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Columbia-Pacific Economic Development District 2014 Annual Report

Issue 10

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Highlights

2014 was an active year for Col-Pac, with the primary focus on implementing NW Oregon's Comprehensive Economic Development (CEDS) priorities.

1. Secondary Financing for Start-Up and Expanding Businesses

Col-Pac plays a key role in financing businesses that cannot get (enough) financing from their own lending institution. In 2014, Col-Pac provided financing for three business endeavors:

Tillamook Coliseum Theater Re-Opening

A very special icon in Tillamook reopened in late 2014—the Tillamook Theater. As Shiela Zerngast notes on

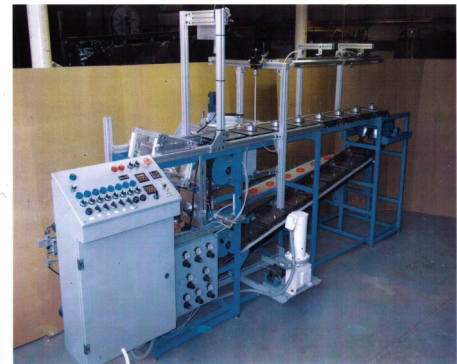


their Facebook page—"We love the movies, and we love our community!" Col-Pac, the EDC of Tillamook County and the Tillamook Urban Renewal Agency all partnered to provide financing for the renovation and new digital projector.

The theater re-opened the end of October, and now employs 10 local residents. In addition to movies, the theater is used for special events.

One Source Industries Lands at the Port of Tillamook Bay

A start-up company, OSI manufactures superior polymer seals and rings used in the oil and natural gas industry. The owner, a Tillamook County resident, has leveraged his contacts to develop a selling relationship with two major suppliers of these parts. Subcontractors in three sepa-



rate locations had been operating equipment owned by One Source Industries in the various production processes. This production arrangement was expensive due to the additional middlemen and handling costs, and business growth was hampered by missing potential sales to existing clients, as well as limiting marketing to potential new clients.

Col-Pac and the EDC of Tillamook County provided a financing package that allows OSI to house all of the equipment at one location at the Port of Tillamook Bay's Airport Industrial Park. Production costs will be reduced dramatically, the owner will have more control over the production process, and 4–6 family wage jobs will be created.

Assisting Pelican Pub and Brewery Plan for Their Future Expansion

It does look like much now, but the empty lot next to Pelican Pub and Brewery will provide the space for the company to more than double their downtown Tillamook brewing capacity.



In its first year of opening, Pelican Pub has created over 10 new jobs.

2. Public Infrastructure Development

Col-Pac's technical support role for NW Oregon has been in the areas of grant writing, grant editing for other applicants, and grant management. In 2014, Col-Pac grant writing resulted in \$415,000 in successful awards:

◆ \$340,000 ODOT STIP Enhance Planning Grant for the NW Oregon Transit Alliance.

The five-county NW Connector regional transit system currently relies on a limited number of transit stops, many of which are located along busy thoroughfares. This grant will look the density of transit travel along all the Connector routes, and establish the optimal number of safe, easily accessible stops for transit riders.



◆ \$60,000 ODOT Rural Planning Grant

Five different transit operations, hundreds of miles of routes, and multiple bus schedules are a challenge to coordinate. This grant will work out the most effective and efficient timing of the schedules and connections between the counties to ensure seamless travel. Included in this planning will be better connections with Amtrak, Greyhound and NW/Valley Point transit schedules, all partners for travel to NW Oregon.

◆ \$10,000 WWNW Exploratory Grant for the North Coast Small Farmers/Fishers Value Chain Initiative



These funds are being used to explore opportunities to expand markets for these small businesses, as well as assist them in increasing the revenue received for their fresh produce and fish. In addition to the local business community, this initiative will also link disadvantaged populations to locally-grown and caught food.

◆ \$5,000 Bank of the West grant



For the second year in a row, the Bank of the West awarded Col-Pac \$5,000 in funding to support business development in NW Oregon. These grants are being used to capitalize Col-Pac's loan funds

which provide investment capital to local businesses unable to get enough conventional financing .

3. Regional Program Management

Col-Pac also provides staffing services for the region's transportation entities:

- ◆ Northwest Oregon Area Commission on Transportation. Last year, key work involved establishing priorities for the 2015–2018 STIP. Eight of NW Oregon's applications, totaling over \$9.1 million have been recommended for funding by the Oregon Transportation Commission. The Connect Oregon V applications were due in November 2013. Ten applications were submitted, totaling nearly \$16 million. NWACT ranking of the projects will occur in April 2014.
- ◆ Northwest Oregon Connector Alliance. While the Alliance has been established for over 3 years, last year marked the end of the US Department of Energy Funding. The Alliance continues, including expansion into Marion/Yamhill counties, and national recognition as an innovative model for rural transportation.

2014 Work Plan Year End Results

1. Sustain and Retain NW Oregon's Current Businesses

Goal: Result in a minimum of 8 business expansions:

2014 Results:

- ⇒ 5 Business Expansions
- ⇒ 83 Jobs Created and/or Retained

2. Public Infrastructure Support

Goal: Minimum of 4 successful applications for funding

2014 Results:

- ⇒ 4 successful applications/\$415,000

3. Support Economic Diversification and Growth

Goal: Minimum of 4 development activities:

2014 Results:

- ⇒ North Coast Small Farmer/Fisher Wealth-WorksNW Value Chain Initiative
- ⇒ Selected as one of three new pilot test regions for the AGORA networked-funding platform

4. Support the Region's Transportation System

- ⇒ Provided administrative support for the NW Oregon Transit Connector Alliance
- ⇒ Staffed the NW Oregon Area Commission on Transportation

5. Maintain a High Level of Economic Development Cooperation, Coordination and Communication within NW Oregon

- ⇒ Participated in recruitment and hiring of the new Tillamook County EDCTC/SBDC Executive Director
- ⇒ Provided administrative services for the Columbia County Economic Team (CCET)
- ⇒ Managed EDCTC Loan Fund
- ⇒ Provided grant accounting services to the Port of Tillamook Bay
- ⇒ Provided grant management services to the Port of Garibaldi and the Astoria Senior Center

Col-Pac 2015 Work Plan

Goal 1: Sustain/Retain Current Businesses

- ◆ Provide traditional and non-traditional business financing
- ◆ Support best practices training
- ◆ Support disaster preparedness/recovery

Goal 2: Develop Public Services Infrastructure

- ◆ Inventory NW Oregon's public infrastructure
- ◆ Support funding of top-ranked projects
- ◆ Maintain current status of infrastructure inventory

Goal 3: Diversify/Expand Regional Economy

- ◆ Support business cluster development
- ◆ Identify and implement new business development activity

Goal 4: Support Workforce Training for Existing and Future Needs of NW Oregon Businesses

- ◆ Participate in the region's workforce training planning
- ◆ Include workforce training in recruitment activity
- ◆ Support/Advocate for local workforce training activities and training curricula

Goal 5: Support the Region's Transportation System

- ◆ Staff the NW Oregon Area Commission on Transportation
- ◆ Staff NW Oregon's Connector Alliance
- ◆ Inventory needed transportation improvements over the near/medium and long term

Goal 6: Maintain a High Level of Economic Development Cooperation, Coordination and Communication within NW Oregon

- ◆ Provide public information on regional economic development resources and activities
- ◆ Support/Advocate for enhanced economic development service delivery capacity within the region

Col-Pac 2014 Board of Directors

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Vice-President: Tony Hyde, Columbia County Commissioner
Secretary-Treasurer: Steve Heinrich, Cornelius City Counselor
At-Large: Peter Huhtala, Clatsop County Commissioner

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Nehalem/Wheeler: Shirley Kalkhoven/Stevie Burden
Tillamook/Garibaldi: Suzanne Weber/Suzanne McCarthy
Cornelius/Banks: Steve Heinrich, Teri Branstitre
Astoria/Warrenton: Russ Warr/Henry Balensifer
Gearhart/Seaside: Sue Lorain/Don Larson

Port of Astoria: Robert Mushen
Port of Garibaldi/Port of Tillamook Bay: John Luquette/Michele Bradley
Port of St Helens: Mike Avent

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Tillamook County Private Sector: Van Moe, Val Folkema
Clatsop County Private Sector: Peter Roscoe
Workforce: Joyce Aho, Oregon Employment Dept, Karin Miller, Pacific NW Works
Higher Education: Connie Green—Tillamook Bay Community College, Larry Galizio—Clatsop Community College, Sandra Fowler-Hill—Portland Community College

Col-Pac 2014 Staff

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Karen Kent, Administrative Manager
Chuck Daughtry, Columbia County Economic Team Executive Director