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Columbia-Pacific Economic Development District 2016 Annual Report

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Highlights

2016 was an active year for Col-Pac, with the primary focus on implementing NW Oregon's Comprehensive Economic Development (CEDS) priorities.

Secondary Financing for Start-Up and Expanding Businesses

Last year, Col-Pac provided two loans to businesses looking to expand, that were unable to secure conventional financing:

Hug-A-Bubba's



Doggie Daycare & Grooming

A long standing successful Portland business, Hug-A-Bubba's owners reside in Scappoose and were able to identify significant market for doggie daycare and grooming services locally. Col-Pac provided financing to build a new facility, allowing the company to expand and diversify its customer base, and provide new jobs to the local workforce.



Bull Run Cider

An award-winning small hard cider company located in Forest Grove, Bull Run needed expansion capital to ex-

pand marketing and distribution. While the company was meeting expenses, they did not have the capital to move into regional markets outside NW Oregon.

Col-Pac provided financing for their expansion, and the company is already making inroads into regional grocery chains.



Community Public Offerings

Tillamook Bay Community College Small Business Development Center has been working with an entrepreneur, Jeff Wong (Community Support Fisheries) to see if a Community Public Offering would be a good fit for his business expansion financing needs. Hatch Innovation, a Portland-based cohort providing training, is working with both the SBDC and Mr Wong. Col-Pac, through its USDA RBD grant, is helping to underwrite 50% of the cost of the training.

The SBDC is also providing training workshops for small businesses and potential investors. small businesses and potential investors.

Comprehensive Economic Development Strategy (CEDS) Update

2016—2017 implements the second year of a three-year regional economic development work plan focusing on six strategic areas supporting the activities of NW Oregon's local development efforts and the NW Oregon's Regional Solutions Team's work plan. Midway through the second year of Col-Pac's Three Year Work Plan, progress is being made on all the strategic areas. Highlights include:

1. Oregon Manufacturing Innovation Center (OMIC)/Applied Manufacturing Facility.



First milestone for this year's work plan has been met: Securing the proposed location for OMIC in Scappoose.

Oregon Tech finalized the purchase of the Jersey Building on a 10 acre parcel of land in October, and moved into the facility in late December. The land owner has donated an adjoining strip of land to the City of Scappoose to construct an access road to a nearby industrial road. The new access road will be graded and gravelled for use within 60 days.

A second delegation from Oregon visited the Applied Manufacturing Center in Sheffield England, the model for OMIC, in November, including the owner of over 80 acres of developable land surrounding OMIC. As a result, the land owner is donating the cost to develop an annexation application to the City for the OMIC and additional land. Based on the quotes Oregon Tech had previously received, the value of this work is in excess of \$75,000.

State-wide interest in the new center was heightened in December with the facility featured at the Oregon Business Summit. State Senator Betsy Johnson, who represents NW Oregon and Sir Adrian Allen, co-founder of the Sheffield England Applied Manufacturing Center, the model for OMIC, spoke, and received significant interest from the local business community. In December, the Boeing Company, the primary private sector partner in OMIC was contacted by an overseas company regarding becoming part of the OMIC complex. Discussions with this company continue to look very positive.

With the OMIC property under public ownership and work proceeding on the annexation of the surrounding property into the City of Scappoose, Col-Pac has begun working with Oregon Tech and the City on a public works proposal to EDA.

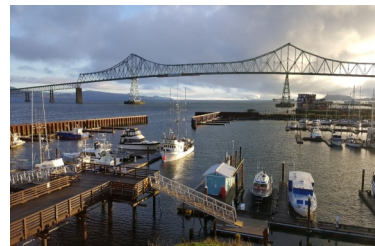
2. Port of Garibaldi Business Development

Last August, Tillamook Bay Seafoods, a third generation, locally owned seafood business based at the Port of Garibaldi, was awarded a \$20,000 WealthWorks grant from Rural Development Initiatives (RDI) to support its business expansion. The grant was part of RDI's WealthWorks Northwest Business Investments, and will not only support business expansion of Tillamook Bay Seafoods, but also indirectly support the operations of two other local seafood businesses: Community Supported Fisheries (CSF) and Oceanic Logistics. These three businesses have the potential to create a strong local business hub at the Port of Garibaldi that will support a thriving local fishing economy.

The hoist purchased with the grant funding was installed in December and is being used for this winter's crabbing season. Because of the operating efficiencies resulting from having the hoist, crabbers are able to get an additional \$.50 to \$1.00 a pound for their crab catches.



3. Port of Astoria Strategic Planning. Priority over the last six months has been to re-write the Port's Strategic Business Plan. Col-Pac and the Port's Executive Director reviewed the Port's current plan, and came up with re-draft schedule and timeline. Col-Pac is drafting the plan, and to date has completed



sections on the Port History and Mission and Overview of the Port, including Port resources, policies and procedures and market conditions.

The Port's financial review was completed in January. Timeline calls for a draft to be submitted to Business Oregon for their preliminary review at the end of April, and then begin the public review and vetting of the draft in May.

2016 Work Plan Year End Results

1. Sustain and Retain NW Oregon's Current Businesses

Goal: Result in a minimum of 8 business expansions:

2016 Results:

- ⇒ 5 Business Expansions
- ⇒ Over 50 Jobs Created and/or Retained

2. Public Infrastructure Support

Goal: Minimum of 4 successful applications for funding

2016 Results:

- ⇒ 4 successful applications/\$175,000

3. Support Economic Diversification and Growth

Goal: Minimum of 4 development activities:

2016 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

- ⇒ Provided administrative services for the Columbia County Economic Team (CCET)
- ⇒ Provided grant management services to the City of Vernonia, Cascade Head Ranch Water Improvement District and City of Garibaldi

Col-Pac 2017 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 Transit 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

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