

PORT OF CASCADE LOCKS

The Port of Cascade Locks Commission Meeting was held October 18^h, 2007 at City Hall Council Chambers, Cascade Locks, Oregon.

I. MEETING CALLED TO ORDER/PLEDGE OF ALLEGIANCE: Commission President Lee called the meeting to order at 7:00 pm.

II. ROLL CALL: Commissioners Lee, McLean, Caldwell, Woosley & Janik were present.

Others present: GM Chuck Daughtry, Attorney Jerry Jaques, Kris Miller, RARE-Julia Babcock, Dale Davis, Elaine Johnson & Nanette Timm (John L Scott Reality) & Camera Operator Betty Rush.

III. MODIFICATIONS, ADDITIONS TO AGENDA:

IV. ITEMS FROM THE FLOOR:

a. General Public: Nothing to report.

b. Commission: Commissioner McLean inquired about the Lewis & Clark sign that was taken down in the park. GM Daughtry stated that the sign was in bad shape (rotting). GM Daughtry stated that we are looking into funding possibilities for replacing the signs, including the one on Thunder Island.

Commissioner Lee commented that the staff/commission outing was fun and thank you to those who put it together, outstanding job, lots of fun. Commissioner Lee commented that it's great to see the tour boats in the locks, been very busy this past week. Staff Miller commented that there are tour boats also using the Bradford Island dock and the Sea Lion was here for two weeks, Maritime Services out of Hood River was doing maintenance on the boat. GM Daughtry stated that we are providing them with resources such as garbage, water, power, & recycling.

c. City of Cascade Locks: Nothing to report.

V. CONSENT AGENDA (Consent Agenda may be approved in its entirety in a single motion. Items are considered to be routine. Any Commissioner may make a motion to remove any item from the Consent Agenda for individual discussion.)

a. Approval of Minutes: Regular Meeting dated October 4th, 2007.

b. Approval of Bills dated October 18th, 2007 in the amount of \$ 35,140.66.

c. Approval of September payroll in the amount of \$ 46,621.01.

COMMISSIONER WOOSLEY MADE A MOTION TO APPROVE THE CONSENT AGENDA. COMMISSIONER CALDWELL SECONDED THE MOTION. Motion passed unanimously by Commissioners Lee, McLean, Woosley & Caldwell.

VI. OLD/NEW BUSINESS:

a. Discussion of proposed broker agreement: GM Daughtry stated that Elaine Johnson & Nanette Timm from John L Scott Real Estate are here with us tonight. GM Daughtry stated that we have been discussing the possibility of using a real estate firm to assist the Port in identifying a wider reach for our property. In July 2007 the Commission received a detailed status report of all the port properties, a list of all the things we have done to the properties to get them ready to market, and some of the things that are restricting certain pieces of property from being marketed.

GM Daughtry stated that the Port owns 280 acres: the Industrial Park is 140 acres, Marine Park is 70 acres and of that there is very little that is unrestricted, lease's with SDS, Bear Mountain & land that we are holding for the Warm Springs Tribe. GM Daughtry stated that the land we have

identified available to market is the Herman Creek Site (4-5 acres), land on WaNaPa (1 acre, zoned commercial), and the peninsula at the Industrial Park. GM Daughtry stated that staff presented to the Commission a draft policy for sale of Port land. GM Daughtry reviewed the draft policy as follows:

- Land is the most valuable asset owned by the Port, and land has the most potential for furthering our mission. We must be very thoughtful and cautious prior to selling any of our limited land base.
- The Port's goal in a land sale is to attract new business, or retain and expand new business. Additionally, Port land should be used for targeted industrial or commercial activity or community investment projects. The goal is not to maximize the economic value of the land sale to the Port.
- The Port is not interested in selling land to developers for speculative purposes; we are only interested in the underlying projects that further our mission of economic development.

GM Daughtry stated that our hope is by using a real estate firm they can identify a wider base of customers. They will be bringing in the customers and the Port Commission will be evaluating each proposal and decide whether it will help to further our Mission. The Commission will decide on whether the proposal should be considered for sale or lease based on proposal.

Beneficiaries of land sales can be organized into one of the following project categories:

1. Individual business projects are individual businesses whose attraction, retention or expansion offers positive economic benefits to Cascade Locks. Each request for a land sale will be evaluated individually.
2. Commercial/Industrial/Retail projects are developments that provide opportunities to enhance or revitalize Cascade Locks and offer positive economic benefits.
3. Community investment projects are improvement efforts that enhance or revitalize Cascade Locks by improving deficiencies related to infrastructure, access, or other conditions that impact the economic viability of the area.

GM Daughtry reviewed the criteria used to determine if a land sale will serve in furthering the Port's mission:

1. Job creation and retention, including the number, skill and wage level of the jobs.
2. Amount of private capital investment committed.
3. Products or services currently underserved in Cascade Locks.
4. Removal of deficiency in current infrastructure or resolution of other limitations.

GM Daughtry stated the idea of how we would use a real estate agent as follows:

1. Port Staff will perform an initial review of all proposed land sales. This evaluation may include reviews by the Hood River County Dept. of Economic Development, MCCED and the OECDD, as appropriate.
2. Port Staff will submit the proposal to the Port Commission for review and authority to proceed with implementation (not final approval!)
3. Port Staff, Port Legal Council and Commission will develop the following criteria as a basis for a land sale contract:
 - a. Terms and Conditions
 - b. Performance Goals (including job creation)
 - c. Performance Obligations
 - d. Performance Default Remedies
 - e. Timeframe.
4. Port Commission considers approval of final contract.

GM Daughtry introduced Elaine Johnson and Nanette Timm (John L Scott Real Estate), and stated that they will present to the Commission the services they can provide to market the Port's land.

The following was included in a handout:

Elaine Johnson, Resident Broker, John L Scott Columbia Gorge and Nanette Timm, Broker & New Construction Specialist, John L Scott-Sandy. We would like to thank you for the opportunity to bring you our marketing proposal and introduce you to John L Scott and the unique marketing opportunities available both nationally and internationally.

John L Scott was established in 1931. With over 52,000 closed transactions last year, John L Scott grossed more than 18 billion dollars in sales volume, has approximately 141 offices and over 4,700 sales associates located throughout Washington, Oregon and Idaho.

In Over 75 years John L Scott has grown to become one of the largest and most successful real estate companies in the nation. Our award-winning website, www.johnlscott.com, receives over 1 million visits per month producing 9 million listing views. In 2002 an award was bestowed on the company for being the most innovative real estate company in the nation.

John L Scott recently acquired Leading Real Estate Companies of The World, which adopted its new name in late 2005 following many years as RELO, a 40-year old network with an established, trademarked identity. However, as the organization has grown and diversified, the RELO brand did not describe the true scope and power of this world-class organization.

LeadingRE encompasses nearly 700 companies with 5,000 offices and 145,000 associates in the U.S. and over 35 countries around the globe. LeadingRE members sell 133,000 more homes annually than our closest national brand competitors. This site is accessible at leadingre.com and showcases all John L Scott Real Estate listings worldwide.

In addition to our real estate line, LeadingRE also owns and operates a premier relocation management company for select corporate clients.

In addition to marketing through John L Scott, we will be working with the following companies:

LoopNet.com:

LoopNet, Inc. is the #1 commercial real estate service online, with more commercial property listings, more site traffic and members, and more geographic market coverage than any other company. It's customers include virtually all of the top commercial real estate firms both nationally and internationally, including CB Richard Ellis, Colliers International, The COREFAC International Network, Cushman & Wakefield, Grubb & Ellis, NAI Global, Trammell Crow Company, TCN and many more are included under the LoopNet umbrella.

Recent 2007 LoopNet partnerships include The Wall Street Journal's RealEstateJournal.com, and Cityfeet.com (the largest distribution network for commercial property listings).

LoopNet is the most heavily trafficked commercial real estate site on the Internet with 2.2 million registered members covering markets in the U.S., Canada and around the globe. This user base represents the largest online community of commercial real estate professionals, including brokers, corporate executives, service providers and more than 1 million principals.

LoopNet provides users the opportunity to browse listings by Popular Markets or Popular Categories, such as Hotels, Land, Marinas, Shopping Centers, Restaurants, etc. and boasts \$440 billion of properties for sale and 3.4 billion sq. ft. of properties for lease.

Agent/LandAmerica Commercial Services/Schwabe, Williamson & Wyatt:

A network of client contacts are available through us as your real estate agents but also client contacts through LandAmerica Commercial Services and Schwabe, Williamson & Wyatt, Attorneys At Law. Through these resources we offer a combined database of over 400 actual client contacts.

ProWeb Studios:

In addition to all of the services listed previously, we have contracted the services of ProWeb Studios. The scope of their services include a marketing video showing the parcels in their current state with possible development opportunities, information about the Columbia Gorge with attractions such as sailboating, windsurfing, wineries and agriculture, hiking, along with some demographic and historical information.

Tri-fold brochures and a hosted website will be linked to and distributed to all targeted marketing groups and our network of client contacts.

Financing Opportunities:

John L Scott Real Estate and LoopNet, Inc. both offer commercial financing opportunities for potential clients that contact us through our marketing efforts. Financing can be a challenging aspect and both of these are available to offer needed support.

Agent Qualifications

Elaine Johnson:

I am a native Oregonian and have over 15 years experience in the real estate industry in new construction, residential, and raw land sales in both Alaska and Oregon. I participated in the sale of the Salmon Row Pub in Cascade Locks. I have a BA Degree, have worked for 8 years in social work, and 5 years working in administration for the Municipality of Anchorage and 5 years in administration for Anchorage Community College. I am a proud resident of Cascade Locks.

Nanette Timm:

I am a native Oregonian. My real estate experience includes 12 years as a licensed real estate broker, specializing in residential, new construction and local commercial real estate. I have 30 plus years in the industry from working within real estate firms to remodeling and renovations of residential and commercial construction.

Johnson stated that her commitment to Cascade Locks began several years ago and intensified with her move here in 2005. Nanette and I both believe in the immense potential of Cascade Locks and want to dedicate our energy; commitment and passion to helping the City grow into its full potential. Our focus will be to facilitate the Port's goals of increased job growth while maintaining the aesthetics and heart of the City.

Commission thanked Elaine and Nanette for the presentation.

b. Staff Reports:

Dale Davis (Maintenance Department)

- Getting bids to re-roof the Maintenance Building. Looks like we will have to tear off and redo entire roof, not just shingles.
- Beginning to winterize the Park.
- Installed bathroom door in pavilion that was damaged.
- Attended OSMB small spill training with Kris.
- Gathering items for surplus sale (Commission should have list to review).
- Discovered illegal dumping at Industrial Park, contacted HR County Sheriff's office, there was identification left at site. Sheriff's office talked with dumper and made them clean it up.
- Continuing to weld at Bridge weather dependent.

**Rare Report – Julia Babcock
Preserving Oregon Grant 2007**

- Scope and bid from Amy Harrington (Community Center)
- Application Due November 1, 2007
- Will be wrapping the porch for the winter

2008 Recreational Trails Grant

- Review feasibility study for Mountain Biking Trails
- Mandatory Letter of Intent Due November 2, 2007

Visitors Center Remodel

- Discussed preliminary plans with Dean Nygaard of Hood River County
- Meet with "Spirit: Dan Yates regarding remodel of restrooms.

Daughtry stated that staff has been discussing, perhaps combining both restrooms and shower to one side of the Visitor Center to allow for the Spirit to expand their kitchen area.

Lewis and Clark Signage

- Replace dilapidated Lewis and Clark signage. Looking for help with funding (Oregon Historical Society, Forest Service).

Milfoil Treatment

- Contact Advanced Planning Solutions, Inc. for information

RARE

- RARE conference and training from October 22nd-25th
- Regards to Rural Conference 25th-26th

c. GM Report – Chuck Daughtry

Daughtry discussed the Port's financial status, stating that we are in good shape and doing things (i.e. deferred maintenance) that we were not able to do in the past. Daughtry stated that the Port should be able to implement some of the items in our strategic plan. Daughtry stated that AWI (Columbia Gorge Sternwheeler) is very close to hitting the target revenue amount. The Sternwheeler is operating thru October in Cascade Locks (limited cruises).

- Met on Wednesday, October 17th with Chris Bernhardt of the International Mountain Biking Association, reviewed draft feasibility analysis. This was a joint effort with the CL Tourism Committee. Mr. Bernhardt will be making a presentation at the next Port meeting; we will invite the Tourism Committee to attend the meeting.
- Working with Hal Hiemstra to arrange a meeting with Dept. of Interior Secretary Kempthorne. Hal stated that Congressmen Walden, Senator Smith, and Governor Kulongoski are all working to secure a meeting for local County, City and Port elected officials.
- Personally contacted Carl Artman's and Secretary Kempthorne's offices and followed up with emails requesting confirmation of a date that the DEIS will be released and the date a meeting would be scheduled with Secretary Kempthorne.
- Will be meeting with Dwayne Hoffstetter of David Evans and Associates and others to review the draft white paper justifying a variance on East Cascade Locks Interchange proposed closure.

SDS/Appraisal

- Received phone call from Jason Spadaro notifying Port that environmental engineers will be on the leasehold on Monday, October 8th to examine the water well head that had been capped and also look at other issues requiring action.
- Jason also thanked the Port for our email to the Gorge Commission supporting the Broughton Mill site proposal.

Beach Improvements

- Still no news on the Federal Grant, which is still included in appropriation bills that the President is threatening to veto. Hal will keep staff posted.
- The demo dock from Jim Guy Construction has been removed after staff commented that the structure appeared inadequate to survive east winds in the Columbia River. Mr. Guy brought a more substantial dock, it is located at the boat launch for us to demo and evaluate.

Underpass Project

- Parametrix is working on draft scope of agreement.

Miscellaneous

- Contacted Hood River Sheriff and requested speed enforcement on the Bridge of the Gods. Looking at perhaps purchasing a permanent one for the bridge
- Left message with Professor Carl Abbott of Portland State University and requested a meeting to discuss casino proposal and scenic area act implications.
- Contacted Eric at Sargent Engineering and requested copies of any blueprints of the Bridge of the Gods that they may have in their possession. He stated that they had a fire years ago and everything was lost.
- Have requested that Congressman Walden's office consider a separate bill on the Pacific Crest Park land swap, taking it out of the Wilderness Bill.

Staff Miller asked if any of the Commissioner's were interested in attending the Oregon Ports Group conference to please let her know. Also stated that Staff Albaugh is looking into the replacement of audio equipment for City Hall, he is working with POCL Staff Miller, City Staff Woosley and City Administrator Seeger.

d. Monthly Calendar: Review

VII. Recess/Adjournment

Commission President Lee recessed the regular meeting at 8:15 pm. 10 minute break

VIII. Executive Session

Commission President Lee called the Executive Session to order at 8:25 pm under ORS 192.660 2 (e) Real Property Negotiations & 2 (f) Exempt Documents.

Discussion: Underpass property, Real Estate proposal.

Commission President Lee adjourned the Executive Session at 8:50 pm and returned to regular meeting.

Daughtry stated that he had heard that Bear Mountain would be moving their corporate office to the Portland area. Daughtry stated that he has spoke with the new GM and they are still putting together their expansion plans.

Commission President Lee adjourned the Regular meeting at 9:00 pm.

Submitted by Kristi Bengtson