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# Columbia-Pacific Economic Development District 2012 Annual Report

Issue 9

March 2013

## Highlights

2012 has been a year of making connections: Starting up a NW Oregon Manufacturers and Suppliers Connectivity Network, Establishing a NW Oregon Connector Transit Alliance, and connecting NW Oregon's Comprehensive Economic Development Strategy (CEDS) with the Governor's NW Oregon Regional Solutions Team project priorities.

### 1. NW Oregon Manufacturers and Suppliers Connectivity

Utilizing Business Oregon's Connectivity website for listing of each company's profile information, NW Oregon's directory is being expanded to include sales and marketing information such as interest areas for business expansion, gaps in current (locally-provided) supplier/subcontractor capabilities, and specific business interest in connecting with other business skill sets for product development, manufacturing, and bidding on contracts.

Each county economic development organization has developed a list of 10–20 manufacturers and suppliers, which have expressed an interest in business expansion. Business visits are underway, with a scheduled completion timeline of the end of April 2013.

### 2. NW Oregon Transit Connector Alliance

The last six months of 2012 focused on establishing a self-sustaining business model for the NW Oregon Transit Alliance (NWOTA), culminating with an award by the Women in Transportation Scholarship (WTS) Foundation as best transportation project of 2012. Col-Pac has been selected to staff, and has been ac-

tively working with the five transit agencies on business development activities.

### 3. Connecting NW Oregon's CEDS and the Governor's NW Oregon Regional Solutions Team Project Priorities.

Of the 29 projects included on the Governor's NW Oregon Regional Solutions Team project list, 19 are also priority projects for NW Oregon's Comprehensive Economic Development Strategy (CEDS). The inter-connectedness is enhanced as Col-Pac is an ex-officio member of the Regional Solutions Team and actively participated in those regionally significant projects included in the NW Oregon CEDS, notably rehabilitation of the Garibaldi wharf, rail safety through Rainier, the Salmonberry Rails and Trails Corridor, and the Columbia River West Industrial Corridor development.

### 4. Successfully Connecting Infrastructure Projects to Funding Resources

- \$20,000 USDA grant for the NW Oregon Manufacturers/Suppliers Connectivity Initiative
- \$1,600,000 Port of Garibaldi Commercial Avenue Wharf Rehabilitation
- \$1,000,000 Port of Astoria Pier 2 Upgrade
- \$163,200 Port of Tillamook Bay Runway 12 31 Rehabilitation
- \$2,800,000 Teevin Bros T Pier Improvements at Rainier Facility

CEDS Goals and Strategies	Performance Measures	2012 Year End Results
<b>1. Sustain and Retain NW Oregon's Current Businesses</b>		
<ul style="list-style-type: none"> <li>- Support local EDC business development activity</li> </ul>	Minimum of 8 business expansions	<u>Year End:</u> 5 business expansions <ul style="list-style-type: none"> <li>- Pacific City Business Expansion into the City of Tillamook</li> <li>- Seaside Business Expansion</li> <li>- Port of Tillamook Bay Business Expansion</li> <li>- Scappoose Airport Business Expansion</li> <li>- St Helens Start-Up</li> </ul> 107 jobs created and/or saved
<ul style="list-style-type: none"> <li>- Support training to the region's businesses including LEAN operations practices, new technologies for marketing and operations, upgraded workforce skills</li> </ul>	Minimum of 8 businesses	<u>Year End:</u> 5 companies enrolled 140 employees in re-training and advanced training 16 training events/classes involving over 100 individuals
<b>2. Business Financing</b>		
<ul style="list-style-type: none"> <li>- Provide/Package small business financing</li> </ul>	Minimum of 5 businesses Minimum of \$400,000 in financing	<u>Year End:</u> Have worked with 6 companies/entities on loan financing <ul style="list-style-type: none"> <li>- 3 business loans were restructured to increase each company's working capital flexibility</li> <li>- 3 loan packaging deals were started that have the potential of \$150,000 in new loan financing</li> </ul>
<b>3. Public Infrastructure Support</b>		
<ul style="list-style-type: none"> <li>- Support funding of top ranked projects, including working with potential federal and state funding agencies</li> </ul>	Minimum of 4 successful applications for funding	<u>Year to date:</u> 6 successful applications <ul style="list-style-type: none"> <li>- \$20,000 USDA Rural Business Enterprise Grant (RBEG) for the NW Oregon Manufacturers/Suppliers Connectory Initiative</li> <li>- \$5,000 Bank of the West Community Reinvestment Act grant for small business economic development</li> <li>- \$1,600,000 Port of Garibaldi Commercial Avenue Wharf Rehabilitation</li> <li>- \$1,000,000 Port of Astoria Pier 2 Upgrade</li> <li>- \$163,200 Port of Tillamook Bay Runway 12 31 Rehabilitation</li> <li>- \$2,800,000 Teevin Bros T Pier Improvements at Rainier Facility</li> </ul>
<b>4. Support Economic Diversification and Growth</b>		
<ul style="list-style-type: none"> <li>- Participate identifying and implementing new industry development activity</li> </ul>	Minimum of 4 new development activities	Year to date activities in development: <ul style="list-style-type: none"> <li>- Live seafood to China</li> <li>- Growing wild rice in NW Oregon</li> <li>- Processing sea salt</li> <li>- Development of a manufacturers consortium</li> </ul>
<ul style="list-style-type: none"> <li>- Support business cluster development activity</li> </ul>	1 new business cluster	Year to date: 2 new clusters being explored: <ul style="list-style-type: none"> <li>- Craft brewing</li> <li>- Specialty manufacturing</li> </ul>
<ul style="list-style-type: none"> <li>- Assist in the development of regionally significant projects</li> </ul>	Minimum of 2 projects	Year to date: Provided leadership of 1 project, and participated in development of 2 projects: <ul style="list-style-type: none"> <li>- Columbia River West Industrial Corridor</li> <li>- Salmonberry Rails and Trail Corridor</li> <li>- Tillamook Bio-Digester</li> </ul>

CEDS Goals and Strategies	Performance Measures	2012 Year End Results
<b>5. Support the Region's Transportation System</b>		
<ul style="list-style-type: none"> <li>- Assist with the Implementation of a Coordinated Regional Transit System for Workers, Visitors and Residents</li> </ul>		<p>Year to date: Provided the administrative support for establishing the NW Oregon Transit Alliance:</p> <ul style="list-style-type: none"> <li>- Legal Entity Status</li> <li>- Marketing Program Implementation</li> <li>- Business Operating Plan</li> <li>- Public Outreach</li> <li>- Fundraising</li> </ul>
<ul style="list-style-type: none"> <li>- Staff the NW Oregon Area Commission on Transportation</li> </ul>		<p>Year to date: Staffed the NW Oregon Area Commission on Transportation:</p> <ul style="list-style-type: none"> <li>- Successful ConnectOregon4 funding for 5 NW Oregon projects</li> <li>- Participating in Rainier rail safety corridor</li> </ul>
<b>6. Maintain a High Level of Economic Development Cooperation, Coordination, and Communication within NW Oregon</b>		
<ul style="list-style-type: none"> <li>- Provide public information on regional economic development resources and activities through regular, ongoing electronic communication: Col-Pac EDD Newsletter, website, and email</li> </ul>	<p>4 Quarterly Electronic Newsletters Updated Col-Pac website</p>	<ul style="list-style-type: none"> <li>- 11 Newsletters published, including information on potential grants</li> <li>- Hosted quarterly meetings of all 3 county economic development executive directors to identify areas of potential collaboration</li> </ul>
<ul style="list-style-type: none"> <li>- Support/Advocate for established/enhanced economic development service delivery capacity throughout NW Oregon</li> </ul>	<p>Self-sustaining EDCs in Clatsop, Columbia and Tillamook counties SBDC support in Clatsop, Columbia, Tillamook and western Washington counties</p>	<ul style="list-style-type: none"> <li>- Participating in transitioning of Columbia County Economic Team Executive Director</li> <li>- Managing finances for Columbia County Economic Team</li> </ul>
<ul style="list-style-type: none"> <li>- Serve on the Association of Oregon Economic Development Districts and AOC Community Development Committee representing OEDD.</li> </ul>	<p>Recognition of Oregon's economic development districts role in service delivery</p>	<ul style="list-style-type: none"> <li>- Elected Vice-Chair of the Association of Oregon Economic Development Districts</li> <li>- Lead on discussions regarding development of a Statewide Comprehensive Economic Development Strategy (CEDS) supporting Oregon's Business Plan</li> </ul>
<b>7. Other</b>		
<ul style="list-style-type: none"> <li>- Submitted/Received \$75,000 EDA Partnership Planning Grant</li> </ul>		<p>Received an additional \$5,000 in Partnership Planning funding. On target to meet contracted outcomes. Asked by EDA to provide peer review for an economic development district in Washington State.</p>
<ul style="list-style-type: none"> <li>- BioEnergy Feasibility Study—Tillamook</li> </ul>		<p>Working with Tillamook Economic Development staff and the Regional Solutions Team to identify options for commercialization of a carcass rendering facility and farm waste methane/fertilizer production</p>
<ul style="list-style-type: none"> <li>- Col-Pac Financial Sustainability</li> </ul>		<p>Identified potential new funding resources: Grant administration, fee for service project management, and application to local lending institutions for community reinvestment act financing.</p>



Oregon Aero Ground-breaking for its new facility at the Scappoose Airport. October 2013.

From left to right:  
 Columbia County Commissioner Tony Hyde, Congresswoman Bonamici, Port of St Helens Commissioner Chris Iverson, Scappoose City Manager Jon Hanken, State Senator Betsy Johnson, and Oregon Aero Owners Jude and Mike Dennis

**Col-Pac 2012 Board of Directors**

President: Tony Hyde, Columbia County Commissioner  
 Vice-President: Peter Huhtala, Clatsop County Commissioner  
 Secretary-Treasurer: Mark Labhart, Tillamook County Commissioner  
 At-Large: Bob Terry, Washington County Commissioner

Clatskanie/St Helens: Diane Pohl/Patrick Martyn  
 Nehalem/Tillamook: Shirley Kalkhoven/Suzanne Weber  
 Cornelius/Banks: Steve Heinrich, Pete Edison  
 Astoria: Peter Roscoe

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

Columbia County Private Sector: Tim Navarro  
 Tillamook County Private Sector: Van Moe, Val Folkema  
 Clatsop County Private Sector: Susan Trabucco  
 Workforce: Joyce Aho, Oregon Employment Dept, Melissa Busby, Mgmt Training Corp (MTC)  
 Higher Education: Connie Green—Tillamook Bay Community College, Larry Galizio—Clatsop Community College, David Rule—Portland Community College

**Col-Pac 2012 Staff**

Mary McArthur, Executive Director  
 Karen Kent, Administrative Manager  
 Rich Cook, Loan Officer