



CITY OF LA PINE, OREGON

REGULAR CITY COUNCIL MEETING

Wednesday, June 28, 2023 5:30 p.m.

La Pine City Hall: 16345 Sixth Street, La Pine, Oregon 97739

Available online via Zoom: <https://us02web.zoom.us/j/81415171639>

The meeting location is accessible to persons with disabilities. A request for an interpreter for the hearing impaired or for other accommodations for persons with disabilities should be made at least 48 hours before the meeting to City Hall at (541-536-1432). For deaf, hearing impaired, or speech disabled dial 541-536-1432 for TTY.

The Regular City Council meeting is a business meeting of the elected members of the La Pine City Council, in which matters that have come before the City in application, or legislatively/judicially by process can be acted upon under Old and New business. Matters that are not formally before the City or have yet to be initiated by application cannot be officially acted upon. If any party would like to initiate an action through process or application, city administrative staff are available during the regularly scheduled business hours of City Hall to provide assistance.

AGENDA

CALL TO ORDER

ESTABLISH A QUORUM

PLEDGE OF ALLEGIANCE

PUBLIC COMMENTS

Public Comments provide an opportunity for members of the community to submit input on ongoing matters in the city. Any matter that warrants testimony and rebuttal may be debated during an appropriate public hearing on the matter.

Public Comments are limited to three (3) minutes per person; when asked to the podium, please state your name and whether you live within La Pine city limits. The acting chair may elect to respond to comments if the matter is within the jurisdiction of the city or defer to city staff for response.

REGULAR COUNCIL SESSION

ADDED AGENDA ITEMS

Any matters added to the Agenda at this time will be discussed during the "Other Matters" portion of this Agenda or such time selected by the City Council

CONSENT AGENDA

Information concerning the matters listed within the Consent Agenda has been distributed to each member of the City Council for reading and study, is considered to be routine, and will be enacted or

approved by one motion of the City Council without separate discussion. If separate discussion is desired concerning a particular matter listed within the Consent Agenda, that matter may be removed from the Consent Agenda and placed on the regular agenda by request of any member of the City Council.

None

PRESENTATIONS:

- 1. Ms. Courtney Voss – Republic Services
 - a. La Pine Rate Request Rationale3.
 - b. Attachment A. -Solid Waste Collection Annul Report Form (2022 Actual).....4.
 - c. Attachment B. - Solid Waste Collection Annual Report From (2023 Projection).....5.
 - d. La Pine Service Expansion Request..... 6.

PUBLIC HEARING:

None

OLD BUSINESS:

None

NEW BUSINESS:

- 1. Resolution 2023-006 – A Resolution Adjusting and Fixing Rates for Solid Waste
 - a. Staff Report.....7.
 - b. Resolution 20203-06.....9.
 - c. Exhibit A.....11.
 - d. Exhibit B.....12.
- 2. Advisory Committee Application (Planning Commission)
 - a. Staff Report.....13.
 - b. Application.....15.

PUBLIC COMMENTS

Three (3) minutes per person; when asked to the podium, please state your name and whether you live within La Pine city limits.

STAFF COMMENTS

MAYOR & COUNCIL COMMENTS

ADJOURNMENT

EXECUTIVE SESSION



City Manager Wullschlager,

Please find enclosed Republic Services' 2022 annual financial information and projected information for 2023.

Detailed information can be reviewed in the attached financial information. Significant line items on the revenue and expense lines are noted below.

Revenue:

In 2022, collection revenue increased by \$58,438 or 8.1% compared to 2021 due to growth Collection and Recycling Material Sales revenues.

Expenses:

In 2022, expenses increased by \$40,953 or 6.5% due to growth in revenue along with impacts experienced with inflation, supply chain disruptions and other factors. Below are details highlighting the significant increases by category.

2022 increases compared to 2021 by category: Labor costs increased by \$9,705 or 5.4%; Fuel and oil increased by \$27,907 or 169.1%; and Disposal Costs increased by \$31,492 or 38.2%

In 2023, expenses are expected to increase by \$49,365 or 7.4% which is higher than the projected revenue growth of \$18,997 or 2.4%. The primary drivers of year over year expense increase are Labor Costs and Disposal Costs. Disposal costs are being driven by the Deschutes County landfill gate rate increase of 27%.

Republic Services will be requesting a rate increase of 3% effective July 1, 2023. This is based on expenses listed above increasing year over year along with the projected increase that will be expected in 2023. We believe the price increase is necessary to cover these costs and maintain the quality and sustainability of our franchise operations within the jurisdiction. We understand the price increases can be challenging for the franchise and our customers; however, we believe the increase is necessary to ensure the long-term viability of our operations. We remain committed to providing our customers with high-quality services while working hard to manage costs.

Thank you for your consideration of our request. If you have any questions or concerns, please do not hesitate to contact us.

Sincerely,

Erica Lindberg
General Manager
Republic Services

Republic Services of Oregon (Wilderness Garbage & Recycling)
(Reporting Periods - January 1st through December 31st)
SOLID WASTE COLLECTION ANNUAL REPORT FORM
CITY OF LA PINE
CURRENT YEAR FISCAL INFORMATION

	2022
	Actual
REVENUES	
Collection	\$ 778,149
Recycling Material Sales	\$ 4,659
Other Revenue	\$ -
TOTAL REVENUES	\$ 782,808
OPERATING COSTS	
COLLECTION COSTS	
Wages	\$ 147,717
Payroll Taxes	\$ 16,371
Employee Benefits	\$ 24,872
Fuel and Oil	\$ 44,407
Repairs and Maintenance - Trucks	\$ 14,072
Depreciation	\$ 86,047
Disposal Costs	\$ 113,896
Other Operating Costs	\$ 6,163
TOTAL COLLECTION COSTS	\$ 453,545
GENERAL AND ADMINISTRATIVE COSTS	
Administrative salaries	\$ 11,284
Payroll taxes	\$ 1,876
Employee benefits	\$ 2,679
Advertising and promotion	\$ 1,021
Professional Fees	\$ 816
Telephone and Utilities	\$ 2,914
Taxes and Licenses	\$ 7,470
Dues and Subscriptions	\$ 663
Rent	\$ 21,235
Office Expenses	\$ 3,868
Meals, Travel and Entertainment	\$ 646
Management Fees	\$ 74,847
Miscellaneous	\$ 12,981
Depreciation	\$ 224
Insurance	\$ 17,414
Bad Debts	\$ 682
Franchise Fees	\$ 54,227
TOTAL GENERAL AND ADMINSTRATIVE COSTS	\$ 214,846
TOTAL OPERATING COSTS	\$ 668,391
NET OPERATING INCOME (LOSS)	\$ 114,417
OTHER INCOME	
Gain on Sale of Assets	\$ -
NET INCOME (LOSS)	\$ 114,417

Republic Services of Oregon (Wilderness Garbage & Recycling)
(Reporting Periods - January 1st through December 31st)
SOLID WASTE COLLECTION ANNUAL REPORT FORM
CITY OF LA PINE
CURRENT YEAR FISCAL INFORMATION

	2023
	Projection
REVENUES	
Collection	\$ 801,339
Recycling Material Sales	\$ 466
Other Revenue	\$ -
TOTAL REVENUES	\$ 801,805
OPERATING COSTS	
COLLECTION COSTS	
Wages	\$ 160,854
Payroll Taxes	\$ 17,895
Employee Benefits	\$ 27,217
Fuel and Oil	\$ 45,739
Repairs and Maintenance - Trucks	\$ 14,494
Depreciation	\$ 62,107
Disposal Costs	\$ 149,278
Other Operating Costs	\$ 6,348
TOTAL COLLECTION COSTS	\$ 483,932
GENERAL AND ADMINISTRATIVE COSTS	
Administrative salaries	\$ 12,056
Payroll taxes	\$ 2,004
Employee benefits	\$ 3,303
Advertising and promotion	\$ 1,062
Professional Fees	\$ 849
Telephone and Utilities	\$ 3,144
Taxes and Licenses	\$ 7,728
Dues and Subscriptions	\$ 689
Rent	\$ 23,783
Office Expenses	\$ 4,023
Meals, Travel and Entertainment	\$ 671
Management Fees	\$ 80,215
Miscellaneous	\$ 13,060
Depreciation	\$ 224
Insurance	\$ 24,728
Bad Debts	\$ 702
Franchise Fees	\$ 55,854
TOTAL GENERAL AND ADMINSTRATIVE COSTS	\$ 234,094
TOTAL OPERATING COSTS	\$ 718,026
NET OPERATING INCOME (LOSS)	\$ 83,778
OTHER INCOME	
Gain on Sale of Assets	\$ -
NET INCOME (LOSS)	\$ 83,778



City Manager,

Republic Services respectfully requests that the City of La Pine consider the addition of two universal services for City of La Pine solid waste customers: every other week organics (yard debris and food waste) and every other week recycling.

Service	Customer Price Per Month
Organics	\$11.57 per month
Recycling	\$9.79 per month

If approved, customers will receive a 95-gallon roll cart for organics and a 95-gallon roll cart for recycling. We recommend that these services be approved by the City of La Pine by July 1, 2023 (to lock in pricing and allow Republic Services time to acquire needed capital) and that services begin on or before July 1, 2024. Customers WILL NOT be billed until we begin providing service.

As you are aware, customer demand for curbside services is growing. Customers are also increasingly interested in reducing their environmental impact by recycling and diverting waste from landfills. We are eager to meet customer demand and do our part to ensure a sustainable future for Central Oregon.

We welcome the opportunity to discuss this in more detail.

Thanks,

Courtney Voss


Municipal Manager

Republic Services of Central Oregon



CITY OF LA PINE

STAFF REPORT

Meeting Date: June 28, 2023
TO: City Council
FROM: Geoff Wullschlager, City Manager 
SUBJECT: Rate Adjustments (Solid Waste) & Expansion of Services

<input checked="" type="checkbox"/>	Resolution	<input type="checkbox"/>	Ordinance
<input type="checkbox"/>	No Action – Report Only	<input type="checkbox"/>	Public Hearing
<input checked="" type="checkbox"/>	Formal Motion	<input checked="" type="checkbox"/>	Other/Direction: Please see below

Councilmembers:

As proposed in presentation by Republic Services, please find attached drafted Resolution 2023-06 which provides administrative authority and instrumentation by which to memorialize the proposal of a 3% rate increase for waste management. This resolution draws upon the original franchise agreement as implemented by Ordinance No. 2007-3 (sic) which granted exclusive Franchise to La Pine Disposal & Recycling, Inc. (“Wilderness”) and outlined the terms and conditions of said franchise. It also references Ordinance No. 2020-06 which recognized the transfer of this exclusive franchise to Allied Waste Transfer Services of Oregon, LLC. (“Republic”) and observes all the terms and conditions of both legislative actions as they relate to rate increases.

Resolution 2023-06, if passed will implement a 3% rate increase, as requested by Allied Waste Transfer Services of Oregon, LLC. (“Republic”), across all services made available to the public in the City of La Pine.

Some items to consider in this proposal:

- The “agreement(s)” as legislatively adopted requires the franchisee to provide their proposal by written notice sixty (60) days ahead of proposed rate changes, we received notice on May 6, 2023.
- The “agreement(s)” as legislatively adopted requires applications shall be filed by franchisee prior to May 1st, 2023, of any given year, we received application on May 6, 2023.

Analysis: While the City received this notice and application at less than the agreed upon notification and application period, the City Administration does not have objection to consideration based on this contractual element.

- Exhibit A, as of the time of this report, does not provide clear and concise tables reflecting the proposed rate amendments.

- Allied Waste Transfer Services of Oregon, LLC. (“Republic”) has not provided a rate adjustment notification letter draft as in years past for service recipients which would assist the City in conveying this rate request/adjustment by the vendor (see Exhibit B.)

Analysis: Council should request clear rate schedules and adjustments to accompany this administrative action and order (Resolution 2023-06) and a rate adjustment notification letter prior to passage of said action/order.

- Service Expansion Request – City Administration requests further information regarding the proposal of expansion of services (recycling and organics), namely, is this service compulsory or optional to the service user. The rates being proposed may cause a financial hardship to our constituents if the services are not optional.

Staff Recommendation:

At the time of this report, outstanding questions have been presented. If by the meeting date of June 28, 2023, further information is provided by the vendor, there can be cause for the consideration and passage of Resolution 2023-06 by the Council, in the best interests of the community and its citizens.

It is recommended that there be ongoing discussion with Allied Waste Transfer Services of Oregon, LLC. (“Republic”) with regard to the Service Expansion Request, which can then be addressed by additional legislative or administrative action of the Council.

**CITY OF LA PINE
RESOLUTION NO. 2023-06**

**A RESOLUTION ADJUSTING AND FIXING SOLID WASTE RATES TO BE
CHARGED BY FRANCHISEE IN THE CITY OF LA PINE**

WHEREAS, the City Council adopted Ordinance NO. 2007-3, known by reference as the Solid Waste Management and Franchise Ordinance; and

WHEREAS, Section 3A. (2) states changes in rates shall be made by resolution and order of the Council; and

WHEREAS, Section 3A. (3) states that franchise shall provide sixty (60) days written notice of rate change with accompanying justification of proposed rate change changes;

WHEREAS, Section 3A. (3)(a) states applications shall be filed by franchisee prior to May 1 of any given year; and

WHEREAS; Section 3A. (3)(b) states that unless there is good cause shown and recorded in the minutes of the Council, the Council shall act upon any rate adjustment by June 30, and the adjustment shall take effect on July 1; and

WHEREAS, Ordinance NO. 2020-06, an Ordinance of City of La Pine Amending Ordinance NO. 2007-03, Which Ordinance Granted La Pine Disposal & Recycling, Inc. (“Wilderness”) an Exclusive Franchise and Right to Provide Solid Waste Management Services in the City of La Pine, and Consenting to La Pine Disposal & Recycling, Inc’s Assignment, and Allied Waste Transfer Services of Oregon, LLC’s (“Republic”) Assumption, of all La Pine Disposal & Recycling, Inc’s. Rights, Interests, and Obligations Arising out of or under the Franchise Granted Under Ordinance NO. 2007-03; and

WHEREAS, in connection with the Transaction, Republic desired to acquire all Wilderness’s rights, interests, and obligations arising out of and/or under the Franchise Agreement; and

WHEREAS, under Ordinance NO. 2020-06, adopted on June 17, 2020, the City consented to Wilderness’s assignment of the Franchise Agreement (including Wilderness’s franchise rights and interests arising thereunder) to Republic and Republic’s assumption of Wilderness’s obligations arising out of or under the Franchise Agreement; and

WHEREAS, Under Ordinance NO. 2020-06, Section (8), Ordinance, NO. 2020-06 was made part of the original Franchise Agreement and the provisions of the Franchise Agreement not amended or modified by Ordinance NO. 2020-06 remained unchanged and in full force and effect; and

WHEREAS, Sections 3A. (2), 3A. (3), 3A. (3)(a), and 3A. (3)(b) of Ordinance NO. 2007-03 have not been amended or modified by Ordinance No. 2020-06.

NOW THEREFORE IT BE RESOLVED THAT:

Section 1. Effective July 1, 2023, solid waste rates within the City of La Pine shall be uniform for the same service and shall not exceed those rates set forth in Exhibit A.

Section 2. This resolution is effective immediately upon its enactment by the City Council.

APPROVED and ADOPTED, AND MADE EFFECTIVE by the La Pine City Council on June 28, 2023.

Daniel Richer, Mayor

Attest:

Geoffrey Wullschlager, City Manager

EXHIBIT A.

Current Rates						
	1	2	3	4	5	6
1.5 CY						
CONTAINER	155.57	281.97	408.35	539.75	661.11	787.54
2 CY CONTAINER	201.59	368.02	534.47	700.88	867.31	1033.74
3 CY CONTAINER	272.3	504.15	731.02	957.9	1184.76	1411.64

Proposed						
	1	2	3	4	5	6
4 Yd	\$ 393.70	\$ 720.05	\$ 1,044.19	\$ 1,372.76	\$ 1,692.42	\$ 2,016.59
6 Yd	\$ 590.55	\$ 1,080.08	\$ 1,566.28	\$ 2,059.15	\$ 2,538.63	\$ 3,024.89
8 Yd	\$ 787.40	\$ 1,440.11	\$ 2,088.38	\$ 2,745.53	\$ 3,384.84	\$ 4,033.18



July 30, 2021

Dear Valued Customer,

Due to an increase in franchise fees, effective July 1, 2021, your collection rates will increase 2%, averaging between \$0.36 and \$0.76 per month depending on your cart size. The commercial rate increase will depend on your container size and frequency.

We consistently strive to provide the most cost-effective service while maintaining the highest standards of reliability and safety. You will see this adjustment on your July billing cycle. The new rates were approved by the La Pine City Council in June, and will be used for the continued support of public infrastructure.

Republic Services is dedicated to service excellence and our mission is to exceed our customers' highest expectations. For more information regarding this rate increase and how it will affect your bill, please contact our customer service team at (541) 536.1194. Thank you for your business.

Sincerely,

Joseph Dear
General Manager




CITY OF LA PINE

STAFF REPORT

Meeting Date: June 28, 2023

TO: City Council

FROM: Geoff Wullschlager, City Manager 

SUBJECT: Advisory Committee Application

<input type="checkbox"/>	Resolution	<input type="checkbox"/>	Ordinance
<input type="checkbox"/>	No Action – Report Only	<input type="checkbox"/>	Public Hearing
<input checked="" type="checkbox"/>	Formal Motion	<input type="checkbox"/>	Other/Direction: Please see below

Councilmembers:

Please find attached to, the Advisory Committee Application for Planning Commission Appointment, for Mr. Jeff Poteet. Mr. Poteet meets the requirement under Sec. 2-121. – Commission membership – of the La Pine Municipal Code by:

- Residing within City limits

His petition also does not violate Sec. 2-124. – Limitations on Members – of the La Pine Municipal Code as:

- Currently there is only one other member of the Commission who engages principally in the buying, selling, or developing of real estate for profit as individuals, or be members of any partnership, or offices or employees of any corporation, that engages principally in the buying, selling, or developing of real estate for profit (the code limits this provision to no more than two members).
- No more than two members will be engaged in the same or similar occupation, business, trade, or profession. Being retired will not be considered an occupation within the meaning of this section (with this potential nomination and appointment the limitations of this section will not be exceeded).

Mr. Poteet currently serves on the SLED (Sun River La Pine Economic Development) Board, and his application and resume are attached for your consideration.

The Planning Commission currently does not have a formal vacancy but at the request of a long serving member, Mr. John Cameron (7 years), City Administration has been asked to confirm a replacement that may be approved for appointment upon which Mr. Cameron will formally tender his resignation.

Action: If the Council finds that attached of application to the appointment, please make a formal motion as follows:

- “I make a motion to appoint Mr. Jeff Poteet to the position of Planning Commissioner, commencing upon the next scheduled meeting of that body, and following the formal resignation of Commissioner Cameron.”
- Please follow this with a second, and a roll call vote of the Council.



City of La Pine

Advisory Committee Application

Which Committee would you like to apply for? Please check as many as are applicable.

- Urban Renewal Agency Board
- Planning Commission
- City of La Pine Budget Committee (must be a City Resident)
- Urban Renewal District Budget Committee (must be a City Resident)

General Information

Name: Jeff Poteet

Address: 51777 Fordham Drive City: La Pine State: OR Zip Code: 97739 Phone Number: 541-410-9502

Email Address: jeffpoteet@hotmail.com

Do you reside within the city limits of La Pine? Yes

Statement indicating reason you would like to serve on this voluntary board, committee, or commission:

I am a 4th generation Oregonian and I am committed to the communities where I live. I care about the residents of Central Oregon, and want to be a part of shaping the future of La Pine, while helping preserve the life and lifestyles of the people who make this a great city to live in.

Special skills, interest, and/or hobbies that you believe would bring value to your ability to serve on this board, committee, or commission:

Over 30 years working in business and business development, community relations, client services and business strategy. Created and managed a non-profit fund supporting music education in public schools for over 10 years and have remained supportive in community based programs while living full time in Central Oregon since 2016.

Current Occupation: Realtor, Entrepreneur

Volunteer History: Other volunteer committee, board, or commission experience:

When: January 2021 - present

Organization: Central Oregon Association of Realtors (COAR)

Type of Organization: Real Estate Association which provides education, information and over-site for real estate professionals throughout Central, Southern and Eastern Oregon.

Address: 2112 NE 4th Street, Bend, OR 97701

Phone Number: 541-382-6027

Role: Co-chair - Community Outreach Committee

Describe activities and achievements: Attend all committee meetings and support the Chairman and COAR Staff member in helping develop, promote and attend outreach campaigns that involve the Realtor community of over 2200 individuals in Central Oregon. dedicate time, money and other resources to support area non-profit organizations in need.

When: August 2022 – Present

Organization: Central Oregon Youth Orchestra (COYO)

Type of Organization: Youth music education and performance organization supporting young musicians and their families who are seeking an elevated environment and training experience for live music performances.

Address: 2660 NE Hwy 20, Suite 610-351, Bend, OR 97701

Phone number: 458-206-6550

Role: Board member

Describe activities and achievements: Board member for the Central Oregon Youth Orchestra, a Central Oregon based organization that provides expert music instruction and performances to an ever evolving group of over 45 youth musicians.

When: June 2023 – Present
Organization: Sunriver-La Pine Economic Development (SLED)
Type of Organization: La Pine and Sunriver Economic Development (SLED) is a partnership between City, County, the private business sector, and Economic Development for Central Oregon (EDCO) to encourage economic development in South Deschutes County.
Address: P.O. Box 2460, 16345 Sixth Street, La Pine, Oregon 97739
Phone number: 541-536-1432
Role: Advisory board member
Describe activities and achievements: The mission of La Pine Economic Development Advisory Board is to provide supportive resource capabilities to help businesses move, start and grow in the area.
We work to create a healthy business environment, support a welcoming community atmosphere and encourage capital investment within the community to promote growth and sustainability

When: 1997 - 2007
Organization: Portland Schools Foundation / First Octave Music Education Fund
Type of Organization: Non-profit organization supporting K-12 education in Portland schools
Address: Portland, OR
Role: Co-founder
Describe activities and achievements: Developed a non-profit fund dedicated to music education in Portland public schools. Since 1998 the fund has received and distributed over \$755,000 in grants and in-kind contributions. Responsible for delivering cash awards to over 50 individual school programs. Received direct support grant from the Oregon Community Foundation, one of Oregon’s largest non-profit funding sources.

Other information/References

How did you hear about this position? Through personal and professional contacts
Do you have any neighbors, friends, or relatives presently working for the City of La Pine? Yes - Bea Leach Hatler, Scott Asla, Geoff Wullschlager

References:	
Name: Bea Leach Hatler	Number: 541-788-2274
Name: Jaynee Beck	Number: 541-480-0988
Name: Ray Rivoli	Number: 503-314-2200
Name: Cathy Eason	Number: 503-267-9179

My signature affirms that the information contained in this application is true to the best of my knowledge. I understand and agree that any misrepresentation and /or omission of facts are cause for my removal from the board, committee, or commission to which I am appointed to. I further understand and agree that City policy requires disclosure of actual or potential conflicts of interest by persons appointed by the City Council to any committee. All information and /or documentation related to service on this board, committee or commission is subject to public records law disclosure, except as otherwise provided under applicable law.

Signature: _____ Date: 6/21/2023
Printed Name: Jeff Poteet

Jeff Poteet
51777 Fordham Drive
La Pine, OR 97739
Cell: 503.593.9523
[linkedin.com/in/jeffpoteet](https://www.linkedin.com/in/jeffpoteet)

OBJECTIVE

An experienced professional with over 30 years of experience working with large corporations, as well as local independent companies, non-profit organizations and individuals. Areas of expertise in business and business development, client services, account management, marketing and advertising, hospitality, sales management, sponsorships, cause marketing and event marketing programs.

CORE COMPETENCIES.

- Solid history of business, marketing and sales success with local and national organizations
- Extensive client services and business development background
- Proven ability to develop opportunities in new market areas
- Strong analytical skills, with the ability to coordinate the efforts of many to meet organizational goals
- Group leader / team member
- Ethical, energetic, entrepreneurial

EXPERIENCE

Real Estate Agent, April 2021 - Present

Windermere Central Oregon Real Estate

Working independently as a Realtor with Windermere Real Estate to help clients navigate the complex process of buying and selling their homes and investment properties. Responsibilities include developing comparative market analysis, market research, contract development and negotiations, marketing, inspections, open house events, understanding codes and standards, and managing each step of the real estate transaction from start to finish.

Notable Accomplishments:

- Secured and/or participated in over 20 finalized transactions in first 14 months as a Realtor
- Represented over \$5M in transactional revenue in 2021-2022
- COAR Community Outreach and Professional Network committee member for 2022-2023

Principal, Director, Business Development and Client Services November 2010 - Present

Brand Timbre LLC

Lead the account service efforts for audio branding agency: developing integrated marketing platforms to promote our clients' sonic identities, and then manage the sound-driven branding campaigns we've designed to enhance their customers' brand experience.

Notable Accomplishments:

- Handle day to day operations, project management, account management and business development for boutique audio branding agency. Manage annual budgets, P&L, billing, contracts and vendor relations.
- Generated nearly \$4M in new agency revenue
- Secured multiple vendor/affiliate relationships, including Mood Media, Playnetwork and Audio Network

Director, Business Development and Client Services January 2010 - November 2010

Rumblefish Sonic Branding

Rumblefish works at the brand level to develop comprehensive strategies for deploying music and sound purposefully and cohesively across all communication channels.

Notable Accomplishments:

- Created net new business opportunities with Blue Shield, Kaiser Permanente, Mountain Hardwear and AAA
- Co-designed innovative marketing program for healthcare industry. Managed campaign launch in early 2011
- Secured multiple creative vendor relationships, decreasing internal expenditures by over 50%

Director, Business Development November 2008 – July 2009

PBJS, Inc (a subsidiary of Publicis Groupe)

PBJS is a data-driven creative agency providing live experiences and online advertising services to some of the worlds' best known brands including Microsoft, AT&T, Samsung, Intel and Sephora USA.

Notable Accomplishments:

- Key contributor on winning presentations for Samsung, and The Bill & Melinda Gates Foundation
- Developed new and incremental business opportunities for world class boutique creative ad agency
- Increased database contacts from less than 150 to over 10,000 in less than 6 months

Contract/Consulting Engagements July 2006 - November 2008

- **PayScale** – *Interactive B to C / B to B content provider: Director, Content Syndication*

- **AdUp, Inc.** – *Online Advertising Network / Search Aggregator: Director, Online Advertising*

- **LION New Media** – *Interactive Advertising Agency / Agency Services: Senior Marketing Consultant*

- **Gibson Guitars** – *Global music manufacturer: Consultant, Entertainment Relations*

Station Manager / Local Sales Manager / Major Accounts Executive

Entercom Communications, Rose City Radio, Clear Channel, Radio Disney

Notable Accomplishments:

- Responsible for P&L, training, mentoring and monitoring all aspects of station operations
- Managed local sales efforts for \$5M radio station
- Successfully developed and maintained multiple national accounts including: *Pepsi Cola, McDonalds, Mitsubishi, Corona, Coors Brewing Company, Dr. Martens, Toyota, Guinness Import Company, US Air Force, Car Toys, T-Mobile, Taco Bell, Microsoft, Regence BlueShield, Gibson*

VOLUNTEER EXPERIENCE

Board Member August 2022 – Present

Central Oregon Youth Orchestra – COYO

Newest appointed board member for the Central Oregon Youth Orchestra, a Central Oregon based organization that provides expert music instruction and performances to an ever evolving group of over 45 youth musicians.

On-air radio host November 2014 – June 2020

Opbmusic - Oregon Public Broadcasting

Curate and produce 3 hour music program as a volunteer DJ on opbmusic.org. Responsibilities include assembling playlists, developing and delivering artist notes, editing segues, voice tracking.

Co-Founder – First Octave, 1997 - 2007

Portland Schools Foundation

Developed a non-profit fund dedicated to music education in Portland public schools. Since 1998 the fund has received and distributed over \$755,000 in grants and in-kind contributions.

- Responsible for delivering cash awards to over 50 individual school programs
- Received direct support grant from the Oregon Community Foundation, one of Oregon's largest non-profit funding sources

EDUCATION

North Seattle Community College COM/BUS/Media, 2007-2008 – Major: Integrated & New Media

Studies in Communication, Business and Media. Program involves an innovative combination of training and studies designed to enhance and optimize an individual's preparation for positions in media management, marketing, sales, public information, news, media design and production.

Mt. Hood Community College - AAS, 1989-1992 - Major: Mass Communications & Broadcasting

MHCC's Integrated Media's Broadcasting program offered hands-on classes to become proficient with industry standard tools and practice in the fields of broadcasting and audio production. This was the basis for developing an understanding of the concepts behind the production of audio for other disciplines such as film and video, music and multimedia.

Mt. Hood Community College – Part time Teaching Faculty, 2005 – Radio Advertising Sales and Marketing

Developed class curriculum and instructed weekly Advertising/Marketing class to graduating students of the Broadcast Communications program at MHCC.