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Economic Development Review

www.cbchambercoalition.com

July/August 2009

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.

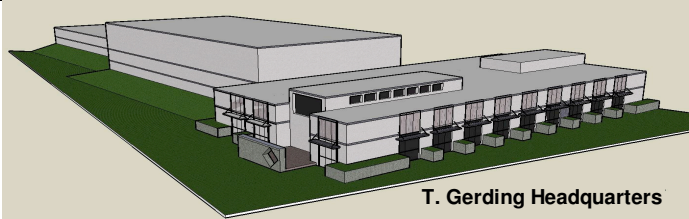
Highlights:

- 2009 Willamette Angel Conference a Success!
- Project ResAv
- Food Biz BootCamp
- Enterprise Zone Success!
- Statewide Leads
- HTAH becomes WiN
- Recruiting

5-Year Goal:

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

Enterprise Zone Win! The Chamber Coalition's Economic Development staff have marketed Benton County's only shovel ready site and Enterprise Zone. **T. Gerding Construction has applied for an Enterprise Zone designation and construction permits in the Airport Industrial Park.** EZ Manager and ED Director, John Sechrest has worked with City and County officials to ensure the application is approved. Both Corvallis City Council and the Benton County Commissioners have approved the application. The WorkSource Agreement has been completed. Estimated capital investment: \$3.5MM.



T. Gerding Headquarters

Update:

Willamette Angel Conference: Staff are actively engaged in the WAC planning activities for the regional angel conference planned for May 13, 2010 in Eugene as part of the Coalition's commitment to a regional approach to economic development. Sponsorship and participation opportunities

Food Biz BootCamp: Staff and the ED Committee of the Chamber Coalition are are putting together a workshop around the local food industry. The Food Entrepreneurs Workshop is designed to build on the success of the Business Boot Camp model. This effort has grown out of the EVP 12.2 sustainable industries work group and is focused on one of the six clusters identified by the PTF Plan. The goal is to have 30 participants, involved in an educational and peer learning intensive effort to gather resources to enhance food processing in Oregon. The sessions will be held in January, February and March.

Project ResAv: The Chamber Coalition is working to support the efforts for Andrew Martin on the property located at 53rd and Reservoir Avenue. Development of the property includes a new road, reconstruction of wetlands, an annexation and the construction of multiple buildings and related facilities. Watch for more information on this project in the future.

State Leads: The Chamber Coalition responded to six statewide requests for proposals for companies considering the pacific northwest to site business expansions, new businesses or relocations. Requests included call centers and solar manufacturers. Sites submitted include, the Corvallis Airport Industrial Park and private sites located in Benton County.

WiN Willamette Innovators Night: A partnership with OSU Colleges of Business, Engineering and Science and SAO-Corvallis, bringing a regional innovation showcase to Corvallis on November 5, 2009. Previously known as High Tech After Hours, this event is a great way to explore companies doing interesting work not readily available to the public.

Defazio, SBIR and Economic Development: Staff met with Congressman Defazio's Aid to talk about federal funding for the SBIR program and support for Oregon's economic development activities.

Recruiting: The Chamber Coalition will launch it's recruiting initiative in September. Staff have compiled a list of 500 traded sector businesses in industries identified in the PTF Plan. Each industry was selected in part by existing regional strength and strong community values. The list will be narrowed by business leaders in each industry, with a goal of 20 recruiting targets. Business leaders will be asked to leverage their relationships to assist in recruiting.

Partners Engaged:

- Business Enterprise Center
- Eugene Chamber of Commerce
- Linn-Benton Community College
- OECCD
- Oregon State University
- Ten Rivers Food Web
- Willamette Neighborhood Housing Services
- Corvallis Airport Commission
- Benton County
- City of Corvallis
- SAO - Corvallis
- 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:



CITIZENS BANK
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CH2MHILL



OSU Federal
Your Community Credit Union



EVANITE
FIBER CORPORATION



Sponsors:

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

Economic Development Review

ED Quarterly *StartUp*Retention*Expansion*

Cumulative Statistics Summary from

July 1, 2009

to August 31, 2009

Clients by Municipality	#	%
01 Corvallis	32	73%
02 Philomath	2	5%
03 Monroe		
04 Alsea		
05 Adair Village	1	2%
06 Rural Area	3	7%
07 Outside Benton County	6	14%
Total by Municipality	44	100%

New Businesses vs Existing:	#	%
New Business	14	32%
Existing Business	30	68%

Total New vs Existing	44	100%
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Start Up/Existing	#	%
Start Up	25	57%
Existing	19	43%

Total Clients	44	100%
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Finance Report	Budget	Actual
Income	\$ 6,350	\$ 5,683
Expense	\$ 14,911	\$ 12,392

Net Income	\$ (8,554)	\$ (6,709)
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Basic Industries:	#	%
Accom/Housing	2	5%
Admin/Waste Mgmt		
Ag/Forestry	2	5%
Arts/Rec	1	2%
Construction	1	2%
Education	1	2%
Health/Social		
Individual	3	7%
Information	1	2%
Co Mngmnt		
Manufacturing	10	23%
Services - Professional	5	11%
Retail	5	11%
Tech & Scientific	12	27%
Transportation	1	2%
Utilities		
Wholesale		

Total	44	100%
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Client Contacts	#
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Average Contacts Per Client	5.3636
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Total Contacts	236
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Active/Inactive Clients:*	#	%
Active	41	93%
Inactive	3	7%

Total Active/Inactive	44	100%
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Types of Assistance:	#	%
Outreach	44	100%
Facilitation	26	59%
Funding	9	20%
Acceleration	8	18%
Cluster	12	27%
Advocacy	3	7%
Infrastructure	5	11%
Other	16	36%

Total	123	100%
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Business Creation

New Businesses Started	9
Businesses Expanded	6
Businesses Retained	23

Total Business Creation	38
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Enterprise Type	#	%
Traded Sector	36	82%
Retail	8	18%

Total Enterprise Type	44	100%
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Client Outcomes	#
New Business	9
Expansion	6
Diversification	3
Retention	23
Acquisition	
On Hold	2
Abandoned	1
Closed	
Minor Tune-up	

Total	44
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Job Creation

Jobs Created	12.0
Jobs affected	481.0

Total Jobs	493.0
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ED Contacts

Coming Soon!

New Capital

\$ 3,250,000.00

(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.

Coming Soon:

Date:	Event:	Details:	Cost:
Thursday, November 5, 2009	Willamette Innovators Night (WiIN)	Best place to see regions most creative innovators this year. Open to public. Sponsorship opportunities available.	FREE
Jan 29, 30, Feb 26,27, March 26, 27	Food Biz BootCamp	Working together to increase the value of agricultural production.	TBD
Oct 23-25 , 2010	Start-Up Weekend	Come with an idea or a set of skills and see if you can help get a business off the ground in less than 48 hours.	FREE
Thursday, May 13, 2010	Willamette Angel Conference	Regional angel conference, held in Eugene this year. Investors and entrepreneurs welcome!	Varies