



“The decision was made to maximize service to its membership by selecting strategically determined... branch office locations.”

SUCCESS STORY

ONPOINT COMMUNITY CREDIT UNION

Branch Offices
Oregon

TEAM

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SERVICES PROVIDED

Tenant Representation
Corporate Real Estate
Consulting

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CHALLENGE

After many years of growth, Oregon’s largest credit union, presently OnPoint Community Credit Union (but at the time of initial engagement Portland Teacher’s Credit Union), made the decision to maximize service to its membership by selecting strategically determined branch office locations. The initial assignment was to limit Portland to six branch offices that would serve the entire metropolitan area within an eight- to twelve-minute drive time.

STRATEGY

As various leases expired, a thoughtful and orderly relocation to new branch offices was orchestrated over a two-year period.

SERVICES

Gordon King and Mike Holzgang cooperatively used specialized data services at the Metropolitan Services District to carefully map drive times, as well as various demographic models to first find the optimal location. They then identified the best possible physical structure and subsequently negotiated an appropriate lease transaction.

Additionally, Mike and Gordon represented OnPoint Community Credit Union in the relocation of its then 45,000-square-foot headquarters from the Lloyd District to the Montgomery Park Building and subsequently assisted in 56,000- and 78,000-square-foot lease renewals at this location.

RESULTS

Gordon King and Mike Holzgang continue to assist OnPoint Community Credit Union with a full array of real estate services, from placement of new branch offices in Bend and Eugene for the director of real estate, to periodic studies of overall demographic changes and market conditions to assist in identifying any potential expansion or contraction needs.