

## 2007 INDUSTRY MONTH AT A GLANCE

**Thursday, October 4<sup>th</sup>**

### **Annual Oregon Commercial Real Estate Conference & Seminar**

*Presented by CCIM (Certified Commercial Investments Members) and the Commercial Investment Division of Central Oregon Association of Realtors, this is the highlight of a two day state conference that will update you on the climate of commercial real estate investments around Oregon. If you missed EDCO's Annual Luncheon keynote speaker Jack Kaine, this is your opportunity to learn the art of a successful negotiation during this three hour session.*

Time: 9:00-12:00 pm

Location: The Riverhouse, Bend

Cost: \$75 for CCIM or CID members/ \$100 for Non-Members

To Register: call 503-768-4299 or [info@oregonccim.com](mailto:info@oregonccim.com)

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**Friday, October 5<sup>th</sup>**

### **Export Strategies 101**

*Have you considered offering your products or services internationally but reluctant to make the leap? This all day workshop is designed to help Oregon manufacturers navigate their way through international markets and offers even seasoned exporters recommendations on how to save time and cut red tape. The workshop is collaboration between the US Commercial Service, OECD International Division, the SBA and EDCO.*

Time: 8:00- 4:30 pm

Location: Topaz Room, Shilo Inn, Bend

Cost: \$70 for EDCO members, \$80 for non-members; \$50 for additional attendees from same company

To register: [dayna@edcoinfo.com](mailto:dayna@edcoinfo.com) or 388-3236

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**Friday, October 5<sup>th</sup>**

### **International Business Networking Reception**

*Ater Wynne LLP is sponsoring an informal free reception immediately following Industry Month's Export Strategies Workshop. Bring your questions about doing business internationally for trade attorneys, bankers, and customs brokers. The Ater Wynne team can help you identify potential resources and suppliers to grow your business globally.*

Topaz Room, Shilo Inn, Bend

4:30 – 6:30 pm

Cost: Free

To register: [dayna@edcoinfo.com](mailto:dayna@edcoinfo.com) or 541-388-3236

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**Tuesday, October 9<sup>th</sup>**

### **SAO Clean Technology Forum: Energy Efficiency with Data Management**

*Join the Software Association of Oregon as their state-wide forum comes to Bend, advocating clean business practices through advanced technology. This forum explores how companies can reduce the skyrocketing energy costs of data servers through virtualization, one of the least understood but most viable solutions. The team of experts in sustainability and technology include: Jake Smith, Advanced Server Technologies Marketing for Intel; Thor Hickley, Manager of Renewable Power Program for PGE; Al Thomason, System Storage Portfolio Manager with IBM; and Rich Bader, CEO of EasyStreet.*

Time: 5:30-7:00 pm

Location: Hitchcock Auditorium, COCC

Cost: \$20 for SAO Members/ \$35 for Non-Members

To register: [www.sao.org](http://www.sao.org) or contact [bruce.yonker@sao.org](mailto:bruce.yonker@sao.org) (503-228-5443)

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## 2007 INDUSTRY MONTH AT A GLANCE

**Wednesday, October 10th**

### **Nuts & Bolts of Real Estate Investing**

*Sponsored by Opportunity Knocks and EDCO, this is part of the Best Practices series and ideal for companies considering expansion involving new facilities in the region. Join Erich Schultz from Compass Commercial and Mark Neuman from 1031 Asset Exchange for sound advice and insider strategies.*

Time: 8:00-10:00 am

Location: Central Oregon Assoc. of Realtors

Cost: \$30 for OK Members, \$40 for Non-Members

To register: contact Susie Stevens at [susie@opp-knocks.org](mailto:susie@opp-knocks.org) or call 318-4650

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**Tuesday, October 16<sup>th</sup>**

### **High Desert Enterprise Consortium (HiDEC): Applying Lean to Your Business**

*Is your workplace as efficient as it can be? Is your company culture geared to eliminating waste at every step? Come and learn from top Central Oregon companies and what it means to take the lean journey. Deschutes Brewery will provide a production-based tour of their facility at the start of this session.*

Time: 4:00-7:00 pm

Location: Deschutes Brewery Mountain Room

Cost: Free to HiDEC Members, \$15 for Non-HiDEC Members

To register: [dayna@edcoinfo.com](mailto:dayna@edcoinfo.com) or 388-3236

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**Thursday, October 18<sup>th</sup>**

### **Pinnacle Architecture: Business Owners' Guide to Designing Your Building**

*Thinking about expanding or relocating? This two hour seminar presented by Pinnacle Architecture and EDCO gives you a realistic timeline and solid organizational plan to make building improvements or start a new building in Central Oregon. It covers everything from local design trends (sustainable building) to working with local government to fast-track permitting. Stay after the event to get advice from Pinnacle executives on your specific project.*

Time: 2:00 - 4:00 pm

Location: Brooks Room, Deschutes County Library

Cost: \$15 EDCO Members/ \$20 Non-Members

To register: : [dayna@edcoinfo.com](mailto:dayna@edcoinfo.com) or 388-3236

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**Thursday, October 18<sup>th</sup>**

### **Bend Venture Conference presents**

#### **"Venture Competitions- Top Ten Business Plan Mistakes...and How to Avoid Them"**

*Presenter Tim Berry is president of Palo Alto Software and principal author of its [Business Plan Pro](#)® software for developing business plans. He was a cofounder of Borland International, which was founded in 1983 and went public in 1986. Before creating his own company, he was a planner for Business International and Creative Strategies, and a consultant in business planning to Apple Computers. He is also the founder of [www.bplans.com](http://www.bplans.com), the world's most well-known business-planning resource site.*

Time: 12:00 – 1:00 pm

Location: Deschutes County Library, Brooks Room

Cost: Free

To register: contact Pam Stevenson [pamstevenson@bendcable.com](mailto:pamstevenson@bendcable.com) 389-5599

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## 2007 INDUSTRY MONTH AT A GLANCE

**Friday, October 19<sup>th</sup>**

### **Bend Venture Conference**

*Entrepreneur, author and technology evangelist Guy Kawasaki headlines this 4<sup>th</sup> annual conference that unites budding entrepreneurs, local business investors and venture capitalists. Bend Venture Conference is in its fourth year and provides sage advice and presentation experience for any early stage company.*

Time: 8:30 - 4:30 pm

Location: Tower Theatre, Bend

Cost: \$199

To register: [www.edcoinfo.com/Bend\\_VC\\_Micro/www.bendvc.com/Registration/](http://www.edcoinfo.com/Bend_VC_Micro/www.bendvc.com/Registration/)

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**Wednesday, October 24<sup>th</sup>**

### **EDCO Annual Awards**

*Business and civic leaders enjoy an evening of great food, light-hearted roasts and recognition of Central Oregon's traded-sector employers. An evening of fun you won't want to miss.*

Time: 6:30 - 9:00 pm

Location: Seventh Mountain Resort, Bend

Cost: Open to EDCO Members/ Invite Only

To RSVP: contact [dayna@edcoinfo.com](mailto:dayna@edcoinfo.com) or call 388-3236

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**Thursday, October 25<sup>th</sup>**

### **Disney Keys to Excellence Seminar**

*This outstanding seminar from the Disney Institute is about leadership and the importance of vision. The seminar helps you harness their vision by connecting it to what you value. You'll learn how to create a meaningful and shared purpose as a rallying point for your organization. The only seminar offered in the Pacific Northwest by the Disney Institute this year, this event is filling fast.*

Time: 7:30 am - 4:30 pm

Location: The Riverhouse Convention Center, Bend

Co-Sponsors with COCC: BendBroadband, Bank of the Cascades, EDCO & Jeld-Wen Communities

To register: <http://noncredit.cocc.edu/>

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### **Community Roundtables**

*A series of EDCO-facilitated discussions among civic leaders and local businesses about such critical topics as workforce development, transportation improvements, incentives, industrial land development, growth impacts and affordable housing. These roundtables are designed to represent a broad cross section of business and public service interests and are by invitation.*

### **Wednesday, October 10<sup>th</sup>, Madras Roundtable**

Madras Airport Terminal; 11:00 – 1:00

### **Thursday, October 11<sup>th</sup>, Prineville Roundtable**

City Council Chambers at City Hall; tentatively: 10:45 – 12:30

### **Wednesday, October 17<sup>th</sup>, Redmond Roundtable**

Timing: evening session; details TBD

### **Tuesday, October 23<sup>rd</sup>, Bend Roundtable**

Brooks Room, Deschutes County Library; 11:00 – 1:30 Luncheon

### **Thursday, October 25<sup>th</sup>, Sisters Roundtable**

FivePine Conference Center; 8:30 – 10:30 am

### **Tuesday, October 30<sup>th</sup>, La Pine Roundtable**

MidState Electric; 12:00 – 2:00 pm