



Justin Schmick and his 1-year-old daughter, Kenzie Schmick, visit the Wildtime Foods project that Schmick is overseeing in the Whiteaker neighborhood of Eugene. Schmick has started Downwind Development and continues to work as a commercial broker with Windermere Commercial Real Estate. (Chris Pietsch/The Register-Guard)

By **ILENE ALESHIRE**

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IN THE TWO YEARS SINCE JUSTIN SCHMICK WAS NAMED A 20 UNDER 40 WINNER, HE'S STARTED A NEW BUSINESS VENTURE, ADDED A NEW MEMBER TO HIS FAMILY AND SEEN HIS LIFE GET A LOT BUSIER.

Schmick and his wife and business partner, Kristena Cox, had a daughter, Kenzie Eugenia Schmick, late last year. That, he said, "has been really great."



Professionally, "I'm in my 15th year as a licensed real estate broker — that's an important milestone," said Schmick, 33, who is with Windermere Commercial Real Estate.

He started a new venture, Downwind Development, which also flows through Windermere, shortly after he was chosen a 20 Under 40 winner, he said.

"I provide services for businesses that are expanding and (whose owners) are either too busy to manage the expansion themselves, or who don't have the background to do so," Schmick

said. “They can hire me to be the owner representative and project manager, and I carry out their duties on the project.

“The client has an important role in any project. They are ultimately responsible for managing the design team, the finance team, the construction team, the permitting process. As the owner representative, I operate on their behalf to oversee those functions.”

This can mean taking a project all the way from selecting a site to handling the final post-construction work or overseeing conversion of an existing building for a new use; construction of Ninkasi Brewing’s new office building or conversion of Mallard Hall into a Spanish style banquet hall and corporate office for Burrito Boy.

So far, Schmick said, Downwind Development’s clients have all been people who used him as their broker to buy the property. But he is hoping to expand his client base to other business owners who would like him to oversee their expansions, even if they didn’t buy the property through him, he said.

“I have not had the opportunity yet, but my services would certainly be of value to them,” Schmick said.

About 20 percent of his time is spent on Downwind Development while about 80 percent is spent on his commercial brokerage business, which is busier than ever now that the recession is over, Schmick said.

“This has certainly been my best year,” he said. “My biggest challenge is finding available properties. There are a lot more people looking than there are properties suitable for their use.”



Based on what he sees happening in Portland and Seattle, Schmick said, “I think there certainly is a construction boom looming. If you go into Seattle, Portland, you see it underway. In Eugene, the inventory of existing properties is extremely low. I think new construction or more redevelopment is on the way.”

As his life has gotten busier, particularly with the addition of another family member, Schmick said, he’s had to set some priorities and put some things on the back burner.

“I’ve really gained an appreciation for my parents — I was one of three siblings — how they were able to raise us,” he said. “I only have one, and that’s a full-time commitment.”

He is four classes away from completing his master’s degree in real estate and construction management at the University of Denver’s Daniels College of Business, he said, but that will have to wait a little longer, although he is committed to finishing the degree requirements.

He’s also had to prioritize his involvement in community and professional organizations since becoming a father, he said.

While he still supports organizations such as GreenLane Sustainable Business Network and the Commercial Investment Division of Lane County, both of which he previously served as a board member, “I’m not as involved as I’d like to be,” Schmick said.

He said he continues to work with Committed Partners for Youth, where he helps at-risk youths deal with the challenges of life through running, which is one of his passions.

And, Schmick said, another thing that hasn’t changed in his life is that he continues to be optimistic about the future: “Each day is a new day of opportunity.”

2014 AWARDS PRESENTATION

When: 5:30 p.m. Dec. 2

Where: Hilton Eugene, 66 E. Sixth Ave.

Tickets: \$20

Information: [20under40 awards.com](http://20under40awards.com) or email info@20under40awards.com