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Economic Development Review

www.cbchambercoalition.com

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A partnership between Benton County, the City of Corvallis and the business community focused on enabling traded sector companies to start, move and grow in the region.

Highlights:

- Food Biz Bootcamp Class
- SWOT: Expansion
- Recruiting two RFIs
- Natural Point EZ Application moves forward
- Entrepreneurs Forum
- Business Expansion
- Business Consulting

5-Year Goal:

- 100 businesses with 10 employees each
- 10 businesses with 100 employees each

Food Biz Bootcamp is off and running! The sold-out event, hosted by the Chamber Coalition at the OSU food science building, is the result of collaboration of a number of partners including the Ten Rivers Food Web, the Corvallis Sustainability Coalition, local farmers and the Oregon State University Food Sciences department EVP 12.2 committee, LBCC, Willamette Neighborhood Housing Services and Oregon Natural Step Network. The 3 weekend session includes 22 hours of training with 11 sessions surrounding topics such as farming, local foods, food innovation, brewing, food sourcing, and getting product to market. Food Business Bootcamp has been covered by the GT as well as a number of food and economic development publications. Read more at <http://foodbiz.corvallisdep.com>.

Interested in starting a food business?

Learn what it takes at the **Food Entrepreneurs Workshop**



Update:

SWOT: Five Companies are lined up for SWOT panel reviews. The fledgling businesses present their business plans before a panel of professionals, investors and executives who assess and advise with the intent of preparing these companies for major funding opportunities. The Swot process ramps up companies to present, among other places, at the Willamette Angel Conference in May, and serves as a feeder system for this important regional event designed around the concept of investing local.

SWOT Expansion: The SWOT process is invaluable for startups with a business plan in place, companies ready to look for funding, but the concept has sparked interest in the world of academia as well. Brian Wall, the Director of Oregon State University's Technology Transfer Office is partnering with the Chamber Coalition and companies like Reference Capital, a venture capital firm focused on institutional innovation, to form OSUSWOT to vet and develop awareness of quality intellectual property at the University.

Recruiting: The Airport Industrial Park was put forward for a state lead as a potential location for a stainless steel, steel parts and metal and composite materials company. The Company produces products for applications such as construction, infrastructure, transportation, consumer products and custom order products. There is also an open RFI for a customer service center specifically asking for more information on Corvallis and the Nypro Building on Research way as well as the remaining space in HP's Building 10.

Benton Corvallis Sustainable Enterprise Zone: Natural Point's application to be included in the Sustainable EZ was presented to the City Council and passed, moving the process forward to the County Commissioners. Their vote will take place in February so the application could be approved in very short order.

EZ Expansion: Since the first town hall meeting regarding expansion, two more meetings have taken place including an approval from the Chamber's Economic Development Committee. Interest has been shown in expanding the Zone to cover space on the HP campus and Research Way including the now-vacant Nypro Building.

Entrepreneurs Forum: held the first Tuesday of the month, the forum is an open conversation between entrepreneurs. Bill Dean, formerly of ACEWL Company, presented his experience with his new startup. He is working with a group of student designers and software developers. Their focus is around an OSU spinout producing mobile apps; specifically, applications integrating google features on non-google phones and handheld devices.

Business Expansion: The Book Bin reported in January the launch of a new business in one of their building spaces outside of Benton County. The new business added five employees to the Book Bin payroll and \$25,000 in increased revenue.

Consulting: The Chamber Coalition provides free, confidential consultation to businesses ranging from startups to established community stalwarts looking to stay competitive and ahead of the curve. The Chamber Coalition's Economic Development Director met with 29 companies and individuals over the course of the month of January. Each session resulted in significant shift for the client towards reaching their business goals.

Partners Engaged:

- Business Enterprise Center
- Eugene Chamber of Commerce
- Small Business Development Center
- Linn-Benton Community College
- Business Oregon
- Oregon State University
- Ten Rivers Food Web
- Willamette Neighborhood Housing Services
- Corvallis Airport Commission
- Benton County
- City of Corvallis
- SAO Corvallis
- EVP Prosperity that fits
EVP 12.2, EVP 14.1
- City Club Program Committee
- Oregon Entrepreneur's Network
- SmartUps

This Work Made Possible By The Following Partners:



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Good Business. Good Friends.



Sponsors:

Bald Hill Farms, Truax Corporation, Inkwell Homestore, Consumers Power, Dickerhoof Properties

Economic Development Review

ED Monthly Statistics for the month of January			Cumulative Statistics Summary from January 1, 2010 to January 31, 2010					
Clients by Municipality			Basic Industries:		Types of Assistance:		Client Outcomes	
	#	%		#	%		#	%
01 Corvallis	21	72%	Accom/Housing	1	3%	Outreach	8	28%
02 Philomath			Admin/Waste Mgmt			Facilitation	16	55%
03 Monroe			Ag/Forestry	5	17%	Funding	4	14%
04 Alsea			Arts/Rec			Acceleration		
05 Adair Village	1	3%	Construction	1	3%	Cluster	4	14%
06 Rural Area	5	17%	Education			Advocacy	6	21%
07 Outside Benton County	2	7%	Health/Social			Infrastructure	3	10%
			Individual	5	17%	Other	1	3%
Total by Municipality	29	100%	Information	1	3%			
			Food Service	2	7%			
			Manufacturing					
New Businesses vs Existing:	#	%	Services - Professional	2	7%			
New Business	17	59%	Retail	3	10%			
Existing Business	12	41%	Tech & Scientific	9	31%			
			Transportation					
			Utilities					
			Wholesale					
Total New vs Existing	29	100%	Total	29	100%	Total	42	100%
Start Up/Existing	#	%	Client Contacts	#		Business Creation		
Start Up	12	41%	Average Contacts Per Client	1.4828		New Businesses Started	8	
Existing	17	59%				Businesses Expanded	6	
						Businesses Retained	2	
Total Clients	29	100%	Total Contacts	43		Total Businesses	16	
Finance Report	Budget	Actual	Active/Inactive Clients:*	#	%	Enterprise Type	#	%
Income	\$ 13,709	\$ 24,145	Active	29	100%	Traded Sector	25	86%
Total COGS	\$ 1,214	\$ 1,340	Inactive			Retail	4	14%
Total Expense	14,308.44	13,202.02						
			Total Active/Inactive	29	100%	Total Enterprise Type	29	100%
	\$ (1,811)	\$ 9,604						

(Notes: A "Client" represents one business or prospective business, regardless of the number of owners. A person or business is considered a Client as of the first substantive business meeting with the Chamber staff. Clients with multiple business concepts are counted separately for each. When assistance is given in an acquisition situation, jobs are counted as retained rather than created. Clients are reported inactive when the date of last contact exceeds 90 days prior to the current date. Retention is defined as a company that stays in business and in Benton County.

Coming Soon:

Date:	Event:	Details:	Cr
Feb 26,27, March 26, 27	Food Biz BootCamp	Working together to increase the value of agricultural production.	Cr
Saturday, April 17, 2010	Beaver Bar Camp	BarCamp is an ad-hoc gathering born from the desire for people to share and learn in an open environment.	Fi
Thursday, May 13, 2010	Willamette Angel Conference	Regional angel conference, held in Eugene this year. Investors and entrepreneurs welcome!	Var