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From: Lisa McKee <lisa.mckee@jordanramis.com>
Sent: Tuesday, February 16, 2016 4:32 PM
To: Cnty 2016 Comp Plan, Boldt, Marc, Olson, Julie (Assessment)
Cc: Jamie Howsley
Subject: Comp Plan Submission - Gustafson Property Submittal
Attachments: Gustafson Property Submittal re Globalwise Report.pdf

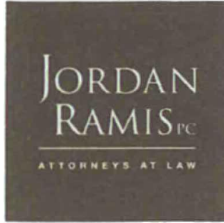
Hello,

Attached is a submission to the record related to the Gustafson property which includes a report by Globalwise Inc. If you have any trouble opening the attachment please let us know.

Thank you

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February 16, 2016

Clark County Community Planning
ATTN: 2016 Comp Plan Record
PO Box 9810
Vancouver WA 98666-9810

Chairman Marc Boldt
Board of County Councilors
PO Box 5000
Vancouver WA 98666-5000

Councilor Julie Olson
Board of County Councilors
PO Box 5000
Vancouver WA 98666-5000

Re: **Gustafson Property Submittal**
Our File No. 51516-73506

Dear Community Planning, Chairman Boldt and Councilor Olson:

Attached is a Globalwise Inc. Agricultural Resource Land Analysis related to the Gustafson property for submission to the record.

Very truly yours,

JORDAN RAMIS PC


James D. Howsley
Admitted in Washington and Oregon
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Enclosures

51516-73506 2115840_1\LDM/2/16/2016

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Agricultural Resource Land Analysis of the Gustafson Property Along NE 152nd Avenue in Clark County

June 9 2015

A Review of Agricultural Land Resource Conditions
Under the Washington Growth Management Act

By Globalwise Inc., Vancouver, WA



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Agricultural Resource Land Analysis of the Gustafson Property Near NE 152nd Avenue in Clark County

A REVIEW OF AGRICULTURAL LAND RESOURCE CONDITIONS UNDER THE WASHINGTON GROWTH MANAGEMENT ACT

Introduction

The Gustafson Investment I LLC property consists of 20.0 acres located on the east side of NE 152nd Avenue in east Vancouver. The property is in one tax parcel with full frontage on NE 152nd Avenue. The tax parcel number is 200537000. In this report the property is referred to as the "Gustafson property" or "subject property."

The Gustafson property is proposed for de-designation from agricultural resource land with the request that this property be brought into the Vancouver UGA. See Figure 1 for identification and location of the subject property along with the surrounding vicinity.

The subject property abuts the City of Vancouver Urban Growth Area on two sides. The property was part of a former dairy that closed 37 years ago. This property was inherited by Deanna Gustafson seven years ago and has been held as a single parcel apart from other land that was in the dairy operation. Other parcels in the former dairy have been sold. The dairy barn, milking parlor and other fields that were part of the original dairy are on property that is already within the City of Vancouver Urban Growth Area (UGA). There are no real property improvements on the subject property.

The Gustafson property was evaluated to determine if it meets key criteria of agricultural resource lands under the Washington Growth Management Act (GMA). The author of this analysis is Bruce Prenguber, an agricultural economist who was raised on a wheat and cattle farm in Washington. I have a Bachelor's of Science degree and a Master's of Science degree in Agricultural Economics and I have completed 18 undergraduate and graduate level courses in economics during my education at Washington State University and the University of Wisconsin.

My practical experience is gained from 39 years as a practicing economist with emphasis in agricultural economics and business. I have worked most of my professional career as a consulting economist in the subjects of production agriculture, food marketing and food processing. For 36 years I have also been an owner in businesses where I have gained practical experience with business management. I have also previously analyzed property in Clark and Cowlitz counties for their long term commercial significance for agriculture under the Washington GMA. I have also analyzed local markets for food crops and livestock and I have investigated the economic feasibility of specific land for the production of food crops. I previously held management positions in a food products export trade association. The function of this association is to assist firms in the western U.S. with export marketing of their products. I am regularly retained to conduct projects and analyses for a regional food processors trade association. I have also been retained many times by food processing and marketing companies in the Pacific Northwest to address specific business issues pertaining to their operations. I am qualified to render my opinions based upon my experience and educational attainment in the field of economics. See Attachment 1 for a more complete description of my background, experience and education.

Property History and Background

The subject property was inherited by Deanna Gustafson from her parents, Elmer and Georgia Dunning. The Dunning's operated a small family dairy on 80 acres from the early 1950's to 1978. The subject parcel accounted for 20 acres of the total farm acreage. After the passing of Mr. Dunning, Mrs. Dunning rented the subject property to a local dairy farmer who grew grass and alfalfa hay for his dairy. When Deanna Gustafson inherited this land seven years ago she rented the subject property to another local farmer, Travis Johnson, who grows barley hay and grass/alfalfa hay for his small beef cattle herd.

Since 1978 there has been no livestock grazing on the Gustafson property. The land may have occasionally been pastured at earlier times but Mrs. Gustafson reports that when the subject property was part of the larger dairy it was mainly used for alfalfa and grass hay production. Mrs. Gustafson also indicated that there has never been irrigation available for the subject property.

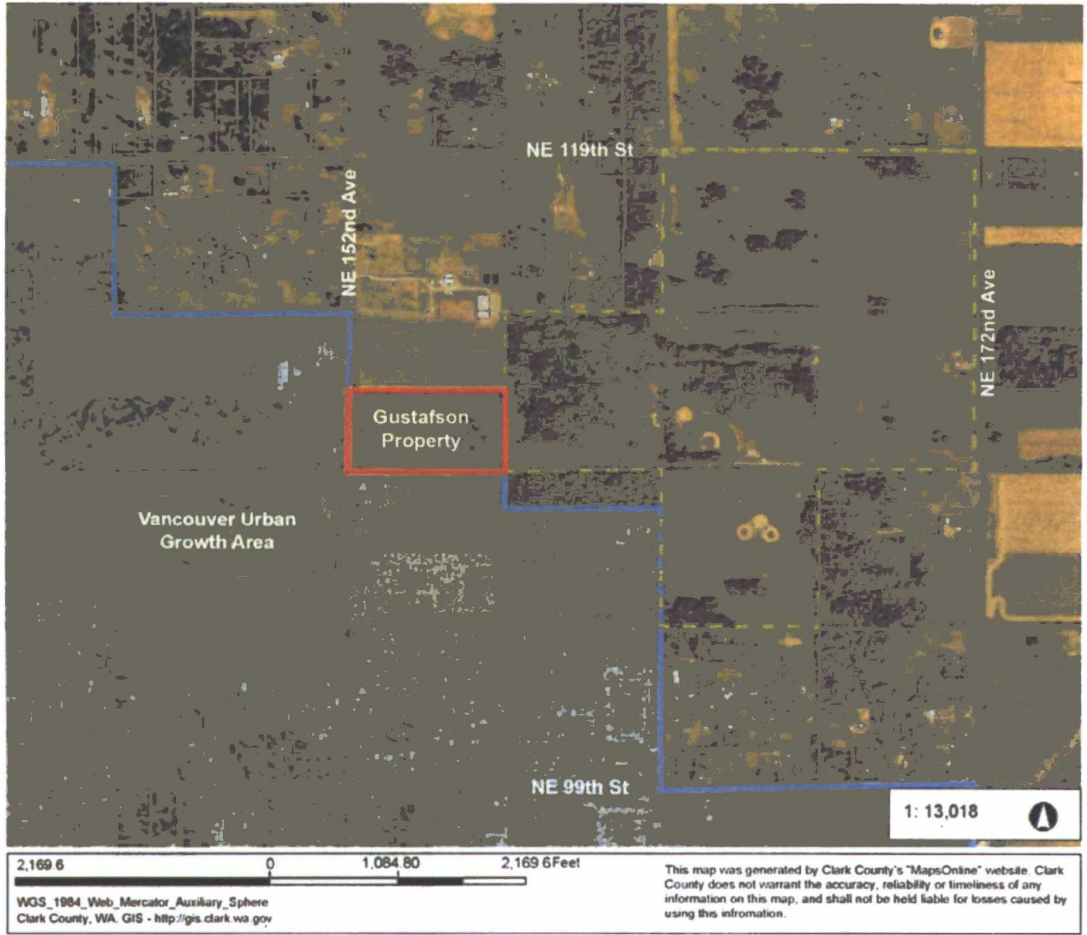
The review of aerial photos in county records going back to 1955 does not show that the land was ever planted to row crops such as corn or permanent crops such as fruit trees. This is consistent with the fact that no well or other source of irrigation water is available. There is also no evidence that any buildings or other visible improvements have existed except abandoned perimeter livestock fencing. Aerial photography and the known property history referenced by Mrs. Gustafson are evidence that the land has been primarily growing forage which is cut for hay. None of the photos from 1955 to present show any livestock grazing, although existence of perimeter fencing would indicate that some grazing has occurred, most likely when the property was part of the dairy operation.

According to county records the Gustafson property has been enrolled in the current use program for farm and agricultural land since 1975. The current owners lease the land for hay production since they are not farmers and they do not have any equipment or expertise to conduct agricultural production activities. Mr. Johnson pays annual rent of \$700 for use of the property.

There are no buildings, usable fencing, wells or other improvements on this property. The old, perimeter fencing has been abandoned for many years and Mr. and Mrs. Gustafson have no plans to rebuild the fencing or undertake any agricultural activities themselves.

The existing UGA of the City of Vancouver is directly to the west and south of the Gustafson property. In total, half of the property perimeter abuts the UGA for a total distance of about 1,970 feet. A residential subdivision known as Urban Oaks LLC is constructing utilities and road infrastructure for about 120 single family home lots immediately south of the subject property. Fieldstone Estates is northwest of the subject property with 55 lots in the current phased development nearing full build-out. The eastern boundary of the Gustafson property abuts the Hockinson Meadows Community Park, a 240 acre regional county park. Other newer subdivisions such as Dunning Meadows are also nearby.

Figure 1
Vicinity Map of Gustafson Investment I LLC Property



- Legend**
- Building Footprints
 - Taxlots
 - Site – Gustafson Property
 - Boundary for Vancouver Urban Growth Area
 - Clark County Parks Ownership (240 acres)

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 Clark County, WA, GIS - <http://gis.clark.wa.gov>

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Looking south from Gustafson property to new residential construction at Urban Oaks subdivision and the Dunning Meadows subdivision. Photo taken May, 2015.

Land in agricultural zones in Clark County that are subject to withdrawal for inclusion in an UGA need to be evaluated for long term commercial significance for agriculture. In large part, this means that the property characteristics must be studied to determine if continued use for farming and livestock use is feasible. The Gustafson property is in the Ag-20 zoning district and shares this designation with 60 acres to the north that is comprised of twelve lots of five acres each (see Figure 3). This Ag-20 zoning district is small with only 80 total acres, and is separated by residential zones from other larger Ag-20 zoned land to the north and east.

Eight of the twelve five-acre properties north of the Gustafson property in the Ag-20 zone are owned by the Silver Buckle Youth Equestrian Center. The equestrian center has stables and riding areas for pleasure horse owners. This is not an agricultural use within the meaning of agriculture in the GMA. Apart from the equestrian center parcels, the remaining properties are either primarily idle, in pasture with a small number of livestock for incidental grazing by cattle or other livestock or used for grass hay production.

The remaining four properties north of the equestrian center property in the Ag-20 zone are also platted in five acre parcels have been sold as rural home sites. A cul de sac road has been placed for access to each of the four properties. None of these properties are devoted to agricultural production.

For the reasons given above the entire Ag-20 zone containing the Gustafson property lacks characteristics typically exhibited by commercial agriculture. Within the zone there are no farm shops, irrigation systems, or livestock except for horses kept at the equestrian center. Given the uses of these properties and the lack of agricultural characteristics, none of this property meets the definition of agricultural land with long term commercial significance for agriculture under the definition of the GMA.

Analysis to determine if Lands are Agricultural Lands under GMA

This report was prepared with consideration of nine elements that are primary factors for de-designation of resource land under the GMA. The first two are taken from the definition of agricultural resource lands in the Act:

- 1) Are the resource lands primarily devoted to the commercial production of agricultural products enumerated in RCW 36.70A.030 (2)?
- 2) Is there long-term commercial significance for agricultural production, as indicated by soil, growing capacity, productivity, and is the land near population areas or vulnerable to more intense uses?

The following factors are enumerated in [former] WAC 365-190-050. They are:

- 3) Land-capability classification from the U.S. Department of Agriculture;
- 4) The availability of public facilities;
- 5) Tax status;
- 6) Relationship or proximity to urban growth areas;
- 7) Land use settlement patterns and their compatibility with agricultural practices;
- 8) Land values under alternative uses; and
- 9) Proximity of markets.

These points are covered in this report. For the reasons stated herein, it is my opinion that the subject property does not meet the GMA criteria for agricultural resource lands.

Conclusion of this analysis: The Gustafson property fails to meet the Growth Management Act's definition of Agricultural Resource Lands.

Agricultural land is defined by the Washington Growth Management Act as "land primarily devoted to the commercial production of horticulture, viticulture, floriculture, dairy, apiary, vegetable, or animal products or of berries, grain, hay, straw, turf, seed, Christmas trees or livestock, and that has long-term commercial significance for agricultural production" (WAC 365-190-050A). This definition states two conditions that must be met: the land is in an area used for or primarily devoted to agricultural production and the land has on-going commercial significance for agricultural production. **In my opinion, the Gustafson property fails to meet the second element of this definition: it does not have significant commercial agricultural potential for the future.**



Looking south at the southwest corner of the Gustafson property. Sidewalk and electrical improvements are being made at the Urban Oaks subdivision immediately south of the subject property. Photo taken May 2015.

Agricultural Evaluation of the Gustafson Property

1. Are the resource lands primarily devoted to the long term commercial production of agricultural products?

The subject property was in commercial agricultural use when it was part of the 80 acre dairy. However, the dairy closed in 1978 and since that time the subject property has been rented to others who grow forage crops for livestock. The only crop type grown is livestock forage and this is the only apparent option to generate revenue to pay for taxes, insurance and other costs of land ownership. Travis Johnson is the current renter and pays the modest rent of \$700 per year. This low rent is justified because he grows low-value crops that include barley hay and alfalfa-grass hay. If the land owners sought higher rent the land would be idle from agricultural use.

Agricultural rent is important to the land owners because this qualifies the property for current use taxation, keeping the property taxes at a low level. If the land does not qualify for current use taxation, the owners would be liable for seven years of back taxes on the full market value of the land plus interest. They would also have to control for noxious weeds and possibly other land management issues that are handled by the renter.

Other land in the vicinity of the Gustafson property that is in the Ag-20 zone is generally idle or used for pleasure horse riding. This is not commercial agricultural production.

Because the subject property has incidental use for agriculture without agricultural improvements and is held for development use, this property is marginally devoted to commercial agriculture.

2. Is there long-term commercial significance for agricultural production, as indicated by soil, growing capacity, productivity, and is the land near population areas or vulnerable to more intense uses?

It is not the focus of this analysis to fully address the development potential of the Gustafson property. However it is clear that the development potential of this property is very high. This is due to its adjacency to the Vancouver UGA and other nearby residential development. Furthermore, as the nearby urban density occurs, more urban infrastructure is directly accessible at the subject property.

With regard to land productivity for agriculture, soils are a key focus. About two-thirds of the soil is McBee silt loam with coarse variants. The land is virtually flat. The remainder of the subject property is Dollar loam, also with virtually no slope. Small stones were observed at and near the soil surface in many areas. Some less fertile areas were also observed. There are soil variations especially along the drainage ditches that are found along the south, east and north boundaries. Here spoils from ditch cleaning have been deposited on the property. Travis Johnson reports that there are about 17 acres of workable ground due the ditch spoils on three sides of the property. Refer to Figure 2 and element 3 below for further discussion of soil conditions.

Livestock Production Potential

Economic feasibility for raising livestock cannot be attained on the subject property. Part of the reason is that cattle as well as other livestock such as sheep and goats need a source of water, shelter, perimeter/cross fencing, and holding pens. None of these are available on the property and the capital cost for these improvements is not included in the loss estimate given below. Even if a water right were obtained, which is doubtful, the cost of a well is prohibitive for a livestock enterprise on 20 acres. Perimeter fencing is much less costly than a well, but still a major expense if the land is devoted to cattle production. The perimeter of the Gustafson property is 3,940 feet. The cost to build a barb wire fence suitable for cattle is about \$6,265 with annual maintenance and repair cost estimated at \$1,065. The cost of woven wire fencing for sheep or goats would be higher. Other costs for building shelter, sourcing water and building holding pens would add significantly to the initial investment.

The capital costs described cannot be covered due to the lack of income from a small scale cow-calf livestock operation. A budget by the U.S. Department of Agriculture (USDA) for cow-calf operations in the western U.S. for 2012 and 2013 show net losses for these operations for both years (see the following web site for details: <http://www.ers.usda.gov/data-products/commodity-costs-and-returns.aspx>). The operations analyzed in the USDA budget consider 138 cows with an annual calf crop of 104 animals which is a significantly larger herd than can be managed on the subject property. The 20 acre subject property could carry about eight cows. The overhead costs of such a small herd are very high compared to 138-head cow herd. Even when ignoring opportunity cost for labor and death loss the resulting annual net return is a loss of \$2,450 for an eight-cow operation.

Hay and Grain Production Potential

There are significant limitations for attempting to grow higher value crops than forage. The main limitation is lack of irrigation water, which restricts the land to growing "dryland" crops. There are also no farm buildings, roads, or power on the property. Therefore it is assumed the only prospective agricultural crop activities are grass hay or grain production.

Grass hay production without ancillary livestock grazing is one of the more common rural land use activities in Clark County. Travis Johnson, who currently rents the subject property, grows barley hay. Barley hay is produced by planting barley in late spring and cutting it at the "milk stage", which is shortly after the kernel develops and the seed is filled with a white, milky liquid. The crop is then cut and cured like typical grass hay for baling. The advantage of barley hay is its high protein content.

Mr. Johnson indicates that the average yield for barley hay is about 2.5 tons per acre. When valued at the price of \$150 per ton the barley hay crop has a gross income value of \$375 per acre. All costs, excluding labor would result in per acre costs of about \$230 per acre for a net return of about \$145 per acre. At 17 acres in production, this means there is a net income of about \$2,465 without considering the operator's labor. It is not reasonable to expect a farmer to plan long-term business by raising barley hay on the Gustafson property.

It is also important to point out the risk of barley hay production in Clark County. The risk is weather-related, as there is a short window for cutting and curing barley at the milk stage. The hay is significantly damaged if it rains after cutting and before curing/baling is complete. This greatly lowers the feed value and price.

Alfalfa hay has been produced in past years on the subject property. However this crop is not analyzed here. USDA crop data indicates that less than 1,500 acres of alfalfa hay are grown in Clark County. Mr. Johnson estimated he can get about 4.5 tons of alfalfa hay per acre in three cuttings from the subject property on a dryland (non-irrigated) basis in a good growing season. On irrigated fields in eastern Washington alfalfa hay yields about 8 tons per acre on average. Besides the significant yield advantage, eastside alfalfa is higher quality and much less susceptible to rain damage at harvest compared to alfalfa produced in Clark County. The higher yields are especially important because alfalfa needs about three years to reach full production yields. Large farms use equipment such as balers that produce one-ton bales at lower cost than the equipment used by small-scale farmers. The big-bale equipment is costly and not within feasibility for operators with small acreages. It is much less costly to truck alfalfa hay to Clark County from eastern Washington or eastern Oregon than raise it locally. For these reasons, the economics of alfalfa hay production on this 20 acre subject property is not viable for long-term, commercial activity.

Wheat is also a potential alternative for evaluation. However, grain production is not easy or practical to grow on small acreages due to the specialized farm implements needed, particularly the need for a grain harvester. Hiring third parties for custom field work is cost prohibitive for a field of just 17 acres. Common diseases like stripe and leaf rusts and powdery mildew are also additional reasons Clark County is a very minor grain production area. Other lower rainfall areas with lower land prices are much more suited to producing grain crops.

The subject property could grow wheat with a yield of approximately 70 bushels per acre. Budget analysis shows that wheat production would generate an estimated net return of \$125 per acre or a total of about \$2,120 per year. The final return is lower than indicated here because the farm is smaller than the farms for which the budgets were calculated, so overhead costs for the Gustafson property would be higher than indicated here. Wheat would need to be rotated annually with other non-grain crops to reduce disease potential. Producing other grains such as oats or barley is also not financially feasible over the long-term.



Looking northwest from the northwest corner of the Gustafson property across 152nd Avenue to the Fieldstone Estates subdivision. Photo taken May 2015.

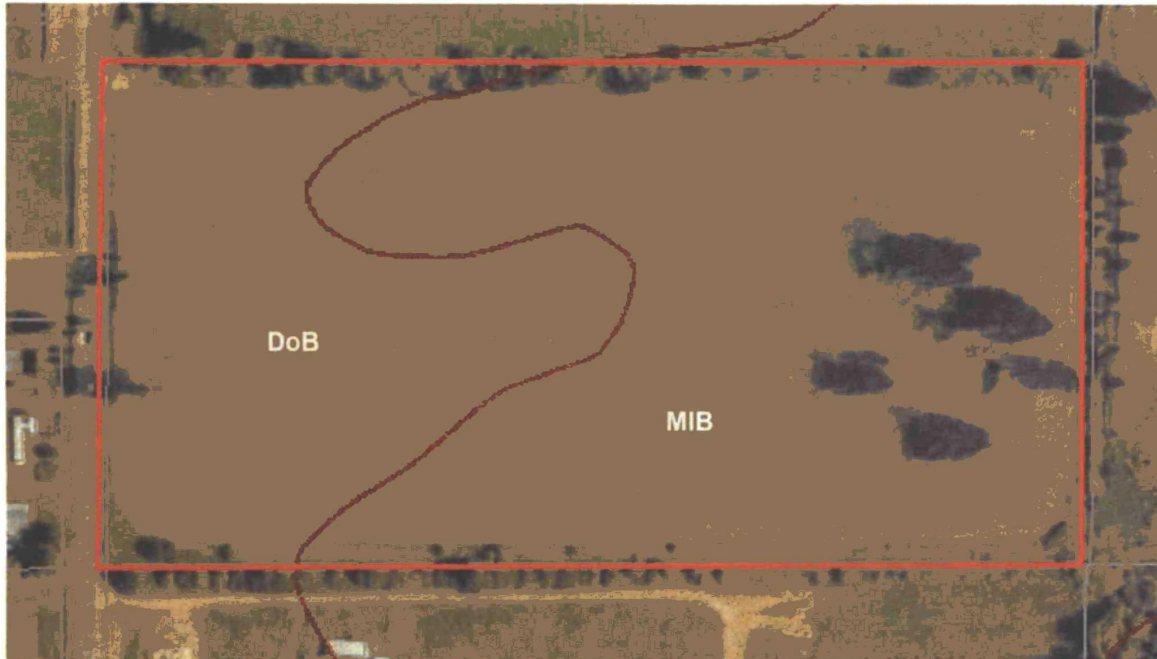
3. Land-capability classification from the U.S. Department of Agriculture

The majority of the soils on the subject property are McBee series and are classified by USDA as capability class 6w ("w" refers to wet if not drained). The remaining soils are classified in the Dollar series. Some soil degradation has occurred along perimeter portions of the property because ditch spoils have been spread on the field during periodic ditch cleaning operations for Drainage Improvement District 5. The extent that soil composition has been altered is not known.


Regular maintenance of the drainage ditches is vital for success of any crop activity on the subject property. Without drainage some deep rooted crops could not be grown and spring field work could be delayed due to wet soil conditions in March to May. The McBee soils may be considered prime since they are drained by ditches on three sides of the property. Artificial drainage from subsurface tiling, which Deanna Gustafson estimates was last done in the 1960's, is now ineffective since there has been no maintenance or repairs to the tiles in 50 years. This might explain why the southeast corner of the property is reported to be wetter than other parts of the property. In at least one aerial photo, about 3 to 5 acres was not plowed with the rest of the field.

About one-third of the western portion of the property is Dollar loam. This is a high quality loam that is suited to growing several crops, however the reader is reminded that there is no irrigation water available which limits the types of crops that can be grown.

Figure 2
Soils Map



Legend

-  Site – Gustafson Property
- DoB – Dollar Series
0-5 percent slopes
- MIB – McBee Series
0-3 percent slopes

569.9 0 284.97 569.9Feet
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Clark County, WA. GIS - <http://gis.clark.wa.gov>

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4. Availability of Public Facilities - Parks

The Hockinson Meadows Community Park totals 240 acres of county owned land in current and planned future park use. The park has baseball and soccer fields, trails, off-leash area, covered shelter and other recreation facilities. About 90 acres are slated for future development.

Other public facilities such as roads, municipal water service, waste water service and schools are reviewed in separate analysis.

5. Tax Status

The subject tax parcel (200537000) is in the current use taxation program for farm and agriculture. The property was placed in this program while it was still part of the dairy farm operated by Mr. and Mrs. Dunning and it was remained in this status since that time.

6. Relationship or Proximity to Urban Growth Areas

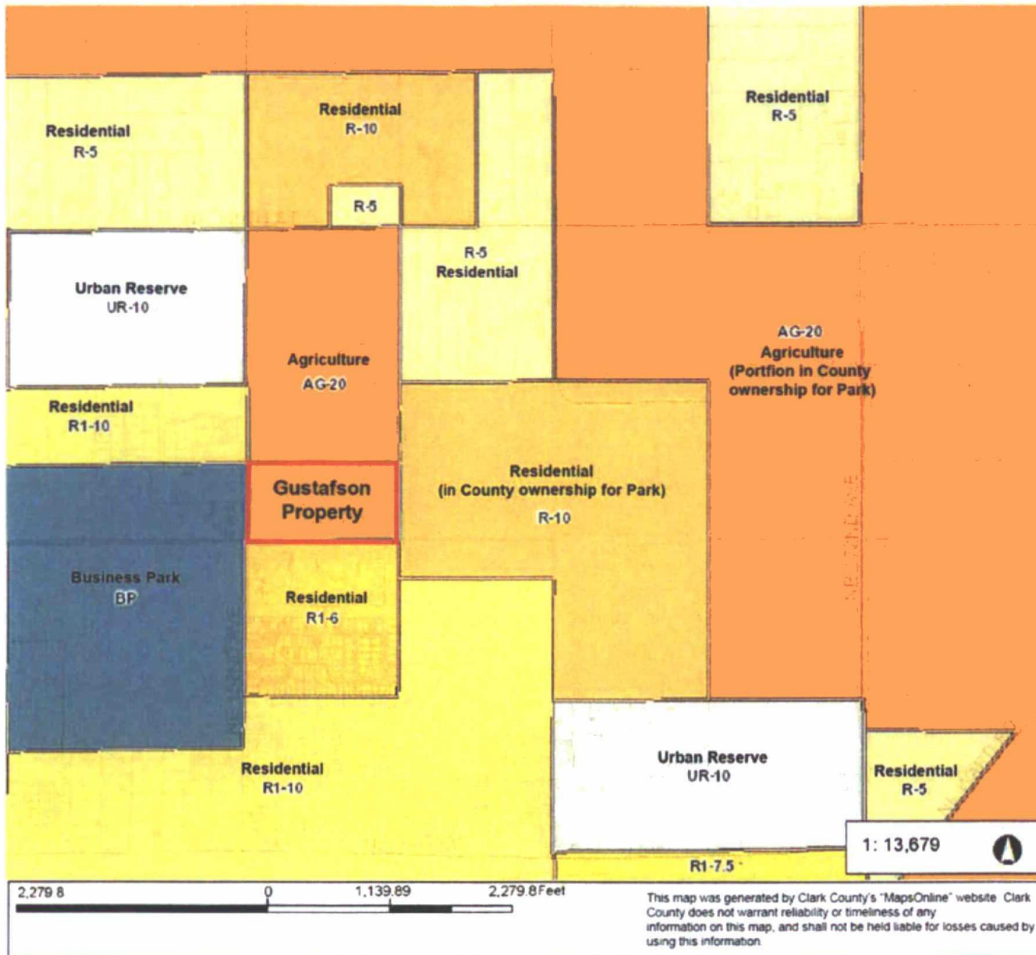
Half of the southern boundary of the subject property adjoins the City of Vancouver UGA (see Figure 1). The property immediately south of the Gustafson property is being developed into a subdivision with about 120 lots in R1-6 zoning. Properties west of NE 152nd Avenue to the west, southwest and northwest of the subject property are in the Vancouver UGA and bringing intensive residential development. Fieldstone Estates is diagonally adjacent to the northwest corner of the Gustafson property.

7. Land Use Settlement Patterns and its Compatibility with Agricultural Practices

The Gustafson property is isolated in a small Ag-20 zoning district (see Figure 3). It is isolated because the only adjacent properties that are in the Ag-20 zone are platted in 5 acre parcels. The Silver Buckle Youth Equestrian Center property is comprised of six 5 acre parcels. This property is an equestrian boarding and riding facility that is not a component of commercial agriculture. The property directly west of the subject property is in the Business Park District (BP). To the south, the Urban Oaks property is in the Single Family Residential (R-1-6) with high single family home density. To the east the land is in public park use although its zoning is denoted as Single Family Residential District (R1-10). All of the surrounding zoning district designations and land uses are urban and not compatible with agriculture. The Gustafson property remains separately and distinctly as a 20 acre property in the Ag-20 zoning district.

Due to the isolation of the Ag-20 zone and the surrounding residential and park development, the incompatibility of agriculture with encroaching urbanization is a concern. The noise and dust of the field operations at the subject property could result in nuisance complaints by nearby residential dwellers.

**Figure 3
Zoning District Map**



8. Land Values under Alternative Uses

The Clark County Assessor estimates the full market value of the Gustafson property is \$9,700 per acre. In the current real estate market, this value is undoubtedly higher. Development value is reflected in the full market value. It is not possible to estimate the full price a farmer would pay for this ground to farm it as there are no comparable sales. It is clear however that the nearby development has increased the value of the land well beyond the price that farmers would pay to purchase it and operate the land only for its value to produce crops.

9. Proximity of Markets

The distance to reach markets for any agricultural products grown in the subject property is highly variable and dependent on many factors. The forage produced on this property may be fed to the renter's cattle one year and then sold the next year to a third party for their cattle, horses or other domestic animals. Due to its low-value as a crop, grass or grass-mixed hay is generally not shipped long distances. Markets for hay in Clark County are informal markets, meaning there are not highly specialized, well established businesses that sell the crop. Hay sellers tend to advertise during the late summer and winter on-line or in local print media and by word-of-mouth. Sales are generally made to buyers who are less than 50-75 miles from the point of production in Clark County.

Conclusions

This analysis finds that the Gustafson property does not meet the criteria of agricultural land as defined by the GMA. The main factors are:

- The Gustafson property does not have long term-commercial significance for agriculture because it is encroached upon by urban development and services. Farming is incompatible with the development that is in-place at present as well as further allowed by existing zoning.
- The subject property is part of only 80 total acres within the Ag-20 zoning district. Sixty of the 80 acres are already platted in five acre parcels. Eighty acres is a small Ag-20 zone, especially when surrounded by urban uses. Within the Ag-20 zone the Gustafson parcel is the only 20 acre property; all others are five acre parcels.
- There is low-level or no agricultural use of the properties in the Ag-20 zone, including the Gustafson property. The Gustafson property lacks any agricultural infrastructure that would permit a farmer to grow higher value crops to generate reasonable net income. None of the following improvements are on the property:
 - water for irrigation or livestock watering
 - farm buildings for crop storage, machinery storage/repairs, or livestock shelter
 - fencing
 - functional sub-surface drainage (tile drainage)
- The city and county have isolated the Gustafson property from long term agriculture use with zoning that allows residential and business development next to the subject property. This is illustrated by the siting of Fieldstone Estates and Urban Oaks subdivisions that are under construction. The Gustafson property is also cut off from adjacent agricultural to the east by the Hockinson Meadows Community Park, a 240 acre regional park with further plans for park improvements.
- The adjacent urban land uses greatly increase the incompatibility of agricultural activities with the adjacent land uses. There is a high probability of nuisance complaints by neighbors over noise, dust or spraying activities.
- The soils at the Gustafson property are adequate for crop production but this is negated by having no water well on-site and no other cost effective water access. This relegates the property to only producing "dryland" crops like non-irrigated forages as hay. These low value crops have close to zero net income after expenses when operator labor cost is considered.
- The market value of the Gustafson property is at least \$9,700 per acre and far exceeds the price a farmer could pay for the land to farm it. The large gap in value is revealed by the fact that the

current annual rent for agricultural use is only \$700 for the entire property. Nearby urbanization has made the development of this property the only viable land use alternative.

Revision of the Vancouver UGA to include the Gustafson property and the associated rezoning to designate this land as non-agricultural should not be denied on the basis that this property is productive agricultural land resource land or that it has long term significance for commercial agriculture.

**Attachment 1:
Professional Background, Experience and Education of Bruce Pregel**

- Personal Profile:** *I was raised on a wheat and cattle ranch in Eastern Washington where I lived until I left to attend college at age 18. As a youth I worked for my parents on our farm on the weekends and in the summer months. In the summer during my undergraduate college years I worked on diversified farms in the Yakima Valley and on Horse Heaven area where I grew up. I greatly enjoyed farm life and set my goal to have a career in agriculture. Through my education, work experience and career advancement I have achieved my goal of staying closely associated with farming and ranching through my chosen field of agricultural economics.*
- Education:** University of Wisconsin
Madison, Wisconsin
M.S.—Agricultural Economics, 1975

Washington State University
Pullman, Washington
B.S.—Agricultural Economics, 1973
- Teaching:** Adjunct Instructor of Economics, Washington State University – Vancouver, WA
Branch Campus, 2005
- Other Activities:** Member, Friends of Washington State University – School of Economic Sciences
- Professional Experience:** *President, Globalwise, Inc.*
1996 – Present
- Developed and currently manage a successful, diversified economic and marketing consulting practice with a portfolio of over 60 clients.
 - Analyzed economic damages and lost earnings capacity for the clients of attorneys in the Pacific Northwest and testified in court or gave depositions as required.
 - Managed projects for clients that have resulted in new business formation, on-going new product sales, based on recommendations for objective management decision-making.
- Executive Director, Western U.S. Agricultural Trade Association**
2000 – 2002
- Managed 13 member state export program in cooperation with private companies. Improved overall federal funding for states and companies despite declining availability of federal funding.
 - Led the staff in development and implementation of a project tracking and reporting system that provided new management information and documented credible results for the largest number of companies assisted in the history of the association.
 - Evaluated and proposed projects in new federal programs that resulted in \$600,000 of new program funding to the association.

- Increased association reserve funds by 15 percent and led the Board to adopt new reserve fund investment policies.

***Assistant Director, Western U.S. Agricultural Trade Association
1980 – 2000***

- Initiated and managed international market development programs in 10 countries that introduced over 100 U.S. companies to importers and distributors. These programs had sales of over \$10 million for U.S. companies.
- Managed program reviews and evaluation contracts that led to elimination of low performing activities and additional funding and management support to high success programs.

***Officer and Principal, Northwest Economic Associates
1978 – 1996***

- Proposed and managed over 100 economic and marketing consulting projects with a total contract value in excess of \$2.5 million.

Selected Analyses and Project Reports

- "Agricultural Resource Land Analysis of the 3B NW LLC Property Near the La Center Junction: A Determination of De-Designation under the Washington Growth Management Act" for the 3B NW LLC Property Owners, April 30, 2015.
- "Agricultural Resource Land Analysis of the Fudge Property at the La Center Junction: A Determination of De-Designation under the Washington Growth Management Act" for the Fudge Property Owners and City of La Center, April 30, 2015.
- "Agricultural Resource Land Analysis of the Subject Properties Near NW 31st Avenue in Ridgefield, WA: A Determination of De-Designation under the Washington Growth Management Act" for 18 LLC Property Owners, December 2014.
- "The Washington Apple Industry: Updated Evaluation of Contributions to the State Economy and the Important Role of Exports" co-authored with Belrose, Inc. for the Washington Apple Commission, June, 2014.
- "Oregon Property Tax on Machinery & Equipment: Impacts of Extending the Exemption to the Bakery and Dairy Food Processing Sectors to Boost the State Economy" for Oregon FoodPac, April, 2014.
- "Analysis of Maris Farms Crop Loss Damages from Elk Intrusion" for Michael Schwartz, Law Offices of Michael Schwartz, in Administrative Appeals Hearing, Washington Department of Fish & Wildlife, hearing testimony, August 5, 2013.
- "A First Look at Produce Safety Practices and Costs on Oregon's Small and Medium Sized Fresh Fruit and Vegetable Farms" author with Amy Gilroy for the National Network of Public Health Institutes, June 2013.
- "The Orting Study Area: Metrics and Economic Analysis of Organic and Sustainable Agriculture" for PCC Farmland Trust and The Trust for Public Land, February 25, 2013.
- "British Columbia Apple Industry: Strategic Choices and Directions for the Next Decade" co-authored with Belrose, Inc. for the B.C. Fruit Growers' Association, September, 2012.

- "Literature Review on Food Safety Adherence and Cost Among Small and Medium Size Produce Growers" co-authored with Oregon Public Health Institute for the National Network of Public Health Institutes, September 2012.
- "The Washington Apple Industry: Contributions to the State Economy and the Important Role of Exports" co-authored with Belrose, Inc. for the Washington Apple Commission, August 29, 2012.
- "Washington Business & Occupation Tax: Impacts of Removing the Exemption on the Food Processing Industry and State Economy" for Washington FoodPac, January 2012.
- "Apple Industry Cost and Returns Analysis for British Columbia and North Central Washington" co-author with Dr. Desmond O'Rourke for British Columbia Fruit Growers Association, July 2011.
- "Electrical Energy Efficiency and Emerging Technologies in Northwest Agriculture" co-author with Cascade Economics and MetaResource Group for Northwest Energy Efficiency Alliance, July 29, 2011.
- "Economic Feasibility of Organic Fertilizer Produced from Chicken Manure in Snohomish County, Washington" for Renewable Farming Group of Washington, June 2011.
- "Market Research and Strategic Initiatives for the Oregon Turfgrass Industry in U.S. Markets" co-authored with Dr. Don Roupe for the Oregon Seed Council, April 2011.
- "A Profile of Agriculture in the Pacific Northwest: Implications for Electric Utilities" co-author with Cascade Economics for Northwest Energy Efficiency Alliance, August 17, 2010.
- "Exploratory Market Research for the Oregon Turfgrass Industry: Phase I Report – Depth Interviews, Formal Discussions & Secondary Analysis" for Oregon Seed Council, July 2010.
- "Review of Northwest Food Processing Market Characterization Report" for The Cadmus Group, Inc., January 2010.
- "Economic Performance of the Northwest Food Processing Industry: Trends and Analysis from the Benchmark Data" for Northwest Food Processors Association, July 2009 (the 6th benchmark analysis for NWPFA dating back to 2003).
- "2009 Benchmark Analysis for the Northwest Food Processing Industry" for Northwest Food Processors Association, July 2009.
- "Assessment of Management Systems Companies Doing Business in Idaho, Montana, Oregon and Washington" for Northwest Energy Efficiency Alliance, July 2009.
- "West Coast Food Service Markets for Fresh Organic Fruits and Vegetables", proprietary market research for a west coast organic food distributor, June 2009.
- "Hood River Working Farmland Study: Summary of Grower & Agri-Business Interviews" for Columbia Land Trust, February 2009.
- "West Coast Food Service Markets for Fresh Organic Fruits and Vegetables", proprietary market research for a west coast organic food distributor, June 2009.
- "Market Feasibility of a Food Processing Facility in Port of Skagit (Washington State)" in association with Dr. Hector Saez, Washington State University, for Northwest Agri-Business Council and private investors, December 2008.
- "The Prospect for Expanding Portland's Farmers Markets: Are Growers Ready to Ramp Up the Supply?" for the Office of Sustainable Development, City of Portland, Oregon, May 2008.
- "Animal Byproduct Technology Assessment and Market Analysis: Options for Oregon" co-author with consultant team for Oregon Department of Agriculture and a consortium of Oregon industries and other government agencies, Portland, Oregon September 2007.
- "Economic Impacts of Food Plant Closure: Analysis of the J. R. Simplot Plant in Hermiston, Oregon" for Oregon Food Processors Council, September, 2004.

- "Economic Impacts of Food Plant Closure: Analysis of the Pacific Coast Seafood Plant in Warrenton, Oregon" for Pacific Seafood Group, Portland, Oregon, February, 2004.
- "Economic Impacts of Food Plant Closure: Analysis of the Seneca Plant in Dayton, Washington" for Washington Food Processors Council, Olympia, Washington, September, 2003.
- "Personal Consumption Greatly Impacts Economic Damage Calculations" in Oregon Casualty Adjusters Association Newsletter, February, 2004.
- "Value-Added Agriculture and U.S. Competitiveness: A Western U.S. Viewpoint" Analysis and speech presented at the USDA Agricultural Outlook Forum 2002, February 21, 2002, Washington, D.C.
- "Crops and Marketing Opportunities For Agricultural Producers at the Former Wind River Nursery, Skamania County, Washington" analysis presented in "Wind River Nursery Site and Facility Plan" for Skamania County Wind River Redevelopment Team, Stevenson, Washington, June 1, 2000.
- "Implications of Changes in the Food Supply Chain for Small and Medium-Sized Produce Firms in the Pacific Northwest" for USDA Agricultural Marketing Service, Washington, D.C., May 2000.



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