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Welcome to Sunriver & La Pine

Sunriver and La Pine are known for their unspoiled beauty and access to the great outdoors. La Pine and Sunriver are the perfect hub for multiple outdoor recreational activities, including skiing, hiking, fly-fishing, golfing, biking, kayaking, ATV riding, camping, and snowshoeing to name a few. Sunriver and La Pine area, also known as South County, provides access to a vast playground:

- Mt. Bachelor Ski Area
- Sunriver Resort and Sunriver Village
- Newberry National Volcanic Monument
- Cascade Lakes: Paulina Lake, East Lake, Diamond Lake, Crescent Lake, Devil's Lake, Waldo Lake, Wickiup Reservoir, North & South Twin Lakes, Crane Prairie Reservoir, Cultus Lake, Sparks Lake, Todd Lake and Elk Lake, to name a few
- The High Desert Museum
- Sunriver Nature Center and Sunriver Observatory
- Little Deschutes, Big Deschutes, and Fall River
- Camping at Paulina and East Lakes, as well as La Pine State Park, home to the nation's largest ponderosa pine. Nicknamed "Big Red," the tree is 162 feet tall and 28.9 feet around and is estimated to be over 500 years old.

La Pine is the newest city in Oregon and in the Bend-Redmond MSA. Located 30 minutes south of Bend on U.S. Highway 97, the City of La Pine has 1,700 in town residents and a labor force of over 89,000 people within the Bend-Redmond MSA.

Sunriver, with a population of approximately 4,000 year-round residents, can host 20,000 visitors on any given weekend during the summer months.

The area prides itself on being family friendly and business friendly. It is focused on quality of life for individuals, families and businesses enterprises. La Pine, being the youngest incorporated city in Oregon, is primed for business growth and vitality. La Pine offers a diverse mix of commercial and industrial business opportunities with a 300-acre industrial park and business park to the east of U.S. 97 with direct access to the BNSF mainline.

Sunriver has a thriving business park, upscale alpine homes, and world-class resort and conference facilities.

La Pine and Sunriver are growing, with an openness to new businesses and endeavors, as well as a strong sense of family and community values. This profile contains key demographic information for those considering making Newberry Country their preferred area for locating their business.

SUNRIVER AND LA PINE TOP EMPLOYERS

Central Oregon's business environment is typified by innovative, small companies, producing niche-market products and services. Small companies are crucial to rural communities and it's fair to say that Sunriver's and La Pine's business environments are dominated by small employers, with a few exceptions. That means new and relocating businesses get lots of attention and assistance to incentivize choosing La Pine to set up shop. Tourism and hospitality is a major economic driver and source of employment in Sunriver and La Pine.

Some of the great success stories in business start-up and development in the area are Sunriver Brewing Company, Quicksilver Contracting Company, Caddis Waders, and Cascade Wellness Technologies. A Midstate Electric Cooperative sub-station is conveniently located with over 15 MW available at some of the lowest electrical rates in Oregon.

SOME OF THE KEY, GROWING, TRADED-SECTOR INDUSTRIES IN SUNRIVER AND LA PINE INCLUDE:

- **Wood Products Manufacturing**
- **Brewing and Distilling**
- **Outdoor Recreation Equipment and Apparel**
- **Data Centers**

WAGES INFORMATION FOR SELECT OCCUPATIONS

Below are average hourly wages in Oregon, Washington, and California. The East Cascades region's wages are typically below those of Oregon, often 10 to 20%. Wages in Washington are typically higher than Oregon, while California wages routinely run at least 20% higher than those in Oregon.

Wage Comparison for Selected Occupations (annual average, \$ per hour)				
Occupation	OR	East Cascades	CA	WA
Accountant/Auditor	32.03	28.82	39.79	36.35
Architect, except Landscape & Naval	34.36	33.75	47.74	36.63
Carpenter	22.48	20.19	26.49	26.29
Chef & Head Cook	22.52	20.54	22.45	25.84
Clinical, Counseling, and School Psychologist			42.10	33.34
Computer-Controlled Machine Tool Operator	19.14	20.03		28.45
Computer Programmer	37.67	35.64	44.95	58.06
Computer User Support Specialist	24.83	22.13	30.16	28.24
Computer Systems Analyst	41.83	37.60	48.48	45.91
Customer Service Representative	17.14	15.19	19.76	18.03
Dental Hygienists	37.58	38.41	45.83	43.35
Electrician	32.96	28.07	32.72	31.69
Electrical Engineer	44.50	33.03	56.56	51.06
Financial Manager	54.76	47.69	72.15	58.29
Food Service Manager	24.20	22.19	24.99	26.04
General & Operations Manager	49.16	39.67	63.22	58.61
Graphic Designer	24.27	20.20	28.98	27.04
Industrial Machinery Mechanic	26.93	24.55		27.89
Industrial Production Manager	44.08	41.21	54.61	52.91
Landscape Architect	29.44	28.58	37.82	34.96
Marketing Manager	55.57	46.38	79.52	68.16
Mechanical Engineer	42.24	39.54	48.44	44.72
Medical Transcriptionist	18.90	18.44	21.57	20.98
Network and Computer Systems Administrator	35.98	29.77	44.88	41.51
Paralegal	26.43	22.09	28.89	27.92
Physical Therapist	39.75	35.61	46.48	42.97
Police/Sheriff Patrol Officer	32.31	31.12	45.87	36.36
Receptionist/Information Clerks	14.15	14.39	15.42	15.49
Registered Nurse	40.87	41.77	49.39	38.10
Secretary/Administrative Assistant, except Legal, Medical, & Executive	17.46	16.29	19.71	19.45
Software Developer, Applications	48.21	39.96	60.43	58.74
Software Developer, Systems Software	50.44	30.98	61.73	55.51
Supervisor, Administrative & Office Workers	26.00	24.07		28.10
Supervisor, Retail Sales Workers	19.09	19.74		22.32
Truck Driver, Heavy & Tractor-Trailer	20.28	22.53		22.17
Urban/Regional Planner	37.95	35.51	40.37	38.05

Sources: [Oregon Employment Department](#), [Washington State Employment Security Department](#), and [California Employment Development Department](#). The data used to create these estimates came from the Occupational Employment Survey. Data is for Q1 2016 – the most recent data available

COVERED EMPLOYMENT & PAYROLL, INDUSTRY MIX

Below is employment by sector, payroll, and average annual pay in the tri-county region. Average annual pay is the total of all covered wages paid during the year divided by the monthly average number of covered jobs during the year.

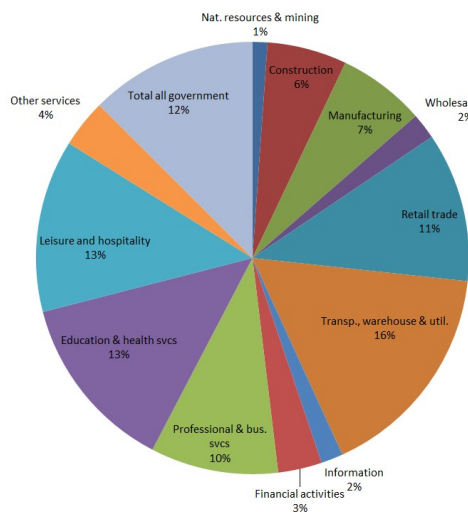
Covered employment refers to jobs that are eligible for unemployment insurance, so it is a good barometer of wage and sector trends. Note that while most employees are covered, notable exceptions include the self-employed, those who work solely on commission and some agricultural workers. The average annual wage for Central Oregon is \$41,748, while the average annual wage for all of Oregon state is \$49,452. La Pine's average wage comes in at \$31,068.

Industry	Deschutes County			Crook County			Jefferson County		
	Employees	Wages	Avg. Annual Wage	Employees	Payroll	Avg. Annual Wage	Employees	Payroll	Avg. Annual Wage
Total all ownerships	76,682	\$ 3,217,752,382	\$ 41,962	6,042	\$ 270,438,107	\$ 44,759	6,661	\$ 243,430,059	\$ 36,545
Total private coverage	67,521	\$ 2,763,592,304	\$ 40,929	4,767	\$ 210,869,187	\$ 44,235	4,241	\$ 143,203,516	\$ 33,766
Natural resources and mining	530	\$ 24,099,606	\$ 45,470	186	\$ 6,819,277	\$ 36,662	428	\$ 15,290,222	\$ 35,724
Construction	5,701	\$ 265,373,617	\$ 46,548	298	\$ 15,634,860	\$ 52,465	121	\$ 6,060,870	\$ 50,089
Manufacturing	5,098	\$ 239,422,452	\$ 46,963	546	\$ 21,944,479	\$ 40,191	1,076	\$ 43,979,911	\$ 40,873
Trade, transportation and utilities	14,544	\$ 522,195,672	\$ 35,904	1,556	\$ 77,099,918	\$ 49,550	842	\$ 26,455,394	\$ 31,419
Information	1,527	\$ 96,017,015	\$ 62,879	130	\$ 23,354,344	\$ 179,648	29	\$ 967,531	\$ 33,363
Financial activities	3,140	\$ 169,966,264	\$ 54,129	124	\$ 5,316,630	\$ 42,876	108	\$ 4,094,359	\$ 37,910
Professional and business services	9,353	\$ 442,252,099	\$ 47,284	282	\$ 10,879,659	\$ 38,580	187	\$ 6,996,952	\$ 37,416
Education and health services	12,490	\$ 670,684,250	\$ 53,697	641	\$ 28,085,793	\$ 43,815	579	\$ 24,859,428	\$ 42,935
Leisure and hospitality	11,992	\$ 242,985,815	\$ 20,262	700	\$ 14,718,937	\$ 21,027	598	\$ 9,719,221	\$ 16,252
Other services	3,128	\$ 89,405,214	\$ 28,582	305	\$ 6,998,623	\$ 22,946	271	\$ 4,725,499	\$ 17,437
Total all government	9,161	\$ 454,160,078	\$ 49,575	1,275	\$ 59,568,920	\$ 46,720	2,420	\$ 100,226,543	\$ 41,415
Total federal government	905	\$ 60,427,339	\$ 66,770	289	\$ 18,493,001	\$ 63,989	125	\$ 6,963,760	\$ 55,710
Total state government	1,189	\$ 56,221,065	\$ 47,284	253	\$ 9,282,299	\$ 36,688	382	\$ 19,126,381	\$ 50,069
Total local government	7,067	\$ 337,511,674	\$ 47,758	734	\$ 31,793,620	\$ 43,315	1,913	\$ 74,136,402	\$ 38,754

INDUSTRY MIX

Central Oregon has a very diverse mix of industries that create the employment foundation for the regional economy. A large slice of the overall pie, government, has seen its share of payroll disperse to other sectors such as education and health services (the fastest growing sector). Information, which includes software, IT services, and data centers, has grown by 30% over the past decade. Tourism (leisure and hospitality) has also seen gains in the past 10 years.

2016 Central Oregon Industry Composition



Manufacturing Employment Growth

Statistical Area

Bend-Redmond MSA
Oregon
U.S.

Manufacturing Employment Growth (2012-2016)

32.6%
9.5%
3.3%

Deschutes County and Redmond's manufacturing sectors are adding jobs at a significantly faster pace than the rest of the state or nation. *Source: Oregon Employment Department*

In December 2016, the Bend-Redmond MSA ranked **#1** on **Milken Institute's** list of **Best Performing Small Cities**. "Bend-Redmond has been able to continually diversify its economy, with seven high-tech industries concentrated in the metro. The central Oregon economy is vibrant and has been able to diversify its economic base with new waves of innovation." ([Milken Institute](#))

COST OF DOING BUSINESS IN OREGON

Oregon has achieved national status for being a cost competitive location for business. Major contributing factors to the Oregon advantage are **no sales tax, no inventory tax, a single sales factor, an affordable property tax system, and affordable labor costs**. Average industrial, commercial, and residential power costs are nearly 25% below national averages.

Perhaps one of the greatest assets in Oregon is the structure of how corporations are taxed, known as the Single Sales Factor. The tax rate on corporate income of firms doing business in the state is the greater of a minimum tax based on relative Oregon sales (\$150-\$100,000, approximately 0.1% of sales by entity) or an income-based levy of 6.6% on taxable income up to \$1 million and 7.6% above that.

Relative Oregon sales are responsible 100% in determining U.S. corporate income taxable in Oregon. This single interstate factor stands in contrast to states that also use factors for property and payroll to apportion taxable income. It is advantageous to a business headquartered or producing tangible goods in Oregon, but selling products throughout the country, or the world, where it also operates, because its business Oregon tax liability is proportional only to its Oregon customer base, and that liability does not grow directly as a result of greater investment or employment in Oregon.

The table below compares the cost of doing business in Oregon, Washington, and California.

BUSINESS COST COMPARISON			
Business Factor	Oregon	California	Washington
Average Industrial Electricity Rate (May 2017; ¢/kWh)	6.05¢	12.29¢	4.61¢
Average Industrial Rate for Natural Gas (Jan. 2016, \$/kcf)	\$5.73	\$6.90	\$7.39
Average Annual Wage for Production Worker (Q1, 2016)	\$37,460	\$37,110	\$44,580
Base Unemployment Insurance, range of rates (As of July 1, 2015)	.015 – 5.4%	.016 – 6.2%	0.17 – 5.84%
State Unemployment Insurance Tax Rates (As of July 1, 2016)	(base: \$36,900)	(base: \$7,000)	(base: \$44,300)
	Minimum Maximum		
	1.2% 5.4%	1.5% 6.2%	.13% 5.72%
Average Annual Premium for Employer Sponsored Single Person Health Insurance (2014 data)	\$4,793	\$4,4712	\$4,973
Workers' Comp premium index rate (as of Dec, 2016)	\$1.28	\$3.24	\$1.97
State Individual Income Tax Rates (As of July 1, 2016)	Lowest Highest	5.0% (\$0) 9.9% (\$125,000)	1.0% (\$0) 13.3% (\$1,000,000)
State Corporate Income Tax Rates (As of July 1, 2016)	Lowest Highest	6.6% (\$0) 7.6% (>\$1M)	8.84% None
State/local gross receipts, operations-based business tax (2017)	None	None	0.13-3.3%
State & Local Sales Tax Rates (As of July 1, 2016)	State Local Combined	None None None	7.5% (Average) 0.91% 8.41%
Sales or Use Taxes on Construction Costs (FY 2013)	None	4.07%	8.87%
State Sales Tax Collections Per Capita (July 1, 2014)	\$0	\$889	\$1,604
State Gasoline Tax Rates (cents per gallon) (As of Jan, 2017)	31.12¢	38.13¢	49.4¢
State & Local Tax Burden Per Capita (2012; U.S. Average = \$4,420)	\$4,094	\$5,237	\$4,541
State Property Tax Collection Per Capita (As of July 1, 2016)	\$1,285	\$1,365	\$1,350
Real Estate Transfer Tax	None	0.11%	1.28% of sales price + local taxes
State Business Tax Climate Index (2017 Tax Foundation)	#10	#48	#17

How the Single Sales Factor Works:

In its Oregon tax return, the business takes the ratio of Oregon sales to total U.S. sales and applies that ratio to its consolidated federal income. The result is Oregon taxable income. Oregon sales are based on where the greater cost of performance occurs for intangible sales. In the case of tangible goods, Oregon sales include the throwback of sales to customers where the entity would not otherwise be taxable. (Source: [Business Oregon](#))

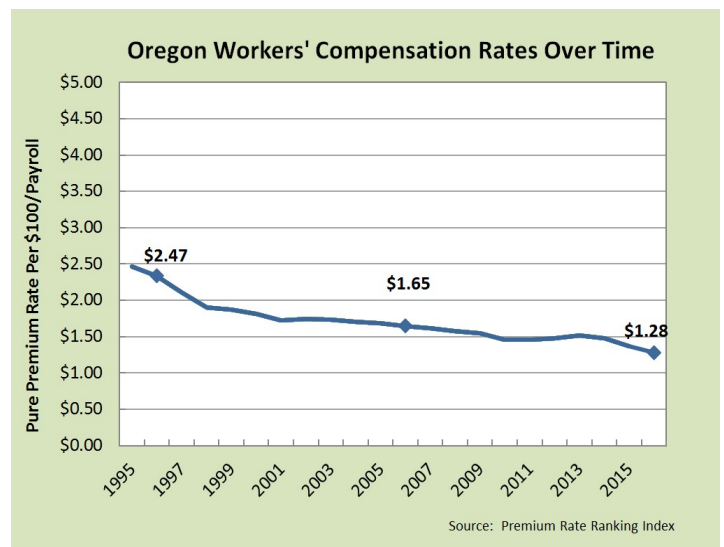
This tax policy is a major reason why Oregon is home to Intel's largest global employment and capital investment. Single sales factor plays an important role for Nike, Columbia Sportswear, Keen, and other outdoor gear and apparel manufacturers' continued growth of headquarters, R&D, and warehouse operations.

Oregon offers more incentive programs to traded-sector businesses (companies that sell products or services outside of the area) than Washington and California combined. Attempting to understand all cost factors in different states and how those impact your specific business can be a daunting task. Some cost factors such as the efficiency and approach of regulatory oversight (i.e. implementation of federal EPA rules) can be dramatically different from state to state, but virtually impossible to place a dollar value on for comparison purposes.

WORKERS' COMPENSATION INSURANCE

Workers' compensation costs in Oregon are the 7th lowest in the country, highly favorable compared to other states. The "pure premium" is the portion of the premium employers pay insurers to cover anticipated claims costs for job-related injuries and deaths. State officials attribute the decrease to a focus on improving worker safety, getting injured workers treated and back on the job quickly, as well as the initial impact of medical cost control strategies. The "pure premium" rate has either remained the same or decreased for 23 of the past 25 years. At \$1.28, it's currently the lowest it has been in 20 years, making this cost among the lowest in the country for employers.

For manufacturers in places like California, the cost savings of workers' compensation insurance in Oregon can be substantial. Even a company with 50 employees can realize six-figure annual savings on this one cost factor alone.



According to the [Workers' Compensation Division of Oregon OSHA](#), Oregon workers' compensation costs will drop for the 4th straight year in 2017 and are 31% below the national mean.

EMPLOYMENT TRENDS

Oregon's Gross Domestic Product (GDP) grew by 3.3% in 2016 according to the Bureau of Economic Analysis. This was more than double the pace of national growth (1.5%) and the second-fastest among all states. A year earlier, in 2015, Oregon's growth tied with Texas for the fastest in the nation at 4.5%, while during that same year, Central Oregon's GDP Grew by 6.9%.

Additionally, Bend-Redmond MSA's total annual wages grew 9.1% from 2015-2016, while the U.S. average grew by only 3%.

Employment Gains 2015 to 2016 (Covered employees by payroll)				
Area	2015	2016	Gain/Loss	% Change
Bend-Redmond MSA	72,432	76,658	4,226	5.83%
Portland MSA	1,097,738	1,129,566	31,828	2.90%
Salem MSA	164,144	168,896	4,752	2.90%
Medford (Jackson County)	82,441	85,163	2,722	3.30%
Eugene-Springfield (Lane County)	146,776	151,454	4,678	3.19%
Oregon	1,787,398	1,840,980	53,582	3.00%
U.S. Average	139,491,699	141,866,449	2,374,750	1.70%

Source: Oregon Employment Department; QCEW & BCLS CPS. 2017

UNEMPLOYMENT TRENDS

Regarded as a lagging indicator by most economists, this chart provides a five-year perspective on unemployment in the Tri-County area. Since early 2011, unemployment rates have been reduced significantly. Central Oregon is currently experiencing some of the lowest unemployment rates ever recorded in the region. As of May 2017, Deschutes County's unemployment rate dropped to its lowest ever at 3.6%, with Crook County at 5.7%, and Jefferson County's rate at 5.2%, its lowest since June 2008 and a statistically significant decline.

Because of Central Oregon's sustained strong in-migration, job creation typically lags population growth, a reason why historically, Oregon's unemployment rate tracks higher than the national rate. However, that is no longer the case.

Recent Trends in Unemployment Rates



COST OF DOING BUSINESS IN LA PINE AND SUNRIVER

La Pine boasts a large (330 acre) Industrial and Business Park with some of the lowest land prices in Central Oregon. Land parcels in the Park range in size from 1/4 acre to 40 acres and include 78 acres of state-certified parcels, shovel-lots ready for building, and come complete with in-place curbside infrastructure: water, sewer, power, and fiber optic internet services. The park makes an ideal host to industries like data and call center operations. La Pine boasts the lowest system development charges in Deschutes County, with no transportation fees. In the Central Oregon Tri-County area, La Pine has established a reputation for affordable utilities, development fees, and responsiveness from local government to assist with business needs.

Business Costs Across the Region (all costs expressed as costs per square foot)						
Category	Deschutes County			La Pine	Crook County	Jefferson County
	Bend	Redmond	Sisters			
Industrial land costs	\$7.00-\$13.00	\$2.00-\$6.00	\$2.00-\$6.00	\$1.00-\$2.00	\$1.00-\$3.00	\$1.00-\$2.50
Lease rates ²						
Industrial	\$0.55-\$1.00	\$0.45-\$1.00	\$0.50-\$0.76	\$0.15-\$0.25	\$0.25-\$0.45	\$0.25-\$0.55
Commercial	\$1.00-\$2.35	\$0.80-\$2.00	\$0.65-\$1.51	\$0.80-\$1.00	\$0.55-\$0.85	\$0.50-\$0.85
Retail	\$1.00-\$3.00	\$0.85-\$1.50	\$0.90-\$1.51	\$0.50-\$1.00	\$0.45-\$1.75	\$0.55-\$1.25

Source: Compass Commercial Construction Services, July 2017. The table is meant to represent a range of costs and may be negotiable. Please contact EDCO with your specific project requirements. ²Assumes base rent excluding NNN costs

INCENTIVES

Sunriver and La Pine are both qualified Oregon State Enterprise Zones, and La Pine is a special zone called a Long-Term Rural Enterprise Zone. This designation offers up to a 15-year property tax abatement on new facility improvements for qualifying businesses.

As a local community, the City of La Pine may incentivize projects through discounted industrial land.

Various government and private programs offer enhanced financial incentives for rural communities like La Pine, which may take the form of subsidized lending or matching grants, depending on the project impact.

Reference: <http://www.oregon4biz.com/The-Oregon-Advantage/Incentives/Enterprise-Zones/>

PROJECT-READY INDUSTRIAL SITES

La Pine Industrial Park has 150 acres of project ready industrial land. These parcels range in size from .5 acres to 40 acres all with curbside water, sewer, electricity, fiber internet and signaled highway access.

HOUSING/REAL ESTATE TRENDS IN SOUTH DESCHUTES COUNTY

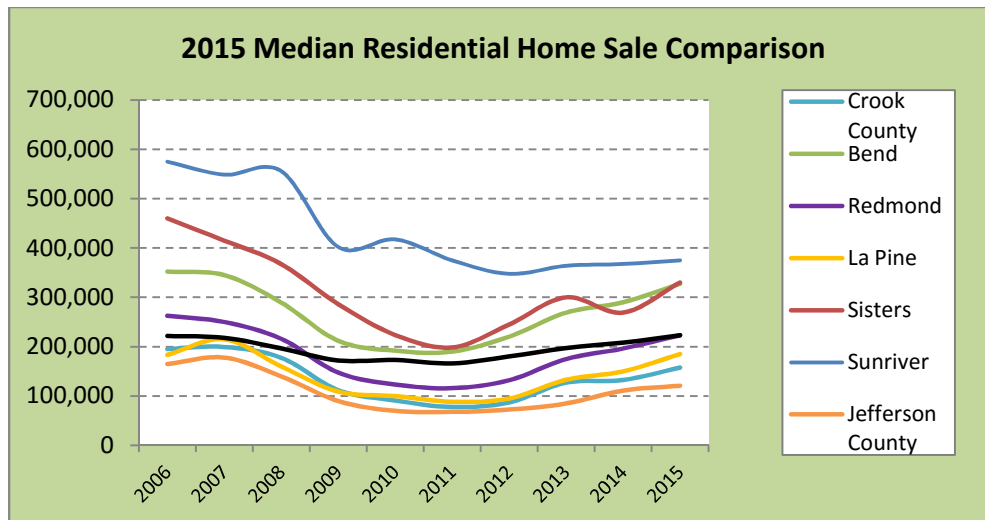
Home Prices

As with much of the country, residential property prices peaked to all-time highs in 2007 and declined in value by as much as 40% in the following years. Prices are now rebounding substantially, both median and average home prices increased in 2017 across the region, but are still below 2005 levels. Prices in Sunriver include a higher percentage of high-end homes and homes on acreage than comparable prices in Bend or Redmond. Prices in La Pine are very attractive in comparison to the rest of Central Oregon and often offer large acreage.

Average Monthly Rent

The Central Oregon rental market continues to face heightened demand in the midst of constrained supply. According to the Central Oregon Rental Owners Association, current vacancy rates have shrunk to 1.04% as of March 2015, down from 12.4% in 2009.

However, La Pine's rental rates are still considerably lower than other areas of Central Oregon. The high demand has exerted pressure on prices and a growing interest in multi-family residential construction, particularly in Bend and Redmond. In the last year, two and three bedroom rental houses increased more on a percentage basis than apartments and duplexes. 2014 average rent prices for a 3 bedroom home were up slightly from 2013 in nearly all Central Oregon communities. Our expectation is that 2015 annual rental figures will be up sharply in Bend, Redmond, Prineville, and Sisters amidst strong in-migration and near record low vacancies.



Home Prices of Existing Single Family Homes (residential, less than one acre, \$)												
Median Sales Price												
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Crook County	195,500	199,450	177,500	112,000	91,100	77,750	87,000	127,113	132,450	157,750	188,000	205,000
Bend	351,978	345,000	289,450	212,000	191,750	190,000	220,790	269,000	289,950	327,478	360,000	389,950
Redmond	262,749	250,000	216,000	147,500	123,450	116,000	132,500	175,000	195,605	223,266	255,000	280,000
La Pine	183,500	215,000	160,000	109,000	99,900	88,500	94,900	133,000	149,900	185,000	197,250	226,000
Sisters	460,000	415,000	367,450	286,250	223,750	198,500	245,000	300,000	269,078	330,000	372,000	379,000
Sunriver	575,000	548,547	555,738	402,000	417,500	375,000	347,500	364,000	367,500	375,000	390,500	485,000
Jefferson County	165,080	177,950	139,950	89,900	69,950	68,000	72,500	85,000	111,000	121,000	140,000	164,000
U.S.	221,900	217,900	196,600	172,100	173,200	166,200	176,800	197,100	208,300	222,400	235,500	254,600*
Average Sales Price												
Crook County	406,122	224,151	206,874	145,040	120,537	96,344	113,980	148,108	162,753	198,455	217,064	254,932
Bend	292,268	426,044	353,142	266,319	245,069	238,312	263,317	317,902	344,720	385,657	421,405	453,304
Redmond	202,331	286,543	245,204	170,739	142,402	137,304	148,117	197,186	217,126	244,904	275,938	305,456
La Pine	514,259	237,665	180,153	126,606	110,632	108,438	100,940	146,802	159,070	187,896	214,578	249,788
Sisters	627,345	526,626	437,636	372,483	295,488	248,953	292,960	317,442	316,253	376,894	420,843	397,854
Sunriver	170,228	637,734	628,979	458,614	455,550	398,948	381,259	408,326	407,426	421,927	447,299	516,865
Jefferson County	268,200	187,367	144,146	145,040	78,376	74,724	83,152	96,185	127,344	128,783	144,037	167,495
U.S.		266,000	242,700	216,900	220,000	214,300	225,500	245,500	225,300	226,400	276,900	295,800*

Sources: Central Oregon Association of Realtors (COAR), National Association of Realtors, July 2017. 2017 Data is through Q2. *May 2017, not yet seasonally adjusted

TAX RATES

Tax rates in La Pine are quite low – but specific tax codes that apply to property in the area vary according to an array of factors including the type of property, amount of acreage and proximity to La Pine city limits. For more information about tax rates in the La Pine area, please contact the Deschutes County Assessor’s Office at (541) 388-6508.

FINANCIAL INSTITUTIONS

Four bank branches are located in La Pine and Sunriver. Additionally, 14 financial institutions with over 40 branch locations can be found in Bend and have a wide range of financial services available.

Banks in La Pine & Sunriver (as of May 2017)
Bank of the Cascades – Sunriver
U.S. Bank – La Pine & Sunriver
Washington Federal – La Pine
Mid Oregon Credit Union – La Pine

Sources: FDIC Summary of Deposits, EDCO research

POPULATION GROWTH

Oregon’s population growth of 1.56% from 2015 to 2016 was again dominated by net migration (movers-in outpaced movers-out). Similarly, but even more dramatic, in-migration trends prevail in the Tri-County area. Deschutes County experienced the largest year-over-year percentage gain (3.5%), making it the fastest growing county in Oregon.

Deschutes County grew dramatically between the 1990 and 2000 Census and even more so between 2000 and 2010. In 2016, it was the 6th fastest growing county in the U.S. Bend more than doubled in size between 1990 and 2000 and grew by 47% between 2000 and 2010.

The [United States Census](#) recently released population figures that vary from PSU’s more conservative population estimates.

In March 2015, Portland State University (PSU)'s Oregon Population Forecast Program released a population forecast for the tri-county of an estimated 416,764 people by 2065 – the first of its kind in many years.

Deschutes County, the fastest growing county in the state, will be home to about 357,345 people in 2065, with 194,793 of them in greater Bend, increasing the city by an estimated 127% over today's population. The population in Jefferson County in 2065 will reach an estimated 33,779, 48% over today's population. By 2065, an expected 25,640 will call Crook County home, a 21% increase over 2015. Overall, population forecasters expect the region to continue to be a very dynamic part of the state and country.

Population Projections 2015-2065						
Area	2015	2025	2035	2045	2055	2065
Tri-County Total	214,547	258,899	300,926	340,739	379,237	416,764
Crook County	21,135	22,404	23,916	24,962	25,457	25,640
Prineville UGB	11,256	11,935	12,845	13,472	13,593	13,383
Outside UGB	9,879	10,470	11,071	11,489	11,864	12,257
Deschutes County	170,606	210,826	249,037	285,908	322,045	357,345
Bend UGB	85,737	109,546	132,209	154,719	176,003	194,793
La Pine UGB	1,687	2,263	3,014	3,872	4,816	5,836
Sisters UGB	2,315	3,431	4,375	5,320	6,266	7,212
Redmond	27,715	33,282	39,812	47,167	55,373	64,785
Outside UGBs	53,151	62,305	69,627	74,830	79,587	84,719
Jefferson County	22,806	25,669	27,973	29,869	31,735	33,779
Madras	7,484	8,700	9,815	10,867	11,832	12,749

Source: PSU Oregon Population Forecast Program, Preliminary Forecasts, March 2015.

EDUCATION

Public Schools

Drawing students from more than 1,600 square miles, the Bend-La Pine District includes Bend, Sunriver, and La Pine. As Oregon’s seventh-largest school district, Bend-La Pine employs 1,880 staff and serves over 18,034 students who attend 31 schools: 19 elementary (including three magnet schools and one charter school), seven middle schools (including one alternative school), and five high schools.

SAT Scores

Bend-La Pine School District students outperformed, on a percentage basis, students statewide in nearly every academic measure reported in the *2015-16 Oregon Report Card*. Since 2000, students in the Bend-La Pine School District have continually scored higher on SAT tests than their peers. In 2016 Bend-La Pine students scored 130 points higher than the U.S. Average.

2016 Average SAT Scores	
Bend-La Pine	1614
Washington	1488
Oregon	1545
California	1476
U.S. Average	1484

Sources: College Board & Bend-La Pine School District

Central Oregon Community College

Central Oregon Community College (COCC) operates campuses in Bend, Redmond, Madras, and Prineville. Founded in 1949, COCC (www.cocc.edu) is Oregon’s first and oldest community college. COCC offers two-year associate degrees, transfer/lower division programs, career and technical education degrees and certificates, developmental courses, continuing education and community learning classes, industry-specific training programs, and business management assistance. The COCC District covers a 10,000-square-mile area that encompasses all of Crook, Deschutes, and Jefferson counties, the southern part of Wasco, and the northern portions of

Klamath and Lake Counties. A seven-member board of directors governs the College, with members of that board elected from geographic zones in the District.

The 201-acre Bend campus includes 26 buildings totaling 575,000 sq. ft. under roof. The newest buildings are the Jungers Culinary Center, opened in 2011 and funded primarily by private donations, and the Health Careers Center and Science Center, funded by a voter-approved bond measure, both opened in fall 2012.

The Small Business Development Center (SBDC),

operated by COCC, provides active support for Central Oregon’s small businesses. SBDC provides programs such as counseling and market research assistance for entrepreneurs at the earliest stages of development. COCC’s Continuing Education department delivers industry-specific courses and workshops tailored to business and industry’s changing needs.

COCC’s Business and Employee Development department deliver industry-specific courses and workshops tailored to businesses changing needs. The College also offers a wide range of continuing education for personal and professional development.



The COCC Redmond Campus sits on 25-acres near the Redmond Airport including four buildings serving students with a variety of career programs, educational opportunities, and transfer eligible classes. COCC's Redmond Campus is home to the region's Manufacturing and Applied Technology Center, a 26,000 sq. ft. technical training facility with certificate and degree programs readying students for jobs in the manufacturing field. Redmond is also home to COCC's Veterinary Technician program.



The COCC regional Technology Education Center offers classes for Central Oregon's business and workforce population at the Redmond Campus. This 34,000 sq. ft. facility, planned and developed with industry participation, is home to a two-year degree option in Automotive

Technology in Electronics and Diagnostics (TED). For more information: www.cocc.edu/redmond.

Enrollment at COCC has increased dramatically over the years, doubling in the last few years as increasing numbers of residents turned to the College for education and training after the economic downturn. A record number of students have been earning certificates and degrees, then transferring to four-year colleges and universities or moving into jobs locally using skills learned in the career and technical education programs.

Oregon State University-Cascades

With a campus so new the paint is still drying, their first 1,200 students, 3,000 alumni, and community supporters are realizing a 30-year, grassroots

effort to bring a four-year university to Central Oregon.

OSU-Cascades opened its 10-acre campus in Bend at the start of 2016's fall term. Located in the heart of Central Oregon, a vast natural laboratory, OSU-Cascades offers 16 undergraduate and four graduate degrees, including signature programs in Energy Systems Engineering, Tourism, and Outdoor Leadership, and Hospitality Management.

The Energy Systems Engineering Management program is unique in the state, preparing graduates for a broad range of careers in the energy industry. The Computer Science degree was developed with considerable industry input from many of the region's software firms. OSU-Cascades is now offering an executive leadership MBA program through OSU's College of Business. The MBA takes about two years and is delivered in a hybrid format, blending face-to-face with online sessions and is designed for busy professionals. The university also aims to launch additional MBA programs.



OSU-Cascades' enrollment is slated to grow to 3,000-5,000 students by 2025 to meet state educational attainment goal. The campus will serve students from everywhere, including our backyard to across the globe.

OSU-Cascades' enrollment is slated to grow to 3,000 to 5,000 students by 2025 to meet state educational attainment goals, The campus will serve students from Central Oregon, as well as Oregon, the U.S., and international destinations.

UTILITIES SERVING LA PINE

Electric Companies

Midstate Electric (MSE) is a rural electric distribution cooperative incorporated in 1948 and energized in 1952 with 153 member/owners, 7 miles of energized line and 6 employees. In 2013, Midstate Electric grew to over 18,453 member/owners, 2,335 miles of energized line and employed 51 people. It provides electric service to portions of four counties in Central Oregon: Deschutes, Klamath, Lake, and Lane

Counties covering 5,600 square miles of territory from the Cascade Mountains on the Western boundary, Lava Butte on the North boundary, Klamath Marsh to the South, and East of Christmas Valley on the East boundary. Midstate Electric is one of 18 rural electric cooperatives in Oregon. All are members of the National Rural Electric Cooperative Association (NRECA) and Oregon Rural Electric Cooperative Association (ORECA).

Midstate is also involved with the different communities it serves, offers a variety of programs for the students in the local elementary, middle and high schools, supports the local businesses and promotes economic development. Midstate Electric is headquartered in the La Pine Industrial Park anchor and connect to low-cost BPA hydroelectric power. Power is both plentiful and reliable with uptime estimated to be greater than 99.95%. The industrial park substation currently has over 15 megawatts of available power and may be expanded as needed. Midstate's unincentivized industrial is the lowest in Central Oregon and may be incentivized based on load.

Average 2016 Electricity Rates (in cents, per kwh)			
Service Class	U.S.	CA	OR
Industrial	6.75	12.07	6.16
Commercial	10.37	15.15	8.87

Source: U.S. Energy Information Administration March 2017 data.

TRANSPORTATION

Commercial Airport



Redmond Municipal Airport (RDM; www.flyrdm.com) provides commercial air service with 23 daily flights to Denver, Los Angeles, Phoenix, Portland, Salt Lake City, San Francisco, and Seattle via four carriers (Alaska, American, Delta, and United). Considerable investment has been made at RDM in recent years including a \$40 million terminal expansion, expanded passenger parking (to over 1,000 places) and tarmac and runway reconstruction.

The Airport is home to the USDA Forest Service Redmond Air Center, Cascade Aviation Management, Life Flight, Butler Aviation, Les Schwab, Bonneville Power, RDD Enterprises, Lancair, and Henderson Aviation.

RDM also provides air cargo services and hosts general aviation traffic, including extensive corporate and business travel. Fed Ex, United Parcel Service, and the USPS provide air freight and package express services.

General Aviation Airports

The **Sunriver Resort Airport** is a general aviation airport located in the heart of the critically acclaimed Resort. With a recently upgraded and refinished 5,500' long paved and lighted airstrip, the Resort airport is the third busiest in the state and is one of the longest private airstrips in the West. The airport serves a wide range of aircraft from small private planes to corporate jets. Also prominent among these high-end services is luxury auto rental provided by the Kendall Automotive and full services to pilots and flight crews.



Freight Services

For air freight, Central Oregon is served by Federal Express, United Parcel Service, and US Postal Service Express mail.

Motor Freight La Pine is located on major freight highway U.S. 97, that provides a north-south route, connecting with I-5 south in California, north through Washington State to the Canadian border or east-west interstate I-84 in northern Oregon.

Rail Service

The Burlington Northern-Santa Fe mainline runs through the La Pine Industrial Park with additional trackage rights for Union Pacific. Amtrak provides passenger rail service to Central Oregon via the Chemult station, about 60 miles south of Bend on Hwy 97.

Public Transit

Transit within Central Oregon, Cascades East Transit (CET) operates the regional bus system, providing service within the City of Bend, and between Central Oregon cities including La Pine, Prineville, Madras, Culver, Metolius, Warm Springs, Redmond, and Sisters. CET is managed by the Central Oregon Intergovernmental Council (COIC). For more information, visit www.cascadeseasttransit.com, call locally: 541-385-8680 or call toll free 1-866-385-8680.

FIRE & EMERGENCY SERVICES

The La Pine Rural Fire Protection District was formed by community vote and order of the Board of Commissioners of Deschutes County on May 12, 1971. Over the years many neighborhoods and communities have annexed into the Fire District in order to obtain services. In 1992, the Sunriver Business Park annexed.

The La Pine Rural Fire Protection District is bordered on the North by the community of Sunriver and shares a close mutual aid relationship with the Sunriver Fire Department. It is bordered on the East by US Forest and BLM lands generally following the TransCanada gas line from North to South. The Fire District is bordered on the South by Klamath County.

The Fire District covers about 115 square miles of area. The ambulance service area in both Deschutes and Klamath County covers more than 1,000 square miles.

Reference: <http://www.lapinefire.org/>, <http://www.lapinefire.org/documents/map.pdf>

PARKS & RECREATION

With over 2.5 million acres of public land and open space in Central Oregon, outdoor recreationists from beginner to professional find outstanding opportunities for skiing (cross country and downhill), hiking, fly-fishing, golfing, kayaking, whitewater rafting, biking, waterskiing, rock climbing, mountaineering, hunting, camping, and horseback riding.

Southern Deschutes County is home to many scenic and recreational sites including Newberry National Monument, but to single out only one doesn't do justice to the wonderful array of choices surrounding Sunriver and La Pine. If you want to immerse yourself in the cascade mountains surrounded by high-mountain lakes, legendary fly-fishing, ; and miles wilderness, then Deschutes County demands a visit.

La Pine provides a popular public golf course, Quail Run, has many ATV track and trails, snowmobile trails, horse camping, kayaking, premier fly fishing, rafting, and hiking trails.

RESORTS

Have we mentioned the fantastic downhill and Nordic skiing available at just 20 minutes outside of town? With over 4,300 acres of skiable terrain and an average annual snow fall of 462 inches, [Mt. Bachelor](#) is North America's 7th largest ski resort and the perfect place to make powder turns before breakfast.

Known and respected throughout Oregon, the Northwest, and much of the United States, [Sunriver Resort](#), includes upscale alpine homes for purchase or rental. World-class tennis, golfing, biking, canoeing and kayaking are just a few of the outdoor activities enjoyed by residents and visitors alike. Sunriver is about halfway between La Pine and Bend, Oregon – roughly 18 miles either direction.



TOPOGRAPHY & CLIMATE

With an average of 300 days of sunshine a year, Sunriver and La Pine enjoy the typical high desert climate. The town's proximity to the Cascade Mountains gives La Pine readily accessible fresh water generated by snow-melt. The Deschutes Rivers (big and little) run parallel to and through the community, in parts. At 4,300 feet, La Pine lies approximately 1,000 feet above Bend to the north. Summer temperatures average a high of 85°F and a low of 42°F. Winter temperatures range from an average high of 47°F to an average low of 20°F.

TRAVEL DISTANCES FROM LA PINE

La Pine is situated along the U.S. Hwy. 97. It is located 30 miles south of Bend, 160 miles east of Salem, and 108 miles east of Eugene.

From La Pine, residents can reach most other Central Oregon communities within about an hour or less. Major cities on the western side of the Cascades are two to four hours away.

Other major West Coast markets —Seattle, Boise, Reno and San Francisco—are all accessed by a day's drive.

Distance from La Pine, Oregon		
City State	Miles	Drive Time
Bend, OR	30	0 hr 35 min
Salem, OR	160	3 hr 0 min
Eugene, OR	108	2 hr 0 min
Portland, OR	192	4 hr 0 min
Seattle, WA	357	6 hr 30 min
Boise, ID	346	6 hr 0 min
Reno, NV	360	6 hr 0 min
San Francisco, CA	462	7 hr 30 min

Source: Google.com

BUSINESS RESOURCES

Listed below is a sampling of the broad variety of business support organizations serving Bend and Central Oregon. More resources are available; contact EDCO for a complete list or for customized assistance.

Organizations	Services
BendTECH 541-409-6560 www.techallianceco.org	<ul style="list-style-type: none"> • Organization of Meet-Up groups, events, & education for tech professionals • Link between tech entrepreneurs and community startup resources • Low-cost office space that fosters collaboration between tenants
Business Oregon 541-388-3236 www.oregon4biz.com	<ul style="list-style-type: none"> • Business recruitment, retention, and expansion at the state level • Assists early stage businesses with capital access • Connection services with overseas markets via the Global Strategy Team
COCC (Central Oregon Community College) 541-383-7700 www.cocc.edu	<ul style="list-style-type: none"> • Source for two-year associate degree programs as well as technical training • Provides a range of continuing education and personal development programs
COIC (Central Oregon Intergovernmental Council) 541-548-8163 www.coic.org	<ul style="list-style-type: none"> • Community development services • Workforce skills training • Business loans and grants
Deschutes County 541-388-6584 www.deschutes.org	<ul style="list-style-type: none"> • Public safety and human services • Assessment and taxation • Manages economic development fund in partnership with EDCO
EDCO (Economic Development for Central Oregon) 541-388-3236 www.edcoinfo.com	<ul style="list-style-type: none"> • Recruits traded-sector companies to relocate to Central Oregon • Provides comprehensive assistance to expanding companies • Connect early-stage companies with investors, resources, guidance • Manage PubTalk events and the Bend Venture Conference • Regional source for demographics and statistics on business dynamics
NEW (Network of Entrepreneurial Women) 541-350-9135 www.networkwomen.org	<ul style="list-style-type: none"> • Business sharing and support opportunities • Professional and personal growth opportunities for women
Opportunity Knocks 541-318-4650 www.opp-knocks.org	<ul style="list-style-type: none"> • Strategy & discussion forum for business owners, execs, and key employees • Confidential peer-to-peer problem solving
Oregon Employer Council Central OR 541-749-4011 www.oregon.gov/EMPLOY/OEC	<ul style="list-style-type: none"> • Liaison between employers and the Oregon Employment Department • Employer education about workplace issues in Central Oregon
OSU-Cascades Campus (Oregon State University) 541-322-3100 www.osucascades.edu	<ul style="list-style-type: none"> • 16 undergraduate degree programs • 6 graduate degree programs
SBDC (Small Business Development Center) 541-383-7290 www.cocc.edu/sbdc	<ul style="list-style-type: none"> • No cost, confidential business advice for entrepreneurs, small businesses • Classes & resources (special expertise in int'l trade, government contracting, etc.)
SCORE (Service Corps of Retired Executives) 541-388-3236 www.centraloregon.score.org	<ul style="list-style-type: none"> • No cost business education and mentorship, pairing retired executives with business owners and founders • Many valuable templates and tools on national website
Vocational Rehab 541-388-6336 www.oregon.gov/dhs/vr	<ul style="list-style-type: none"> • Employment services and advocacy for people with disabilities • Free consultation with businesses about employment needs
Worksource Bend (Oregon Employment Department) 541-388-6050 www.worksourceoregon.org	<ul style="list-style-type: none"> • Recruitment services for employers • Job seeker services and resources • Workforce data, state and regional employment data

CENTRAL OREGON'S ENTREPRENEURIAL LANDSCAPE

In December 2016, Bend-Redmond MSA ranked #1 on **Milken Institute's** list of **Best Performing Small Cities**. "Bend-Redmond has been able to continually diversify its economy, with seven high-tech industries concentrated in the metro. The central Oregon economy is vibrant and has been able to diversify its economic base with new waves of innovation." ([Milken Institute](#))



In addition, an increasing level of startup activity is being seen across Central Oregon. Numerous industry clusters are coalescing in such areas as high technology, bioscience, outdoor recreation and consumer goods, and brewing & distilling. This activity is driven both by entrepreneurs relocating to the region and local entrepreneurs embarking on their own enterprises. The region is

large enough to support the resources and access to capital that help new entrepreneurs get started, while still being small enough that those resources are interconnected to support businesses as they grow. Unique to Central Oregon are the numerous community resources and assets that are available. A few of these assets managed by EDCO include the **Central Oregon PubTalk**, **Stable of Experts** and the **Bend Venture Conference (BVC)**.

The **Stable of Experts (SOE)** is a searchable database of over 120 experts that span multiple industries and disciplines. These experts have agreed to dedicate a certain number of hours to helping entrepreneurs fill their skills gaps and mentor young leaders. The SOE helps to fill in these missing pieces for new businesses and increase their probability of success.



Central Oregon PubTalk is a monthly happy hour held at McMenamins in Downtown Bend. These events are a showcase for entrepreneurs to pitch their business ideas, and for previously showcased businesses to provide an update on their progress. Keynote speakers are brought in to add an educational component to the event. A successful pitch is an integral component of securing funding, and PubTalk offers a platform for emerging businesses to practice and perfect the pitch with coaching sessions conducted by EDCO prior to the event. The event has more than doubled since FY 2014 to over 2,000 in FY 2017.



BVC is the largest angel conference in the West and has become a marquee event for the entrepreneurial community. Now in its 14th year, this annual event takes place each October. 2016 was a pivotal year for the conference, with nearly \$4M in funding invested in ten companies, and over 600 attendees including investors, entrepreneurs, service, professionals, students, and more.

ABOUT EDCO

Central Oregon Business Begins with EDCO

Founded in 1981, EDCO is a non-profit corporation supported by private and Public members and stakeholders. Our mission is to create a diversified local economy and a strong base of middle-class jobs in Central Oregon. To do this, we focus on helping companies do the following:

Move. We guide employers outside the region through the relocation process as a resource for regional data, incentives, talent, site selection, and more.

Start. We mentor and advise scalable young companies from concept to exit on issues such as access to capital, critical expertise and strategy.

Grow. We help local traded-sector companies expand by finding suppliers, workforce sourcing, permitting, and incentives.

In addition, EDCO also works to improve the region's business climate by influencing state legislation and local policymaking, improving our transportation and information links to the rest of the world (air service, telecom) and catalyzing other critical infrastructure or community development needed to be prepared for successful business development.

Board of Directors

EDCO is a membership organization with roughly half of its funding coming from public entities (counties, cities and higher education) and the other half coming from private companies and individuals. The organization is guided by a 43-member board drawn from across the tri-county area of Crook, Deschutes, and Jefferson, representing a wide variety of industry sectors.

Focused on Results

At EDCO, we keep close tabs on economic indicators such as job growth, total payroll and new capital investment made by traded-sector companies. The results of the last five fiscal years are as follows:

EDCO's RESULTS				
Fiscal Year	Companies	Jobs (new & retained)	Payroll (estimated)*	New Capital Investment
2016-2017	47	565	\$27.7 million	\$534.4 million
2015-2016	36	266	\$12.9 million	\$24.2 million
2014-2015	35	594	\$24.4 million	\$102.6 million
2013-2014	30	590	\$25.9 million	\$210.9 million
2012-2013	29	1,136	\$40.1 million	\$340.0 million
TOTALS	177	3151	\$131 million	\$1.21 billion

Economic Development for Central Oregon (EDCO)

705 SW Bonnett Way, Suite 1000

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Phone: 541-388-3236 | 800-342-4135

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