



Port of
HOOD RIVER



LOT #900 HOOD RIVER WATERFRONT

Hood River, Oregon

May 28, 2021



PACIFIC
CREST
PARTNERS

LIZ OLBERDING
ARCHITECT



COFFMAN
ENGINEERS

**COPPER
WEST**
REAL ESTATE



May 28, 2021

Michael S. McElwee, Executive Director
Port of Hood River
1000 E. Port Marina Dr.
Hood River, OR 97031

Subject: Lot #900 Hood River Waterfront

Dear Michael:

Thank you for the opportunity to introduce my development qualifications.

I am drawn to Lot 900 because it is a signature site. Hood River needs a signature. I am passionate about contributing to Hood River, and I believe that I can bring a level of excellence to this project that will benefit the community. This project is a unique opportunity to bring quality and excellence to what I believe can be a centerpiece of our town, and a gateway to the waterfront.

My large-scale commercial development experience was with Trammell Crow Company. I was the managing partner and President of Crow-Oregon. I was responsible for all of Trammell Crow's development in Oregon. Crow-Oregon was one of the largest Portland area developers, and one of the most successful divisions in the Trammell Crow Company. In 1990, we decided to liquidate the Oregon properties. The following year I moved to Hood River to slow down and spend more time with my young family. I have continued developing smaller commercial projects as Pacific Crest Partners. All my development projects have been out of the area. I did complete two, not for profit projects in Hood River, The Children's Park, and Horizon Christian School.

While I have extensive experience in commercial development, the reality is that I would be coming out of semi-retirement to manage this project, mainly because of my love for this town. To make this project successful, we have assembled a fantastic local team. Steve Hawk from Coffman Engineers has been a windsurfing friend of mine for about 10 years and approached me about it after having discussed it at length with Liz Olberding and Anne Medenbach. Liz and her partner, Milo, have put together an exciting vision and architectural program for an adventure-themed hotel and commercial hub for the community. Anne's invaluable understanding of the Port's processes and experience in commercial real estate development makes her a perfect choice to advise on this project, and act as the leasing agent. We look forward to teaming with the Port to develop this exciting project for Hood River!

Daniel J. Boyden
President, Pacific Crest Partners
3500 West Cliff Drive, Hood River, OR 97031

DEVELOPER'S INTEREST AND FINANCIAL ARRANGEMENTS

JOINT VENTURE OPTION

If the Port is interested in a high quality, signature project, a Joint Venture (JV) is more likely to produce the desired outcome.

We are proposing that the JV be structured as follows:

- Pacific Crest Partners will provide the initial capital, necessary equity, and the development experience to develop the property to its highest potential over a three-year period while considering all the goals of the Port.
- Pacific Crest Partners will be the managing partner and The Port will be a limited partner. The Port will be involved in major decisions such as concept, design, leasing, financing, and any significant capital transactions.
- The Port will contribute the Land unencumbered into a partnership and will receive a Capital account for the fair market value of the Land.
- Pacific Crest Partners will bring the required investment to complete the project. Pacific Crest Partners will receive a Capital account for the invested amount. Typically, the land value results in a residual ownership of 15% - 25% of the completed project.

We fully understand the benefits to the landowner of a Ground Lease. However, the Ground Lease structure immediately becomes a significant handicap to the quality of the project. The Ground lease structure is not preferred, and most high-quality players will demand fee ownership. Essentially, the Ground Lease structure will attract second tier participants and second-rate developers. Our interest in a Ground Lease project is lukewarm. We would propose a limited investment idea such as a food truck court with a community park feel. We did not include concepts for this type of project in this proposal.

DESCRIPTION OF THE PROPOSED DEVELOPMENT

Lot #900 is the gateway to the heart of the recreational wonderland that is Hood River. This prime, one-acre commercial parcel located on the waterfront, directly across Interstate I-84 from downtown Hood River is the last remaining undeveloped, commercially-zoned property on the waterfront and wholly owned by the Port.

This special location demands a concept that incorporates the international appeal of Hood River with its use from the local community. The development concept that our team proposes does just that. The concept presented anchors the project with a 50-60 room, adventure hotel. The hotel faces the water and connects the residents directly with the recreational opportunities presented by the Gorge. Visually, they arrive at the waterfront and see through the "gateway" to the river. They can then be connected to all of the recreational and agribusiness opportunities that are available in the Gorge.

The retail component of the project is on the corner of 2nd and Riverside. This building contains a Gorge concierge component and includes connections to local recreational, food, & beverage tourist opportunities through a fun retail/recreational, hands on experience. This concept is flexible and during the pre-design phase can incorporate tenants that are vetted by the Port/Developer project team. National tenants are already interested in this concept and can synergize with local businesses easily.

The upper levels of both buildings host a spa/gym concept that appeals to both long term community residents and visitors alike. With the views of the Gorge and year round athletic opportunities combined with a high-end spa, we feel this concept will thrive.

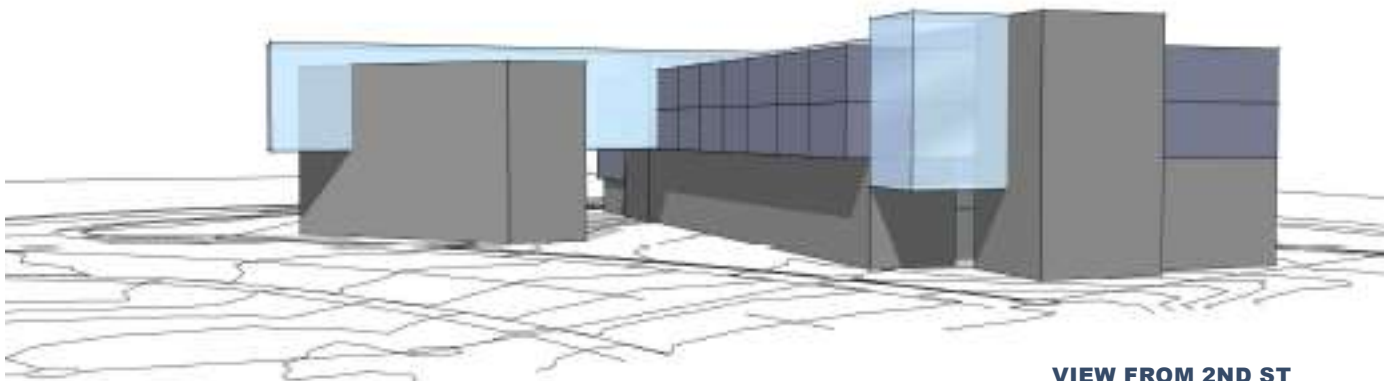
The project can also incorporate needed items like recreational equipment storage, farm-to-table showcases and other tenant mixes that support the local economy year-round.

PROPOSED DEVELOPMENT TYPE

WATERFRONT DEVELOPMENT

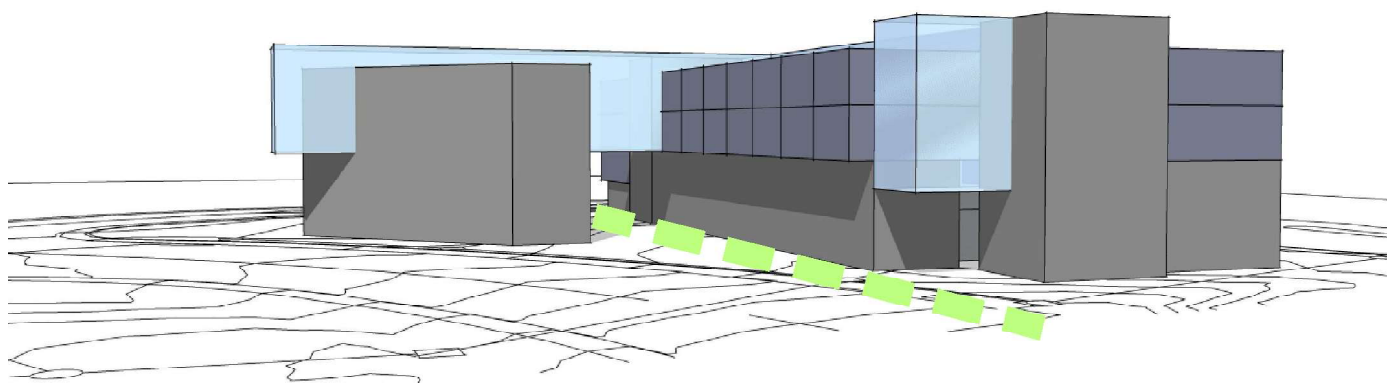
The proposed development includes two buildings, separated by a pedestrian plaza, and connected by an elevated enclosed walkway that's transparent, preserving the view corridor. The north / south pedestrian plaza will serve as an extension of 2nd street, and the pedestrian gateway to the future development of Lot 1 and the Event Site. The program includes a boutique hotel, flexible ground floor retail space flanking the pedestrian plaza, and a corner iconic athletic facility and spa. The program mix encourages a building that will be used throughout the day and evening, and through the seasons. The Hotel component will bring approximately 60 to 100 people to the site on a regular basis. We see this as a cornerstone for local economic activity, providing increased tax revenue, capital investment, and tourism-related development and promotion, that will bring life and energy to the entire waterfront. The idea is to create a place that is about all things Hood River, serving the local community, tourist industry, and all the outdoor and health enthusiasts that gravitate to the Gorge. The building massing will be consistent with other recent Waterfront development and buildings in Hood River's downtown. Architecturally, it will present a bold façade of glass and light, with solid elements ripe for imagery or signage that advertises the arrival to Hood River and the Waterfront. Building 1 on the east side of the lot is 4-story building. It

includes ground floor retail along Riverside Drive and also oriented to the pedestrian plaza, two levels of parking on the east side, and a boutique hotel on upper floors. Building 1 will include approximately 60 hotel rooms, 60 parking spaces, with approximately 4,000 square feet of ground floor retail space. The hotel concept is modeled after adventure boutique hotels, with an internal common space / atrium that could incorporate indoor sports activities such as a climbing gym or pickle ball courts. Building 1 will be approximately 50,000 square feet including the parking area square footage space. Building 2 on the west side of the site is proposed to be 3-story, with ground floor retail oriented to the pedestrian plaza, with upper floors including a combination of an athletic facility and a spa. Connected to Building 1 by an elevated bridge, the idea is for the gym and spa to serve both the hotel patrons and the general public, keeping the building active through the off seasons. Building 2 will be approximately 15,000 square feet space. Parking needs for the buildings may exceed what we propose to provide for parking on site. We feel that the combination of proposed uses makes shared parking arrangements feasible. Given the location its ideal pedestrian and bicycle access we anticipate patrons of the facility would likely use alternative modes of transportation. Our team will work with the Port and the City to arrive at an ideal parking solution. See attached renderings of the proposed building.

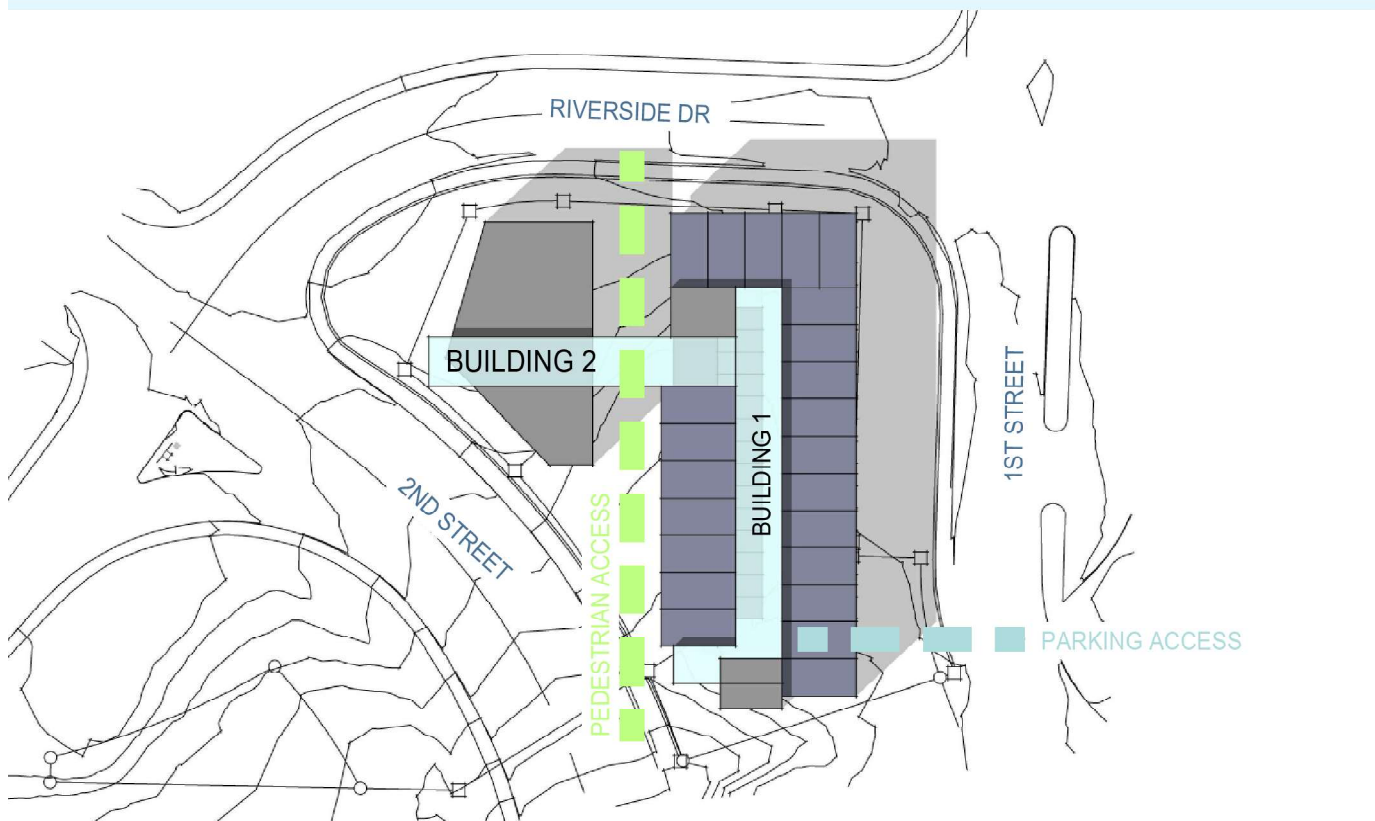


VIEW FROM 2ND ST

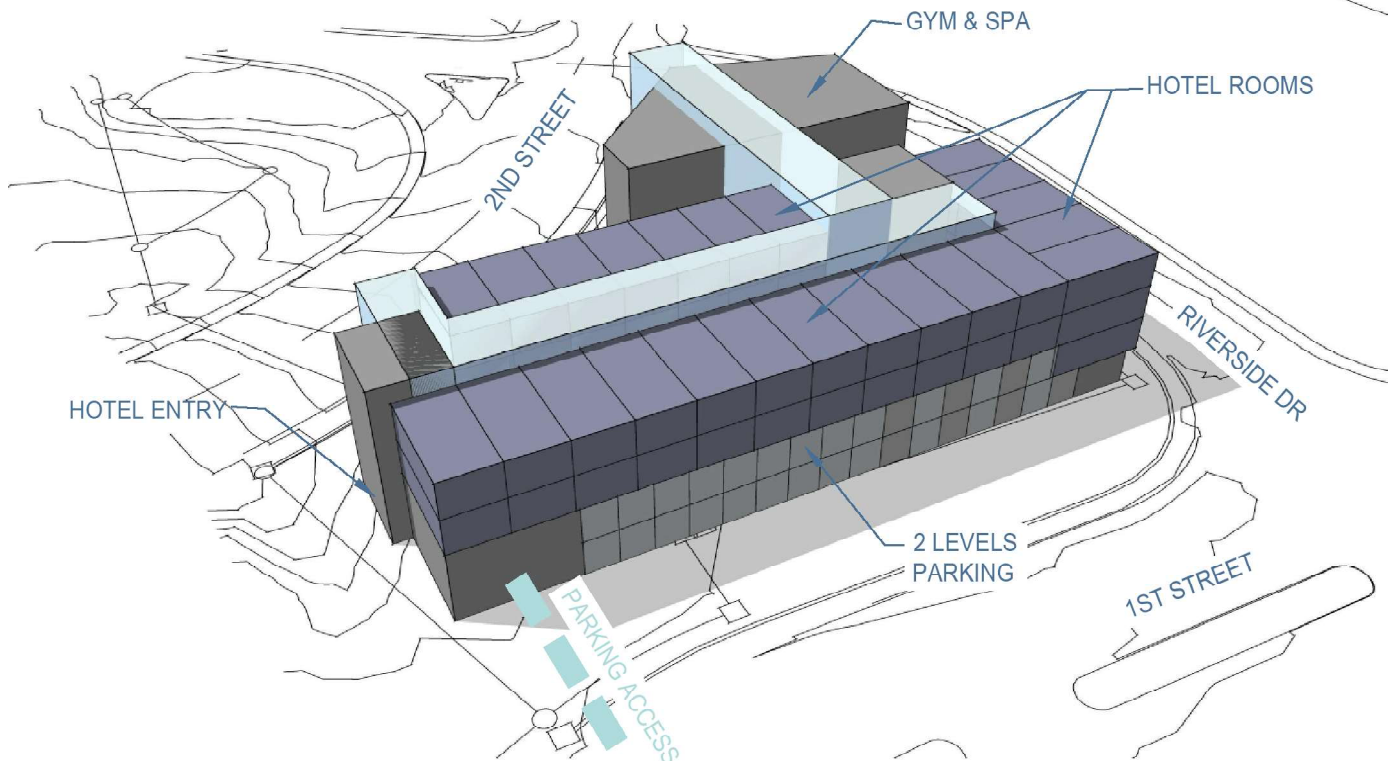
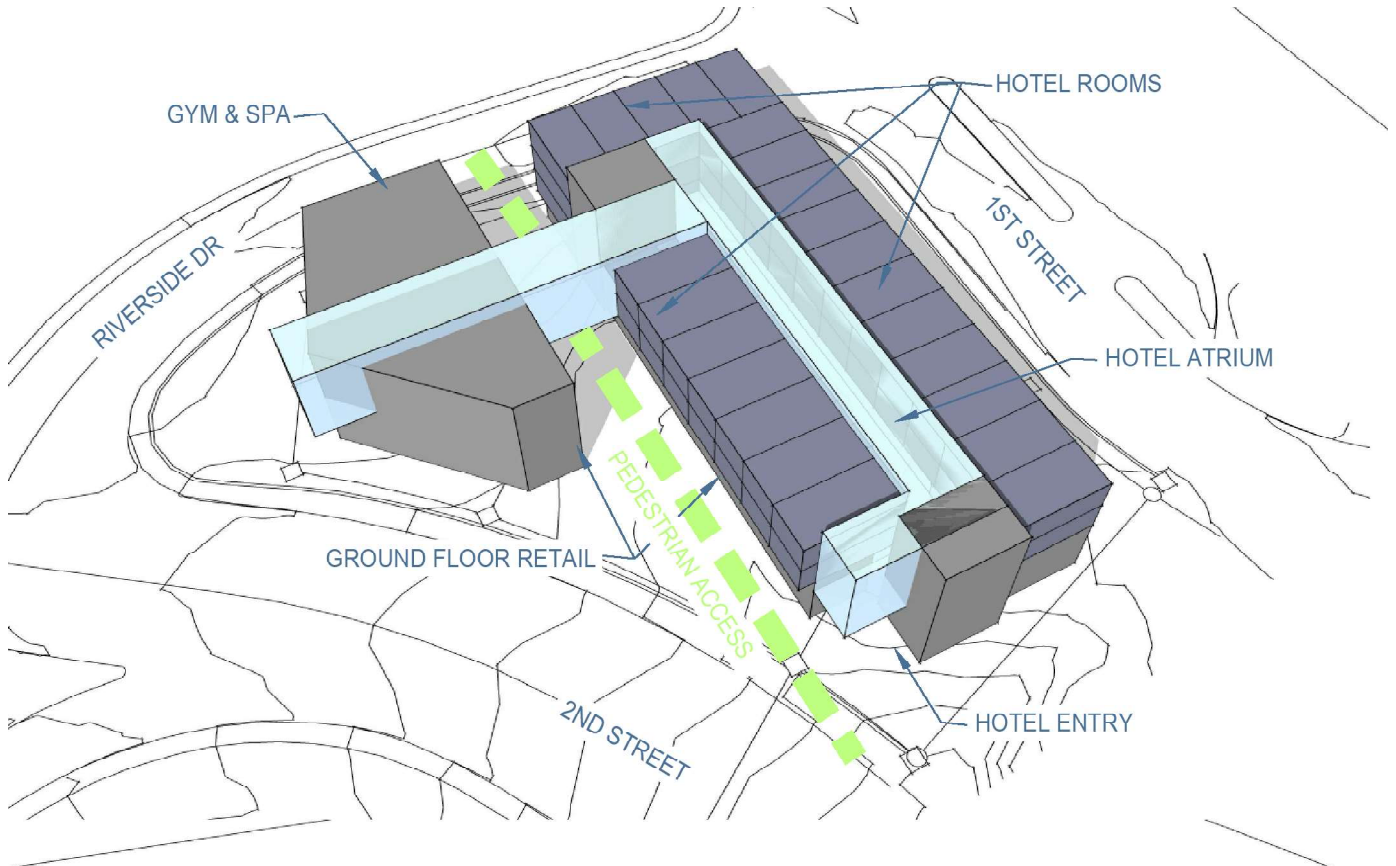
DIAGRAMS



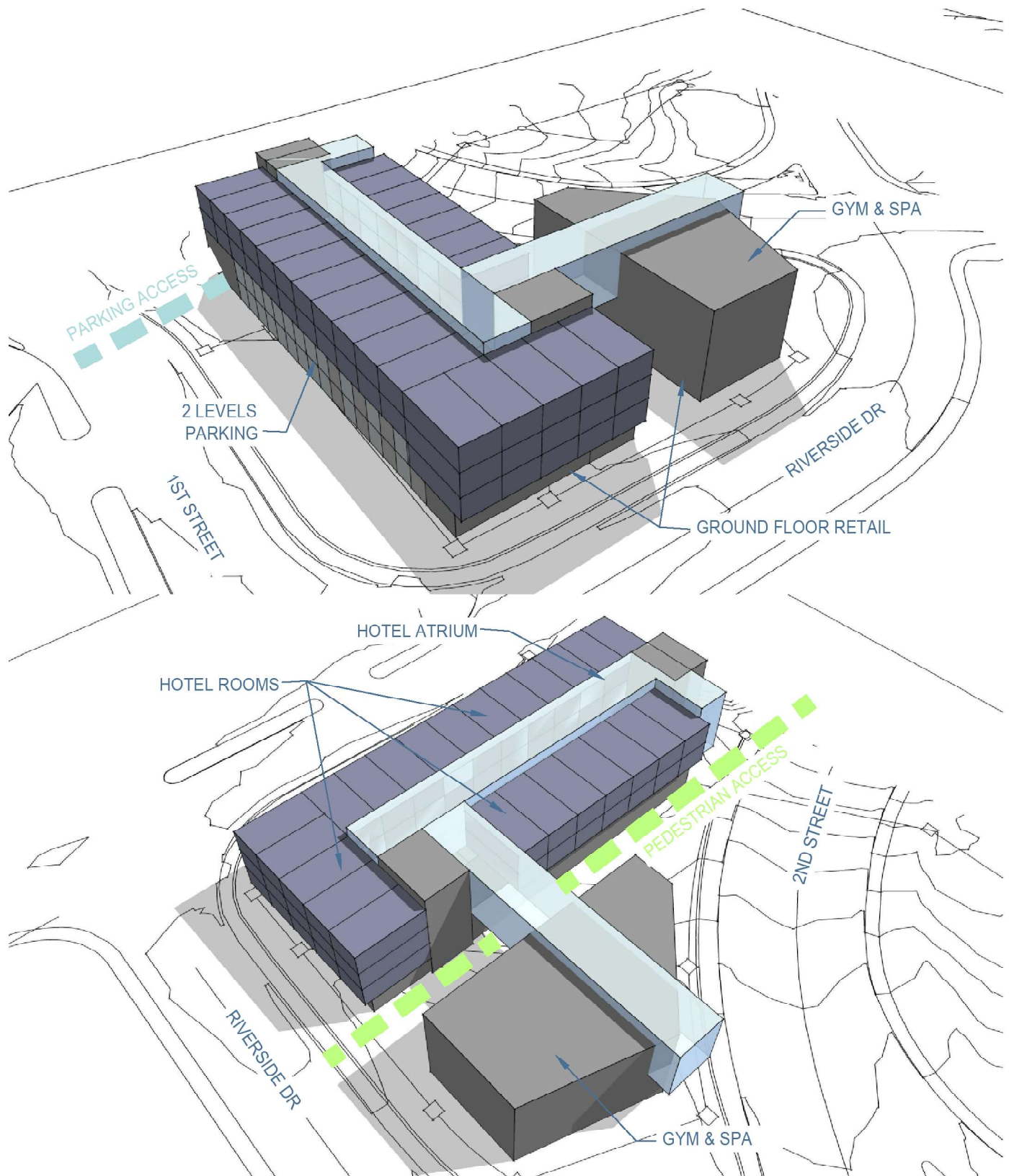
VIEW FROM 2ND ST



DIAGRAMS



DIAGRAMS



PROJECT EXPERIENCE

PACIFIC CREST PARTNERS

LINCOLN CENTER | TIGARD, OR



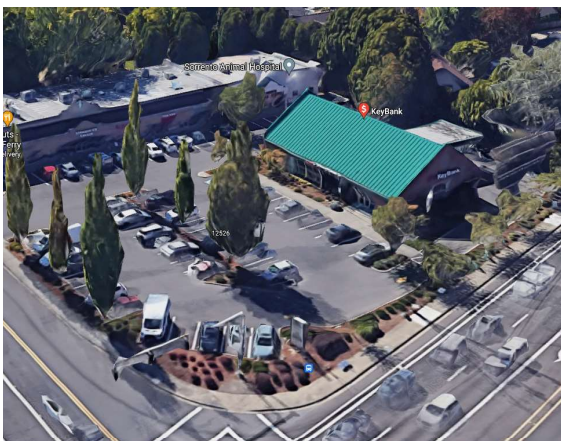
Freeway interchange project with two restaurants, retail and 750,000 sf of Class A office.

NIMBUS TECHNOLOGY PARK | BEAVERTON, OR



Freeway interchange project with 700,000 sf of flex office space

SCHOLLS CENTER | TIGARD, OR



Key Bank, Starbucks retail center

SUMMARIES OF KEY PERSONNEL



LIZ OLBERDING
ARCHITECT



COFFMAN
ENGINEERS

COPPER
WEST
REAL ESTATE

RESUMES



Years of Experience: 39

Education

BS, Civil Engineering,
Oregon State University

MBA, Harvard Business
School

Professional Licenses

CA, Structural

Professional/Community Activities

Chairman of the Board of
Horizon Christian School,
Hood River, Oregon

Outdoor Advisory Board for
Young Life's Washington
Family Ranch, Central
Oregon

Past Chairman of Hood
River's Children's Park

Past City Councilor for the
City of Hood River

DANIEL J. BOYDEN

Developer, Pacific Crest Partners

Professional Experience

Daniel J. Boyden (Dan) is the President of Pacific Crest Partners, a real estate development firm he founded in 1991. Pacific Crest Partners develops commercial and residential real estate in Oregon and Hawaii. Dan lives in Hood River with his wife and enjoys windsurfing and bird hunting in the Gorge.

Project Experience

Lincoln Center | Tigard, OR

Freeway interchange project with two restaurants, retail and 750,000 sf of Class A office

Nimbus Technology Park | Beaverton, OR

Freeway interchange project with 700,000 sf of flex office space

Scholls Center | Tigard, OR

Key Bank, Starbucks retail center

Additional Relevant Experience

- Hood River Children's Park | Hood River, OR
- Horizon Christian School | Hood River, OR
- Single Tenant Retail on Beaverton Hillsdale Highway | Beaverton, OR
- Pompadour Estates (440 Acre Residential Community) | Ashland, OR
- Currently developing several Short Term Rental properties in Ashland, Hood River and Hawaii

**Years of Experience: 20****Education**

Master of Architecture
University of Oregon,
Graduate Teaching Fellow:
Structures

BA Art History, Architecture
Specialization, University of
Oregon

Northern Design, University
of Alaska Anchorage

Professional Licenses

OR, Architect Registration
No. 6666

WA, Architect Registration
No. 11910

AK, Architect Registration No.
11651

LEED Accredited
Professional, 2003

**Professional/Community
Activities**

American Institute of
Architects

Hood River Chamber of
Commerce, Mt. Adams
Chamber of Commerce,
Gorge Owned

LIZ OLBERDING

Architect, Liz Olberding Architect

Professional Experience

Liz Olberding is the owner of Liz Olberding Architect and is an architect living and working in downtown Hood River. Her goal is the improvement of the built environment through appropriate sustainable design solutions. Liz's strengths lie in her combination of education and experience including architecture, history, construction management, research, teaching and development which brings a unique and well-rounded perspective to her work. Liz has worked with numerous development teams including public, private and many non-profit entities through all phases of design from feasibility and master planning through construction documents and construction administration. Liz has extensive experience of leading complex design consultant teams on large, small and unique commercial projects. Many projects have included adaptive re-use of existing buildings requiring a detailed measurement and drafting of existing space, programs, assessment of building conditions, and analysis to determine best use of space and funding to meet project goals.

Liz was principal architect at Olberding White Architects LLC in Anchorage, Alaska from 2006 to 2015. Liz moved to Hood River in 2016, and has established herself as an architect working primarily in Hood River and surrounding communities.

Project Experience***Leeward Apartments, 230 Clearwater, Lane | Hood River, OR***

The Leeward Apartment project is a 28,000 square foot 32-unit apartment building currently under construction on a half-acre site in west Hood River. Liz is the project architect and has worked closely with the development team on the feasibility of this unique project. She has worked closely with city staff to resolve many complex issues related to infrastructure and requirements for public improvements.

Garnier Winery | Mosier, OR

Since 2017, Liz has been working with the Garnier Winery on several projects including the design of a 9,000 square foot winery building, master planning and building design for worker housing, dining hall and shower house facilities. Construction is slated to start in the spring of 2020.

Additional Relevant Experience

- The Fruit Company & Webster Orchards | Pine Grove, OR
- Mosier Mixed-Use Building, Washington Street | Mosier, OR.
- Denali Brewing, Brewpub and Brewery Buildings | Talkeetna, AK
- Thomas Center for Senior Leadership | Anchorage, AK
- Loussac Place | Anchorage, AK
- Oklahoma Commons | Anchorage, AK
- Mountain View Village | Anchorage, AK

**Years of Experience:** 24**Education**

MS Civil Engineering,
Washington State University,

BS Civil Engineering,
Washington State University

BS Physics, University of
Puget Sound

Professional Licenses

OR, Structural Engineer,
#84614PE

WA, Civil Engineer,
#0036599, 2000

WA, Structural Engineer,
#36599, 2003

ATC-20 Certified

Professional/Community Activities

DBIA Oregon Chapter,
Programs Committee Co-
Chair, 2020-2021

High School Small Group
Mentor, Horizon Christian
School, Hood River, Oregon,
2012-2017

Adjunct Professor, Masonry
Design, Portland State
University, 2017 to present

STEVE HAWK, PE, SE

Portland Operations Manager, Senior Structural Engineer, Coffman Engineers

Professional Experience

Steve currently leads the Portland office of Coffman Engineers and has lived in Hood River for 11 years where he is an avid water sports enthusiast and has lead the design of over 75 completed projects in the community. He has worked on a variety of projects including hospitality, industrial, healthcare, federal and military, single- and multi-family housing, mixed-use development, renewable energy, and Food & Beverage. Steve previously taught the senior-level civil engineering course, Steel Design, at Gonzaga University. He is currently an adjunct professor at Portland State University, teaching Masonry Design.

Project Experience***Jackson Park Stage Roof | Hood River, OR***

Provided structural engineering to add a roof structure over the existing stage at Jackson Park in Hood River, OR for the Lions Club and the City of Hood River's Parks & Recreation department. The roof consisted of a mass timber glulam beam and column timber-frame structure with Lock Deck Laminated Decking and a standing seam metal roofing.

Port of Hood River Office Tenant Improvement | Hood River, OR

Coffman provided structural, mechanical, electrical, and fire protection engineering for a remodel to the Port of Hood River's office space involving hvac and electrical and sprinkler upgrades and a reconfiguration of an existing mezzanine.

Port of Hood River Event Site Dock Repair | Hood River, OR

Structural engineering consulting for the Port of Hood River to help them repair two damaged wood dock piles. The piles were damaged several years ago by a large vessel that was docking, and had rotted both the piles and supported timber beams over time. The Port had reduced the allowable live load capacity for the vendors that used the dock above the damaged piers until a repair could be designed. We designed a way to keep the existing wood piles and beams, adding new 15"-deep galvanized steel channels on both sides of the beams to carry the load previously taken by the piles and rotted members. We assisted during bidding and construction, and the contractor was able to complete the work quickly and successfully.

Additional Relevant Experience

- Hood River County School District Administrative Offices Remodel | Hood River, OR
- pFriem Tenant Improvement Design Reviews | Hood River, OR
- Wyeast Labs Remodel | Odell, OR
- Pietros Pizza Roof Truss Repairs | Hood River, OR
- Insitu Eagle Point Manufacturing Facility PM/CM | Bingen, WA

**Years of Experience: 13****Education**BA, Forestry,
Oregon State University**Professional Licenses**

Licensed Broker, OR

CCIM**Professional/Community Activities**Founder and President, Big
River Community Land Trust
2019-presentWhite Salmon Planning
Commissioner 2017-2019Bethel Church Board
Member 2018White Salmon, Community
Youth Soccer Coach
2014-present**ANNE MEDENBACH, CCIM**

Commercial Real Estate Agent, Copper West Real Estate

Professional Experience

Anne Medenbach is a commercial real estate broker with Copper West Real Estate. She has over 13 years of experience in leasing, property management, development, sales and construction in both public and private sectors. She is an excellent problem solver and is focused on getting things done. She brings local knowledge and connections and is excited to work with the Port of Hood River on this project.

Project Experience***North Apron Ramp, Ken Jernstedt Airfield | Hood River, OR***

Anne was the project manager for the Port when they received a \$2.4 million grant from the FAA in 2020 to bring the North Apron up to current standards. The project included removing existing pavement and 14 aircraft parking areas, installing new pavement, gate and reflectors. Tie-down chains are now in, and asphalt repairs have been completed by Granite Construction. The project also included wetland mitigation of a 1.2-acre on-site wetland. "Pokey" plants were installed to deter waterfowl. The Port completed an Environmental Assessment in 2019 that provided the correct permits for the work.

2016 Connect Oregon VI Project, Ken Jernstedt Airfield | Hood River, OR

Anne was the project manager for the Port's Infrastructure for the Aviation Technology and Emergency Response Center at the Ken Jernstedt Airfield that was partially funded with a \$1.3 million grant from ODOT. The 2016 Connect Oregon VI award project included extending water, sewer, gas and power to future building sites that will support the local UAV industry as well as emergency response. Paving and a fuel pad was also installed for a future fuel farm.

pFriem Brewery Tenant Improvements, Hood River, OR

While at the Port of Hood River, Anne was the Port's representative and Project Manager during pFriem Brewery's extensive expansion and remodeling project of the Port-Owned Halyard Building in Hood River. She managed the tenant negotiations, permitting, bidding, and construction of the multi-year project.

Big 7 Building Reroof and Seismic Upgrade, Hood River, Oregon

While at the Port of Hood River, Anne was the Port's representative and Project Manager during the re-roof of the Port-Owned Big 7 Building including tenant management, procuring engineering designs, permitting, bidding, and construction of the project.