



# OREGON & WASHINGTON RESOURCE GUIDE 2022

***A GUIDE TO WHAT MULTIFAMILY PROPERTY OWNERS  
AND LANDLORDS NEED, WHEN YOU NEED IT!***

Published by Rental Housing Journal  
in Association with the Metro, Valley and OnSite Editions

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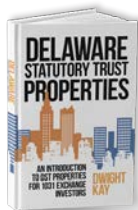


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# OREGON & WASHINGTON RESOURCE GUIDE 2022



PRODUCTS & SERVICES  
FOR MULTIFAMILY PROPERTY OWNERS  
AND PROPERTY MANAGERS

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**503-391-6274**

**Fax** 503-399-5326

**Email** office@newmanpaving.net

**Internet**

**Contact** Brooke

**Prod/Services**

**Service Area** Salem, Albany, Eugene

**Branch Offices**

**Affiliations** Portland

**References**

**Years experience** 18 Bonded yes Contr# 155631

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**Internet** www.multifamilynw.org

**Contact**

**Prod/Services** Rental Forms, Educational Classes, Legislative Representation

**Service Area** Oregon & Washington

**Branch Offices**

**Affiliations**

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**Years experience** 20 Bonded Contr#

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Contact Cari Pierce

Prod/Services Up to date forms – Discounted Tenant Screening – Education Classes

Service Area Throughout Oregon

Branch Offices

Affiliations

References

Years experience 94 Bonded Contr#

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Internet [www.warrenallen.com](http://www.warrenallen.com)

Contact Brad Kraus

Prod/Services Landlord / Tenant Law

Service Area Oregon & Washington

Branch Offices

Affiliations

References

Years experience Bonded Contr#

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**Contact** Amelia Davis

**Prod/Services** Car Charging

**Service Area** WA / OR / ID

**Branch Offices**

**Affiliations**

**References**

**Years experience** 15+ Bonded Contr#

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**Contact** Therese

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**Service Area** Portland Metro & Surrounding Area

**Branch Offices**

**Affiliations** Oregon Chimney Sweep Association, Home Builders Association

**References** Upon Request

**Years experience** 35 Bonded YES Contr# OR49750 WA-PORTLCI005PZ

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**Fax** 503-777-5590

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**Internet** www.pciequipment.com

**Contact** Kevin Innes

**Prod/Services** Compactor Sales & Service

**Service Area** Oregon/Washington

#### Branch Offices

#### Affiliations

#### References

**Years experience** 35    **Bonded** YES    **Contr#**

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**Prod/Services** Full Service Rental Maintenance Including Electrical (C363) and Plumbing (PB333)

**Service Area** Portland metro/Vancouver

#### Branch Offices

**Affiliations** Multifamily NW, RHAGP, HBA, Professional Remodelers oR

**References** Available Upon Request

**Years experience** 21    **Bonded** YES    **Contr#** OR 163427 WA RENTAHM951MA

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**Internet** www.aerfitness.com**Contact** Matthew for sales, Lonnie for service, Alicia for scheduling**Prod/Services** Fitness Equipment Sales & Service**Branch Offices** Oregon & SW Washington**Affiliations** Multifamily NW**References****Years experience** 25      Bonded      Contr#

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**Contact** Rufus Aylwin

**Prod/Services** Roofs, Gutters, Siding

**Service Area** Greater Portland Area

**Branch Offices**

**Affiliations**

**References**

**Years experience** 12      Bonded YES      Contr# 104039

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**Prod/Services** Laundry Equipment

**Service Area** Washington, Idaho, Oregon, and Utah.

**Branch Offices**

**Affiliations**

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**Years experience** 57      Bonded      Contr#

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**Contact** Brad Kraus

**Prod/Services** Landlord / Tenant Law

**Service Area** Oregon & Washington

**Branch Offices**

**Affiliations**

**References**

**Years experience** Bonded Contr#

We represent Oregon & Washington residential & commercial landlords, in diverse legal matters, including evictions, form reviews, seminars, fair housing disputes, and more. Our clients include management companies, property owners, screening companies and form manufactures.



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**Internet** www.multifamilynw.org

**Contact**

**Prod/Services** Rental Forms, Educational Classes, Legislative Representation

**Service Area** Oregon & Washington

**Branch Offices**

**Affiliations**

**References**

**Years experience** 20 Bonded Contr#

Join Multifamily NW (formerly MMHA), the largest Apartment Association in the Northwest, and become part of a strong network of information, education and advocacy for landlords.



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**Fax** 503 639-2852

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**Internet** www.portlandlighting.com

**Contact** Celia Degrande-Bowgren

**Prod/Services** Lighting & Electrical

**Service Area** Free delivery to Portland Metro Area.

**Branch Offices**

**Affiliations**

**References**

**Years experience** 31      Bonded      Yes      Contr# 215827

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**Branch Offices**

**Affiliations** Multifamily NW, RHAGP, HBA, Professional Remodelers oR

**References** Available Upon Request

**Years experience** 21      Bonded      YES      Contr# OR 163427 WA RENTAHM951MA

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**References** Available Upon Request

**Years experience** 21 Bonded YES Contr# OR 163427 WA RENTAHM951MA

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**Prod/Services**

**Service Area** Salem, Albany, Eugene

**Branch Offices**

**Affiliations** Portland

**References**

**Years experience** 18 Bonded yes Contr# 155631

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**Internet** www.NorthwestPest.com

**Contact** Cathy Morris

**Prod/Services** Pest Control / Bird Control

**Service Area** Portland Metro Area, Columbia River Gorge

**Branch Offices** Portland - The Dalles

**Affiliations** OPCA, PBA, RHA, MBA, MFNW, OEA

**References** Upon Request

**Years experience** 30      Bonded      No      Contr#

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**Contact** Brett Oliver

**Prod/Services** Playground Equip., Site Furnishings, Shelters, Athletic Equip., Resilient Surfacing

**Service Area** Washington, Oregon, Northern Idaho

**Branch Offices**

**Affiliations**

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**Internet** www.nwplayground.com

**Contact** Eric Arneson & Chris McGarvey

**Prod/Services** Playground Equipment

**Service Area** Washington/Oregon/Alaska/Northern Idaho/Montana

**Branch Offices** Washington & Oregon

**Affiliations**

**References** Upon Request

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**Internet** www.rsnorthwest.com

**Contact** Clay Nored

**Prod/Services** Recreational Products, Shelters, Dog Parks, Safety Surfacing & Sports Equipment

**Service Area** Oregon, Washington

**Branch Offices** Oregon

**Affiliations**

**References** Upon Request

**Years experience** 20 **Bonded** YES **Contr#** CCB 209937, RECRESW843DU

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**Service Area** Portland metro/Vancouver

**Branch Offices**

**Affiliations** Multifamily NW, RHAGP, HBA, Professional Remodelers oR

**References** Available Upon Request

**Years experience** 21 Bonded YES Contr# OR 163427 WA RENTAHM951MA

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**Internet** www.micropropertymgmt.com

**Contact** Jeannie Davis

**Prod/Services** Property Management

**Service Area** Portland Metro

**Branch Offices** SE Portland

**Affiliations** Rental Housing Alliance

**References**

**Years experience** 22 Bonded Contr#

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**Email** [info@multifamilynw.org](mailto:info@multifamilynw.org)

**Internet** [www.multifamilynw.org](http://www.multifamilynw.org)

#### Contact

**Prod/Services** Rental Forms, Educational Classes, Legislative Representation

**Service Area** Oregon & Washington

#### Branch Offices

#### Affiliations

#### References

**Years experience** 20 Bonded Contr#

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**Contact** Cari Pierce

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**Service Area** Throughout Oregon

#### Branch Offices

#### Affiliations

#### References

**Years experience** 94 Bonded Contr#

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**Internet** [www.multifamilynw.org](http://www.multifamilynw.org)

**Contact**

**Prod/Services** Rental Forms, Educational Classes, Legislative Representation

**Service Area** Oregon & Washington

**Branch Offices**

**Affiliations**

**References**

**Years experience** 20 Bonded Contr#

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**503-254-4723**

**Fax** 503-254-4821

**Email** [info@rhaoregon.org](mailto:info@rhaoregon.org)

**Internet** [www.rhaoregon.org](http://www.rhaoregon.org)

**Contact** Cari Pierce

**Prod/Services** Up-to-date attorney drawn rental forms

**Service Area** Throughout Oregon

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**Affiliations**

**References**

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**Affiliations**

**References**

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**Service Area** Nationwide, Canada & Australia

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**Affiliations** Multifamily NW, OWCAM, CAI

**References** Upon Request

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**Contact** Erik

**Prod/Services** Appliances

**Service Area** Eugene & Surrounding Area

**Branch Offices**

**Affiliations**

**References**

**Years experience** 42      Bonded      Contr#





## NOTES

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## NOTES

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# Financing The Niche with

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Risk is an inherent and inevitable aspect of any real estate investment. But the devolution of that abstract risk into very real losses, exposure, and liability is not, even in the most highly leveraged and speculative transactions. Let's talk RE Preferred Equity Commercial Real Estate Project Development.

Early in my career, one of my mentors told me that all investment and transaction risks arise from three elements:

- Not knowing and/or understanding what you are doing
- Failing to plan for the unseen
- Entering a transaction without a thoughtful risk mitigation or exit strategy

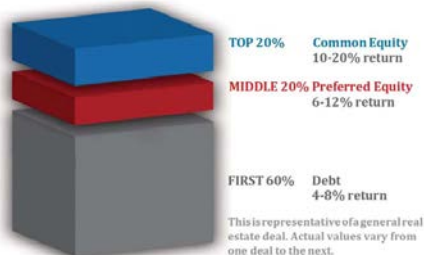
That indispensable wisdom has informed all strategies and investment vehicles we develop at Rothchild. It is what forms the foundation of our core philosophical belief that understanding the nature of the risks presented by a given opportunity is a prerequisite to evaluating the likelihood of a lucrative return on investment. It is also indispensable to constructing the guardrails that can minimize the impact of known — and sometimes unforeseeable — risks. We accomplish this through extensive fundamental research combined with thorough, insightful, and actionable analysis of that information.

## PREFERRED EQUITY V. MEZZANINE FINANCING

The advantages of our approach are crystallized in the preferred equity strategy at the heart of the RCS 35/65 Fund. We designed the fund to lower the cost of financing by developing a term and establishing a CMT rate structure that allows stabilization to occur.

There are two primary vehicles for achieving very high leverage on large commercial projects: mezzanine loans and preferred equity investments.

When part of the financing for substantial development projects, both mezzanine loans and preferred equity are stacked on top of large construction loans or permanent loans to obtain loan-to-cost ratios as high as 90% of project development cost subject to due diligence.



Preferred equity allows sponsors, developers, and other commercial real estate entrepreneurs to preserve capital, ownership, and control with a cost-effective alternative to utilizing advancement of project equity from JVEP's and other capital investment providers.

While both vehicles are designed to accomplish the same thing, how each does so is quite distinct. Unlike mezzanine financing, the lender in a preferred equity investment obtains equity in the LLC that owns the construction project with the promise of a preferred return. If the LLC's management fails to pay the preferred investor the promised return, the investor has the right and ability to oust existing management and the current members lose their voting rights, as well as any rights to dividends or the



# with RE Preferred Equity

distribution of any profits.

## PREFERRED EQUITY STRUCTURING

Another distinction between the two investments is that unlike mezzanine or subordinate loans, preferred equity investments are typically documented in the organizational documents of the borrowing entity and structured as a third-party investment in the entity by the lender.

In exchange for their capital infusion, preferred equity investors receive interest directly on the property's cash flow and/or indirectly through a preferred priority return. The investment documentation will usually contain provisions considered to be very harsh to the borrower, including:

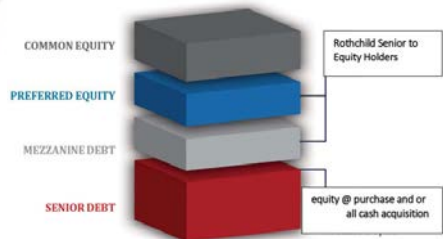
- Interest on the invested funds is to be paid monthly, regardless of cash flow or other factors.
- The total investment amount is to be repaid upon the maturity date
- In addition to a default rate with interest and other penalties, the borrowers lose their ownership and management interests.

## RCS EQUITY REAL ESTATE INVESTMENT MODEL

The preferred equity real estate investment structure we deploy at RCS involves investing in the borrowing entity at a level junior to the development debt lender but senior to the borrowers' equity investments. The preferred equity investment is secured and packaged into a single-asset EJV pursuant to a new formula and streamlined documentation that eliminates all threats of violating the senior lender's loan agreement.

These threats can arise from the possibility of the preferred equity investor's potential assumption of controlling ownership and management in the borrower. RCS legal team has developed a workable solution that avoids complications in the event of a default-triggered transfer of ownership to the preferred equity investors.

This new and innovative model developed by Shelton and Williams is unlike the more traditional approach to preferred equity transactions shown in the image above, offering much higher leverage ratios on the capital stack. This unique blended structure combines elements of private equity, mezzanine, and corporate finance to provide a stable yet lucrative real estate investment mechanism as an alternative to traditional financing.



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**Service Area** King, Pierce & Snohomish

**Branch Offices** Woodinville

**Affiliations** TRENDS

**References** Gladly upon request

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**Prod/Services** Car Charging

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**Branch Offices**

**Affiliations**

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Service Area Pierce, King, Snohomish, Thurston & Kitsap

Branch Offices

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Service Area Western Washington

Branch Offices

Affiliations OMWBE, American Bio Recovery Association (ABRA), BBB, RHA, WSFDA, IAQ

References American Bio Recovery Association (ABRA)

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Prod/Services Dryer Vent Cleaning

Service Area Pierce, King, Snohomish, Thurston & Kitsap

Branch Offices

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References Available upon request

Years experience 43 Bonded YES Contr# CHIMNSI041JN

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Prod/Services Dryer Vent Cleaning

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**Contact** Brad Wilson

**Prod/Services** Manufacture of Electric Heaters & Controls

**Service Area** National/ International

**Branch Offices**

**Affiliations** n/a

**References**

**Years experience** 60      Bonded      Contr#

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**Contact** Wendy Schutzler

**Prod/Services** Floor Coverings & Tile

**Service Area** Greater Puget Sound

**Branch Offices** Kent

**Affiliations** IREM, NAA, BIAW, MBA, WFCA, FAN, WMFHA

**References** Available upon request

**Years experience** 60      Bonded      YES      Contr# AMERIDC123CK

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**Contact** Jim Mckay

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**Service Area** Washington and Idaho

**Branch Offices** 16 Northwest Locations

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**References** Available upon request

**Years experience** 34    **Bonded** YES    **Contr#** GREATF\*95504

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**Prod/Services**

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**Affiliations**

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**Service Area** Washington/Oregon/Alaska/Northern Idaho/Montana

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**References** Upon Request

**Years experience** 23 Bonded YES Contr# NORTHPE0440J

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**Contact** Rufus Aylwin

**Prod/Services** Roofs, Gutters, Siding

**Service Area** Greater Portland Area

**Branch Offices**

**Affiliations**

**References**

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**Prod/Services** Insurance for Multifamily Properties

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**References** Upon Request

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**Affiliations**

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**Years experience** 18 Bonded Contr#



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**Prod/Services** Playground Equipment

**Service Area** Washington/Oregon/Alaska/Northern Idaho/Montana

**Branch Offices** Washington & Oregon

**Affiliations**

**References** Upon Request

**Years experience** 23    Bonded    YES    Contr#    NORTHPE0440J

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**References** Numerous Available upon request

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**Prod/Services** Roofs, Gutters, Siding

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**Prod/Services** Roofing Services

**Service Area** Pacific Northwest

**Branch Offices** SEATAC, WA

**Affiliations** MBA, BBB, RHA, WMFHA, Compliance Depot, WSRCA

**References** Upon Request

**Years experience** 47      **Bonded** YES      **Contr#** MONORRS955QH

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**References** American Bio Recovery Association (ABRA)

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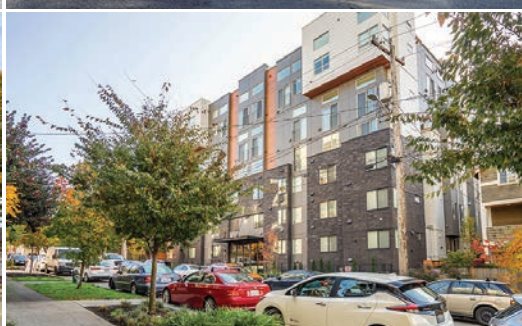
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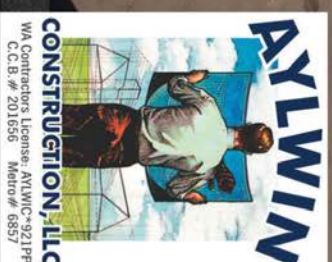


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