



BOARD OF COMMISSIONERS

AGENDA REQUEST & STAFF REPORT

MEETING DATE: February 25, 2026

SUBJECT: Authorize the sale of real property located at 51575 Russell Road in La Pine to Harlan Ross Investments LLC

RECOMMENDED MOTION:

Move approval of Board Order No. 2026-013 authorizing the sale of real property located at 51575 Russell Road in La Pine (Map and Tax Lot 221013B001900) to Harlan Ross Investments LLC, and further authorizing the Deschutes County Property Manager to execute the documents associated with the sale.

BACKGROUND AND POLICY IMPLICATIONS:

Deschutes County owns a 3.07-acre lot at 51575 Russell Road in the La Pine Industrial area. The property known as Map and Tax Lot 221013B001900 has a Real Market Value of \$224,200 as determined by the Deschutes County Assessor's Office.

Harlan Ross Investments LLC (HRI) submitted an offer to purchase said property. HRI has been located in La Pine since 2021 and its business consists of two operating and traded sector companies; Hortitech Greenhouse specializes in greenhouse design, materials, and solutions for cultivators and farmers throughout the country, and Helios Industries manufactures and installs steel buildings locally and across the Pacific Northwest, providing durable structures for residential, agricultural, commercial, and industrial applications.

The 3.07-acre lot is located adjacent to and south of HRI's current location, and upon acquisition, HRI will expand its operations to include the development of a +/- 5,000 square foot building with an estimated \$250,000 investment. The expansion would result in the creation of 5-10 new jobs with a starting wage of at least \$25/hour. It is anticipated the building development will be completed within 22 months from time the transaction closes.

HRI offered the advertised rate of \$1.75 per square foot for the 3.07-acre lot (estimated 133,729 square feet) for a total of \$234,026.

Highlights of the offer

1. Purchase price of \$234,026 (\$1.75 per square foot)
2. \$12,000 refundable earnest money (becomes nonrefundable after purchaser removes contingency)
3. 60-day (calendar) contingency/due diligence period
4. Closing to occur within 20-days (calendar) after purchaser accepts the condition of property

In 2019, the County and City of La Pine entered into an intergovernmental agreement (IGA) to provide the City full power and authority for the marketing, promotion and sale negotiations for County-owned property located in the industrial area (La Pine Industrial, Newberry Business Park and Finley Butte Industrial Park) for the purpose of economic development. The IGA provides for a 50/50 split of sales proceeds.

The City of La Pine and SLED support the transaction including the sales price and the City Manager, Geoff Wullschlager will sign the purchase and sale agreement accordingly.

BUDGET IMPACTS:

\$234,026 gross proceeds will be allocated between the County and the City per the terms of the Intergovernmental Agreement.

ATTENDANCE:

Kristie Bollinger, County Property Manager