A NEW PATH FOR THE PORT
FAST BOAT TO CHINA

BY JOSEPH GALLIVAN
When this much is at stake, it’s not instinct or luck that will achieve your objectives. Success requires experience, a disciplined approach, and careful attention to detail.

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At Auto Warehousing Co. on the Port of Portland's Terminal 6, temporary workers drive dozens of Ford Explorers and Edge SUVs into a new, squeaky-clean garage.

They jump out and Teamsters from Auto Warehousing get to work, modifying the American-made cars for the Chinese market. With their doors and trunks open, the spotless cars have that new plastic smell. They still have their seat covers on and white plastic wrap to protect the paint.

For the Explorer, the Chinese want the horns swapped out for something that sounds less like a motorcycle. The Edge needs different side marker lights and the Chinese insist on smokers kits: lighters and ashtrays. Processing an Edge takes five hours. The get through about 150 of them a day, or 220 Explorers.

The process, called homologation, provides living wage jobs at the port. Auto Warehousing has recently added 100 staff to work in the new building.

From there, longshoremen drive them onto the ships, which are basically giant, floating parking garages. Two ships come in a month.

Foreign crews are not allowed shore leave, and their two or three day stay in the port is serviced by food and maintenance crews. The ships take about two weeks to reach China, when the cars are released into the increasingly Americanized suburban landscape.

If Auto Warehousing needed more space it has first dibs on some across Marine Drive, or it could sublet space from its Honda operation at the 607 berth.

“Land’s not an issue here, but the convenient land is sometimes tight,” says Brent Johnson, terminal manager at Auto Warehousing.

“If we can keep it here, inside the fence lines, we’ll juggle things around to make it happen.”

Auto Warehousing has Teamsters doing similar work at Vancouver (Subaru), totaling 200 workers between three three sites.

The port has been importing cars since 1953, but exports are recent. The company began homologation...
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45,000 cars a year. If the cost of moving one ton of freight is $1, the Port of Portland would make $50 million a year from the exportation of cars for export to Korea. The trend of China did not start with the arrival of the Hyundai line. Other manufacturers, including Ford and Nissan, were also preparing to build plants in China.

The port manages five industrial parks totaling more than 4,000 acres: Rivergate, Swan Island, Portland International, Troutdale Industrial Park and the Gresham Business Park. The jobs tied to these parks are what people generally think of as the Port of Portland. The scale is vast. Just as the airport has its “Airheads” or aircraft enthusiasts, hobbyists on the marine side track vessel movements on screen at the Automatic Identification System (AIS) https://www.marinetraffic.com and gather at Kelly Point Park to watch the river highway.

There are only four active marine terminals, numbers 2, 4, 5 and 6. Terminal 1 was used for the Big Pipe and condos, and 3 for the St. John’s Bridge footings.

The shipyard at Swan Island was sold in the 1980s, now it’s owned by Vigor Industrial, who has been in the news recently due to the arrival of its huge dry dock. Also on Swan Island, phase one of Portland Community College’s new Swan Island Training Center opens this week on Wednesday, Sept. 17, at 6400 N. Cutter Circle.

The Port still sells off landlocked parcels of land only, wisely treating waterfront property as a precious, finite resource.

Tenants pay their rent on their ground lease, plus incremental revenue for wharfage as ships come and go, and the Minimum Annual Guarantee of cargo, which is a baseline amount each year.

Post Sept. 11, 2001, security measures are expensive. The Transportation Worker Identification Credential law requires background checks. As well as his Transportation Worker Identification Credential, spokesperson Joshua Thomas carries multiple IDs on his lanyard, for the airport, POP headquarters and the admin building — in addition to his drivers license and Bi-Mart card.

If it is built, the proposed Pembina Pipeline Corporation propane facility will be at the far end of Terminal 6 on a greenfield site.

“They’re in the conceptual phase now, entering the design phase,” says Thomas. “Then we’ll know more about what the footprint will be.”

St. Helens and Longview been expanding lately have been getting involved in energy. At the port though, management rejected coal.

“We don’t have much shovel-ready marine land for that use,” says Thomas. “For oil it was the safety aspect. We wanted to be sure it was safe. Our executive director didn’t think we could look our community in the eye and say we feel confident it’s safe.”

So for now it’s grain, chemicals and cars keeping things humming along. At the Canadian Potash Exporters shed on terminal 5, potash arrives on rail cars, and because it’s corrosive it is stored in a long, wooden building with an arch roof. The building is staggeringly large, and outside at least, there appears to be no one around, as though humans are the wrong scale. From there, the potash is loaded on to ships for Asia, where it is used in fertilizer. The facility has been approved by the City Council for further expansion.

Portland just lost its spot as the US’s number one wheat export gateway to New Orleans, but there are plenty of wheat containers around, like Columbia Grain at Terminal 5.

“Land’s not an issue here, but the convenient land is sometimes tight.”

Brent Johnson, terminal manager, Auto Warehousing.
(They resemble the ones near the Moda Center, which are on private property.)

With its relatively shallow 43 feet channel, Portland will never be a massive container port. It sees itself more as a connector, by road, rail, water and air, connecting Oregon to the global marketplace.

Port tenants have also invested $3 billion since 2009. They spend their money facilities for containers, bulk, break-bulk and project cargo.

At terminal 4 sits a giant, concrete, grain terminal from 1919. It is solidly built it would cost $9 million to deconstruct (you can’t just blow it up). Nearby is the soda ash export facility, operated by Kinder Morgan, with a ship loader which cost $9.5 million.

“It’s a vote of confidence that they’re going to stay here, they can’t unbolt that and leave,” says Thomas. Consequently, tenants get priority when other and becomes available.

Like any commercial landlord, the port has to stay nimble. “We’re marketing this space for a new user, were not sure who yet but we expect it will be liquid use,” he says of one at a time at Terminal 2. But elsewhere in the port, most goods are moved quickly by conveyors, pipelines and container cranes.

Thomas says more activity on the Willamette would help the Port. “A rising tide floats all ships, because there’s more work for river pilots, and you can get more funding for jetties and channel maintenance from the Federal Government if you have more users.”

The port put $60 million into infrastructure improvements such as roads, railroads and bridges. Colgate Palmolive and United Stations have put millions into distribution centers. Container loads of office chairs and shampoo arrive in TEUs and TFUs, are offloaded into these facilities and then shipped out to stores.

Port managers frequently praise Toyota as a model tenant in green terms, for recycling 97 percent of its waste on site. If the Port story can’t always be green, it can be framed as creating jobs. Two weeks ago it announced that Canada’s Pembina Pipeline Corporation is planning to construct and operate a propane exporting facility on land adjacent to the east end of the Port’s marine Terminal 6, near the Ford Edges.

The port says Pembina will invest over $500 million in the facility, making it one of the largest single private capital investments in the city’s history, creating 600 to 800 temporary construction jobs and approximately 35 to 40 new, permanent positions to operate the terminal. The terminal is only in the planning stage now and will have to overcome legal hurdles, but selling it as a job stimulator is a good way to get out ahead of the inevitable environmental opposition.

Tom Potiowsky, the Director of the Northwest Economic Research Center at Portland State University, says, “It’s almost a cliché about globalization, but it really is how businesses need to compete, and many of them need to start thinking more globally.”

The Port then is crucial to this mentality. “In just this aspect of trade is a win-win proposition.” He also notes the port’s job-generating power and the multiplier effect that has on the regional economy.

Potiowsky sees the Columbia’s 43 foot channel depth as a limiting factor. “The challenge right now, with the deepening of the Panama Canal and the use of larger ships which cannot use our channel, that’s not playing in our favor.”

Potiowsky thinks it will be interesting to see how the port competes with its west coast siblings over time. It may have to rely on its niches. For example, “For importing cars, one of the things companies such as Subaru like is the land you park them on is not too expensive, you don’t have to deal with corrosive salt water in the air, and there is fairly good train distribution throughout the west.”
When you go to the movie theater, rent from Redbox or watch TV, you become a number. Whether you’re watching Netflix, Hulu, Amazon, HBO or On Demand, every click — to record, change movies or skip commercials — is recorded and sent to a database compiled by Portland-based Rentrak engineers.

Rentrak, a TV and movies data company, recently expanded into a second office space on Third Avenue in Portland. The extra 4,000 square feet provides an open-spaced, trendy facility for software engineers downtown. Rentrak’s original Portland location, up near the airport, is its software engineering headquarters. The new downtown space has 27 seats occupied by 24 permanent employees; two daily-scheduled seats; and Mikel Barnes, manager of software engineering.

“At first, we were on a one-month rotation to give folks a chance to check it out,” says Barnes.

Their downtown office at 529 Southwest Third Avenue, Suite 400 sits on the fourth floor of the Hamilton building above Barista coffee. Among Star Trek posters with superimposed employees’ faces, an Xbox and couch area, a soda fridge and an Ultimate Arcade machine sleeps a Double telepresence robot — the kind from the Esurance commercial featuring the Bryan Brothers.

The engineers use the Double (it’s basically an iPad attached to a smart-Segway) to keep in close communication with their Northside office. Glass conference rooms feature large TVs and each engineer’s desk has at least three screens, including laptops and tablets, so the team can hold meeting with Google Hangout from anywhere.

After a morning game of NBA 2K14, the engineers settle down to data analytics.

“When you talk theaters, that’s an aspect,” says Barnes, noting that most big data today comes from networks like cable and satellite including Netflix, On Demand, Amazon, Hulu and HBO. “You’d be hard-pressed to name any big client we’re not involved with.”

Rentrak compiles data about who is watching what on their home TVs or computers into digestible data. Because they collect widespread data from big networks, Rentrak’s numbers are more accurate than competitors who use surveys to collect samples.

“If you rented Spiderman 3, we get those transactions. On the TV side, if you’re watching Modern Family, we get that info,” says Rezvani. “It’s all privacy-protected so we don’t know it’s you, but we know how many people are watching and who’s tuning out during commercials.”

Rezvani forecasts an 80 percent growth rate for the TV side of Rentrak’s Big Data SaaS media measurement business. If all goes as planned, Rentrak will soon expand its new downtown office space.

“Part of what we’re trying to do is cultivate and contribute to community more,” says Rezvani. “Being downtown will help us and help other folks tangibly work together more and it will help as a recruiting and retention vehicle.”

As a company of about 500 people worldwide, Rentrak has about 130 Portlanders in its engineering arm. Rentrak CIO and executive vice president of IT Jeon Rezvani has been busy hiring new programmers, infrastructure administrators and project managers and is looking for 15 to 20 more over the next few months.

“For folks who live on the west side or culturally wanted to be downtown, (the new office) was an asset,” says Rezvani. “The primary motivation (was) to help existing folks (employees) and act as a catalyst and hire folks who want to work downtown.”
SAIF announces record dividend

By PETER WONG
The Tribune

More than 44,000 employers will share a $165 million dividend from SAIF Corp., Oregon’s largest provider of workers’ compensation insurance.

The dividend was announced last Wednesday after a meeting of the SAIF board, which is about to get three new members.

“This is the largest policyholder dividend in SAIF Corp.’s history,” says John Gilkey, SAIF’s interim president and chief executive officer. “It will benefit thousands of Oregon businesses and the Oregon economy.”

He says it was made possible through a combination of less-than-anticipated claims costs and higher-than-expected investment income.

Oregon has had a system of no-fault workers’ compensation insurance, as a substitute for court proceedings and lawsuits, since 1913.

SAIF became a not-for-profit public corporation in 1980, after being created by lawmakers as the State Accident Insurance Fund in 1965. It writes about 40 percent of workers’ compensation insurance in Oregon.

SAIF does not have shareholders in the usual sense. Dividends have totaled $795 million since 2010.

How much of the dividend an employer will receive hinges on how much it paid in 2013.

Each of the 700 largest employers covered by SAIF will average dividends of $98,645. According to a SAIF release, the $165 million is enough to hire 17,663 workers based on the 2013 average wage in Oregon.

SAIF does not have shareholders in the usual sense. Dividends have totaled $795 million since 2010.

By law, three board members must have an affiliation with organizations insured by SAIF. There is already one vacancy on the board.

Two board members have served since May 2005. They are Catherine Travis of Portland, a commercial arbitrator and board chairwoman, and Robb Van Cleave of The Dalles, chief operating officer of Columbia Gorge Community College and board vice chairman.

Two board members joined more recently.

Krishna Balasubramini, a lawyer from Portland, has been on the board a year. Kevin Jensen, business manager for Ironworkers Local 29 in Portland, has been on seven months.

The full Senate is scheduled to vote on committee-cleared nominees at 1 p.m. Sept. 17.

In his complaint, Plotkin alleged that his ouster was engineered by some SAIF officials, including Brenda Rocklin, his immediate predecessor from 2004 to 2013. She is named in the lawsuit, as are the board of directors and SAIF.

Rocklin sought to have the state cover her legal defense, but the state Department of Justice — where Rocklin once worked — said her consultations with SAIF officials about what to do with Plotkin do not constitute a “performance of duty” that is subject to state legal representation.

Employees have sought to have Plotkin reinstated.

pwong@PamplinMedia.com
(503) 385-4899
twitter.com/capitolwong

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— John Gilkey, SAIF’s interim president and chief executive officer

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DHS invests more than $6 million to aid businesses in the hiring of disabled workers

BY EMILY GREEN

Every Saturday at 5:30 p.m., Mason Stafford begins his two-hour shift at Valley Cinema Pub in Beaverton. He sweeps the auditoriums, spot cleans the foyer doors and tidies up the concession area. But Stafford isn’t your average theater employee — he’s autistic, and at age 23, with the help of a job placement agency and the coach it’s provided for him, he’s been gainfully employed at the theater for more than a year.

Stafford’s manager, Susan LeClair, says Stafford’s interactions with her customers have been positive, but what she may not know is that his presence is also good for business. A national survey conducted by the University of Massachusetts Boston found that 92 percent of consumers are favorable toward companies that hire people with disabilities, and 87 percent of consumers prefer businesses that hire people with disabilities, or into models that allow sub-minimum wages, and she says, “There need to be changes in those laws.”

According to Segregated and Exploited, a 2011 report released by the National Disability Rights Network, “In the best of situations, sheltered environments, segregated work, and the sub-minimum wage do not truly provide a meaningful experience for workers with disabilities. Workshop tasks are often menial and repetitive, the environments can be isolating, and the pay is often well below the federal minimum wage. In the worst situations, the segregated and sheltered nature of the lives of workers with disabilities leaves them vulnerable to severe abuse and neglect.”

Mike Maley, Statewide Coordinator of Employment First, the agency under DHS tasked with overseeing the shift away from sheltered workshops in Oregon, says the investigation announced earlier this month is a “lynching piece of the strategy.” Maley says the goal is to serve up to 30 service providers, with 10 to 15 percent of their sheltered workshop workers transitioning into integrated, community jobs that pay at or above minimum wage.

“This isn’t just about giving people jobs, it’s about matching skills with needs.”

— Mike Maley, statewide coordinator of Employment First

segregated environment, staff will be trained to provide them with assistance and support on site at their places of employment within the mainstream workforce.

Critics of sheltered workshops agree this is a move in the right direction.

“Anytime we see people moving toward higher wage jobs, we see that as a good thing,” says Oregon AFL-CIO spokeswoman Elana Guinney. There are various laws that allow sub-minimum wages, and she says, “There need to be changes in those laws.”

Stafford’s manager at Valley Cinema Pub, checks the item off on a list of duties he refers to throughout his shift, which enables him to work independently.

“Employers think they’re hiring for charity, but they’re not — they’re getting a business need met,” she says.

Once her agency gets to know a client and his or her abilities and interests, she says it will “carve out” a job that fits their needs. This might mean evaluating opportunities to work within a company that’s interested in diversifying its employee base by pinpointing time-consuming tasks performed by a higher-paid employee that can be performed by her client instead.

Dirkse-Graw says some business owners are hesitant to employ individuals with disabilities because they fear they will do or say something wrong in the interview process or be unable to accommodate the individual’s needs, opening themselves up for a liability lawsuit.

“Companies like mine can help...
with disability sensitivity training, coaching in interview techniques and facilitation of reasonable accommodation,” she says.

Accommodations are special allowances needed to make it possible for a disabled person to perform their job duties: for example, allowing a job coach’s presence at a meeting, reading written material aloud or providing pictures instead of words in instructional manuals. Tax incentives available to employers of disabled workers cover 50 percent of accommodation costs on expenditures exceeding $250, but according to the Job Accommodation Network, 57 percent of accommodations come at no cost, and when costs do arise — typically amounting to $500 — they’re worth the benefits. A 2013 report by the network, Workplace Accommodations: Cost, High Impact, states, “Employers reported that providing accommodations resulted in such benefits as retaining valuable employees, improving productivity and morale, reducing workers’ compensation and training costs, and improving company diversity.”

Stafford’s job coach, Senior Employment Specialist Glenn Bishop, says Stafford was a “natural fit” for the theater because he loves movies and the staff at the theater already knew him from his weekly visits to watch movies with his friends. “I have a network of employers, but I also want to tap into [his client’s] networks,” says Bishop.

“As a job coach my goal is to be as least intrusive as possible, to help the individual gain the skills they’re going to need to do the job and to get them working independently as soon as possible,” he says. Stafford, with the help of a checklist, is now able to work independently, and Bishop’s visits are less frequent.

Bishop says he’s found some business owners and managers have a tainted idea of working with disabled individuals due to a past negative experience. “I try to reassure them that just like non-disabled employees, people with disabilities come in all different shapes, varieties and skills, and having a bad experience with a person with disabilities is no different from having a bad experience with an employee of any kind,” says Bishop.

While Stafford only works two hours a week, Bishop says some of his clients work full time. It varies on a case-by-case basis and is dependent upon his clients’ personal goals. One person he coaches, a soccer fan, cleans the Timbers locker room. Others work at large retailers as cashiers and sales associates, at the airport as wheelchair escorts and one works at Leupold and Stevens, brushing parts and keeping lenses free of particles.

While Dirkse-Graw’s agency partners primarily with restaurants, janitorial companies and large retailers like Walmart, New Seasons and Best Buy, she says other areas of employment are opening up.

According to the Bureau of Labor Statistics, adults with disabilities made up 3.7 percent of the U.S. labor force last year, with 17.6 percent of the disabled population employed. Of those with disabilities who were willing participants in the workforce, 13.2 percent were jobless — the unemployment rate for non-disabled workers was 7.1 percent. While the national unemployment decreased between 2012 and 2013, the jobless rate for disabled workers was little changed. The bureau reported that during the recent recession, “job losses among workers with disabilities far exceeded those of workers without disabilities.”

Maley says all business sectors can benefit from employing disabled individuals. But he emphasizes, “This isn’t just about giving people jobs, it’s about matching skills with needs.” He says when all the interests, skills and desires of disabled workers are taken into account, “There is a broad base of potential here.”

Cup and Saucer on NE Killingsworth manager Aimee Drake says her coffee shop runs smoother when a woman with Asperger syndrome she hired eight months ago is on the clock.

“Her support with prepping allows everyone to focus on other things during that time. The things she does lightens the load,” says Drake. “It helps us accomplish other things, like focusing more on the customers.”

Drake’s employee has a job coach who guides her while she works in the kitchen. “It’s not a burden on us whatsoever,” says Drake, who believes other employers can benefit from hiring disabled workers. “As long as a proper fit can be made for their skill set, and if they can learn new skill sets, it’s a wonderful idea,” she says.

Goodwill Industries of the Columbia Willamette is the largest sheltered workshop employer in Oregon, with 200 people with developmental disabilities currently working within its sheltered workshop program. Goodwill spokeswoman Dale Emanuel says her Portland-headquartered branch will not seek funding from the DHS investment because Goodwill already offers assistance with community-based employment services.

Last year Goodwill Industries gained national media attention for paying its sheltered workshop employees sub-minimum wages amounting to less than a dollar an hour in some cases. In November, The Portland Business Journal reported that Goodwill Industries of the Columbia Willamette CEO Michael Miller received a salary of $856,043 in 2012 while the organization’s record setting revenue was up to $135.5 million. Across the country, scenarios like this have drawn criticism that contributed to federal changes in disabled workforce employment policies. In July, President Obama signed the Workforce Innovation and Opportunity Act, significantly limiting employment in sheltered workshops.

“Although we believe some of the developmentally disabled adults we serve could be successfully integrated into supported community employment, many of them have multiple severe disabilities and are medically fragile,” says Emanuel. “It is important to keep in mind that some participants who may be successful in the community choose not to work in the community because they prefer the support and services they currently receive. Goodwill honors client choice and provides programming designed to help participants reach their highest potential.”

As someone who has worked with the disabled most of his life, Maley says he does not believe taking a disabled individual out of a sheltered workshop, where staff members understand his or her needs and behavioral issues, will threaten the individual’s job security. “It’s the opposite. When you’re looking at creating job opportunities, you take all of those things into account,” he says.

“People with significant disabilities are capable of meaningful work.”

Stafford likes his job at Valley Cinema Pub. “I enjoy it because I like watching movies,” he says. His favorite movies are about Godzilla and Spiderman, and he plans to spend his most recent paycheck on a new Spiderman video game for his Nintendo Wii.

“He’s been so proud of himself, that he has a job and that he’s making money,” says Stafford’s mother, Phyllis Stafford. “He likes coming here. He feels appreciated.”
Beaverton approved for E-commerce zone

The State of Oregon has approved Beaverton’s application to add an electronic commerce (E-commerce) overlay to its existing Enterprise Zone. Beaverton’s Enterprise Zone area includes nearly 4.5 square miles, with more than 1,300 companies that may benefit.

“This will encourage investments from businesses that primarily conduct their transactions electronically,” said Mayor Denny Doyle. “Our new E-commerce zone will help our businesses stay competitive, while also creating new jobs.”

E-commerce is defined as electronic transactions, which can include taking orders, closing sales, making purchases, providing customer service or undertaking other activities that serve the business’s overall purpose.

A significant feature of these designations is that qualifying businesses may receive a credit against the business’s annual state income or corporate excise tax liability. The credit equals 25 percent of the investment cost made in capital assets used in E-commerce operations inside the Enterprise Zone. In addition, newly installed personal property, machinery, and equipment that qualifies for exemption is more broadly defined and can include personal property for E-commerce costing $1,000 or more per item.

The City of Beaverton will be responsible for administering the new E-commerce overlay for all areas included in the boundary.

**Dutch Bros. Rebellion comic to debut at Comic Con**


Brant Boersma, Dutch Bros. Director of Culture, has been a fan of Moore’s work for quite some time. When the opportunity to meet Moore came up, Boersma jumped. They met for coffee, and through a shared love of comics they immediately became friends.

The Dutch Bros. Rebellion: Further Adventures of Rebel Man is a short, full-color comic. Written by Dan Buck, penciled and inked by Moore and colored by John Ranch. It follows Issue 1, Dutch Bros Zombie Rebellion, which was black and white drawn by Jeff Wester and written by industry star Nathan Edmonson.

Dutch Bros. Coffee will be at Rose City Comic Con, Sept. 20-21. The Dutch Bros. Rebellion, Issue 2 will be available at the Dutch Bros. booth. In addition, Moore will be on-hand to sign copies.

**Oregon secures $300,000 in small business export promotion grants**

Oregon has been awarded $300,000 in a third round of federal grant funding to help Oregon companies promote their products to customers around the world through the State Trade and Export Promotion (STEP) Program.

Since 2012, STEP-funded export promotion grants totaling $594,000 helped 170 Oregon companies achieve immediate sales of more than $21 million. These sales were a direct result of attending trade shows and other foreign activities with the grants. These grant recipients also reported estimated future sales of more than $80 million as a result of the connections made at the shows.

“Selling into these foreign markets brings new revenue into the hands of small businesses, and new dollars into Oregon’s economy,” said Business Oregon Director Sean Robbins. “That’s serious ROI, $594,000 in and $21 million back in return with another $80 million potentially down the road. Pairing our staff’s foreign market expertise with individual grants of $5,000, these companies have already realized an incredible return on the state and federal investment.”

The grants play a large part in Business Oregon’s global trade strategy, as do trade missions, such as one currently planned for Asia in October, where Business Oregon will join the Port of Portland and others to lead a group to China, Hong Kong and Japan. The mission will promote Oregon goods and services as well as in-bound investment.

**Wells Fargo launches startup accelerator**

Wells Fargo is accepting applications now through Oct. 1 from young companies interested in joining the new Wells Fargo Startup Accelerator, a semiannual boot camp for innovators whose technology ideas in payments, deposits, fraud, operations and other fields could shape future customer experiences in financial services.

Wells Fargo will make a direct equity investment of $50,000 to $500,000 in each selected start-up. The Startup Accelerator also will provide business planning expertise to firms in the six-month program, which is designed to continuously attract innovative ideas and stoke innovation across the Wells Fargo enterprise.

Company subject matter experts and purchasing managers will offer workshops and individual coaching to the firms. Successful companies might become vendors to Wells Fargo.

“For Wells Fargo to work on big ideas and spark innovators inside our organization, we need to expand our access to new ideas at the edges of our industry,” said Steve Ellis, executive vice president and head of Wholesale Services at Wells Fargo. “The Startup Accelerator adds a new cylinder to our corporate innovation engine. We’re taking a proven business model from the venture capital community and repurposing it as a strategy for connecting with start-ups whose ideas and growth prospects could add value to our business and our customers.”

Prospects can learn more and apply online at https://accelerator.wellsfargo.com.

**Green named managing director of CBRE**

CBRE announced recently that it has appointed Jason Green to lead the firm’s Portland office where he will oversee the delivery of the firm’s comprehensive services platform to clients in the region.

Green is a 20-year commercial real estate veteran who has been with CBRE since 2004. He was most recently a First Vice President focusing on office tenant representation.

Green has consistently ranked as a top producer in Business Oregon’s global trade strategy, as do trade missions, such as one currently planned for Asia in October, where Business Oregon will join the Port of Portland and others to lead a group to China, Hong Kong and Japan. The mission will promote Oregon goods and services as well as in-bound investment.

**Rowdy Roddy Piper turns movie role into soft drink**

It’s not often that fans of professional wrestling, novelty soft drinks and science fiction can converge on one place, but this weekend’s event at Progress Ridge might just be the ticket.

Rodrick Toombs, better known as professional wrestler “Rowdy” Roddy Piper, will be at Rocket Fizz Soda Pop and Candy Shop on Saturday to unveil his new bubblegum flavored soda.

Selling everything from bacon-flavored candies to novelty accessories, Rocket Fizz is known for its off-the-wall candy and soda flavors, and started working with Piper several months ago to develop a product using his likeness.

“It’s a really cool little store,” said Piper, who lives in Hillsboro.

Piper starred in the 1988 science fiction film “They Live,” about a race of aliens who enslave humanity through subliminal messaging. The film quickly became a cult classic, as has Piper’s line: “I came here to chew bubblegum and kick (butt), and I’m all out of bubblegum.”

“I met with (Rocket Fizz executives) and they were really nice guys,” Piper said. “I asked them, ‘Have you ever heard of a movie called “They Live?”’ and they hadn’t. I told them, ‘Go watch the movie and see if you want to launch a bubble gum.”

The result is “Rowdy Roddy Piper’s All Out Of Bubblegum soda,” which is sold at Rocket Fizz stores across the country.

Piper admits a bubble-gum flavored soft drink might seem odd at first, but said he swears by the product.

“It’s not just good, it’s delicious,” he said. “I’ve drank three cases so far, and there are 14 bottles in each case.”

Piper said that the movie is more relevant than ever, because of its message about consumerism and
Condor Airlines announces nonstop flights to Frankfurt

In Summer 2015, Condor Airlines will be flying from Frankfurt, Germany (FRA) to Portland (PDX). Flights will depart on Tuesdays and Fridays with a Boeing 767-300 starting June 19. With the addition of Portland (PDX), besides Minneapolis (MSP), Providence (PVD) Baltimore/Washington (BWI), Fort Lauderdale (FLL), Las Vegas (LAS), Seattle (SEA), Anchorage (ANC), Calgary (YYC), Fairbanks (FAI), Halifax (YHZ), Toronto (YYZ), Vancouver (YVR) and Whitehorse (YXY), Condor Airlines is increasing its offer of destinations in North America. The flights can now be booked through all booking channels.

Portland is an important hub of Alaska Airlines. Easy connections with Alaska Airlines increases the frequency to Seattle with Condor to six days a week. “Condor flies non-stop to Seattle on Mondays, Wednesdays, Thursdays and Fridays,” explains Jens Boyd, Head of Long-Haul at Condor. “Starting in Summer 2015, there will also be convenient connections between Portland and Seattle on Tuesdays and Fridays. With 27 Alaska Airlines flights a day, easy traveling with short waiting times is guaranteed.”

Condor flights from Portland (PDX) to Frankfurt (FRA) can be booked online at condor.com or through any travel agent.

HFF arranges financing totaling $71.75 million for development of high-rise apartment building in Portland

HFF recently announced that it has arranged financing totaling $71.75 million for the development of Block 67, a 21-story, 284-unit, Class A apartment building in Portland’s Central Eastside district.

HFF worked on behalf of the borrower, a partnership led by Guardian Real Estate Services and Key Development Corporation, to arrange construction financing for the project. Financing for the project was structured through a senior construction loan and mezzanine financing.

Block 67 is located at the intersection of NE 3rd Avenue and Burnside Bridge, just steps away from the Burnside Bridge. Due for completion in early 2016, the property will feature 16 levels of residential apartments above approximately 24,700 square feet of retail/commercial space and parking on the first five floors. Community amenities will include a 9,300-square-foot eco-roof and podium level that is planned to feature fire pits, barbecue area, pet exercise area, fitness center and spa. Apartment finishes will be high-quality with many units offering unri ved views of the Portland skyline.

The HFF team was led by managing director Casey Davidson, director Mark Erland, associate director Kerry Hughes and senior real estate analyst Erica Christiansen.

“Block 67 is poised to be an iconic building for the city of Portland and the burgeoning Central Eastside district. It is the linchpin and largest component of the long-planned Burnside Bridgehead development area envisioned by the Portland Development Commission,” said Kerry Hughes, associate director.

Artisan pizza restaurant to open at Bridgeport Village

Pizzasmith, a new casual artisan pizza restaurant that ‘fast forges’ individual pizzas for customers in three minutes opened recently in Bridgeport Village.

Pizzasmith’s owners were hungry for fast and easy yet wholesome food on the go and made it a mission to source local, quality ingredients to deliver an exceptional pizza in a fast, casual environment, but without a “fast-food” experience. Once a guest has walked the ordering line and picked out ingredients, the pizza bakes in about three minutes.

“Portland is ready for a fast, casual pizzeria with a Northwest sensitivity, which includes premium, wholesome, local ingredients,” says Kara Hale, founder of Pizzasmith.

“Pizzasmith was created for people who want a high-end but convenient dining experience without a fast-food atmosphere.”

“We are thrilled to have Pizzasmith as the newest dining option at Bridgeport Village”, said Fred Bruning, CEO of CenterCal Properties, owner of Bridgeport Village. The restaurant is located next door to Regal Cinema. All pizza lovers, owners Kara Hale and Craig and Susie Bashel discovered a next-generation Woodstone pizza oven that can bake a pizza in three minutes, which inspired them to develop a premium yet fast pizzeria that would incorporate local produce in season, hormone-free meats and cheeses and sustainably-grown Northwest wheat crust.

Diners can customize their pizzas — choosing from a list of local ingredients and house-made sauces, sausages and meatballs — or pick from a menu of the restaurant’s own Smithy pizzas, including the B+B (fresh Brussels sprouts, applewood-smoked bacon, fontina cheese, roasted Yukon Gold potatoes and caramelized onions); Poult ryn + Pesto (house-roasted natural chicken, bianco cream sauce, artichokes, roasted peppers, mozzarella, provolone, pesto drizzle; and traditions like the Margherita, Sausage + Peppers, Pepperoni and Classic Cheese. Pizzasmith’s menu also features garden-fresh, made-to-order salads, local craft beers and regional wines.

Cooler new stores at PDX

With Bunk Sandwiches soon to show up at the refurbished Moda Center, PDX is keeping pace. Portland International Airport travelers will soon have 11 new shop and restaurant options, including Potbelly Sandwiches and The Country Cat.

The Port of Portland Commission signed 10-year leases for the shops and restaurants coming on line in early 2015, the company said in a release Wednesday. The leases are the first phase of refreshing PDX concessions through 2017, as approximately 75 percent of existing leases expire. While the airport already has a mini Powell’s Books and a Nike store among its 60 shops, the big gamble now is to go local or go home.

“We welcome these exciting new shops and restaurants to our airport family,” said Chris Czarnecki, Port general manager of aviation business and properties. “We searched far and wide to bring these great options to our travelers, speaking to some 250 individuals interested in operating at PDX.”

The new shops and restaurants are:

■ Bambuza Vietnam Kitchen - Healthy, local Vietnamese grill noodle bowls, rice plates, salad rolls, Pho noodle soups, Banh Mi sandwiches, Vietnamese coffee and bubble tea.

■ Café Yumm! - Regional healthy foods featuring bowls, wraps, salads and a selection of vegan and gluten-free offerings.

■ cc McKenzie - Local women’s apparel boutique featuring a wide selection of shoes, apparel items and accessories, expanding existing PDX operations.

■ Henry’s Tavern - Local iconic casual dining bar featuring a diverse menu for all age groups, and a full bar featuring local beer and wine.

■ Hişso Sushi - One of the largest sushi operators in the U.S., offering hot and cold, healthy entrees, plus ramen, bao sandwiches and breakfast items.

■ Metalsmiths Sterling - United Kingdom inspired luxury brand sterling silver jewelry; one of the leading sterling silver jewelry design houses abroad for over 15 years.

■ MOD Pizza - Individual, artisan-style pizza made on demand - super fast; choose from 30+ toppings, all for one low price.

■ Mo’s Seafood & Chowder - An Oregon coast icon, featuring world famous clam chowder, seafood baskets, salads, seafood sandwiches and breakfast sandwiches.

■ Potbelly Sandwiches - National sandwich concept featuring healthy sandwiches, salads, and wraps made to order.

■ Subway Sandwiches - National concept featuring sandwiches, wraps and other made to order menu items.

■ The Country Cat at PDX - Local iconic casual dining bar featuring a farm to table menu for all age groups, and a full bar featuring local beer and wine.
IT’S HARD TO FEEL BAD WHEN YOU LOOK GOOD

BY SCOTT KEITH

According to Jahmal Landers, one of the founding members of Bowyer and Fletcher, says, “If you dress well, and take time out of your day to put on a tie, you’re going to be in a much better mood.”

Jahmal Landers is one of the founding members of Bowyer and Fletcher, along with Russell Davis Cohen, Jiah Sisco and Caleb Rice. Landers described Bowyer and Fletcher as “a men’s accoutrements-neckwear company.”

The origins of his company go back to period when Landers, who grew up in North Portland, spent time teaching English in Taiwan. It was during this time that Landers started thinking about careers.

“I started working on a few brand ideas with another friend of mine,” Landers recalled. “We were looking at making wallets, shoes, things like that.”

Landers took a sewing class and one of the first things he learned to make was a bow tie.

“I started learning a lot about textiles, patterns, all that,” according to Landers. “One of my friends, who lives in London and works in fashion, reached out to me, saw some of the photos of the bow ties that I had been making ...and said, ‘you should definitely think about creating a real brand and creating a real story behind the brand.’”

Fast forward and Bowyer and Fletcher launched in Portland in late February, 2013, making pocket squares (silk handkerchiefs), self-tie bow ties and neck ties.

“The neck ties, bow ties and pocket squares are typically made out of either linen, silk, cotton or wool,” Landers said. Bow ties, in case you’re wondering, are still in fashion.

“Bow ties can be kind of a distinguishing mark, something that sets you apart from other people,” Landers said, pointing out that Winston Churchill and Fred Astaire would wear these ties.

Whether or not you want to look like a politician or a movie star, the items Bowyer and Fletcher sell can help boost your confidence, Landers said.

“If you dress well, and take time out of your day to put on a tie, you’re going to be in a much better mood,” he said. “Your self esteem is going to get a boost. It’s hard to look good and feel bad at the same time. It’s about trying to help people have a sense of confidence when they go out in the world.”

Once you decide to buy Bowyer and Fletcher products, you can visit Threads Count, an upscale men’s consignment store on Northwest 23rd Avenue, which was one of the first stores to carry the Bowyer and Fletcher line.

“Threads Count is run by two individuals from Lincoln High School,” Landers said. “I went to Lincoln as well, so we’re all friends. They started carrying the ties for us. That allowed us to learn a little bit about the market here in Portland.”

Bowyer and Fletcher likes to work with local firms. Packaging is made at Gann Brothers Printing, in the Pearl District, and Bridge City Steel makes the metal hardware adjustments on the ties. Landers’ company works with local artisans.

“We found a few really talented seamstresses who have really been integral as far as providing a great product and helping us grow our business,” Landers said. “We like to stick together, work with other local companies, to try and support the local area. It’s a reciprocal relationship, so to speak.”

Word of Bowyer and Fletcher has already reached around the globe.

“We’ve sold ties in Brazil,” he said. “We’ve sold ties in Italy. There’s a boutique in Italy that carries our ties. We’ve sold ties in Hong Kong, Taiwan, China, France, pretty much all over the world.”

Customers are welcome to come to Bowyer and Fletcher for a consultation and a custom order.

“We will go and source the fabric for them and make as many ties as they would like - we made ties for Ace Hotel and for their staff,” he said.

Landers has advice for those thinking of starting their own business. He said there are many platforms you can use, including YouTube and Facebook.

“They don’t need to be discouraged because they’re not spending a bunch of money like Ralph Lauren — or any of these huge companies,” Landers said. “They can actually be resourceful because there are so many different ways to get exposure out there...so many connections. The world has become much smaller with the Internet.”
Social Security: What you need to know now

Baby boomers are not the only ones who should be checking up on their Social Security accounts. Everyone should create a personal online account at www.socialsecurity.gov to find out where they stand with earnings and benefits. Here’s why.

Alan Edwards, Social Security public affairs specialist in Portland, emphasizes that Social Security is more than a retirement plan, which means you might be eligible for some type of benefit well before age 62. As you pay your FICA taxes on earnings during your working life you are preparing for retirement, but you also are buying life insurance and disability insurance, he says.

Variables related to your age, your marital status, other personal circumstances and your physical health could affect how and when you may receive benefits. For example:

- If you are widowed and disabled, you may be eligible for survivor benefits on your deceased husband’s work record as early as age 50.
- If you are divorced but were married to someone for 10 years or more, you may be eligible for a benefit on your ex-spouse’s work record. If they have died, you may be eligible for survivor benefits.
- As a married couple nearing retirement, you may be able to maximize your Social Security benefits by having one of you claim on the other’s work record while your spouse files but suspends benefits until age 70. “The No. 1 and most important thing for people to know about Social Security is their ‘numbers,’” Edwards said. “It’s essential that people know what they are eligible for and how they are calculated. Women are often surprised that their work record may not qualify them for benefits or that their benefits are lower than expected.”

The minimum work requirement for Social Security is 10 years but it’s your lifetime of work — the highest 35 years of earnings — that Social Security looks at to determine your benefit, he emphasized.

To figure this out, Social Security offers an online calculator telling you what your monthly benefit will be depending on when you start taking a payout. This is worth checking because the longer you wait the more your benefit will increase up to age 70.

For example, if you monthly full retirement benefit at age 66 is $1,021, it is reduced by 25 percent to $766 if you start benefits at age 62.

Conversely, benefits jump to $1,069 if you wait to age 70.

Online tools
Since the federal agency no longer sends annual statements in the mail that spell out what you’ve earned in prior years or what your estimated benefits will be at retirement, it’s up to you to set up an account and find out. You will need your Social Security number.

Even though retirement may be a long way off, it’s a good idea to check the account to make sure no one is committing fraud by using your Social Security number to collect benefits or to work using your number, Edwards said.

“If you’re already receiving benefits but still working part-time, it’s important to make sure those earnings are posted correctly,” he said. “It looks like someone is using your Social Security number, contact us immediately.”

In addition, low-income people can use their Social Security account to verify benefits for purposes of applying for subsidized housing, for energy assistance or veteran’s services. Through an online account, you can print your personal verification of benefits letter to help qualify for these services.

Same-sex ruling
And with the federal U.S. Supreme Court ruling this year on same-sex marriages, there is no federal ban on Social Security paying benefits to same-sex couples, Edwards said.

“We may not be able to process applications in some states because of state law but there’s no ban on benefits,” Edwards said. “It depends on where they were married and where they now reside. We defer to the state on marriage and divorce action so same-sex marriage legality is still state by state.” Oregon began recognizing same-sex marriages from other jurisdictions in October 2013. Domestic partnerships have been allowed since 2008.

Knowing what Social Security benefit you will receive is an important part of the retirement planning puzzle. Don’t rely on friends or even financial planners and investment advisers to be up to speed on all the rules, Edwards said. Each situation is different and what might work for your cousin may not be the correct formula or the right strategy for you, he said.

Julia Anderson is the founder and ongoing contributor at www.sixtyandsingle.com, where she writes for women about money, investing and retirement planning.

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Top 5 Social Security planning tips:

1. Set up a secure personal account at www.socialsecurity.gov.
2. Know your numbers. Check retirement benefits from age 62 to age 70.
3. Look into spousal and survivor benefits if you are divorced or widowed.
4. If you are disabled, Social Security may be able to help.
5. Before making a decision about Social Security, consider your health, income and tax issues to maximize lifetime benefits for you and your spouse.

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CABELA’S GEAR UP FOR ITS GRAND OPENING

Outfitters count down to public unveiling of Nyberg Rivers store

BY CAITLIN FELDMAN

Less than two weeks into September, the countdown has truly begun for the grand opening of the Nyberg Rivers Cabela’s on Sept. 18. Throughout the 100,000-square-foot “new generation” layout, one theme stands out: This is meant to be an experience, not just a store.

“We’re ready to outfit people for whatever adventure they want to go on here in Oregon,” said marketing manager Shannon Jidas at last Thursday’s media preview event. “I’m most excited to open the doors and have people come and experience the store and experience what this is going to be like moving forward.”

The store, which provides jobs to 300 part- and full-time employees, pulled roughly 90 percent of its talent from Tualatin and the surrounding areas, said Jidas. This was done intentionally, and every outfitter was brought on because of a specific skill he or she brought to the table.

“What’s been really great is every single outfitter was brought in here because they’re good at something outdoors,” she said. “They’re experts. With my camping outfitters, they know exactly what tent to pick out because they camp the local forests. Our hunting outfitters, they hunt Mount Hood, so they can tell you exactly where to go. It’s really neat to have a lot of experts under one roof.”

The idea is that not only can avid backpackers walk in and receive knowledgeable service when finding the best gear for their week-long trip, but someone who’s never camped before can walk in and get the same kind of help. Regardless of skill level, Jidas said they want everyone to feel comfortable coming in and getting help from the outfitters. After all, that’s what they’re there for.

“It’s not just a big box company, we really pay attention to the details and what our customers need,” Jidas said.

Paying homage to hometown roots

While Nyberg Rivers Cabela’s put an emphasis on finding expert and local staff, extensive efforts also went into making the physical store specific to Tualatin and the Pacific Northwest. Giant photos and maps of local state parks hang high on the wall, and taxidermy created by Oregon City-based artist Tim Brown are seen throughout the store. Though he’d been speaking with Cabela’s since August 2013, Brown didn’t know he and his team from Natural Instincts Taxidermy had been chosen to create many of the installations until May. So, for six weeks in June and July, each member of the five-person team worked 800 hours to complete the project.

“Three is the largest single project in that amount of time that I’ve done,” he said. “It’s amazing. I haven’t really had a chance to just sit there and take it all in. I just can’t believe we were involved.”

The team’s involvement included creating 25 life-size mounts, five shoulder mounts and seven habitats. The pieces Brown and his team created can be found throughout the store and on “Conservation Mountain.” The mountain rests near the back wall and is home to numerous taxidermy pieces all native to North America, with an emphasis on the Pacific Northwest. To help people learn about the animals they’re viewing, an interactive screen at the mountain’s base allows visitors to scroll through and learn about the various animals.

“They sent me a list of what animals they wanted, and then they sent us the pictures of the terrain that they wanted the habitats to simulate,” Brown said, adding that they chose to put many of the animals in action poses. “We decided if we were gonna do something, we were gonna do something that was out of the norm.”

Historical tribute

Even the Nyberg and Martinazzi families are tied into the building’s design. Photos donated by the Tualatin Historical Society portray black and white images of the families who were ever important in placing Tualatin on the path it’s traveling today. Without the Nybergs, who own the very property Cabela’s sits on, it’s impossible to know whether this development would have happened at all.

“The picture of my dad is right over the fireplace, taken down at Depoe Bay when he caught that huge halibut — that’s a delight. Because dad’s got that little smile like he’s really proud of everything that we’ve done and accomplished,” said Christine Nyberg Tunstall, who’s grandfather, John Nyberg, began buying farmland in what’s now Tualatin in 1985. Her father, Clayton Nyberg, continued purchasing the land where Nyberg Rivers is taking shape.

The picture of her father, which hangs prominently in Cabela’s, also hangs in her family’s beach house at Depoe Bay.

“I’m the only one that’s seen it in the store,” she said. “They’re going to be so blown away, the family.”

Nyberg Rivers is formed out of redeveloped and newly developed property, and Cabela’s is nearly ready for its public unveiling on Thursday, Sept. 18, following months of construction. The ribbon will be cut at 10:45 a.m. (less of a cut and more of an arrow shooting), and doors open at 11 a.m. Jidas anticipates that won’t be early enough for some enthusiasts, however, and it’s expected people will camp out the night before. All together, at least several thousand visitors are expected for the grand opening.

“We’re just excited to get open and started,” said Jidas. “So much hard work has been put into this, so it’s going to be really nice to open the doors and just show it off to everybody.”

We’re ready to outfit people for whatever adventure they want to go on here in Oregon. I’m most excited to open the doors and have people come and experience the store and experience what this is going to be like moving forward.”

— Shannon Jidas, marketing manager
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