

IRR Portland/Vancouver Office Profile

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Integra Realty Resources
Portland

1220 SW Morrison Street
Suite 800
Portland, OR 97205

T 503.222.7066
F 503.274.8630

Integra Realty Resources
Vancouver

1111 Main Street
Suite 410
Vancouver, WA 98660

T 360.524.0563
F 503.925.2911

portland@irr.com
vancouver@irr.com
irr.com/portland



Overview of Expertise

Integra Realty Resources—Portland/Vancouver provides valuation and consulting services for various types of property assets and land assessments. We serve corporations, financial institutions, private clients, developers, investors, governmental agencies, conservancy groups, real estate owners, and other professionals concerned with the value, use, and utility of real property.

The Portland office was originally formed in 1974 to provide commercial, industrial, complex residential and special purpose appraisals for financial, corporate, governmental, and institutional clients. The firm has unique appraisal and consultation capabilities encompassing a wide variety of property types, including residential subdivisions and master planned communities, industrial subdivisions, traditional retail, office, and industrial properties, and environmentally sensitive habitats.

Although the company has been very active in Clark and Cowlitz Counties since our inception, we opened up an office in Vancouver in early 2013 to better service Southwest Washington. The Vancouver office is predominantly staffed with residents of Clark County who understand the nuances of the local markets.

Integra Realty Resources—Portland/Vancouver work product incorporates advanced technical applications and thorough analyses. The substantial number of completed complex property appraisals since its inception evidences the company is highly regarded.

Principal Markets Served

Oregon

Portland MSA
Eugene/Springfield MSA
Medford MSA
Salem
Bend/Pendleton
Oregon Coast

Southern Washington

Vancouver/Camas/Battle Ground
Cowlitz County (Longview, etc.)
Yakima
Tri-Cities (Kennewick, Pasco, Richland)
Southern Washington Coast

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Key Personnel

Senior Management

Owen Bartels, MAI, MRICS
Senior Managing Director
obartels@irr.com

Kathryn Skiff
Managing Director—Vancouver
kskiff@irr.com

Phillip Hanshew, MAI
Managing Director—Portland
phanshew@irr.com

Robert Hickok, MAI, AI-GRS
Senior Director—Vancouver
rhickok@irr.com

Brian A. Glanville, MAI, FRICS, CRE
Senior Director—Portland
bglanville@irr.com

Donald Singer
Of Council
dsinger@irr.com

Senior Analysts

Evan Abramowitz
eabramowitz@irr.com

Alex Annand
aannand@irr.com

Evan Cosman
ecosman@irr.com

Chris Hartman
chartman@irr.com

Greg LeBlanc
gleblanc@irr.com

Analysts

Mike Driscoll
mdriscoll@irr.com

Stephanie Phipps
sphpips@irr.com

Joseph Tucker
jtucker@irr.com

Eric Warner
ewarner@irr.com

Support Staff

Linda Keele
Administrative Researcher
lkeele@irr.com

Matt Vasquez
Administrative Researcher/IT
mvasquez@irr.com

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Core Competencies

Office
Retail
Multifamily
Industrial
Land
Hotels
Eminent Domain

- Valuation for real estate lending, asset acquisition and disposition, and public-sector planning and development initiatives
- Market and feasibility studies
- Litigation and qualified expert testimony in all litigation and arbitration venues
- Comprehensive research coverage of the major asset classes (office, retail, industrial, & multifamily)
- Expertise in special-purpose property valuation and real property interests (leasehold and other partial interests)
- Extensive experience in management of large portfolios of commercial properties nationally
- Complex cash flow modeling, asset performance including peer to peer studies
- Real estate consulting on complex real estate matters
- Residential valuation for subdivisions
- Mid and high-rise including CBD condominium towers
- Lease arbitration
- Financial Reporting (Fair Value)

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Areas of Specialization

Subdivisions
Retail Shopping Centers
Office Buildings/Condominiums/Medical
Multi-Family/Apartments
Land—Commercial/Retail
Industrial Manufacturing/Warehouse
Funeral Homes/Mortuary
Lodging & Hospitality
Religious Facility/Church
Self Storage
Marinas
School/University
Auto Dealership
Net Leased Properties
Manufactured Housing
Car Wash
Tavern/Bar/Micro-Brewery
Truck Terminals
Restaurant: Sit Down/Limited/Fast Food
Airport & F.B.O.s
Parking Garages
Mixed-Use Urban

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Client List

Corporations

Arco
 American Industries
 Asante
 Blue Cross of Oregon
 Buttes Gas & Oil
 Centennial Mills
 Chas. H. Lilly Co.
 Coldwell Banker
 Convoy Company
 Cronin & Caplan, Inc.
 Crown Zellerbach
 Cushman & Wakefield of Oregon, Inc.
 Garvey, Schubert, Barer
 General Foods Corporation
 Gilmore Steel Corporation
 Hoffman & Hoffman Construction
 Norris, Beggs & Simpson, Inc.
 Pacific Realty Associates
 Pope & Talbot, Inc.
 Portland Orthopedic Clinic
 Portland Terminal Railway Company
 Property Management Services, Inc.
 Providence Hospital
 Reynolds Metals
 Riedel International
 Southern Pacific Railroad
 Standard Insurance Company
 Stoel Rives
 T.I.W. International
 The Southland Corp.
 Union Oil Company of California
 Union Pacific Railroad
 United Grocers
 University of Oregon Foundation
 Unocal Corporation
 ZRZ Corporation

Pension Fund Advisors/Conduits/REITS/Insurance Companies

Aegon
 Allstate Insurance Company
 ASB Capital Management
 CAP Advisors
 Employers Insurance Company
 JMB Institutional Realty Corp.
 Merrill Lynch

Pacific Mutual Life
 Pacific Realty Trust
 Prudential
 RREEF Funds
 TIAA
 Travelers Insurance Company
 Wyse Investment Company

Government & Corporations

Adventist Health Medical Center
 American Red Cross
 Army Corps of Engineers
 Bonneville Power Administration
 City of Beaverton
 City of Lake Oswego
 City of Portland
 City of Rainier
 City of St. Helens
 City of Vancouver
 Clackamas County, Oregon
 Clark County, Washington
 Clatsop County Housing Authority
 FDIC
 Federal Aviation Administration
 Federal Home Loan Bank Board
 General Services Administration
 METRO
 Multnomah County
 Oregon Department of Transportation
 Oregon Economic Development Department
 Oregon State Highway Department
 PGE
 Port of Hood River
 Port of Portland
 Portland Development Commission
 Portland Public Schools
 Resolution Trust Corporation
 State of Oregon
 Tri-Met
 U.S. Attorney's Office
 U.S. Postal Service
 Washington County
 Washington State Department of Transportation

Financial Institutions and Lenders

American Guaranty Financial Corp.

Bank of America
 Bank of Astoria
 Bank of the West
 Centennial Bank
 Citicorp
 Cohen Financial
 Columbia Community Bank
 Columbia Equities
 First Hawaiian Bank
 GE Capital Real Estate
 Homestreet Bank
 Interwest Mortgage Co.
 Key Bank
 Liberty Savings * Loan Association
 Mortgage Credit Corp.
 National Mortgage
 Pacific First Bank
 Q10 Mortgage
 Red Mortgage
 Stancorp Real Estate
 Sterling Savings Bank
 US Bancorp
 Umpqua Bank
 Union Bank of California
 Wells Fargo Bank
 West One Bank
 West Coast Bank

Developers

AI Solheim
 Birtcher Properties
 Brooks Resources
 Capital Consultants, Inc.
 Capital Realty
 Downtown Development Group
 Equities Northwest/George Killian
 GSL Properties
 H. Naito Properties
 HGW, Inc.
 Inner City Properties
 Killian Pacific
 Quest Investments
 R.A. Gray & Co.
 Schnitzer Investment Company
 Summit Properties
 T.L. Brandt Company
 Trammell Crow
 TransPacific Development

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Key Personnel Qualifications

Owen Bartels, MAI

Senior Managing Director

Owen Bartels began his commercial real estate career with the Tacoma, Washington Kidder Mathews office in 2001 working as a researcher and financial analyst for industrial properties. He began his appraisal career in 2003 with the Vancouver, Washington office of PGP Valuation (now Colliers), and became a Certified General Appraiser in both Oregon and Washington in 2006. He is a Member of the Appraisal Institute.

Owen has appraised properties in cities and towns throughout the Northwest, including southern Oregon, central Washington, the Puget Sound region, both the Oregon and Washington coasts and, of course, throughout the Portland metro area. Appraisal work includes industrial, retail, office, mixed use, both commercial and residential condominium conversions, subdivisions, partial acquisitions, corridors, and specialized consulting projects. Owen has recently expanded his work in Eminent Domain, including work for both public agencies and property owners.

Owen is the 2017 President of the Greater Oregon chapter of the Appraisal Institute, after serving 4 years as Chair of the Government Affairs committee. For the past two years he has also been one of the Greater Oregon Chapter's representatives in Washington DC for the Leadership Development Advisory Committee (LDAC). In 2014 he was awarded the Outstanding Service and Leadership Award by his local Appraisal Institute chapter.

In addition, Owen currently serves as President of the Greater Oregon chapter of the Appraisal Institute and Chair of the Valuation committee for the International Right of Way Association's Beaver State Chapter (Chapter 3). He is also a member of the Government Affairs committee of the Oregon Mortgage Bankers Association (OMBA).

Owen is proficient working throughout the Portland MSA but also has extensive experience throughout Oregon and Washington's other communities, including Eugene, Medford, Klamath Falls, Lincoln City, Hood River, The Dalles, Longview, the Tri-Cities, and all points between. He is happy to pursue answers to commercial real estate questions, wherever they may lie.

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Key Personnel Qualifications

Phillip Hanshew, MAI

Managing Director Portland

Phillip Hanshew returned to Integra Realty Resources in 2015 as Director, with an emphasis on industrial property, legal support, and appraisal review. He was previously with a national real estate services firm as a senior appraiser and industrial specialist. Phillip began his valuation career with Integra in 2005, appraising a variety of properties throughout Oregon and Washington.

Phillip has established competency in all major property types while developing expertise in specialized industrial facilities; including food processing, cold storage, heavy manufacturing, truck terminals, and lumber mills. His clients include attorneys, property owners, brokers, and lenders. In addition to his work in the Portland metro area, Phillip is active in Southern and Eastern Oregon markets.

Phillip has received his Supervising Appraiser endorsement and is an IRR Certified Reviewer. He is currently pursuing coursework for the Appraisal Institute's Professional Development Program in Litigation and the General Review Specialist (AI-GRS) designation.

Kathryn Skiff

Managing Director Vancouver

Kathryn Skiff is a senior analyst and certified general appraiser who has been appraising since 2004 with a practice focus on southwest Washington. Valuations have been performed on various property types, including but not limited to, both commercial and residential land, low to mid rise office buildings, retail shopping centers, manufacturing and warehouse industrial buildings, mixed use developments, and apartments. Self storage properties are a specialty. Kathryn also has experience with special purpose properties such as religious facilities and recreation-oriented sites, and enjoys any new valuation challenge. She is eager to work with you to solve your unique valuation issues.

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Key Personnel Qualifications

Brian A. Glanville, MAI, FRICS, CRE

Senior Director Portland

Brian Glanville has been in the real estate appraisal profession in Oregon since 1976 and earned the MAI designation in 1982. In the 1980's, Brian was the Regional Manager for Coldwell Banker Valuation Services, now CBRE. Brian is certified in both Oregon and Washington and has developed an expertise in the appraisal of hotels, high rise office buildings, and complex valuation assignments. He has experience as an expert witness in condemnation, property tax, and civil cases and has had a report submitted to the U.S. Supreme Court. Brian was President of the Greater Oregon Chapter of the Appraisal Institute in 1991 and received the Outstanding Service and Leadership Award in 1994 from the Chapter. He taught Principals and Procedures and the Uniform Standards of Professional Appraisal Practice for the Appraisal Institute from 1988 through 2002. During the 1990s, Brian served on the National Board of Directors of the Appraisal Institute and was National President in 2001. He received the Appraisal Institute's Bert L. Thornton President's Award for service to the profession in 2006.

Brian was invited into membership in The Counselors of Real Estate in 2002 and served as the Chapter Chair for Oregon. He was appointed as the U.S. representative to the International Valuation Standards Council in 2006, serving two terms and chaired the restructuring of that organization. He was named a Fellow in RICS in 2007, and served as Vice Chair of the Valuation, before being selected as Chair of RICS Americas, which covers both North and South America. RICS is an international; multi disciplined professional organization headquartered in London, with five world regions, including the Americas.

Brian has become an authority in the real property profession on fair value issues for financial reporting for publicly held corporations. He has taught seminars on the subject and assisted in developing a paper for the IVSC, in consultation with the International Federation of Accountants, on the use of an expert by auditors.

Brian is the Senior Managing Director of the Portland office of Integra Realty Resources.

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Key Personnel Qualifications

Robert L. Hickok, MAI, MRICS

Senior Director Vancouver

Robert Hickok began appraising in 1984 and earned the MAI designation in 1990. His practice is currently focused on appraisals and consulting for litigation support, including dispute resolution, arbitration, eminent domain, property tax appeals, etc. He also holds the AI-GRS (General Appraisal Reviewer) designation and completes external reviews for banks and credit unions, as well as condemning authorities and for dispute resolution.

He also appraises a broad spectrum of commercial and industrial properties. Particular strengths include neighborhood and community shopping centers, net leased retail, automobile dealerships, restaurants, office (CBD and suburban), parking garages, urban mixed-use, business parks, and industrial complexes. He also has extensive experience with vacant land appraisals, market, feasibility, and highest and best use analysis. Special-purpose property types include high-bay manufacturing facilities, truck terminals, and aviation and marine properties.

Donald L. Singer

Of Council

Actively engaged in real estate valuation and consulting since 1980. Additional background includes twenty years developing and actively managing a multi-property real estate portfolio. Valuations have been performed on various properties including, but not limited to, neighborhood and specialty shopping centers, apartment complexes, single and multi-tenant industrial buildings, low to high rise office buildings, mixed used facilities, and vacant land for different uses. Particular strengths include neighborhood and community shopping centers, Class A, B & C office (primarily CBD), business parks, industrial complexes, and re-use of industrial and commercial properties. Special-purpose property types include high-bay manufacturing as well as high tech plants (chip plants), truck terminals, truck stops, and specialty medical clinics. Clients served include accountants, investment firms, law firms, lenders, private and public agencies, and bank trust departments. Valuations have been performed for estates, financing, equity participation and due diligence support. Valuations and market studies have been done on proposed, partially completed, renovated and existing structures.

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Integra Realty Resources, Inc.

Corporate Profile

Integra Realty Resources, Inc. offers the most comprehensive property valuation and counseling coverage in the United States with 61 independently owned and operated offices in 33 states. Integra was created for the purpose of combining the intimate knowledge of well-established local firms with the powerful resources and capabilities of a national company. Integra offers integrated technology, national data and information systems, as well as standardized valuation models and report formats for ease of client review and analysis. Integra's local offices have an average of 25 years of service in the local market, and each is headed by a Managing Director who is an MAI member of the Appraisal Institute.

A listing of IRR's local offices and their Managing Directors follows:

ATLANTA, GA - Sherry L. Watkins, MAI, MRICS
BALTIMORE, MD - G. Edward Kerr, MAI, MRICS
BIRMINGHAM, AL—Rusty Rich, MAI, MRICS
BOISE, ID - Bradford T. Knipe, MAI, ARA, CCIM, CRE, FRICS
BOSTON, MA - David L. Cary, MAI, MRICS
CHARLESTON, SC—Cleveland "Bud" Wright Jr., MAI
CHARLOTTE, NC - Fitzhugh L. Stout, MAI, CRE, FRICS
CINCINNATI/DAYTON, OH - Gary S. Wright, MAI, SRA, FRICS
CLEVELAND, OH - Douglas P. Sloan, MAI
COLUMBIA, SC - Michael B. Dodds, MAI, CCIM, MRICS
COLUMBUS, OH - Bruce A. Daubner, MAI, FRICS
DENVER, CO - Brad A. Weiman, MAI, MRICS
DETROIT, MI - Anthony Sanna, MAI, CRE, FRICS
GREENSBORO, NC - Nancy Tritt, MAI, SRA
HARTFORD, CT - Mark F. Bates, MAI, CRE, FRICS
INDIANAPOLIS, IN - Michael C. Lady, MAI, SRA, CCIM, MRICS
JACKSON, MS—John R. Praytor, MAI
JACKSONVILLE, FL - Robert Crenshaw, MAI
LAS VEGAS, NV - Charles E. Jack, IV, MAI
LOS ANGELES, CA - John G. Ellis, MAI, CRE, FRICS
LOUISVILLE, KY - Stacey S. Nicholas, MAI, MRICS
MEMPHIS, TN - J. Walter Allen, MAI, MRICS
METRO LA, CA—Steven J. Johnson, MAI
MIAMI/PALM BEACH, FL - Anthony M. Graziano, MAI, CRE

MINNEAPOLIS, MN - Michael Amundson, MAI, CCIM, MRICS
NASHVILLE, TN - R. Paul Perutelli, MAI, SRA, MRICS
NEW JERSEY COASTAL - Halvor J. Egeland, MAI
NEW JERSEY NORTHERN - Matthew S. Krauser, CRE, FRICS
NEW YORK, NY - Raymond T. Cirz, MAI, CRE, FRICS
ORANGE COUNTY, CA - Steve Calandra, MAI
ORLANDO, FL - Christopher D. Starkey, MAI
PHILADELPHIA, PA - Joseph Pasquarella, MAI, CRE, FRICS
PHOENIX, AZ - Walter "Tres" Winius, III, MAI, FRICS
PITTSBURGH, PA - Paul D. Griffith, MAI, CRE, FRICS
PORTLAND, OR - Owen Bartels, MAI
PROVIDENCE, RI - Gerard H. McDonough, MAI
RALEIGH, NC - Chris R. Morris, MAI, MRICS
RICHMOND, VA - Kenneth L. Brown, MAI, CCIM, MRICS
SACRAMENTO, CA - Scott Beebe, MAI, FRICS
SALT LAKE CITY, UT - Darrin Liddell, MAI, CCIM, MRICS
SAN DIEGO, CA - Jeff Greenwald, MAI, SRA, FRICS
SAN FRANCISCO, CA - Jan Kleczewski, MAI, FRICS
SEATTLE, WA - Allen N. Safer, MAI, MRICS
SOUTHWEST FLORIDA—Carlton J. Lloyd, MAI
SYRACUSE, NY—William J. Kimball, MAI, FRICS
TAMPA, FL - Bradford L. Johnson, MAI, MRICS
WASHINGTON, DC - Patrick C. Kerr, MAI, SRA, FRICS
WILMINGTON, DE - Douglas L. Nickel, MAI, FRICS
IRR CARIBBEAN - James Andrews, MAI, FRICS

Corporate Office

1133 Avenue of the Americas, 27th Floor, New York, New York 10036
Telephone: (212) 255-7858; Fax: (646) 424-1869; E-mail info@irr.com
Website: www.irr.com

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Competitive Advantage



Client Satisfaction

Integra is committed to streamlining the management and delivery of assignments so our clients have confidence and direct contact with the appropriate individuals.

100% Valuation and Counseling

Integra's personnel, resources, data and techniques are focused exclusively on valuation and counseling. We are independent and have only one interest in mind: The Client.

Industry Leasing Research

Integra, through its proprietary database - DataPoint - provides in-depth analytics throughout the US. This unrivaled database is compiled from more than 100,000 valuation assignments across multiple markets.

Elite Professionals

Integra has over 165 MAIs and more than 30 CREs, more than any other company. With Integra, you get the broadest national coverage with over 60 offices throughout North America and over 900 'best in class' valuers.

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irr.com/portland

Integra Realty Resources Corporate Headquarters

1133 Avenue of the Americas
27th Floor
New York, NY 10036

T 212.255.7858
F 646.424.1869

info@irr.com
www.irr.com

Andrew Ludwig
Chief Marketing Officer
aludwig@irr.com
212.255.7858 extension 2015

Jan L. Decker, MAI SRA
Quality Control and Compliance Office
jdecker@irr.com
973.818.2572

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1111 Main Street
Suite 410
Vancouver, WA 98660

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