

THE REDMOND CHAMBER OF COMMERCE & CVB  
**BUSINESS NEWS**

FEBRUARY 2019

**FREE**



**CONGRATULATIONS!**  
TO KATIE HAMMER, REDMOND CITIZEN OF THE YEAR!

MEMBER BYTES • EVENTS • ECONOMIC UPDATE

ANNUAL CHAMBER AWARDS  
**WINNERS**

See Pages 8 & 9 for all the annual  
Chamber Awards Banquet Winners!



Redmond Chamber of Commerce & CVB  
446 SW 7th Street  
Redmond, OR 97756





# ANNUAL GOLF MEMBERSHIPS FROM \$999

Play Year Round. You Can't Beat It.



# \$299 PUNCH PASS PLAY UP TO 12 ROUNDS

Good On All Three Courses.

877.422.1048 | [EAGLE-CREST.COM](http://EAGLE-CREST.COM)

# 2019 BOARD OF DIRECTORS

LAURA GARCIA  
MAZATLAN MEXICAN RESTAURANT  
PRESIDENT

JENNIFER WERNER  
ALLIANCE PROFESSIONALS  
1ST VICE PRESIDENT

JILL CUMMINGS  
SUMMIT BANK  
2ND VICE PRESIDENT

DUSTIN HEWITT  
CENTURY 21 GOLD COUNTRY REAL ESTATE  
PAST PRESIDENT

DAVE STANDERWICK  
POLAR BEAR GAS & WASH

DAWN TOOMBS  
COMFORT SUITES REDMOND AIRPORT

JOSH WERNER  
EDWARD JONES INVESTMENTS

DAN DESPOTOPULOS  
DESCHUTES FAIR & EXPO CENTER

JERRY KELLER  
SHINING ENTERPRISES JANITORIAL &  
CARPET CLEANING

DEBI DIAMOND  
DIAMOND REFRIGERATION

JERRY ANDRES  
WORKHORSE SOLUTIONS

TINA REDD  
COCC - REDMOND CAMPUS

BEV CLARNO  
RETIRED SPEAKER OF THE OREGON HOUSE  
OF REPRESENTATIVES AND OREGON SENATE

JOHN MEYER  
EDWARD JONES FINANCIAL ADVISOR

JOE CENTANNI  
CITY COUNCIL - CITY LIASON

## CHAMBER STAFF

ERIC SANDE  
Executive Director

KARA ROATCH  
Events Director

CALEB THOMAS  
Marketing Director

AMANDA GLASSER  
Finance/Membership Director

JENNA FOX  
Convention & Visitor Services

# DIRECTOR'S

## message

# AWARDS BANQUET

by Eric Sande, Executive Director

Our first event of the year, the Annual Awards Dinner is now behind us, and we are diving head first into a new event season. The Annual Awards Banquet was held on January 18, celebrating the best of 2018. This is a great way to celebrate all the successes of the year and to get us motivated for the year ahead.

The banquet is always full of surprises and this year we handed out ten awards to those who made 2018 outstanding. The Ambassador of the Year went to Khrisma Carter, her delightful enthusiasm, southern accent and passion to help anything that is "for the children". Kara Roatch presented a special Young Entrepreneur Award to sisters, Penny and Patty Garner, for their entrepreneurial spirit and their business 2QT Patooties. Long time Redmond resident and creative tinkerer, Lee Barker, received the Golden Hammer Award. Lee was recognized for his constant willingness to help the Chamber with construction projects, especially for this year, building the Santa Super Switch 7000, a new tradition for lighting the Redmond Christmas tree. A special Life Time Achievement award was presented to Deschutes Fair and Expo, Director, Dan Despotopulos. Dan has been the Director of the Fair and Expo for 18 years and will be retiring on March 1, 2019. Our Community Service Award went to the Latino Community Association for their support and dedication to helping clients connect with the community. Les Schwab was recognized for their outstanding Customer Service. I know Les would be proud of his Redmond team. The

New Business award went to Redmond Snow and Skate and Rick Castro. Rick jumped right in his first year of business and hosted a skate event for youth. Business of the Year went to US Bank, for their involvement and support of the Chamber, sponsoring the Central Oregon Business Expo, the Bacon Brews and Balloon event and for their volunteer support of many events throughout the year. The final award of the evening was the Citizen of the Year Award, which was presented by last year's recipient, Diana Barker, to lifelong Redmond Area Parks and Recreation, Executive Director, Katie Hammer. Katie was recognized for her more than 20 years of service at making Redmond a better and healthier place. And, in a complete surprise of the evening, the Redmond Committee for Art in Public Places presented a beautiful art piece to the Chamber, which stated "In appreciation of the Redmond Chamber of Commerce for the support and ongoing commitment to promoting art in public places". As always it is a tremendous honor to recognize those who work to make Redmond the best it can be.

Thank you to all of our Ambassadors, event sponsors, Chamber sponsor members, Board members, the City of Redmond, the outstanding table decorators and all the award recipients for making 2018 outstanding.

### Legislative Session Begins

The 2019 Oregon Legislative session opened on January 22 and will run until June 30. This



full session will last 160 days, and already the first round of 1,500 bills and resolutions are released for lawmakers to consider during this session. The top priorities are starting to surface and include, creating a greenhouse gas "cap-and-invest" system, health care funding, housing and reforming public education. Already legislators are meeting to figure out how to raise the revenue to meet these priorities. The Oregon Revenue Roundtable document lays out a tax reform package and I encourage you all to read it. The document is available to read on the Chamber web site as part of a weekly Advocacy Update report from the Oregon State Chamber of Commerce (OSCC). We will be posting the OSCC updates on our website weekly under the heading of "News". If you are interested in following along with what is happening in Salem you can sign up to receive the weekly updates from OSCC. I encourage you to get engaged and if you would like to be part of the Redmond Chamber's Government Affairs Mobilization Team, please give me a call at 541-923-5191 or email me at [eric@visitredmondoregon.com](mailto:eric@visitredmondoregon.com).

### Happy Valentine's Day!

Did you know, Oregon was signed into Statehood on February 14, 1859 and is known as the Valentine State.

## REDMOND CHAMBER PREMIER LEVEL MEMBERS

PLATINUM											
SILVER											
BRONZE											

# WELCOME NEW MEMBERS

## **Ronald McDonald House Charities**

M. Lauren Olander  
Call for Appointment  
541-728-4378

## **Redmond Easy Storage**

Lindsay Hebrard  
300 NE Kilnwood Pl.,  
Redmond OR 97756  
541-234-5000

## **Willow Wild**

Nicole Meagher  
321 SW 6th St.,  
Redmond OR 97756  
503-428-2726

## **Cheryl Ann Hair Design**

Cheryl Ebers  
725 SW 8th St.,  
Redmond OR 97756  
503-702-5038

## **Meredith Lodging**

Kelly Newcombe  
57100 Beaver Drive, Bldg 13,  
Sunriver OR 97707

## **Gompers Distillery**

Michael Hart  
62075 Torkelson Road, Bend  
OR 97701

# MEMBER

## bytes

### *Redmond Proficiency Academy*

The Redmond Proficiency Academy is pleased to announce that twelve RPA students have been awarded seven Gold Key, thirteen Silver Key, and eight Honorable Mention awards in the Scholastic Art & Writing Awards, an annual competition open to all Central Oregon middle and high school students.

“These students have worked hard developing their unique styles and creativity. I am so proud to see them recognized for their exceptional commitment and their talent in art,” said RPA middle school art teacher Myria Bury. “It is a great honor to teach such talented students in an environment where their individuality shines.”

RPA students who were recognized for their work in photography, sculpture, ceramics, digital arts, and drawing and painting include middle school students Doris Nash,

Ybella Gutierrez, and Kaylie Kliewer, who all earned Silver Keys in drawing and painting, and Gabby Jimenez, who earned an honorable mention. High school students Michaela Alexander (two Gold Keys in painting, two Silver Keys in digital art), Jessica Alonso (Gold Key in painting), Chloe Leis (Gold Key, two Silver Keys, and four Honorable Mentions in photography), Lily Yeatman (Gold Key, two Silver Keys, and an honorable mention for sculpture), Natalia Ruiz (two

Silver Keys in painting), Nova Papisodora

(Silver Key in mixed media), and Aubrey Luse and Dorlma Wang who both earned an Honorable Mention for drawing and illustration.

“This is our tenth year participating in Scholastic, and it’s been amazing to see the participation grow,” said RPA high school fine arts teacher Ethan Stelzer. “The first year we had only one entrant, and now we have to limit the amount of works students can enter because there’s not enough space to host the exhibit.”

“Last year I put in a couple works of art and got one Honorable Mention. This year I really tried to put my all into photography and I learned a lot,” said Gold Key award winner Chloe Leis. “Receiving two gold keys is an incredible honor, and I’m very excited to have my work put in a gallery next to other talented artists.”

The eleventh annual Scholastic Art Awards Ceremony will be held Saturday, February 9, at 2:00 p.m. in the Pinckney Center for the Performing Arts at Central Oregon Community College in Bend. Nearly 800 individual artworks created by students from 15 area schools were judged by a panel of artists and instructors, resulting in over 100 award-winning pieces.

All award-winning work will be on display from February 9, until March 1, 2019, in the Pinckney Gallery at Central Oregon Community College in Bend during regular gallery hours.

### *Essential Oil HQ*

Come see us for our Grand Opening Saturday the 23rd! Essential Oil HQ is all about natural wellness solutions, so our Grand Opening will reflect that. While you’re here, sample some of our favorite products and make one of our essential oil infused DIY recipes. This event will be Open House style, so come down whenever you are free. Ribbon cutting will be at 1:30. The Grand Opening will be followed by an “Essential Oil Basics” class at 4:30, so feel free to stick around for that!

### *Central Oregon Heating, Cooling & Plumbing*

Central Oregon Heating, Cooling & Plumbing is pleased to offer our customers financing options.

If you are in need of major repairs or just want to upgrade your existing equipment, we have convenient financing options available.

Please contact Central Oregon Heating, Cooling & Plumbing at (541) 923-1855 or visit CoHeating.com for more details.

### *Redmond School District*

Redmond School District graduation rates are

*To submit a Member Byte, email your 150 word article to [info@visitredmondoregon.com](mailto:info@visitredmondoregon.com)!*

It’s a great time to join the Redmond Chamber and a better time to refer a new business! You will get \$30 credit for each referral. Ask Amanda for more info.

Email [amanda@visitredmondoregon.com](mailto:amanda@visitredmondoregon.com)

or call 541-923-5191

up over three percentage points from last year — outpacing the graduation rate of students statewide and increasing 12 percentage points over the past five years, according to a report released by the Oregon Department of Education today.

Redmond School District's graduation rate for the Class of 2018 Cohort was 82.86 percent, up from 79.28 percent last year and four percentage points higher than the overall state average graduation rate of 78.7 percent.

"I'm elated our graduation rates are improving and our investment in student success is paying off," Superintendent Mike McIntosh said. "Our district is moving in the right direction, and this level of improvement encourages us to continue to provide the opportunities that ensure all Redmond students are graduating prepared for college and career."

According to Director of Secondary Education Tracie Renwick, several noteworthy strategic efforts have directly contributed to the district's success:

High School Success Fund (Measure 98 Funding) supports Career Technical Education programming, and provides high school success coordinators in each high school. These new positions oversee the district's priorities in support of regular attendance, on-track credit attainment and purposeful elective paths for students.

The AVID College Readiness System is implemented in each middle and high school. AVID includes school-wide resources that support future-readiness for all students. This involves rigorous coursework, connection to industry partners and school cultures that promote skills and habits for success in post-graduation programs.

The district's Camp 9 transition program supports students' readiness to enter 9th grade. Camp

9 provides academic readiness and mentoring for students who may not have a natural connection to their new high school.

Mathematics support courses are offered concurrently with students' regular high school math classes. Remaining on track in the math sequence required for graduation is a key to credit attainment and graduation.

### *Perfection Plus Auto Detailing*

Redmond, Oregon's Perfection Plus Auto Detailing won Detailing Shop of the Year at the International Detailing Association's (IDA) annual awards banquet during the Mobile Tech Expo in Orlando this month. The Detailing Shop of the Year award is presented to a detailing shop nominated for operating an outstanding fixed-location detailing facility.

Nominations come from the IDA membership, and the IDA Nominating Committee narrows the nominations down to three. The final selection comes down to an open vote. Perfection Plus owner Shane Mayfield was also nominated for the Detailer of the Year award. More than 100 Perfection Plus customers in the Redmond area voted for Shane and Perfection Plus.

Shane Mayfield has been on a roll this past year, chosen for the Air Force One Detailing Team at Seattle's Museum of Flight and for the McCall's Motorworks Revival & The Quail Detailing Team at Monterey Car Week.

You may reach Shane at (541) 598-6193 or you may contact me as well.

### *Mosaic Medical / Saving Grace*

Beginning this month, Mosaic Medical will take

another step toward meeting patient needs where they live. A Mosaic doctor will be making regular visits to the Saving Grace emergency shelter to provide medical care to residents. Many of these women have not been able to access medical care for some time — some may have fled directly from an abusive partner and may have been prohibited by that person from seeking medical attention entirely.

"A former client of ours had been living in a camper in a rural area prior to staying at our shelter," said shelter manager, Ashby Rodriguez. "They had multiple, untreated broken ribs from over the years of abuse from the same partner. In fact, this is a common situation for women in a physically abusive situation."

Many women arrive at Saving Grace with their children, who may have also been unable to receive medical care. "In order to access the medical care that most residents require during their stay," Rodriguez continued, "they must navigate challenges like mobility, transportation, childcare, and current injuries. Having Mosaic Medical come to the shelter to provide care to our residents eliminates these barriers and makes it far easier for them to receive the health services they need."

A Mosaic doctor and medical assistant will provide a variety of services to Saving Grace residents, including preventative services like general exams and well-child checkups, as well as vaccinations and prescription medications. "Medications are often left behind when someone leaves an unsafe relationship, or someone needs a refill after staying in our shelter for a time," Rodriguez explained.

"It's a tremendous benefit to have community partners like Mosaic Medical, who understand the needs of domestic and sexual violence survivors," said Trish Meyer, Interim Executive Director at

Saving Grace. "Meeting them in a safe space can make all the difference for the women and children we serve — ultimately leading to better health outcomes for our community."

### *Redmond Trip Planner in 1859 Magazine*

Be sure to grab the March / April issue of 1859 Magazine to see the Redmond Trip Planner! In case you're unaware, the Redmond Chamber is also the Convention and Visitor's Bureau for Redmond, meaning that we're in charge of getting visitors to Redmond. To that end, we partner with many prominent travel publications including 1859 Magazine. We have been able to secure the popular Trip Planner for the March / April issue! Be sure to grab your issue and how we help put Redmond on the map!

Tourism can be a little bit of a touchy subject, and we know that some places have been loved to death. However, it is our goal to start ensuring visitors understand their responsibility in regards to sustainability, stewardship, and ensuring the beauty of Central Oregon is here for generations to come! Tourism is a huge economic driver, with every visitor being responsible for an average of \$237 in economic impact. We are all the beneficiaries of a robust tourism industry, with room tax directly lessening the tax burden of locals. If you want to learn more about the economics of tourism, the Chamber's efforts in tourism marketing, or where we see Redmond in the bigger Central Oregon tourism story, stop on by and we'd be happy to discuss it all with you!

home lending

# PROUD SPONSOR OF REDMOND YOUTH

purchase—refinance—renovation—construction



**Amber Wilson**  
Home Loan Officer  
NMLS 257927  
CALL 541-699-8844  
AmberWilson@UmpquaBank.com  
UmpquaBank/AWilson



HLD17.679

Member FDIC Equal Housing Lender

# 541.923.0910

## Shining Enterprises

JANITORIAL ★ CARPET CLEANING



**This Month's Words of Wisdom:**  
"A liar isn't always a thief, but a thief is always a liar."

**Owner/Operator: Jerry Keller**  
**SHININGENTERPRISES.COM**



Chamber  
Happenings



PROCEEDS BENEFIT:  
THE REDMOND AREA HIGH SCHOOL  
INTERNSHIP PROGRAM

# CONGRATS REDMOND! YOU ATE 3,000 POUNDS OF FRESH DUNGENUSS CRAB

AT REDMOND EXECUTIVE ASSOCIATION'S 4TH ANNUAL CRAB CRACK



THANK YOU  
TO THESE SPONSORS

PRESENTING SPONSOR



## SUMMIT BANK



BAND SPONSOR

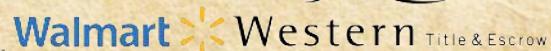
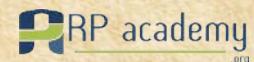
TONY PARSLEY DMD PC

TENT SPONSOR



PACIFIC POWER

CRAB SPONSOR



# 2018 REDMOND CHAMBER AWARD WINNERS

*Thank you to all of the nominees, and congratulations to all 2018 award winners!  
It's a pleasure to honor our great Chamber Membership!*



## BUSINESS OF THE YEAR

*US Bank*

To be considered for Business of the Year, a company should have demonstrated inspiration and resourcefulness in the development of its business, product or services. The nominee should be involved in Chamber, community, and or serve on committees. The company may have experienced adversity and or growth in terms of employees, products or services.

This year's Business of the Year Award recipient has been supportive of the Chamber for many years and has achieved the highest sponsorship level at the Chamber. This dynamic company has been a staple in the Redmond community for decades, and you will find their logo on my events around the region. The Chamber was grateful for their sponsorship in our two largest events of the year.

The Bacon, Brew, and Balloon event was a huge success and we greatly underestimated the attendance the help needed. This business and their dedicated staff jumped in at the last minute and helped bring organization a smooth checkout process during the auction portion of the event, despite the lack of lighting. This company may be a large national corporation, but the local branch is all about community. As the title sponsor of our Central Oregon Business Expo and Job Fair, they help the Chamber coordinate this premier business to business networking and job-sharing information event to Central Oregon. This year's Redmond Chamber of Commerce's Business of the Year, US Bank.



## CITIZEN OF THE YEAR

*Katie Hammer*

Each year Redmond is honored to have a number of citizen's worthy of being presented, the title of "Citizen of the Year". This year's recipient is yet another example of the dedicated individuals that make Redmond an outstanding place to live, work and play. When looking at the nomination form for this individual, it was clear this person has a passion for giving selflessly and consistently to the community. Having been in her current position for 20 years and 2 months!

This individual has a record of involvement and volunteerism that is anything short of impressive. In her role as Executive Director of Redmond Area Parks and Recreation, she is responsible for leading a team of dedicated professionals to ensure that the community has access to high quality programs, events and facilities. She finds great satisfaction in providing events that encourage people to get out and spend time with their families and friends along with offering programs, which teach skills and provide opportunities to socialize and encourage active lifestyles. She is extremely passionate about her career and receives great satisfaction out of providing recreational opportunity for the community. This year's Citizen of the Year is Katie Hammer.

# 2018 REDMOND CHAMBER AWARD WINNERS

## AMBASSADOR OF THE YEAR - *Khrisma Carter*

Our Ambassadors are the backbone of the Chamber and they are the reason we can accomplish all that we do each year. The person we honored, truly earned her merit badge. This person's smile is contagious, and radiates enthusiasm, wherever they go. Whether it be selling 50/50 tickets "for the children", delivering Visitor Guides, distributing Newsletters or helping out at the many Chamber events, this individual is always happy to help. This year's Ambassador of the Year, is Khrisma Carter.



## PRESIDENTIAL CHOICE AWARD - *David Sime*

Each year the President of the Chamber has an opportunity, to award any business, organization or person in the community for whatever purpose or reason they see fit. This year, president Dustin Hewitt chose to recognize an individual who played a significant role in lives of many youths, including his. In fact, it is safe to say probably wouldn't be where I am today without this individual's encouragement and belief in my abilities. David Sime was the incredibly influential band teacher at Redmond High School. For his dedication to the development of the young adults of Redmond, we presented him with this year's Presidents Choice Award.



## COMMUNITY SERVICE AWARD - *Latino Community Association*

This year the Chamber chose to recognize an organization that indeed makes Redmond and Central Oregon a better place. The recipient tonight is an organization, which provides quality, culturally relevant services, in collaboration with community partners, and address the highest priority needs and aspiration of their clients. This year's Community Service Award Winner is The Latino Community Association.



## NEW BUSINESS OF THE YEAR - *Redmond Snow and Skate*

This award category allows a business to be nominated for either opening a new business or for offering a new product or service - and they should show involvement in the Redmond Chamber and the Community. This year we are recognizing a New Business. This company came to Redmond in April of 2018 and instantly became a local favorite with youth. The owner immediately joined the Chamber and started discussing ways on how he could provide opportunities to youth to engage in fun events. This year's New Business of the Year Award goes to Redmond Snow and Skate.



## CUSTOMER SERVICES AWARD - *Les Schwab*

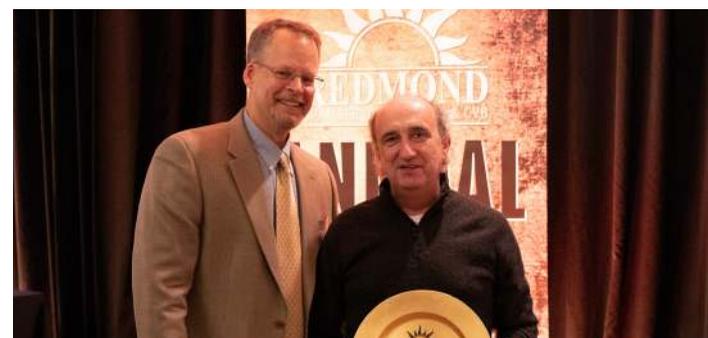
This year's Customer Service Award goes to a business, which is deeply rooted in Central Oregon. Everything they do, they do to earn your trust. In all of their 475 locations, a smiling face and a true concern for your visit will greet you. They stand by their workmanship and their hard-working employees, who love what they do. Whether you are buying, rotating, balancing new tires, or purchasing a new battery, brakes or turning your rotors you will definitely be greeted with a smile. This year's Customer Service Award winner is Les Schwab Tire Center - Redmond.



## LIFETIME ACHIEVEMENT AWARD - *Dan Despotopulos*

Every now and then, we are fortunate to have someone whose career reaches the goal of retirement and their impact on the community goes beyond their workplace. The economic impact of the work done by this individual and his team has touched the lives of everyone in Central Oregon, whether you realize it or not.

Over the last 18 years his leadership and brought international recognition to the region and has provided world-class entertainment for all to all to enjoy. It is probably easier to guess whom I am talking about than pronouncing his last name. This year's Life Time Achievement goes to Dan Despotopulos.





Awards  
Banquet 2018



# ECONOMIC *update*



## DUST OFF THAT BUSINESS PLAN!

by Jon Stark



ness and informs your decision-making on a regular basis. In addition, if you need financing, a business plan can be a powerful tool to present to bankers and investors.

Think of your business plan as a road map to guide both day-to-day and broad-range decisions that may impact your business for years to come. Key elements to include in your plan are:

- Company description
- Description of your product or service
- An analysis of your market
- Details surrounding the organization and management
- A marketing and sales strategy
- Explanation of your competition and/or competitive advantage
- Financials - revenues and expenditures (both historic and forecasted)

Web resources for business planning include [www.strategyzer.com](http://www.strategyzer.com) and [www.udacity.com](http://www.udacity.com). Strategyzer offers a “Business Canvas” that allows you to map the basis for your business model. There are over 30 downloads to better design, test and assess your business ideas and the initial membership is free. These canvases are a trend developed by the start-up community in the last 10 years, largely due to the fact they are extremely efficient and get the business owner or management thinking about structure. They also help illuminate areas for improvement or new market opportunities.

Udacity, a free and fee-for-curriculum skill and career development website, also offers online courses in business planning. Steve Blank, an Adjunct Professor of Entrepreneurship at Stanford University who teaches and writes about The Lean Startup Method, is an example of someone who offers a downloadable course on this platform. His course gets you thinking about your business model from the customer and marketplace standpoint, which if used correctly, will truly validate your business proposition, creating a strong revenue platform for long term success.

The Oregon Small Business Development Center is another great resource, providing advising, training, online courses, and more. To schedule an appointment with a local SBDC advisor, located at Central Oregon Community College, call (541) 383-7290 or visit their website: [www.bizcenter.org](http://www.bizcenter.org).

Redmond Economic Development, Inc.’s motto is: guiding business forward. We have a vested interest in seeing your company prosper in our community and we wish you many new successes. In order to set the stage for a rewarding and accomplished 2019, consider writing or updating your business plan as all, or part, of your New Year’s resolution. For more info about REDI, visit us on the web at <https://rediinfo.com>. Happy New Year!

## “A Goal Without a Plan Is Just a Wish”

- ANTOINE DE SAINT-EXUPÉRY

### REDI INVESTORS

*Investing in the economic prosperity for the Redmond community benefits us all. We could not accomplish our goals without the support, involvement, and enthusiasm of over 100 committed investors.*

### DIAMOND INVESTORS:



### PLATINUM INVESTORS:

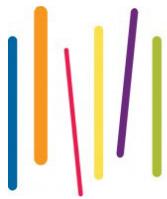


### GOLD INVESTORS:



Experienced Bankers. Exceptional Service. Customized Solutions.





# DESCHUTES PUBLIC LIBRARY

by *Graham Fox, Community Librarian*

## THE LIBRARY OFFERS SUPPORT FOR NON-PROFITS!

If you are new to searching for grant funding or if you are an old hand at sorting and wrangling through grant databases and 990 tax forms with a highlighter you've probably heard of or used Foundation Directory Online. Foundation Directory Online or FDO is the premiere resources for viewing and sorting Grantmakers, Grants, and Recipients.

Foundation Directory Online is often too cost prohibitive for smaller non-profits to purchase a subscription. Fortunately, you can access this directory for free at both the Downtown Bend and Redmond Library. Currently, these are the only two free access points for FDO this side of the cascades!

Not only can you get access to FDO, but the library offers free group and personal training if you would like any help using, searching, and sorting through results. We have certified trainers at both the Redmond and Downtown

Bend location.

Another great non-profit resource is our online Gale Courses training portal. Gale Courses features live instructors and small classes that are spread out over four to eight week periods. There are non-profit courses on everything from "Nonprofit Fundraising Essentials" to "A to Z Grant Writing."

You can also get non-profit grant support by submitting a "Book-a-Librarian" request. Through this service you can get email and in-person support. I can help with non-profit research, Foundation Online Database training and support, or just some one-on-one tech help and support. To book my time just go to <https://www.deschuteslibrary.org/services/book-a-librarian>. You can also reach me at [grahamf@deschuteslibrary.org](mailto:grahamf@deschuteslibrary.org)

### ***Intro to Finding Grants***

Tips, plus an introduction to Foundation Directory Online

Friday, February 15th, 2 – 3:30 p.m.

guide book for the West Coast or the US, you've probably been frustrated by a the massive amounts of birds and variations of birds that are described. Worse yet, after a while all the birds start to blend together and you end up throwing the book across the room or telling yourself that the bird you are trying to identify just HAS to be the bird on page 308 you randomly found. Fear not! The "Field Guide to Birds of Oregon" is a brilliant little book full of full color images and restrained range. Your chance of finding and identifying the correct Oregon bird has just greatly increased!

### ***Matty Matheson: A Cookbook*** by *Matty Matheson*

Matty Matheson has a big personality to match his tattoo covered body. He has successful shows on YouTube and Vice that have him cooking amazing meats and down home foods. His newest cookbook is wonderfully put together and full of recipes you can actually make. Matty's flavorful and language filled storytelling and unique family drive forward the narrative of this cookbook mixed with personal history.

## STAFF Picks

### ***Great Non-Fiction Reads***

by *Graham Fox, your local librarian*

One of the reasons I love reading non-fiction books is because they can be much quicker and easier to digest than a 500 page novel. You can use them as source material, skip to just the interesting articles, or just browse a few amazing pictures. Here's a few of my recent favorites.

### ***The Geography of Bliss*** by *Eric Weiner*

Have you ever wondered what countries are the happiest in the world? This popular book visits a few of the happiest (and saddest) countries and tries to figure out exactly WHY they are happy. You can skip around to the countries you are interested in but the whole book is a delight. Both the Swiss and the Icelandic people are rated as very happy, but for entirely different and clashing reasons!

### ***Field Guide to Birds of Oregon*** by *Dave Irons*

If you've ever flipped through a bird

# LIBRARY happenings

### ***Open Computer Lab***

Practice or get help with basic tech tasks and questions.

***Tuesdays, 1:30—3:00 p.m.***

### ***Quiet Writing Time with WCCO***

Join the Writer's Collective of Central Oregon for quiet writing time.

***Tuesdays • 10:00 a.m.–1:00 p.m.***

### ***Thrive Central Oregon***

Free 30-minute consultations to connect to housing, other needed resources.

[www.thrivecentraloregon.com](http://www.thrivecentraloregon.com)

***Mondays 1 – 4:00 p.m.***

***Thursdays 1 – 4:00 p.m.***

### ***Less Is Best***

Learn to pay less on loans and build financial peace of mind.

***Wednesday, February 6 • 12:00 p.m.***

### ***Word Business Basics***

Bring your lunch and learn about Microsoft Word

***Friday February 8th 12 p.m.***

### ***Library Book Club***

Discuss Everybody's Fool by Richard Russo.

***Thursday, February 14, 12:00 p.m.***

### ***Intro to Finding Grants***

Tips, plus an introduction to Foundation Directory Online

***Friday, February 15th, 2 – 3:30 p.m.***

### ***SCORE Workshop***

Obtaining a Small Business Administration (SBA) Loan

***Tuesday, February 19th at 6 p.m.***

### ***Adult Coloring Fun***

Relax your mind and get cozy coloring.

***Saturday, February 23rd at 10 a.m.***

### ***Central Oregon Photography and Paper Cut Art***

Art by Cory Oneill, David Millenheft, and Carly Vargas



## FROM City Hall

The City-owned Redmond Municipal Airport (RDM) and Leading Edge Jet Center, LLC (LEJC) announced today the forging of a long-term business relationship; whereby Leading Edge will continue to provide fixed-base operations at RDM for up to 30 years in exchange for a minimum \$6 million investment.

“I am thrilled we have reached a long-term agreement with Leading Edge Jet Center. Over the past decade we have made significant investments in our airport such as the construction of a new terminal,

# LEADING EDGE AVIATION AND REMOND MUNICIPAL AIRPORT ANNOUNCE MULTI-MILLION DOLLAR LONG TERM PARTNERSHIP

passenger amenities, runway reconstruction, and a fuel farm. Now we are on the cusp of adding a premier general aviation facility to the list,” states Mayor George Endicott. “This would not be possible without partnering with a company like Leading Edge, their reputation for excellence will lead to continued growth and revenue at the airport.”

Leading Edge has been operating general aviation (GA) services on a short-term agreement with RDM since summer 2015. The new 30-year operating agreement increases LEJC’s north-side footprint by 52% to 287,650-square-feet and commits them to a \$5 million investment within 3 years, including the construction of a 24,000-square-foot executive airplane hangar; a new 6,000-square-foot fixed based operator office building; and a \$100,000 investment in the existing World War II Hangar (leased by Leading Edge). An additional \$1M investment of “quali-

fied capital Improvements” after year 5 gives them the right to 5 additional years in their operating agreement through June 30, 2050. The annual lease payments under this new agreement begin at \$129,000 – an increase from their current \$49,000 annual payment.

“In 2015, we chose to establish a presence at the Redmond Airport because we knew there was enormous potential for growth by supporting, GA, corporate aviation and the airlines as we do with all of our business segments. RDM is the front door to economic development for this region and we wanted to be part of it. The City’s support and commitment to healthy growth confirms that this agreement is truly a step toward a great future for Redmond.” said Brad Fraley President and CEO Leading Edge Aviation.

In 2018 LEJC pumped more than 4.5 million gallons of Jet and Aviation fuel. The Airport collects \$0.07 cents on every

gallon pumped, generating \$315,000 annually for future infrastructure funding. LEJC was also instrumental in bringing the Hillsboro Aero aviation academy to Redmond.

“Airports must seek continuous investment to maintain market share and remain competitive,” states Airport Director Zachary Bass. “It’s very significant to have strong fixed base operator. This service provider is a keystone for any airport.”

RDM has experienced a 75% increase in commercial passenger traffic since 2013. Airlines have added 3 additional direct destinations and increased seating capacity to all other destinations offered. Within the past 2 years, aircraft landings and take-offs has increase by 47% from 45,000 to 95,000. The increase in corporate aviation and private jet traffic at RDM since LEJC came aboard in 2015 is noticeable. These investments will accelerate that trend.

01  
Generate more business and earn more money with great sales copy.



STORYBRAND CERTIFIED  
COPYWRITER  
VALID THROUGH SEPTEMBER 2019

02  
Organize your website so it communicates the value you offer to your customers.

03  
Connect with your customers in a way that gets them to buy.



## You Want to Reach Your Customers ...

so you'll need a copywriter. Great copywriting is the key to building your business. Hiring one is as easy as 1, 2, 3.

- 1 Call to schedule an appointment to discuss your business needs.
- 2 Get a proposal that clearly outlines the work you need and what it will cost.
- 3 Get clean, compelling copy that will grow your business.

danielleraeann@gmail.com | +541 633 0326 |  
www.danielleharriswriting.com



NEWS FROM  
*the ranch*

## CROOKED RIVER NO. 5

The Crooked River Ranch Golf Course is home to one of the most spectacular golf holes in Central Oregon, the No. 5 Canyon hole. Here you will catch a view of the beautiful Crooked River Canyon and the river from hundreds of feet above. The ultimate challenge is to hit a tee shot across the corner of the canyon wall to the green.

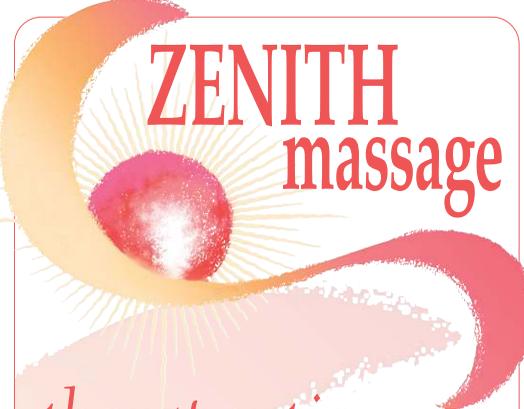
Many have taken this challenge in the summer. But did you know the course is open for year round play. As one

of a handful of Central Oregon courses that stay open all year, we welcome you come down and enjoy the beauty of our course anytime.

Call the Pro Shop at 541-923-6343 to book a T-time. T-times are available Friday through Monday. Winter Rates are available through the end of February.

## WINTER GOLF RATES:

	Weekdays		Weekends	
	<u>9-Holes</u>	<u>18-Holes</u>	<u>9-Holes</u>	<u>18-Holes</u>
Guest	\$18.00	\$32.00	\$18.00	\$32.00
Senior (60 years or older)	\$18.00	\$29.00	\$18.00	\$32.00
CRR Property Owner	\$13.50	\$24.00	\$13.50	\$24.00
Property Owner Guest	\$15.50	\$27.00	\$16.50	\$29.00
Junior (18 years & younger)	\$ 8.50	\$14.00	\$8.50	\$14.00



ZENITH  
massage

therapeutic  
& relaxing

kelly harrison, LMT  
oregon license #12022  
arizona license # 17427

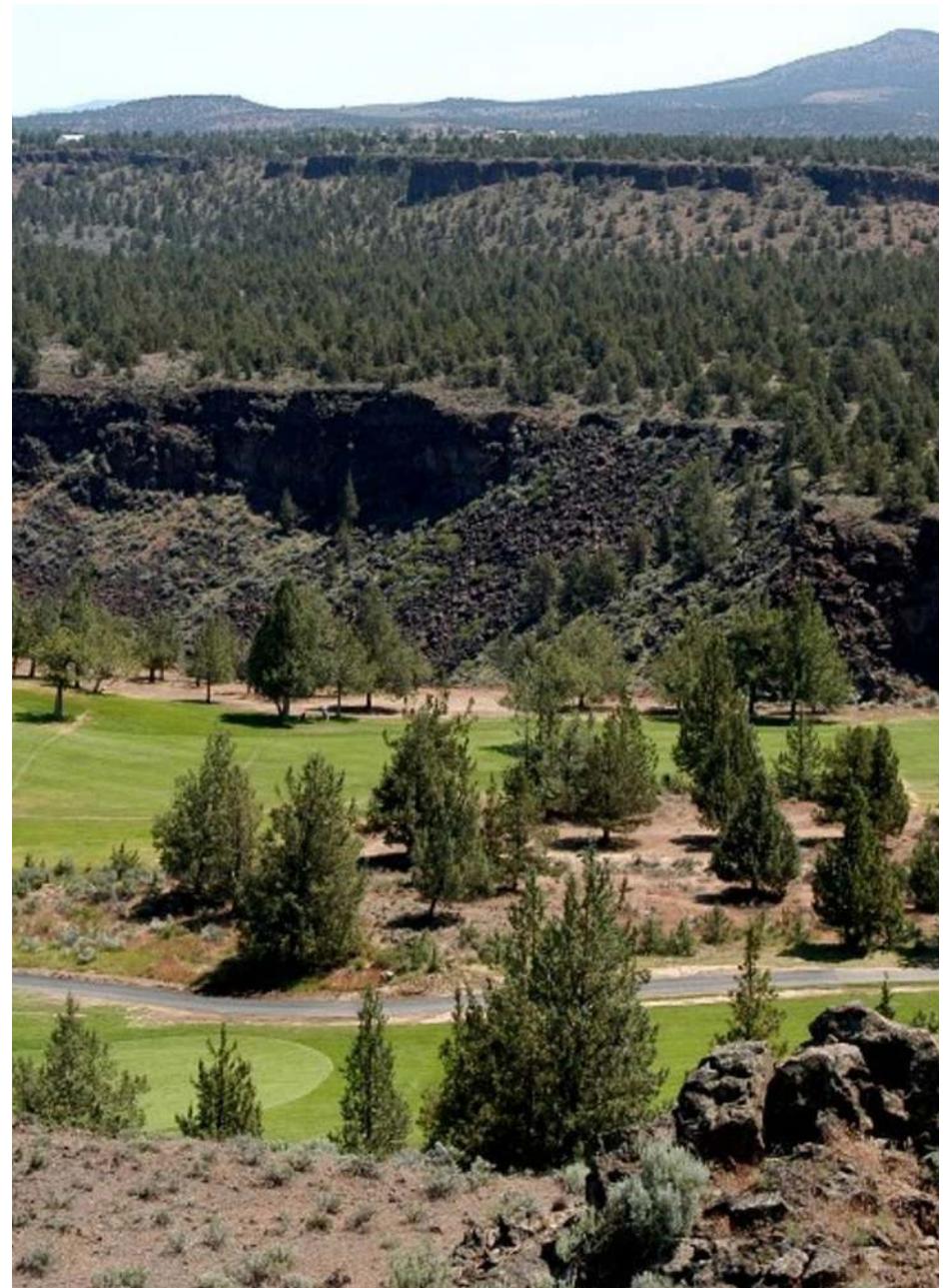
541.279.8095  
zenithmassage@yahoo.com  
www.zenithmassage.com

Sore Neck?  
Sore Back?  
Call Zenith, I'll come to you!



\$5 off  
your First  
1 Hour  
Massage!

Chair Massage - Table / Swedish Massage - Thai Massage



# PRESIDENT'S

## message

by Laura Garcia, Board President

First off, thank you to everyone who attended the chamber's Annual Award's Banquet. It has become such a great opportunity to recognize just a few of the people doing great things in Redmond. Even though it serves as our annual meeting, I think the chamber has done a good job making this event worthwhile to attend every year and re-connect and reflect on another great group of people.

Congrats to all of the winners! I'm always impressed with the nominees. Redmond has been a pretty humble place, but we manage to find amazing people every single time. From business to community leaders to eclectic individuals who have made their own mark on Redmond. Thank you for everything you do: U.S. Bank, Katie Hammer, Latino Community Association, Lee Barker, and every winner and nominee. If you or someone you know should be nominated, be sure to drop us a note, it's difficult to catch all the good things happening here!

It's just another example of how busy the chamber really is. Right on the heels of the banquet is this newsletter and the even more daunting Redmond Visitor &

Business Guide. Our guide is the perfect example that Redmond should be part of any Central Oregon vacation. If you've purchased ads in the past, you know just how valuable this is for Redmond. If you haven't, call the chamber right away. We send these guides across the country and beyond. They're the best resource for locals too! more concise than a phone book and targeted to the best we have to offer to visitors and locals alike.

If you're reading this we probably already know each other. My name is Laura, and I've been in Redmond for 17 years. I was born in Tala, Jalisco, Mexico, and graduated in McMinnville, Oregon. I moved to Redmond to help my uncle and raise my 2 daughters. (they're all grown up). After years at Mazatlan, I got to know a lot of you better when I started working for the Redmond Chamber. Now I know a lot more about what's out there for visitors, who's making Redmond a great place to be, and how to get involved. Eventually, I got called back to Mazatlan. You can find me most days behind the bar or keeping things moving smoothly. Feel free to stop in and say hi!



February is an exciting time, the holidays are behind us and so much is coming up too. Get ready for warmer weather right around the corner and all of the things coming up for the chamber as well. This is the time to buy your ads, plan for our business expo, get the team set for the golf tournament and block out nights for Music on the Green.

I'm honored to be your chamber president for 2019. I couldn't ask for a better opportunity or a better time for Redmond. Every day is a new chance to make Redmond better. For 2019, I have a couple ideas of where to go, but I want to hear from you as well. So please, I can't stress this enough, stop in and say hi! I look forward to making 2019 another great year for Mazatlan, The chamber, and the Redmond community!



## EVENTS

**USA CLIMBING  
BOULDERING NATIONALS**  
Feb. 1-2: Open Nationals  
Feb. 8-10: Youth Nationals

**NW ARENACROSS NATIONALS**  
February 15-16, 2019  
Gates: 6:00 p.m.  
Race: 7:30 p.m.

**FARM & RANCH SUCCESSION**  
Planning Workshop  
February 20, 2019  
1:00 p.m. - 5:00 p.m.  
**FREE**

**OREGON HUNTERS ASSOCIATION  
BANQUET/AUCTION**  
February 23, 2019  
RSVP required

**WES KNODEL GUN SHOW**  
February 23-24, 2019  
Saturday: 9:00 a.m. - 5:00 p.m.  
Sunday: 9:00 a.m. - 3:00 p.m.

**C.O. SPORTSMEN'S SHOW**  
February 28-March 3, 2019

**OREGON BOW HUNTERS CONVENTION**  
March 1- 3, 2019



**APPLY NOW FOR THE SINCLAIR GREEN CARD AND DINO PAY  
AND YOU COULD SAVE UP TO 15 CENTS PER GALLON!**

**PAY WITH YOUR SINCLAIR GREEN CARD AND RECEIVE A  
10 CENT PRICE ROLL BACK AT THE PUMP!**

**PAY WITH DINO PAY AND RECEIVE A  
5 CENT PRICE ROLL BACK AT THE PUMP!**

**PAY WITH BOTH AND RECEIVE A  
15 CENT PRICE ROLL BACK AT THE PUMP!**



**REDMOND FUEL STOP / GLACIER MARKET**

**712 SW 5TH ST REDMOND OREGON 97756**

**PHONE 541-504-7829**

**APPLY NOW AT SINCLAIROIL.COM**

## COFFEE CLATTERS

FRIDAYS • 8:30-9:30 A.M.

FRIDAY, FEBRUARY 1, 2019

8:30 A.M. – 9:30 A.M.

**BLUEFISH DENTAL**

1429 SW 15TH ST.

541-923-1300

FRIDAY, FEBRUARY 8, 2019

8:30 A.M. – 9:30 A.M.

**REDMOND SENIOR CENTER**

325 NW DOGWOOD AVE.

541-548-6325

FRIDAY, FEBRUARY 15, 2019

8:30 A.M. – 9:30 A.M.

**ST THOMAS ACADEMY**

1720 NW 19TH ST.

541-548-3785

FRIDAY, FEBRUARY 22, 2019

8:30 A.M. – 9:30 A.M.

**CLEAR ALLIANCE**

2618 SW 4TH STREET STE. A

541-508-3062



# MEETINGS & events

Saturday, February 2, 2019

**Redmond's Rock Chuck Day**

Take a moment to go visit Frank & Josephine the Rock Chucks at Centennial & Sam Johnson Park!

Thursday, February 7, 2019

**Business After Hours**

4:30 p.m. - 5:30 p.m.

**Faith Hope & Charity Vineyards & Winery**

70450 NW Lower Valley Dr.

503-350-5384

Saturday, February 19, 2019

**Grand Opening Party & Ribbon Cutting**

1:00 - 4:00 p.m.

**Essential Oil HQ**

Ribbon cutting will be at 1:30. The Grand Opening will be followed by an "Intro to Oils" class at 4:30, so feel free to stick around for that!

2392 S Hwy 97

541-633-3477



For more events check out the new and improved, **RedmondBuzz.com**

**Smart  
Shopper**  
Live Well. Spend Less. Shop Local.

• **LARGEST DISTRIBUTION – SUPERIOR EXPOSURE**

Mailed directly to 100,000 homes / 240,000 local consumers\* – including the region's highest income neighborhoods!

• **LONGEST LIFESPAN – POWERFUL BRANDING**

Everyone loves Smart Shopper, ensuring your ad will be seen over and over!

• **COST-EFFECTIVE – AFFORDABLE – PROVEN**

Starting at less than 1¢ per household, our program remains unbeatable!

**BEND/SISTERS**

Includes Sunriver & La Pine

**65,000 HOMES**

**REDMOND/PRINEVILLE**

Includes Terrebonne & Madras

**35,000 HOMES**

Expanded  
Distribution!

**100,000 HOMES**

Over 240,000\* Local Residents!



**541-322-9551**

ILoveSmartShopper.com

\*Based on national statistics, households average 2.4 persons

"Year after year, our ads in Smart Shopper are a huge success! We tracked 127 brand new customers from recent ads and they keep coming! I recommend Smart Shopper to any business looking to attract new customers."

– Chad, GM | Mirror Pond Cleaners

"Smart Shopper is the only place I advertise. Customers come in by the hundreds. It's amazing!"

– Chris, Owner | Taco Del Mar