has served many key



Dr. Katie Bahr

roles but by her own admission is most at home on KQAK. Her knowledge of the market and her unique personality make her the right choice to get the Central Oregon audience home from work in the afternoon.

## Abby Taylor

Abby Taylor will move into the midday time slot on KWPK. Abby is one of their up-and-coming personalities and will keep the station bright, fresh and entertaining with her own unique style.

## Dr. Katie Bahr

Dr. Katie Bahr, medical director at Bend Spay and Neuter Project, has assumed the role of Humane Society Veterinary Medical Association's Oregon State Representative. The Humane Society Veterinary Medical Association is a nationwide association of approximately 8,500 veterinary professionals, including 175 Oregon members, with a focus on the health and welfare of all animals.



Amy Preheim



Lisa Splitter

## Amy Preheim

Amy Preheim joins Pinnacle Architecture, Inc. as an interior designer. A recent transplant from the Lake Tahoe area, Preheim brings four years of design experience in residential and commercial projects. Her technical skills, keen design sense and bright personality are an ideal addition to the Pinnacle team. Preheim holds a Bachelor of Arts Degree in interior architecture.

## Lisa Splitter

The Wallace Group announces that Lisa Splitter, P.E., G.E. has joined the firm as a Project Geotechnical Engineer. Splitter has over 12 years of experience providing geotechnical engineering services including project management, construction observation, and subsurface exploration services for commercial, residential, school, hospital and public improvement projects.



Jesse McFarland

## Jesse McFarland

Vantage Clinical Solutions founder/CEO Tannus Quatre, PT, MBA, recently announced the hiring of Jesse McFarland to the newly created position of product and business development manager, a role within which McFarland will focus on growth and physical therapy product development within both the marketing and revenue cycle management (RCM) departments at Vantage.

## Renée Alexander

Renée Alexander, principal of BBT Architects, has been selected by the Portland Daily Journal of Commerce as a 2016 Women of Vision Honoree. She was chosen for her distinct accomplishments as a pioneer who shapes the built environment with her leadership, mentoring efforts, community involvement and the promotion of industry diversity.



Renée Alexander



Tim Burnett



Jana Clemons



Jenna Goldsmith



John Griffis



Amy Watson



Becca Webb



Rhonda Entz



Kelly Harrington



Lindsey Smith



Mikaela Rickards



Yong Bakos



Pablo Baldivieso

### Rhonda Entz

Rhonda Entz has been doing massage since 2008 and owned her own business for eight years in Colorado. Before becoming a massage therapist, she enjoyed 25 wonderful years in nursing. The two careers dovetailed well, combining all aspects of the whole person - physical, intellectual, emotional and spiritual. Call (719) 588-0293 for an appointment.

### Kelly Harrington

Central Oregon Nutrition Consultants announced that Kelly Harrington MS, RDN, LD has joined the practice to further serve patients in Central Oregon. Harrington comes with a wealth of experience in sports nutrition, having worked as the sports nutritionist for Washington State University. She will provide individual and group consultations to support her client's health and fitness goals.

### Lindsey Smith

The Family Access Network (FAN) Foundation announces that Lindsey Smith has accepted the position of development specialist for the FAN Foundation. Smith is passionate about education, food security, community partnerships and social justice. She is thrilled to be joining the FAN team and to contribute to an organization that helps kids thrive by getting their basic needs met.

### Mikaela Rickards

The Family Access Network (FAN) Foundation announces that Mikaela Rickards has accepted the position of donor relations and events coordinator for the FAN Foundation. Rickards is proud to be working with FAN and its many incredible donors, and believes in the power of having advocates in local schools to enrich the lives of children and families.

### Yong Bakos

Bakos is an instructor in the computer science program. Prior to joining OSU-Cascades, he helped cultivate the Center of Creative Computation at Southern Methodist University in Dallas, and served as the assistant department head of the electrical engineering and computer science department at the Colorado School of Mines, where he taught for six years.

### Pablo Baldivieso

An instructor in statistics, Baldivieso comes to OSU-Cascades via Portland where he taught at the University of Portland and Portland State University. Originally from Bolivia, Baldivieso earned his Ph.D. from Portland State University in mathematical sciences. His research interests are in dynamical systems and estimation theory.

### Tim Burnett

is an instructor of kinesiology at OSU Cascades. Originally from California, he received a bachelor's degree in kinesiology from California State University, San Marcos and a Master of Science in exercise physiology from San Diego State University. His doctoral work in human bioenergetics was performed at the Human Performance Laboratory at Ball State University.

### Jana Clemons

Clemons is joining the OSU-Cascades Master of Arts in Teaching program on a full-time basis after serving as an adjunct instructor since 2010. She is the cohort lead for the secondary teaching program and brings more than 20 years of experience teaching and mentoring within public schools.

### Jenna Goldsmith

Goldsmith teaches writing and composition. Prior to coming to OSU-Cascades, she taught first-year writing, creative writing and literature at the University of Kentucky and Illinois State University, where she completed a Master of Arts. At the University of Kentucky, she earned her college's Outstanding Teaching Assistant Award.

### John Griffis

Griffis is an instructor in mathematics. He earned a bachelor's degree in physics and mathematical sciences from the University of Memphis, and both a Master of Science in physics and a Ph.D. in mathematics from the University of Texas at Arlington. Griffis will teach 100- and 200-level mathematics courses for a wide variety of our majors.

### Amy Watson

Watson joined OSU-Cascades as an assistant professor in the business program. She received a Ph.D. in marketing from the University of Arkansas, where her research focused on consumer behavior, product evaluation and decision-making, and branding. Prior to earning her doctoral degree, she had a career in food advertising working for clients including PepsiCo, Tyson and Mars, Incorporated.

### Becca Webb

Webb is an instructor in the energy systems engineering program and serves as the lead for the degree program. Prior to joining OSU-Cascades, Webb was an associate professor in the mechanical and aerospace engineering department at the University of Colorado, Colorado Springs. She previously worked as a research and development engineer at Agilent Technologies.





*Bend Chamber President, Katy Brooks discusses issues at What's Brewing*



*What's Brewing: Election Series - Sheriff's Debate*



*Ribbon Cutting at Dr. Dondo's Office*



*More Bend Chamber Economic Forecast Breakfast photos available at [www.BendChamber.org/events](http://www.BendChamber.org/events)  
Photos by The Hidden Touch Photography*



*Ribbon Cutting at Mt. Bachelor Assisted Living Memory Care*



*Ribbon Cutting at Minutemen Press of Bend*



*What's Brewing: Election Series - Commissioners Debate*



# BEND Chamber EVENTS

[www.BendChamber.org/events](http://www.BendChamber.org/events) | (541) 382-3221



Nov. 15 | Tuesday 5 - 7 p.m.

### YPN @ Hydro Flask

Located at: 525 NW York Drive

*At this YPN event, you'll get to check out Hydro Flask's brand new headquarters. Join Hydro Flask for a fun-filled evening with catered appetizers, drinks and a business card raffle drawing for some of their newest products!*

Nov. 17 | Thursday 4:30 – 6:30 p.m.

### General Membership Meeting

@ Deschutes Brewery Mountain Room  
901 SW Simpson Ave.

*A year-end review from the Bend Chamber board president and chairman followed by the incoming board president and chairman sharing their plans for the year ahead. The Bend Chamber's annual report will be available for all attendees. Join us for an evening of networking and great views from the Mountain Room. Enjoy a beverage and hors d'oeuvres on us!*

Nov. 29 | Tuesday 4:15 - 5 p.m.

### Ribbon Cutting

@ St. Charles Health System - Bend South Clinic

Located at: 61279 S Hwy 97

*On Nov. 30, 2016, St. Charles Health System's South Bend clinic will open to patients. The clinic will offer family care, pediatrics, internal medicine, behavioral health, laboratory, radiology, immediate care and physical therapy services. The clinic will be open for extended hours every day of the week and walk-in patients will be welcome.*

## DECEMBER

Dec. 1 | Thursday 5:30 – 8:30 p.m.

### Bend Chamber Holiday Party

@ The High Desert Museum

Located at: 59800 S Hwy 97

*This is one of the biggest holiday celebrations in Bend, attracting over 500 people each year! Shake hands and get to know your fellow Bend Chamber members and community dignitaries in a relaxed, festive atmosphere.*

Dec. 8 | Thursday 4:15 - 5 p.m.

### Ribbon Cutting

@ M.C. Smith Sign & Graphic Co

Located at: 1515 NE 2nd St

*Join us at M.C. Smith Signs for yummy local Mexican food, wine, beer, raffle giveaways, and live music right in their shop parking lot.*

Dec. 13 | Tuesday 10 - 11 a.m.

### Membership 101

@ Bend Chamber

Located at: 777 NW Wall St. Ste. 200

*Whether you are new, existing, or a prospective Bend Chamber member, you can gain from learning how to make the benefits of chamber membership work for you.*

## NOVEMBER

Nov. 1 | Tuesday 5 - 7 p.m.

### Charter Review Forum Two:

#### Your Input

@ Central Oregon Collective

Located at: 62070 27th St

*This is the second of two forums offering all Bend residents the chance to weigh in on a critical question for our city: Does our current governance structure give us the best leadership possible for addressing our complicated population, housing, transportation and livability issues?*

Nov. 3 | Thursday 4:15 - 5 p.m.

### Ribbon Cutting

Central Oregon Veterans Outreach Inc

Located at: 2965 NE Conners Ave

*In conjunction with the Ribbon Cutting, COVO and Pacific Source are holding a Fill the Trailer event as part of COVO's Operation Warm, Fed and Dry to gather food, propane and winter camping gear to meet the high need for these items in the cold season.*

Nov. 8 | Tuesday 10 - 11 a.m.

### Membership 101

@ Bend Chamber

Located at: 777 NW Wall St. Ste. 200

*Whether you are new, existing, or a prospective Bend Chamber member, you can gain from learning how to make the benefits of chamber membership work for you.*

Nov. 8 | Tuesday 4:15 - 5 p.m.

### Ribbon Cutting

@ Roundabout Books

Located at: 900 NW Mt Washington Dr Ste 110

*Roundabout Books is a new independent bookstore and cafe opening in Northwest Crossing. They are looking forward to meeting you!*

Nov. 11 | Friday 11 a.m.

### 2016 Veteran's Day Parade

@ Downtown Bend

*Support the veterans in our community by being a part of, or attending, one of the largest Veteran's Day parades in Oregon!*



## Holiday Party

@ The High Desert Museum

Thursday - Dec. 1 from 5:30 - 8:30 p.m.

Register at [BENDCHAMBER.ORG](http://BENDCHAMBER.ORG)

(541) 382-3221

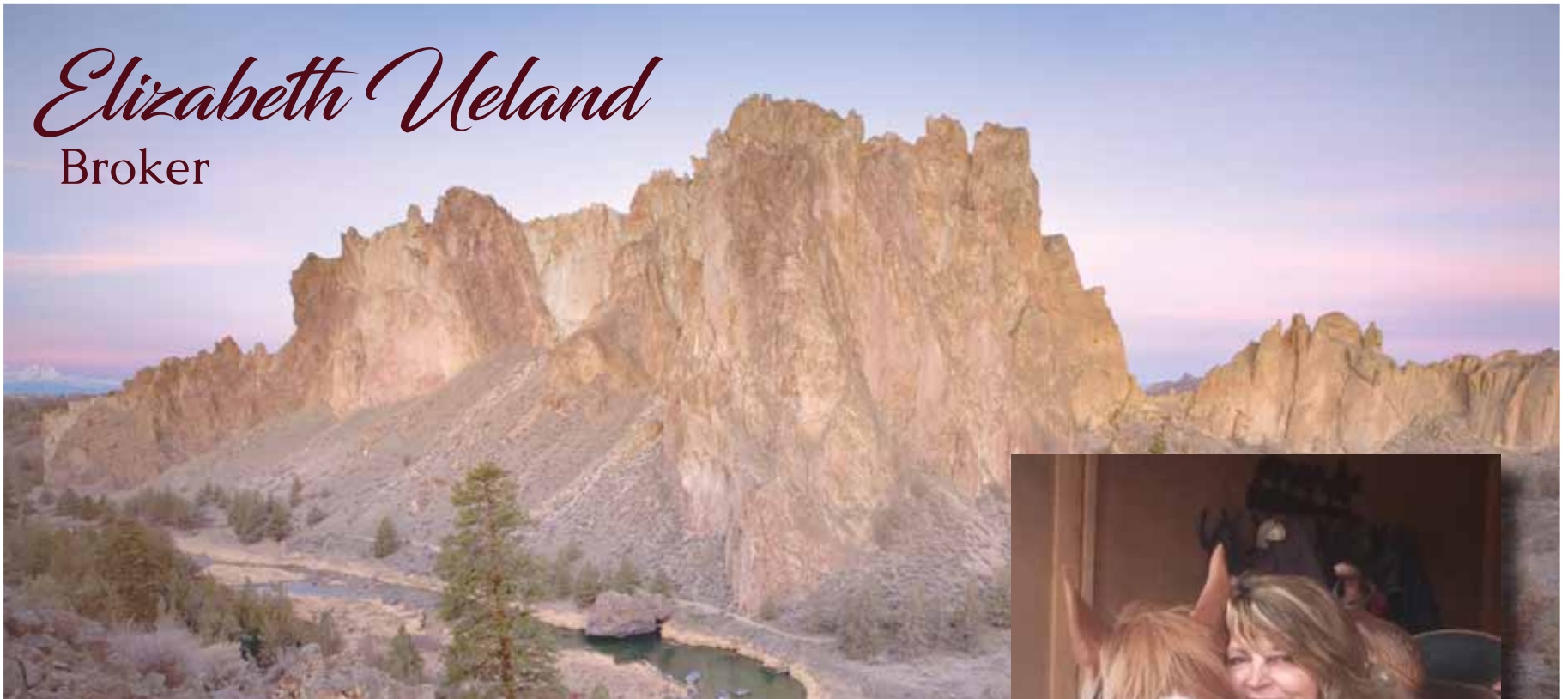
\$10 General Admission





# Elizabeth Ueland

Broker



In 2007 I visited Central Oregon while on a date. By the end of the date I was in love...but not with him. One year later I moved here not knowing a soul. My friends thought I was crazy, and I am, Crazy Happy!

My background is International Business Development. If you are looking for a Real Estate Broker who understands economics, design and ROI look no further. The number one question I get asked is... "Are we in a bubble?" I have no crystal ball but I believe OSU-Cascades will continue to redefine our local economy and the real estate market will remain strong. What does your real estate portfolio look like? Do you know your home's value? Are you thinking of buying a rental? Are you curious about the current real estate trends or the urban growth boundary expansion? Contact me for answers to these questions and more.



Liz & Harley at Cascadian Stables

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