

June 1, 2026

# Bend Economic Development Advisory Board



# Public Comment



# Approve Meeting Minutes

May 4



# Mayor Pro Tem Perkins Updates



# Visit Bend Annual Business Plan and Budget

Jeff Knapp, CEO, Visit Bend

Nate Wyeth, Chief of Staff, Visit Bend



# Board Discussion



# Recommended Motion

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- I move to approve the FY27 Visit Bend Budget and Business Plan as presented on June 1, 2026

# **Transient Lodging Tax Legislative Considerations Work Session Recap**

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# Employment Land Site Readiness Guest Presentation

Katy Brooks, Economic Development Officer  
Taylor Brooks

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BENDECONOMICDEVELOPMENTADVISORYBOARD

# Shovel-Ready Industrial Lots in Bend

*Proposed Development Code Changes & Strategies  
to Deliver Market-Ready Industrial Land at Juniper Ridge*

Kirk Schueler | Taylor Brooks | June 1, 2026

# THE CHALLENGE

## Industrial Vacancy

**1% to 4% (2021 – 25)**

Bend has not kept pace with industrial demand for many years

## Shovel-Ready Definition

**≤ 180 Days**

Oregon defines “market-ready” available for development within 180 days

## Target Site Slope

**≤ 3%**

EOA (2016) recommends 5% max; Taylor Brooks ideal is 3%

**Result:** Industrial users are selecting Redmond and Prineville over Bend — cities with available, flat, affordable, faster-to-permit industrial land.

*Taylor Brooks purchased 95 acres at Juniper Ridge from the City of Bend in 2025. Fall 2025: completed 5-lot, 20.8-acre subdivision on Cooley Road. 4 lots remain available. Phase 1 of a 5-phase, 75-acre subdivision planned for later this year.*

# COMPETING INDUSTRIAL SITES

## Available Industrial Lots – Redmond and Prineville

- Redmond listed inventory
  - Range \$344,000 to \$490,000 per acre
  - \$419,000 per acre average price
- Prineville listed inventory
  - Range \$139,000 to \$174,000 per acre
  - \$156,000 per acre average

## Juniper Ridge – Cooley Road and Tract 5 Lots

- Cooley Road available lots: \$633,000 to \$664,000 per acre
- Phase 1 of Large Tract 5: \$554,000 per acre average

## Juniper Ridge – Cooley Road Development Costs

- |                               |                           |
|-------------------------------|---------------------------|
| • Land Acquisition:           | \$168,141 per acre        |
| • Soft Costs                  | \$ 40,511 per acre        |
| • Construction Costs          | \$149,411 per acre        |
| • Commissions and Other Costs | <u>\$ 42,253</u> per acre |
| • Total Costs                 | \$400,316 per acre*       |

*\*excludes cost of capital and holding costs*

# Shovel Ready Industrial Lots

## Mass Grading Benefits

- Graded industrial lots are more marketable to prospective users
- Completing grading before the lot sale saves buyers 4-6 months of site work in Juniper Ridge
- Mass grading larger areas is more cost efficient than grading one lot at a time
  - Example: Mass-grading all 4 Cooley Rd lots (15 acres) saves an estimated \$87,000/acre vs. lot-by-lot grading
- Dust and stormwater control can be managed

## Grading Permits

- Chapter 16 of the Bend Municipal Code governs standards and permitting for grading of lots prior to any land use approval
- Chapter 16.40 requires all regulated trees to be preserved
  - Regulated trees are 6" DBH or greater

# BARRIERS TO BEND SHOVEL-READY LOTS



## Bend Tree Preservation Code and Mass Grading

- Juniper Ridge is uniformly covered in Western Juniper trees
- Tree removal triggers mitigation: replanting or in-lieu fees
- Example - Large Tract 5 Phase 1 lot buyer: ~116 mitigation trees required; ~79 remain after offsets = \$47,400 fee (\$8,712/acre)
- Mass-grading all 4 Cooley Rd lots (15 acres) conservatively saves \$87,000/acre vs. lot-by-lot grading
- Completing grading before lot sales saves buyers 4–6 months of site work



## Bend Infrastructure Cost & Permitting

- Bend's development standards are stricter than Redmond or Prineville, adding infrastructure cost
- Slow land use and building permit decisions extend time to market
- Expedited reviews and approvals could significantly reduce time-to-occupancy for industrial users

# ASK OF THE CITY OF BEND

*Targeted action to make Juniper Ridge competitive for industrial investment*

## Amend the Tree Preservation Code

De-regulate trees on industrial-zoned land. City Council already recognized industrial land differs from residential/commercial when it allowed a Discretionary Track — this is a logical continuation that removes a costly grading barrier.

*City of Bend and Taylor Brooks share mutual goals — a thriving Juniper Ridge that serves Bend's growing and new businesses.*

# Board Discussion



# Recommended Motion

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- I move to recommend that Council direct City Staff to evaluate options to expedite Employment Land Site Readiness

# Ex-Officio Updates



# Roundtable & Future Topics



# Accessible Meeting Information

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## Accessible Meeting/Alternate Format Notification

This meeting/event location is accessible. Sign and other language interpreter service, assistive listening devices, materials in alternate format such as Braille, large print, electronic formats, language translations or any other accommodations are available upon advance request at no cost. Please email [accessibility@bendoregon.gov](mailto:accessibility@bendoregon.gov) or call 541-693-2198. Relay Users Dial 7-1-1. All requests are subject to vendor processing times and should be submitted 48-72 hours in advance of events.

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Hay accesibilidad disponible en esta reunión. Si se solicita con antelación, se puede disponer de servicio de intérprete de lengua de señas, dispositivos de ayuda auditiva, materiales en formatos alternativos como Braille, letra grande, formatos electrónicos o cualquier otro tipo de adaptación. Póngase en contacto en correo electrónico [accessibility@bendoregon.gov](mailto:accessibility@bendoregon.gov) o número de teléfono 541-693-2198. Los usuarios del servicio de retransmisión deben marcar el 7-1-1. Por favor, envíe sus solicitudes con 48-72 horas de antelación al evento; todas las solicitudes están sujetas a los tiempos de procesamiento del proveedor.