

BEND Business Journal



OUTSIDE BEND PARKS & REC PROJECTS - JANUARY'S CENTERFOLD
PROGRESS ON UTILITY RATES- PG 4 | EDCO - PG- 6 | CREATIVE POWER- PG 18 | EVENTS - PG 21

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NETWORKING

Make no mistake; there are real people behind the businesses.



*By: Tim Casey,
President & CEO
Bend Chamber*

As we wrap up the holiday season and look to the New Year, it's important we do not forget the relationships we've developed in the past. But it's equally as important that we think of who we would like to connect with in the future.

You've just been through numerous holiday parties and functions in December. Take a moment to think about the new faces you've met and the old acquaintances you've chatted with.

Have you ever been in the situation where you urgently

needed to have a connection with a business, only to realize you don't have the first idea who to call? Waiting until you need someone before you develop a relationship is kind of backwards. It's like getting into an auto accident and then realizing you need car insurance. Take the time this month to identify businesses and people you may want to know and develop a plan to meet them. Don't wait until you have the need, in many circumstances it's just too late.

If you look at successful people around our community, they seem to know everyone. Business owners and managers have a greater need for networking beyond just finding customers. Ask yourself, are you tapping into the incredible pool of talent out in our community? If not, you are missing out.

Sometimes I have an issue or

problem where the solution is not immediate or obvious. I know I can pick up the phone, shoot an email, grab a cup of coffee or lunch with one of the people in my network to talk it out. I have an amazing support group of business leaders in the community who are there for me when I need them.

Here is a different approach to consider: As you set up a strategy to reach out and network this year, try using a philosophy of helping people become more successful. Instead of trying to tell people who you are and what you do, take the approach of asking how you can help them. Ask, what do they need? Help someone else and not only will they remember you, but they will be more than willing to help you in return, as well as refer others to connect with you. It is this cooperative effort that is at the core of great networking.

Networking is about personal contact. It may be business related, but make no mistake; there are real people behind the businesses. This means if you maintain a sterile professional connection, you are sending a signal this is what you want in return. It's easy to maintain this type of relationship and just as easy to dismiss it. If you want a genuine business relationship, you have to be genuine in return.

"Truth is, I'll never know all there is to know about you, just as you will never know all there is to know about me. Humans are by nature too complicated to be understood fully. So, we can choose either to approach our fellow human beings with suspicion or to approach them with an open mind, a dash of optimism and a great deal of candour" ~ Actor Tom Hanks



THE MOVE.

Why am I telling you this story?

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

It all started about 12 years ago.

I walked into my house after a long day at work and my wife, Chi-mene, met me at the door.

“We’re moving to Bend, Oregon,” she said.

First of all, I had never heard of Bend, Oregon, nor did I know we were thinking about moving from Scottsdale. Our three boys were 1, 4, and 7 years old at the time. We had discussed moving to a better place to raise our kids, but this was a little abrupt.

“Why Bend, Oregon?” I asked.

“I went onto a website called FindYourSpot.com and I typed in all of things we are looking for in a town and Bend came up,” she explained. “I did a little more research and found out that the town is really nice with all kinds of great restaurants and shops. It has little traffic, great schools, fun festivals, beautiful parks and no pollution. There’s a ton of outdoor activities in the area including skiing, mountain biking, kayaking, rafting, golf and fly fishing. They even have

a bunch of craft breweries in town. It sounds perfect for us.”

It’s true, we had considered moving away from the traffic, pollution and lack of things we like to do in Scottsdale.

“Sounds too good to be true, and besides, I haven’t even looked for a job and don’t know what kind of opportunities there are,” I replied.

Also, I had just started my graduate degree, had a good job and we were raising three small children. Moving at the same time seemed like a monumental task on top of everything else.

“I’m willing to look, but it seems like a stretch,” I said.

We vacationed in Bend and Sunriver over the next two years and fell in love with Central Oregon. We found property and starting building a house in August of 2004.

Now the job...

The plan was for me to commute for a while, finish graduate school and then find a place

to work in Bend. I was lucky that Deschutes Brewery started looking for a CFO at about the same time and even luckier that I landed the job. We moved in January of 2005 and the rest is history.

I am now the president and COO of Deschutes Brewery and have become very involved in the community in a number of ways, including serving as the chairman of the Bend Chamber of Commerce for 2015.

So, why am I telling you this story about how and why I moved to Bend? Because I hear similar stories all of the time and they always remind me how fortunate we are to live here. There is a reason why Bend is a great community and it is because the community members provided the leadership and vision to make Bend what it is today. Bend may not be perfect, but with continued leadership and community engagement, we can make improvements that will make the quality of life here even better. There will also be challenges ahead that will test

our community. If we do not lead, Bend may turn out to be a very different place than it is today.

As the Bend Chamber’s vision statement says: “We are a community of thriving businesses enhancing the quality of life in Bend.”

So, as the incoming chairman, I am first asking that you get involved and let your voice be heard. Reach out to Tim Casey, the CEO of the Bend Chamber, or to any of our board members. Let us know what you think about particular issues, what our priorities should be as a chamber and how we can add value to your membership. The Bend Chamber’s Board of Directors is having a board retreat on Jan. 16 to discuss our priorities, goals and strategies. We would like to hear your input for this purpose. Please email me at michael@bendchamber.org anytime with your thoughts. With your input and engagement, we will have a productive and successful 2015!

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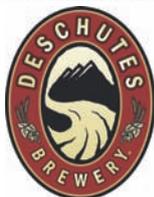
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TAYLOR NW



City Council Watch Progress on Utility Rates

By Rachael Rees van den Berg
Bend Chamber of Commerce

Bend City Council has approved a new utility rate structure that is scheduled to take effect July 1.

“There’s still some work to do, but I think this is an important milestone and a good check point for the work that’s taken place over the past six months to begin a pretty big step into modernizing our rates,” said Bend City Manager Eric King at the Dec. 17 city council meeting.

Efforts to modernize the sewer and water rates have been underway since 2011. Councilors selected Option 1 during their Dec. 3 meeting after weighing out issues such as conservation, revenue and the impact a change could have on businesses.

Option 1 keeps utility bills as close to the current price as possible and gets the ball rolling on the Extra Strength Program – a program that will impact about 700 businesses including breweries, restaurants, grocery stores and hospitals, who have wastewater with a higher level of solid materials and organic water pollutants. Overall, Option 1 rewards smaller users of water and sewer, but doesn’t penalize larger users as much as other proposed options did. It has a slow phase-in of the Extra Strength Program that will allow the city to collect data and give businesses in the Extra Strength Program time to adjust or revise their practices with sewer usage.

This structure will remove the 400-cubic feet allowance for water, allow the city to go to a volume-based charge for sewer, implement the Extra Strength Program and standardize the city’s meter rates based on industry best practices, King said. Councilor Jodie Barram moved for a roll call vote to adopt the resolution establishing changes to the water and sewer rate structures and Councilor Mark Capell seconded the motion.

“Is this rate structure perfect? No, I don’t think there is a perfect rate structure,” Capell said. “But, this rate structure gets us far enough down the road in terms of encouraging conservation and fairness.”

Mayor Jim Clinton agreed.

“This has been a long time coming and is a big milestone for the city,” he said. “I look forward to us taking the next step and actually attaching some numbers to this.”

All the councilors except Councilor Scott Ramsay voted for the new rate structure.

“I think somewhere along, the conversation went conservation heavy and I think in the end it’s going to be at the expense of our business community, the ones who provide the jobs and the living in the community,” Ramsay said. “I would have preferred

that the business community had a larger voice.”

Customers in the Extra Strength Program will pay an initial \$25 to be a part of the program to cover the costs of additional staff time. Businesses in the program will be placed in one of four categories, depending on the concentration of their wastewater. The cost to businesses will vary, depending on what category a business is placed in. All Extra Strength Program customers will see a steady increase in their utility bills over the course of five years, which will minimize the initial impact to businesses discharging a larger volume of sewer and give businesses time to confirm they are placed in the proper category and are correctly being charged for what they use.

Casey Roats voted eligible for council

The Bend City Council voted that Casey Roats was qualified to be a Bend City Councilor on Dec. 1 during a special city council meeting.

Councilor Mark Capell moved that Roats was qualified to be a Bend City Councilor. The motion passed 5-2, with Councilors Doug Knight and Mayor Jim Clinton opposed.

Bend City Council meets the 1st & 3rd Wednesday of the month <http://www.bend.or.us/>

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* Contact Tara: (541) 382-321
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The Bend Chamber to Represent the Region in Salem

By Rachael Rees van den Berg
 Bend Chamber of Commerce

The Bend Chamber's mission is to ensure the economic vitality of Bend. But starting last year, its work began to expand beyond the city limits and into the region as a whole.

"We have members all over Central Oregon," said Tim Casey, president and CEO of the Bend Chamber. "Our members have employees who live in other cities and we have relationships with many government entities and organizations which cover Deschutes County."

The shift to encompass the region began last January at the retreat for the Bend Chamber Board.

"The focus was to look into the community, identify challenges and opportunities and set goals to do just one great thing which would impact our community and help make Bend a better place to do business," Casey said, referring to the retreat. "As we talked, we realized that we all considered our community to be Central Oregon and not just the city limits of Bend."

Identifying this, the board broadened its scope in how the Bend Chamber could make a difference.

"Our solution was to expand our legislative committee and our outreach to the community to help become a regional advocate for business to the legislature in Salem," Casey said.

The board began developing connections with organizations across Central Oregon to elicit feedback on the legislative issues those organizations may face in 2015.

"The feedback across the community has been positive and inspiring," he said. "We are stronger together and developing a sense of team for our community will help us deliver a more powerful message to the Oregon State Legislature."

The Bend Chamber Legislative Committee has its hands full this next session and is ready to get to work. With the leadership of Jamie Christman, the Bend Chamber is bringing together all the needs of the community.

"The goal is to develop a game plan to help ensure the voice of Central Oregon is heard in Salem," he said.

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WHAT IS the State of Economic Development IN CENTRAL OREGON?



By Jessi Lord
EDCO Marketing Manager



BEND

The Issue: Bend's susceptibility to experience higher highs and lower lows within the business cycle. Bend has a need for a sustained strategy and implementation to help grow and diversify the economy by focusing on employers that export a majority of their products or services outside our region, otherwise known as traded-sector. Due to a robust supply chain - businesses that supply services and goods within the region - traded-sector activity circulates dollars 7-8 times within the community, versus a non-traded sector activity which typically circulates dollars 2-3 times.

The Solution:

EDCO has been the catalyst for diversifying the regional economy through the development of greater "critical mass" within key industries - which are often referred to as industry clusters.

These clusters include high tech, aviation, outdoor manufacturing and bioscience. EDCO's hand in building those groups helps people take the plunge to start their business, markets to and recruits companies from outside the region, and assists local employers to grow what we already have.

For example, EDCO has helped the high-tech cluster grow by assisting private business leaders launch and sustain Founders Pad, a business accelerator that has played a key supporting role for some of our best and brightest new software companies that include: Droplr, Amplion Research, Nouvola, CrowdStreet, and JettStream.

Contact the Bend Manager
Robyn Sharp:
robyn@edcoinfo.com

LA PINE

The Issue: The county-owned industrial park was not getting occupied.

The Solution: The city and county worked together to create a program for the city to manage the park and split the earnings for economic development.

Contact the La Pine Manager Gerry Albert: gerry@edcoinfo.com

MADRAS

The Issue: A lack of buildable industrial land.

The Solution: Expanding the enterprise zone in and around the madras airport.

The Madras Municipal Airport and industrial site is a fast-growing Category 4 airport for general aviation and business use. The airport is owned by the City of Madras and is surrounded by a 125-acre industrial park. One of the two runways is 5,100' in length and can accommodate a wide variety of general aviation aircraft up to C-130's. The Madras Airport has 2,100 acres for aeronautical and industrial use. A new 39,000 SF hangar facility is leased to Aero Air, LLC as their base for maintenance and operation of fire-fighting aircraft. Aero Air recently expanded their operations with an additional 65,000 SF hangar and other aircraft related businesses. A \$2.2 million Connect Oregon III project provided additional navigation aids and runway/taxiway lighting, an automated weather observation system, and new taxiway and ramp improvements.

Contact the Madras Manager Janet Brown: janet@edcoinfo.com

PRINEVILLE

The Issue: A heavy dependence on the wood industry.

The Solution: Diversifying into the high-tech industry with the data centers, for example.

Contact the Prineville Manager Caroline Ervin: caroline@edcoinfo.com

REDMOND

The Issue: Demand is exceeding the supply of industrial space in Redmond. Presently, EDCO/REDI are working with nine projects seeking industrial space over 10,000 square feet, where there are just seven buildings of this size available for sale or lease.

The Solution: EDCO/REDI are communicating with stakeholders such as real estate brokers, property owners and developers, to mobilize the development community to respond to this market condition. With over 1,200 acres, one of the most robust inventories of available industrial land in Oregon, there is significant space to build in Redmond.

Contact the Redmond Manager Jon Stark: jon@edcoinfo.com

SISTERS

The Issue: A lack of a facility for professionals to congregate.

The Solution: Many community leaders came together and partnered with the Tech Alliance to develop SistersTECH.

Contact the Sisters Manager
Caprielle Foote-Lewis: Caprielle@edcoinfo.com



Have a pint with



Wednesday | January 14, 2015

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*By Rachael Rees van den Berg
Bend Chamber of Commerce*

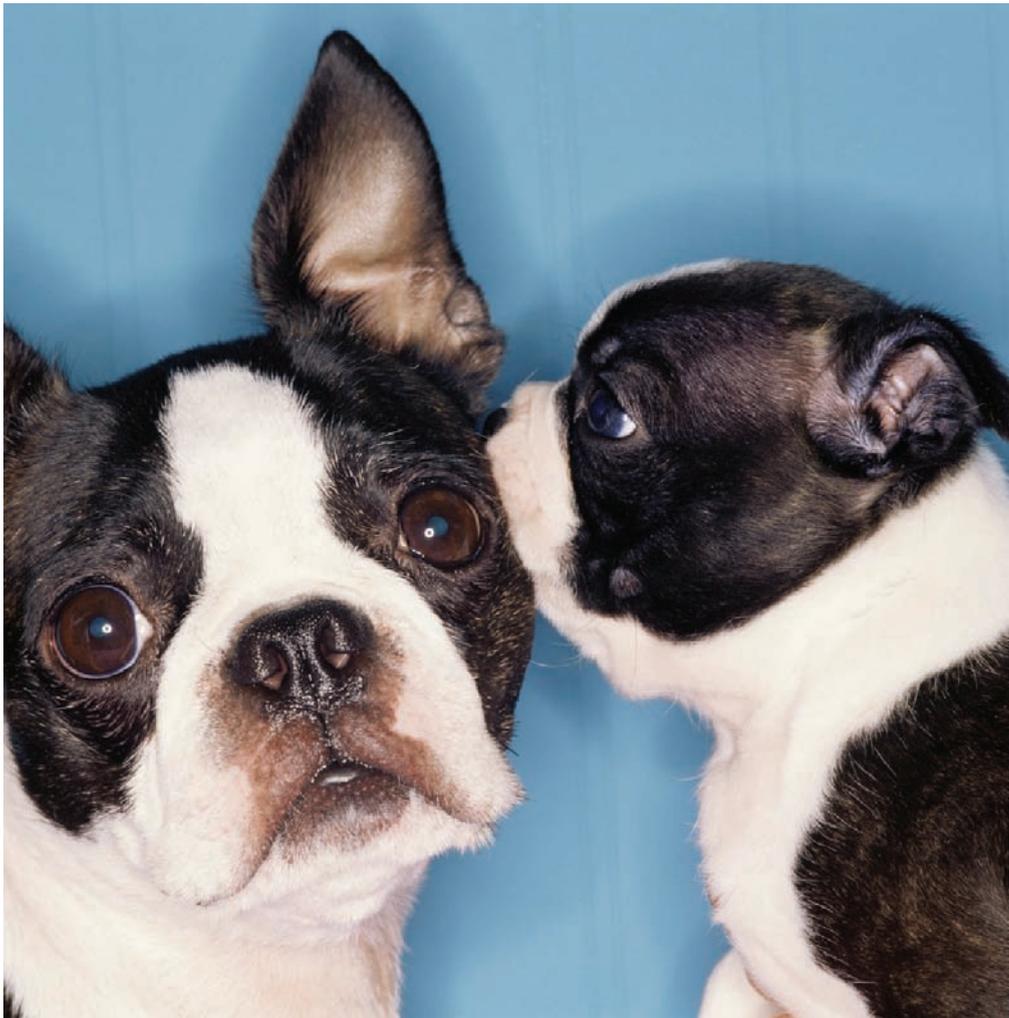
Ever wondered who helps create jobs and attract new companies to Central Oregon? In this Pints with our Pillars event, attendees will have the opportunity to get to know Roger Lee, the executive director of Economic Development for Central Oregon. EDCO helped create nearly 600 jobs, as well as move, start and grow 30 companies last year, generating about \$256 million in payroll. Lee will share his secrets to success, the daily struggles he faces in boosting our local economy, as well as what ignited his passion for economic development in a one-on-one talk-show style interview with Troy Reinhart. So join us for a pint with our pillar and get to know Roger Lee up close and personal.

Roger Lee has been the Executive Director of EDCO for the past 15 years, and has worked in the industry since the early 1990s including both rural and urban areas. He got his start in business development for the Seattle/King County Economic Development Council and later was the director of economic development for Baker City/County in Northeast Oregon. His industry experience includes employment at

Hewlett-Packard Co., and Idaho Power, Idaho's largest electric utility. Roger is a graduate of University of Washington in International Economics. Roger currently serves on the Board of Directors for Soar Oregon, an industry development association for unmanned aerial vehicles and systems, and the Oregon and SW Washington 7X24 Exchange, which focuses on the data center/mission critical industry. He is a past board member of the Oregon Manufacturing Extension Partnership, Oregon Economic Development Association and Pacific NW Economic Development Council.

Troy Reinhart is a partner with Northwest Quadrant Wealth Management a SEC registered RIA with offices in Bend, Portland and John Day Oregon. He is also the co-host of the syndicated radio program Financial Focus. Troy is a native of Bend, a graduate of Bend High and proud Oregon State Beaver. He earned a BS in forest management and also undertook graduate studies in economics. He is a past Chairman of the Bend Chamber.

Register online at BendChamber.org



NO MORE SECRETS

The news about Bend's prime location for outdoor businesses is out!

Article submitted by Bend Economic Development Advisory Board

When Van Schoessler moved to Bend from Seattle three years ago, the outdoor industry executive expected to find a crowded scene of outdoor companies using this outdoor recreation paradise as a meeting ground for collaboration, a place to test gear, and a fabulous recruitment tool for top-notch employees.

What Schoessler, who has more than 25 years experience with name brand companies like Stanley, found was a only a dozen or so successful outdoor companies like Hydroflask, Ruffwear, KIAOLA Paddles and Silipint in on the secret of Bend.

Schoessler, who has since become a key member of the Bend Economic Development Advisory Board, recalls having lunch with another outdoor industry veteran at the time and saying, "Geez. What the heck? Where is everybody?" It's a good question. And

business support groups in Bend, including the City of Bend, the Bend Chamber and Economic Development for Central Oregon have made it their mission to share the secrets of this prime location with outdoor businesses throughout the country.

The message is simple: Bend is by far one of the top recreation communities in the nation with magazines routinely ranking us as the best top running, biking, skiing, boarding, rock climbing, rafting, golf, and fly fishing city around. Combine this with our accolades as one of the best places for entrepreneurs, our growing technology industry and you have the makings of a dream location for the outdoor industry.

The biggest concern among the industry leaders he talks to is the location, said Schoessler.

Continued on page 10

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Salute To Commerce

BEND CHAMBER



Bend Glass & Mirror

Screenshot from <http://www.bendglassandmirror.com/>

By Rachael Rees van den Berg
Bend Chamber of Commerce

For more than 40 years, Bend Glass & Mirror has been servicing Central Oregon.

“All of us love what Central Oregon has to offer,” said David Favia, owner of Bend Glass & Mirror. “Living in Bend is a true dream and the keeping it local is a huge part of our business.”

In 2004, after working at the Pentagon and living in the Washington D.C. area, Favia and his family decided to move to Bend to experience the family lifestyle that the city has to offer. When he arrived, he began working as the general manager of Bend Glass & Mirror. And two years later, Favia purchased the company.

Since its inception, Bend Glass & Mirror has been bought and sold to three owners. It was a commercial and residential glass company when Favia purchased the business. Today, Bend Glass & Mirror provides all glass needs to the entire Central Oregon region for residential homes only.

“Focusing on the residential side of the business has allowed us to have wonderful customer relations with our customers and work directly with homeowners and builders,” he said.

Favia said quality and craftsmanship is what Bend Glass & Mirror stands behind. The company’s main specialty is frameless shower glass enclosures, he said.

“We order and install more frameless shower doors than any other glass business in the state,” he said. “We specialize in all glass applications ranging from windows, shower doors and mirrors, to counter tops, bath accessories and cabinet glass. We measure and install all the glass we provide and have an extraordinary experienced team.”

To support the local community, Favia said he tries to keep all of his business as local as possible. He also gives donations throughout the year to support the local school districts, sport teams and Habitat Restore. He said his employees share his view of

the importance of giving back and a number of them provide service on their own time to local charities, including the Shepherd’s House.

“Many businesses and people rely on our support and really need our help and business to succeed,” he said. “There are so many great organizations in this city with great intentions. By giving back, we are helping them achieve their goals and dreams as well.”

Being a Salute to Commerce winner is an amazing honor, he said.

“For myself and all of my employees, all the hard work and dedication we put in throughout the year has now been noticed,” he said. “We strive every day to be the best and take pride in everything we do ... Our team really cares not only about our customers, but about making Bend Glass successful by taking ownership. This award for me is what it is all about. Thank you so much for the nominations and for allowing us to get this award.”

Welcome New Members November 2014

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222 SE Dorion Ave, Pendleton, OR 97801
(541) 276-3331 • www.corey-byler.com

Associate - Out of area

Hunting Works for Oregon

Connor Reiten
(503) 310-4831
Nonprofit

kreativ LLC

Ashtyn S. Ryan
PO Box 703, Bend, OR 97709
(541) 350-6770 • www.getkreativ.com
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Clare Kubota
19855 4th St Ste 105, Bend, OR 97701
(541) 330-6633
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Kenny Roberts
150 SW Scalehouse Loop Ste 102,
Bend, OR 97702
(541) 306-4036 • www.radsportusa.com
Bicycles - Sales, Service & Rentals

Saint Francis School

Becky McDonough
2450 NE 27th St, Bend, OR 97701
(541) 382-4701 • www.saintfrancisschool.net
Schools

Sisters Habitat for Humanity

Sharlene Weed
141 W Main St, Sisters, OR 97759
(541) 549-1193
Nonprofit

The A-Team Racing LLC

Gordon Aram
62860 Boyd Acres Rd Ste A9, Bend, OR 97701
(541) 550-7033 • www.a-teamracingllc.com
Auto Performance, Race & Sport Equipment



NO MORE SECRETS continues from page 8

"But I don't get that," he said. "If Ruffwear is able to do it here and realize critical mass—the logistics are there."

Companies like Ruffwear have indeed been able to achieve critical mass in Bend. Ruffwear saw more than \$7 million in sales as of 2012, and is now distributed by 2,339 retailers in 41 countries.

As Ruffwear Founder Patrick Kruse describes it, it's actually the location that makes Bend the perfect spot for an outdoor company.

"Since we build Ruffwear performance dog gear for these demanding outdoor pursuits, Bend is the perfect blend of geographic proving grounds for our products," said Kruse. "In a single day we can test our gear in the snow of the Cascade mountains, riparian habitats along the Deschutes River and then head out east to our desert testing grounds in the Badlands."

Now BEDAB and its member groups are turning their attention to taking Kruse's message to the masses. In January of 2014, Ruffwear, EDCO and the City of Bend threw a Bend-themed party at Outdoor Retailer, a major national outdoor industry trade show. With Silipints full of De-

schutes Brewery beer for refreshments, the attendance, and the energy ran high.

The show yielded more than 250 contacts for EDCO's business team. Each will receive a follow up contact as part of this strategic effort to grow the outdoor industry in Bend.

In the meantime, EDCO has begun holding regular outdoor industry roundtables in Bend, offering business leaders critical networking opportunities and a forum to share their ideas for how to make Bend a better place for outdoor businesses.

These meetings are leading to new ideas in Bend, such as the recently created outdoor incubator project that aims to grow new outdoor businesses in Bend from the bottom up. One way or another, the news about Bend's excellent outdoor industry potential is about to be out.

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Bend Chamber member, the Bend Park & Recreation District, is working on a number of major construction projects, including three that will significantly impact future recreation opportunities in Bend.

Funded by the bond measure passed in 2012, the projects range from the Simpson Avenue Pavilion, a new facility to support ice sports and other recreation, to the Colorado Dam Safe Passage on the Deschutes River and the creation of a new park called Riley Ranch Nature Reserve.

Outside Bend

*By Rachael Rees van den Berg
Bend Chamber of Commerce*



“As a special district, the District’s mission is to support the community and its unique character with exceptional parks and recreation services,” said Colleen McNally, marketing manager for the Bend Park & Recreation District. “The

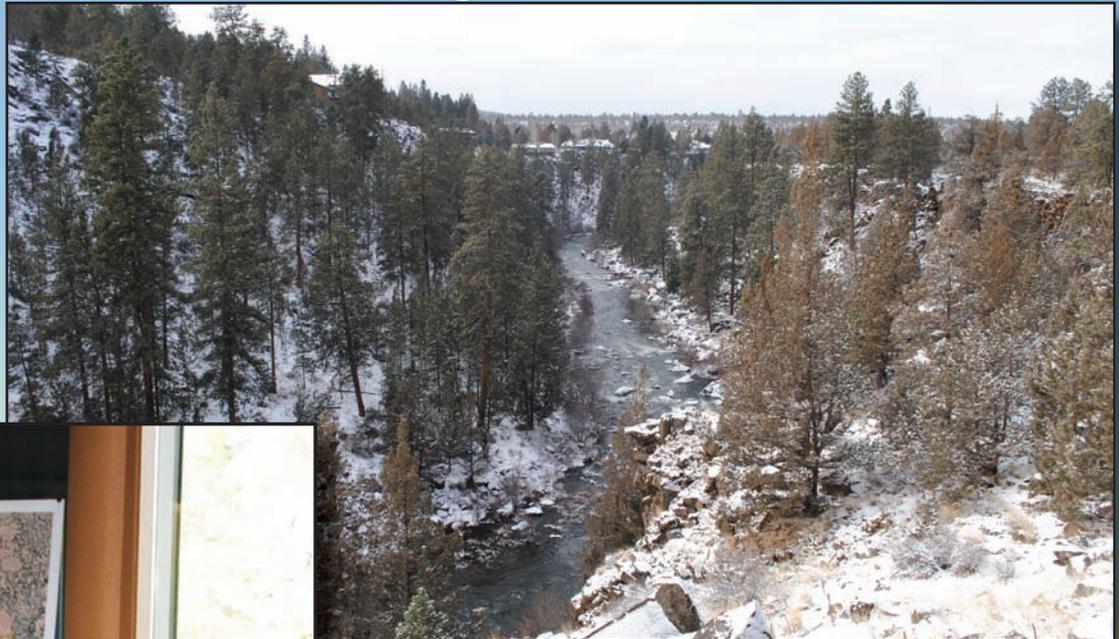
community’s recreational needs are our focus and our sole mission.”

Established in 1974, the Bend Park & Recreation District currently maintains and operates more than 2,600 acres of parkland, 81

parks and open spaces, 65 miles of trail, Juniper Swim & Fitness Center and Bend Senior Center. Offering more than 770 recreation programs, the District employs more than 300 staff.



Parks & Rec. Projects



Simpson Pavilion:

The Simpson Avenue Pavilion will be located between Colorado and Simpson Avenues in the former Mt. Bachelor Park & Ride lot. Construction on the \$11.3 million project began in November and is expected to be completed next winter.

From November to March, the pavilion will feature a full-size NHL hockey ice

rink, creating a venue for the ice-sports community. From April to October, the pavilion will house a variety of recreation activities such as court sports, youth summer camps and special events.

“There’s great opportunity for several kinds of recreation programming that can happen in one place,” McNally said. “When you consider all the potential uses throughout the year, the facility can meet the needs of a variety of user groups.”

Riley Ranch Nature Reserve:

A unique property within the District, the Riley Ranch Nature Reserve, a 184-acre property north of Awbrey Butte, is expected to be complete by spring of 2016. To help design the future park, an 11-member citizen advisory committee worked with

District staff and expert consultants on the Riley Ranch project throughout 2014.

“The committee consisted of a large, diverse and opinionated group of citizens from all around the district that engaged in an extensive review of the proposed design and management plan for the Riley Ranch Nature Reserve,” said committee member Nathan Hovekamp, PhD. “The result is a beautiful public park protecting wildlife habitat, connecting to the larger trail system and providing

visitors the opportunity to enjoy a striking patch of nature right on the edge of the city.”

Riley Ranch will be similar to Shevlin Park, offering recreational activities such as nature observation, photography, fly fishing and hiking.

The park's permitting process is underway and construction is scheduled to begin by fall 2015 with a total estimated budget of \$3.7 million. In the meantime, public access to Riley Ranch is closed.

Colorado Dam Safe Passage:

Floating down the Deschutes River from Farewell Bend Park into Drake Park is a popular activity for tourists and locals alike. On peak days, more than 3,000 people float the river, McNally said.

River floating began in earnest in Bend when Farewell Bend Park opened access to the Deschutes River above the Colorado Avenue Dam in 2005. Since then, there have been several accidents and one death at the dam.

The main objectives of the Colorado Dam Safe Passage project are to make the area safer for users and to enhance the current experience on the river, McNally said. It will allow river users to travel downstream without having to exit for the dam. In addition to improving safety, the project will feature a white water park with adjustable pneumatically-controlled waves for kayakers, paddle boarders and surfers, as well as improvements to fish passage and river habitat.

Construction on Colorado Dam began in October. The dam is being reconstructed to create three river channels: one for fish, one that will create the

white water surf park and one that will serve as a safe passage for floaters.

Other area improvements at the dam and adjoining McKay Park include a new pedestrian and bicycle bridge, restrooms and changing facility and an area for spectators to watch the white water activity.

With a total budget of \$9.6 million, the project is funded by the bond, District facility reserve funds and fundraising commitment of \$1.13 million from river recreation group, Bend Paddle Trail Alliance.

The safe passage of the dam is expected to be complete this summer. The entire project is projected to wrap up in 2016. To view construction, the District has a live camera feed and timelapse videos available on its website at www.bendparksandrec.org.

Learn More Be Involved:

“With many major projects under construction and overall recreation program participation and facility use trending upward, 2015 is set to be another busy year for Bend Park & Recreation District,” McNally said.

She encourages members of the community to take a look at the current projects pages on the District's website at www.bendparksandrec.org or to read the District's seasonal “Playbook” recreation magazine, which was recently mailed to District residents.

“Always keep an eye out for community meetings, questionnaires and surveys,” she said. “If you have a particular interest, you can contact us for more information or to offer your input. Community involvement is always welcome.”

Give your input on the redevelopment of Mirror Pond and downtown

The Mirror Pond Ad Hoc committee invites citizens to give input on a new concept to address the future of Mirror Pond.

Attend one of the following community meetings this month to learn about the new Mirror Pond and Downtown Redevelopment concept:

- Wednesday, Jan. 7 from 5:30 -7:00 p.m. Sky View Middle School, 63555 NE 18th St

- Tuesday, Jan.13 from 6- 7:30 p.m. Oxford Hotel, 10 NW Minnesota Ave.

Meetings will include a brief presentation followed by a question-and-answer period.

Give your input at mirrorpondbend.com. You can read about the project, view images and offer feedback via a short on-line questionnaire. The public input period closes Jan. 31.

For additional project information or to request a paper questionnaire to be mailed, visit www.MirrorPondBend.com or call (541) 706-6151.

Bend Park & Recreation District

Administration, Recreation Services and Planning & Design
Hours: Monday - Friday,
8:00 am - 5:00 pm
799 SW Columbia Street, Bend, OR 97702
(541) 389-7275
info@bendparksandrec.org

Juniper Swim & Fitness Center

Hours: Mon.- Fri. 5:00 am - 9:00 pm, Sat. 8:00 am - 6:00 pm, Sun 9:00 am - 6:00 pm
800 NE 6th St, Bend, OR 97701
(541) 389-7665
Bobs@bendparksandrec.org

Bend Senior Center

Hours: Mon. - Thurs. 7:30 am - 7:00 pm, Fri. 7:30 am - 4:00 pm, Sat. 9:00 am - 3:00 pm
1600 SE Reed Market Road, Bend, OR 97701
(541) 388-1133
sueb@bendparksandrec.org

JOIN US FOR
WINTER-
SPRING 2015
RECREATION

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How do we do it?

Through play, BPRD engineers a joyous mixture of exploration and discovery - and plants the seed for amazing experiences.

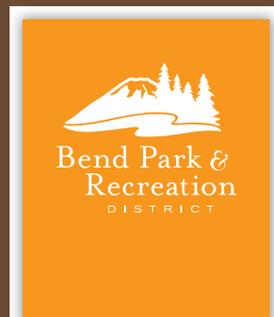
We offer opportunities and places to grow and to thrive.

Play for Life brings possibility to all ages in our community, from 1 to 100.

Don't get us wrong. We take our playful role seriously.

We are instigators, planners and stewards, encouraging our community to Play for Life and Live to Play.

Learn more at
www.bendparksandrec.org
or call (541) 389-7275.



play for life



OREGON Outdoor Alliance

By Rachael Rees van den Berg
Bend Chamber of Commerce

What began as an effort to support the Bend Economic Development Advisory Board and Economic Development for Central Oregon at an outdoor trade show, has grown into a new support group for the outdoor industry in Central Oregon called the Oregon Outdoor Alliance.

The initial goal was to help recruit companies in the outdoor industry and encourage them to relocate to Central Oregon, said Van Schoessler, a member of the Oregon Outdoor Alliance Steering Committee. But after the trade show, Schoessler said the organization, previously called the Outdoor Round Table, realized the recruitment model wasn't the direction it wanted to pursue.

"Rather than trying to recruit and draw businesses in, we decided to take care of our own," said Schoessler, who's also the sales manager for Seattle-based Stanley and Pacific Market International. "We realized once we establish a robust industry in Bend, companies are going to want to come here without us asking."

The Oregon Outdoor Alliance decided to cultivate the outdoor community that currently exists in the region through education and networking.

"As the economy went into the tank in 2008, the whole community was hit big time," he said. "What Bend doesn't have is enough diversity. We're trying to diversify the economy so Bend has more balance ... The outdoor industry is very solid and doesn't experience a lot of fluctuation so it can be a stabilizer to the economy."

In May, the alliance hosted its first meeting, which Schoessler said confirmed the need for the organization.

"We thought 10 to 12 people would show up and there was about 60," Schoessler said. "There were people who had started companies in their garages and office buildings."

Today, the Oregon Outdoor Alliance is aiming to be the umbrella organization that pulls together and helps strengthen the outdoor industry in Central Oregon. It has more than 170 members and a six-member steering committee. Bimonthly meetings are hosted at different outdoor manufacturers in Bend. The next meeting is scheduled for Jan. 14 at Pine Mountain Sports off SW Century Drive.

Meetings attract a range of stakeholders in the outdoor sector from wholesalers and retailers to marketing, PR and financial service professionals, he said. Each meeting starts and ends with networking and includes an educational presentation from a keynote speaker. The January meeting will feature Chris Van Dyke, a former employee of Nike and Patagonia and the founder of outdoor apparel manufacturer NAU.

The Oregon Outdoor Alliance also plans to host a fair this spring that will help companies in the outdoor sector learn what resources are available for them to grow or start a business.

One of those resources is a new incubator for companies in the outdoor industry called Bend Outdoor Worx.

Bend Outdoor Worx launched in April and had its first graduating class last month, said founder Gary Bracelin. While the Oregon Outdoor Alliance is a wider-reaching, all-encompassing organization, he said Bend Outdoor Worx focuses on helping a few companies at a time through a four-month program that dives into their branding, budgets and business models.

"Both organizations want to see the outdoor industry get stronger in Bend because it makes so much sense," Bracelin said. "It seems like a natural fit for Bend."

Bend Outdoor Worx is accepting applications for its next session, which is scheduled to start in March.

For more information go to:
www.oregonoutdooralliance.org

Renewing Members November 2014

27 Years

Deschutes Brewery Inc

21 Years

Awbrey Glen Golf Club
Merrill Lynch

16-20 Years

A-1 Westside Storage
DoubleTree by Hilton
Les Schwab Tire Center - South
Norman Building & Design
Oregon Employment Department - WorkSource

11-15 Years

At Home Care Group
Birtola Garmyn High Desert Realty
Powers of Automation Inc
The Newberry Eagle

6-10 Years

Approved Cleaning Solutions
Balanced Solutions
Bend Dermatology Clinic LLC
Bend Dutch Vacation Rentals Inc
Central Oregon Office Solutions - Xerox
Compass Commercial Business Sales & Acquisitions - Peter May
Crystal Lake Property Management
DermaSpa at Bend Dermatology
Family Business Advisers/Excell Oregon
Francis Hansen & Martin LLP
Les Schwab Tires
McGregor - Caverhill CPA PC
Mill Inn
Phagans' Central Oregon Cosmetology College
SELECTEMP
Two Old Hippies LLC
Westside Church (Bend Foursquare)
ZIPLOCAL

1-5 Years

All Star Storage
Black Canyon Woodworks
Brightside Animal Center
Cascade Lakes Race Group
CVT/Cascadia Vehicle Tents
D. L. Drury Custom Woodworks Inc
Family Resource Center of Central Oregon
Fred Real Estate Group
H D Courier
Hanson & Co PC
Honoring Elders
Junior Achievement
Mobile Cat & Dog Vet
Northwestern Home Loans
Overhead Door Company of Central Oregon
Parr Accounting Group Inc
Pink Chandelier Cleaning Service
River Run Lodge & Event Center at Eagle Crest
Salmagundi of Bend
Tri County Climate Control
US Bank - Century Dr
Worthy Brewing LLC

Ambassador

of the month



Tonya Bernardy

Ambassador Tonya J. Bernardy, business relationship manager with OnPoint Community Credit Union.

It is a great honor to be recognized as Ambassador of the Month for the second time this year! I have had the privilege of being involved with the Bend Chamber as an Ambassador for 12 years, including serving as Executive Committee Chair for 2013 and the Incoming Chair for 2016. It is the Bend Chamber that has helped me network throughout the business community, making great connections I wouldn't have made otherwise.

Being an Ambassador for the Bend Chamber of Commerce has allowed me to work with both new and existing members to help them take advantage of all the chamber has to offer. I find that different members have different needs and wants from their membership. While some may join for the networking opportunities, others may join to take advantage of the Professional Enrichment and Education opportunities. The Bend Chamber is an

essential link in helping keep our business community connected and informed.

Professionally, I work for OnPoint Community Credit Union as a business relationship manager. OnPoint Community Credit Union is a financial cooperative, founded by 16 schoolteachers in 1932. Their inspiration was to create a safe place to save their money and to provide low-cost loans for those looking to build a better life. I am fortunate to be in the role to assist new and existing business members with business loans and accounts.

I have lived in Central Oregon for 19 years and couldn't imagine living anywhere else. I am married to my wonderful husband, Brandon, and have three children, Kaitlyn 21, Shaye 12 and Jacob 9. When we are not busy with activities for the kids, we enjoy camping, boating and fishing.

I am so thankful to be a part of the Bend Chamber. I would like to thank the wonderful staff, board of directors, and my fellow Ambassadors for all you do to serve this outstanding community!

Women of the Year

NOW ACCEPTING NOMINEES!

The Bend Chamber is recognizing the strength of women leaders in our community at the first annual Woman of the Year Awards Banquet this March.

Honor an accomplished woman you know by sending in a nomination to the Bend Chamber for one of the following award categories:

• **WOMAN OF THE YEAR** - Recognizes women who have excelled in their career, field or passion and/or have made a significant achievement in a traditionally male-dominated area.

• **YOUNG WOMAN OF THE YEAR** - Shines a spotlight on young women 18-30 years of age who have excelled in aspects of their career or community-related efforts.

• **COMMUNITY HERO** - Acknowledges a local hero and/or volunteer and women who are making outstanding contributions to their local community.

• **YOUNG HERO AWARD** - Acknowledges a local young lady 14-17 years and/or volunteer who are making outstanding contributions to their local community.



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Members *in the* News

Susan Durkheimer

Susan Durkheimer, a principal broker with Harcourts The Garner Group Real Estate in Bend, has earned accreditation as an Earth Advantage Broker upon completion of a two-day course administered by Earth Advantage. The course gives real estate professionals the skills to communicate with clients about the value and benefits of green construction.

Jamie Vogt

Awbrey Glen Golf Club announces the hiring of a new Administrative Assistant, Jamie Vogt. Jamie has many years of administrative/clerical experience from working at the Southern California Golf Association to working within the school districts of Redmond and Prineville.

Keith Dodge

Keith Dodge announces the creation of his new firm, Keith L. Dodge, CPA LLC. Keith has been an accountant for over 22 years. His new firm specializes in tax consultation and preparation. It can work with any type or size of business, rental owners and clients with property or businesses in other states.

Breanna Lewis

Accurate Accounting & Consulting is pleased to announce their newest member, Breanna Lewis. Breanna is currently a senior at Bend High School and will be graduating early June

of 2015. Breanna was a Gymnastic coach prior to her employment at Accurate Accounting & Consulting.

Jordan Lanigan

Jordan Lanigan is the newest member to Accurate Accounting & Consulting's team. Jordan Graduated from COCC in 2010 with an Associate of Applied Science degree in Business Administration. Jordan also graduated from Southern Oregon University in 2012 with a Bachelor of Science degree in Economics with a Concentration in finance.

Larry Blanton

Larry Blanton, Sheriff of Deschutes County, was awarded "Sheriff of the Year" at the Oregon State Sheriffs' Association annual awards ceremony. The award recognizes his service to the Oregon State Sheriffs' Association, the contributions he's made to improve the sheriff's office and for his community involvement.

Jim Mazziotti

Jim Mazziotti, principal managing broker and franchise owner of Exit Realty Bend, recently received the ESPIRIT DE CORPS award, one of Exit Realty International Corporations most esteemed awards, at the 16th Annual International Convention. The award points to a recipient's community presence, professionalism and undaunted perseverance.

NeighborImpact

NeighborImpact announces new board leadership

A new slate of officers will lead the NeighborImpact Board of Directors starting in January. After two years of leadership, Board Chair Susan Bailey has passed on the gavel and will be replaced by in-coming chair, Chad Carpenter. The board of director's plays an important role in helping NeighborImpact staff better serve the economic and social interests of Central Oregon families and individuals.

Small Business Development Center

Business owners in Central Oregon have a new tool available to them through the Small Business Development Center at Central Oregon Community College called GrowthWheel. GrowthWheel is designed to help companies take action to move their business forward. Advisors at the SBDC will be using GrowthWheel to assist business clients in all aspects of operating a successful business.

Start Making A Reader Today

Start Making A Reader Today, the statewide early literacy nonprofit organization, was named the recipient of the 2014 Library of Congress Literacy Award in the American Prize Category. SMART was selected from hundreds of applications from organizations throughout the nation. During the 2013-2014 school year, SMART served over 9,100 children throughout Oregon.

Mid Oregon Credit Union

Mid Oregon Credit Union was honored at the recent Northwest Credit Union Association annual convention for their impactful outreach efforts with "Pay it Forward". Mid Oregon Credit Union received a regional award, and will now move to the Credit Union National Association Awards competition, where it will be judged alongside credit unions from around the country.

Mosaic Medical

Mosaic Medical is relocating its Bend Family Medicine and Pediatric clinic into a new 2,400-square-foot facility this spring. Currently located at 409 N.E. Greenwood, the clinic will be moving into the Ward building at 2084 N.E. Professional Court across from St. Charles Hospital-Bend.

Harcourts The Garner Group Real Estate

Agents of Harcourts The Garner Group Real Estate in Bend earned 12 awards from Harcourts USA for superior performance during the third quarter of 2014. In addition, the locally-owned real estate agency won a Platinum Award for outstanding performance as a company.

The Giving Plate

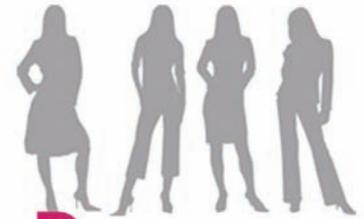
The Giving Plate is pleased to announce a generous contribution from On-Point Community Credit Union to "empower people to improve the quality of their lives and to help make our community a better place". Monthly, The Giving Plate gives boxes of nutritious food to more than 2,000 children and adults who need basic food support. TGP also gives Saturday sack lunches and extra weekend food to more than 200 children.

Cynthia Armstrong, Board Director
The Giving Plate, Inc.
Phone: 541.317.3532
Cell: 973.698.3814
cjarmstro@aol.com

**SUBMIT YOUR NEWS
TO RACHAEL REES VAN DEN BERG
AT RACHAEL@BENDCHAMBER.ORG
BY THE 10TH OF THE MONTH**



BEND
The CHAMBER
WOMEN's Roundtable
An awesome network of women starts with you **Series**



Creative Power

January 29
from 5- 8 p.m.
Event details at
BendChamber.org

Join the Bend Chamber of Commerce for an evening of **Creative Power**, a fun and soulful two-part experiential workshop that will use a no-rules approach to art to help us unleash our bold and beautiful inner selves.

Paint and express yourself beside other women in the community during the event led by Amy Turner, the founder of The Courage Tribe.

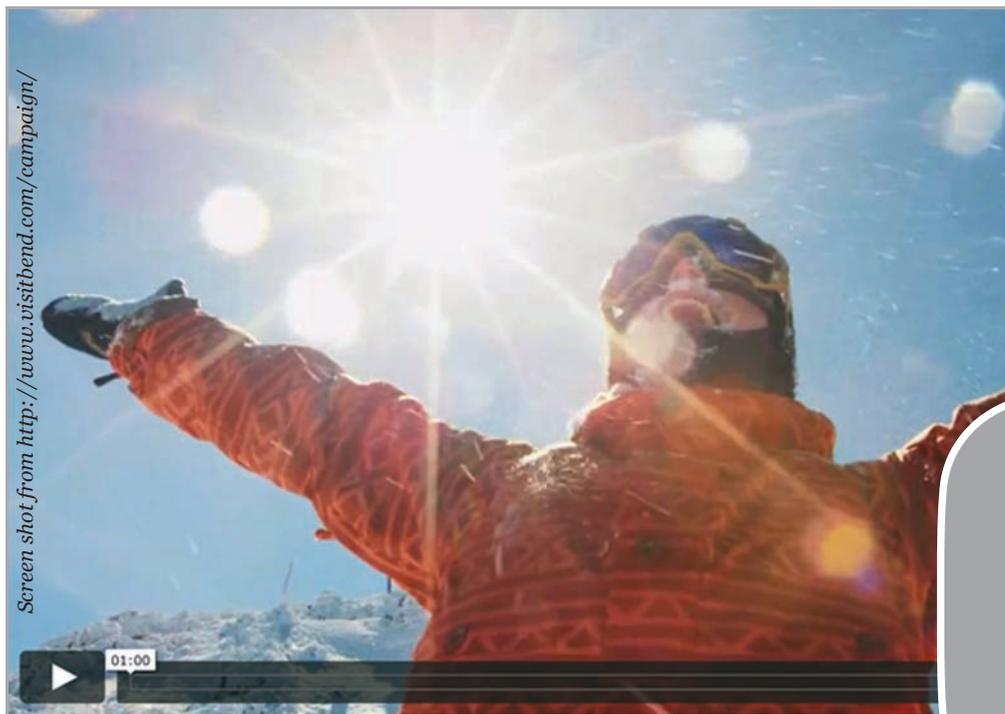
You will enjoy rich discussion about courage and living creatively, then you'll take that courage and go to work on a blank sheet, paintbrush in hand! Amy will guide you through the age-old practice of spontaneous, intuitive painting – painting not for aesthetic value, but for the process of painting – to allow you to quiet your inner critic and

experience the freedom to break through blocks that hold you back.

Both parts in the series are designed to support one another, yet each can be attended as a stand-alone workshop.

Kick-start your juicy, creative power and network with other women. Women of all ages, levels and abilities welcome. No artistic experience is necessary. Materials provided.

Amy Turner, founder of The Courage Tribe, is an inspired Courage Coach, artist, women's creative empowerment workshop facilitator, registered yoga instructor, writer, and mother to two amazing young children. Amy's passions are to lead clients in finding the connectedness and strength of their mind, body and inner guidance - whether on a mat or in front of a canvas - so that they may bring the gift of their true selves to the world. She specializes in Hatha-based chakra balancing yoga, acrylic painting and igniting others toward their own personal empowerment. A world traveler and Oregon native, Amy resides in Bend. You can find her at thecouragetribe.com. Join The Courage Tribe, inquire about workshops, classes, speaking engagements, or just say hello...she'd love to hear from you!



BEND Inside OUT

By: Rachael Rees van den Berg
Bend Chamber Communications Coordinator

Bend has it all. Whether you want a pint of the newest craft beer, or to burn off some calories on Mt. Bachelor, to network with business leaders at an economic forecast put on by the Bend Chamber, or enjoy top quality jazz at a boutique hotel - there's something for everyone.

But not everybody knows about us. The Bend Chamber's community partners - Visit Bend, Central Oregon Visitors Association and Economic Development for Central Oregon- are working to change that. They are striving to get Bend on the map as an up-and-coming entrepreneurial hot spot to start or relocate a business, as well as the destination to spend a family vacation.

Bend's tourism industry is extremely healthy, said Doug La Placa, CEO and president of Visit Bend.

"2014 marked the industry's third consecutive record year, and we're anticipating the positive momentum to continue through winter," he wrote in an email. "It's difficult to find a business in our community that is not benefitting from the growth of Bend's tourism industry."

Despite the tourism industry's strong growth, winter and shoulder seasons continue to be a challenge, he said.

"It's common for winter citywide lodging occupancy rates to dip below 35 percent," he wrote. "Improving this unhealthy seasonality curve is Visit Bend's primary objective."

In a direct effort to improve Bend's winter tourism economy, Visit Bend launched the largest out-

of-state winter marketing campaign in the city's history in October. This campaign is expected to reach more potential visitors than any campaign ever before.

"Bend's winter campaign is intended to serve as a personal invitation to come enjoy the lifestyle and beauty that makes Bend so special," La Placa wrote.

The focus of the campaign is to attract winter and shoulder-season visitors from Oregon and Seattle - Bend's second largest market in terms of geographic origin of visitors.

With Visit Bend targeting Oregon and Washington this winter, COVA's emphasis is on the Bay Area, said President and CEO Alana Hughson.

Central Oregon Visitors Association, the region's tourism agency, is in its final year of its three-year strategy to develop the San Francisco / Northern California market.

"COVA's strategy for winter was developed as a cooperative marketing campaign with Mt. Bachelor," she wrote in an email. "Continuing the momentum of COVA's robust spring campaign in the Bay Area, the winter messaging now in the market will resonate to build awareness of Central Oregon as a year-round destination."

Media tactics of COVA's winter campaign include digital and print advertising with a call to action for Mt. Bachelor winter vacations.

"This co-op is further leveraged by COVA's

'Wintercation' marketing co-op with Travel Oregon; an entirely online campaign developed to drive winter vacations to Oregon destinations," she said.

In addition, COVA has partnered with Mt. Bachelor and Alaska Airlines to develop and promote fly/ski packages. It's also developing a similar ski vacation package offering with American Airlines that is expected to launch this month.

Hughson said COVA has historically taken leadership in building awareness in new, developing markets; with a heavy emphasis on market development that will enhance and support the region's commercial air service routes.

"COVA will continue a primary emphasis in the Bay Area in 2015 with a secondary strategy to incorporate the developing market of southern California and retention of the RDM-LAX non-stop flights," she said.

According to a study conducted by Central Oregon Community College in 1998, 68 percent of new business starts in Central Oregon were a direct result of people who had initially visited while on vacation. While the data is older, Hughson said, based on the market, she expects percentages today are similar.

When a business owner is considering moving his or her company to Central Oregon, Economic Development for Central Oregon helps that owner determine if our region is the right fit.

Continued on page 20



BEND *Inside* OUT

Continued from page 19



GOLF COURSES



EQUIPMENT RENTAL



GUIDE SERVICES



SHOPPING

screen shot from <http://visitcentraloregon.com/>

EDCO connects potential companies with local business owners, workforce experts, financial institutions and professional service firms. The organization hosts site visits of different properties, provides companies general and specific analysis of business costs in Central Oregon and educates companies about the available incentives.

In a perfect world, a third of EDCO's projects would be recruitment efforts to bring in companies from outside of the area, said Roger Lee, executive director of EDCO. "It's difficult for companies to pack up and move to a new location," he said. "But when they do, it's a win for those businesses and Central Oregon."

The region benefits from new jobs, as well as new types of employers that help diversify and strengthen the economy, Lee said.

"We're working with about 50 companies on recruitment right now," he said.

Those companies are based throughout the country and a few are even from overseas, he said.

EDCO's 2015 recruitment goal is to relocate at least 12 companies to Central Oregon. If achieved, those companies would create a minimum of 333 new jobs, have a new payroll of at least \$13.5 million and result in new capital investment of at least \$66.7 million, Lee said.

"Recruiting businesses from outside of the region is an important way to bring in new employment options for residents and to support the existing businesses that are here by enhancing the supply chain," he said. "New residents and businesses also often bring in capital, ideas and ways of doing things that boosts vibrancy and helps prevent the community from stagnating."

BEND

Business Journal

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2014 Sage Awards

And the winner of the People's Choice Award is . . .



Twist Cocktail Catering Co.



By: Rachael Rees van den Berg
Bend Chamber Communications Coordinator

Twist is a beverage catering company that provides, serves and sells alcohol for parties and events throughout Central Oregon.

“We provide the liquid aspect for parties, which is often considered the most important element of an event,” said Stephanie Anderson Stroup, owner of Twist Cocktail Catering Co. and its sister company, Olive Bartending Service. “A bar is typically the first thing to show up and the last thing to go home. It’s what a party is often centered around.”

Anderson Stroup launched her business in May 2008 when she kept seeing a recurring issue at events she was attending in town.

“I saw parties and events running out of alcohol, long lines, untrained servers and overall unorganized bars,” she said. “I started the company because I was tired of going to events and seeing the alcohol portion executed poorly.”

People have a party because they’re celebrating something really important, she said. And if an important celebration is going on, she said it’s key to make sure all the elements of the party are done well.

Twist’s sole focus is to provide excellent beverage service, she said.

“There are companies out there that will do it all, but I think by fo-

cus on one thing, we are setting ourselves and our clients up for success,” she said. “Instead of being a jack of all trades, Twist is the mix master of one.”

Anderson Stroup has about 22 part-time employees in the summer and 12 in the winter months. Her employees essentially act as event coordinators, overseeing the timing and flow of a party, she said.

“They know how to troubleshoot bar issues and make smart, classy cocktails, as well as read and manage a crowd,” she said. “My staff are customer service experts first, and bartenders second.”

Anderson Stroup said she plans to expand Twist’s capacity so the company can serve more clients on popular event days. She also plans on growing Olive Bartending Service - a bartending service for clients that already have their alcohol. Anderson Stroup currently operates Olive in both Central Oregon and in the Columbia River Gorge. She’s looking to serve the Eugene and Klamath Falls markets in the near future.

“I was honored, tickled and shocked to receive the People’s Choice Award,” Anderson Stroup said. “I felt incredibly honored that my peers picked this company as one of its favorites.”

Events



REGISTER FOR CHAMBER EVENTS AT BENDCHAMBER.ORG/CHAMBER-EVENTS

January 2015

January 6 | Tuesday
What’s Brewing?
Legislative Outlook – 2015
5 - 7 p.m.
Deschutes Brewery Public House
– Tap Room
1044 NW Bond Street
Panelists include: State Senator Tim Knopp
State Representative Knute Buehler
Lobbyist, Kancler Consulting LLC,
Erik Kancler
\$15 Members | \$20 Community

January 7 | Thursday
ConnectForLunch
12 - 1 p.m.
At participating Bend Chamber member restaurants
bendchamber.org/chamber-events

January 8 | Thursday
Ribbon Cutting
4:15 - 5:00 p.m.
Hayden Homes
63261 Newhall Place
(from OB Riley Rd turn east onto Mistral Lane, this will intersect with Newhall Place)
FREE

January 13 | Tuesday
Membership 101
10 - 11 a.m.
Located at the Chamber Office
777 NW Wall St Ste 200
RSVP to Shelley 541-382-3221
FREE

January 14 | Wednesday
ConnectForLunch
12 - 1 p.m.
At participating Bend Chamber member restaurants
bendchamber.org/chamber-events

January 14 | Wednesday
Pints with our Pillars
ROGER LEE
5 - 7 p.m.
Deschutes Brewery Public House
– Tap Room
1044 NW Bond Street
First 50 Chamber Members to pre-register are FREE
\$15 Members | \$20 Community

January 15 | Thursday
Ribbon Cutting
4:15 - 5:00 p.m.
Ana’s Rose N Thorn
804 NE 3rd St
FREE

January 21 | Thursday
ConnectForLunch
12 - 1 p.m.
At participating Bend Chamber member restaurants
bendchamber.org/chamber-events

January 27 | Tuesday
Ribbon Cutting
4:15 - 5:00 p.m.
Stahancyk, Kent & Hook PC
158 NE Greenwood Ave Ste 1
FREE

January 28 | Wednesday
Business After Hours
5 - 7 p.m.
EsthetixMD
115 SW Allen Rd
FREE

January 28 | Wednesday
ConnectForLunch
12 - 1 p.m.
At participating Bend Chamber member restaurants
bendchamber.org/chamber-events

January 29 | Thursday
Women’s Round Table KICK OFF!
Creative Power- Part I
5-8 p.m.
Location: TBD
Kick-start your juicy, creative power and network with other women. Women of all ages, levels and abilities welcome. No artistic experience is necessary.
Members: \$25 | Community: \$30
All Material Provided!

2015 Ambassadors

Debbie Agnew
Red Bee Press

Tonya Bernardy
OnPoint Community
Credit Union

Rachelle Chaikin
LegalShield Oregon

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

Jacob Fain
Morgan Stanley

Jacob Franke
Smolich Motors

Suzanne Johnson
Cascadia Gift Baskets

Brian Newton
Jones & Roth CPAs &
Business Advisors

Sean Rupe
Deschutes County
Title Company

Becky Vaughan
Horizon Pet Cremation

Jay Walsh
Team Sell Bend -
Shelley Hummel

Are you interested
in becoming a
Bend Chamber
Ambassador?
Contact Sandy
Stephenson to get
involved
phone:
(541) 382-3221

Ribbon Cuttings



*Allstate Ribbon Cutting
December 9, 2014*



*Cascade Custom Pharmacy Ribbon Cutting
December 11, 2014*



*ReStore Ribbon Cutting
December 9, 2014*



*Summit Family Eyecare Ribbon Cutting
November 25, 2014*

AUSTRALIA

Bend Chamber Goes Abroad

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

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

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

“The trips were originally intended to offer businesses a chance to interact with other countries they may do business with,” said Sandy Stephen-

son, the CFO and COO of the Bend Chamber. “But, it’s turned into more of a personal travel trip.”

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

“The group travel programs that are put together for the Bend Chamber are much better deals than you can get on your own,” Stephenson said. About 25 people have signed up for the Australia trip. For those that sign up before May 1, there’s a \$400 discount. Registration will close in early summer. For more information, contact Sandy at sandy@bend-chamber.org.

Experience
Australia!
in 2015 with the Bend Chamber

CALL TODAY 541-382-3221

Holiday Party

find and tag more photos!





It's the spark of an idea.

It's the ideas we shape together, the alliances we forge and the legacy we pass on.

It's access to new markets while preserving quality of life. It's not just the place we live but the place we're all creating. And it's why we work to connect and cultivate the business community in Central Oregon. **what we share.**



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