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Economic Development Review

www.cbchambercoalition.com

September 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:

- Willamette Innovator's Night
- City Club
- Project ResAv
- Food Biz BootCamp
- Airport Shovel Ready Recertification
- Statewide Leads
- Recruiting Target Identified

5-Year Goal:

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

The Willamette Innovator's Night is bringing together the Willamette Valley's most innovative companies and organizations to share, learn and connect on November 5, 2009. La Sells Stewart Center and the CH2M HILL Alumni Center will host this convergence of innovators, influencers, business leaders, entrepreneurs and inventors as they exchange information, allow ideas to percolate and facilitate discourse across boundaries. The actual event will expand our regional approach to economic development bringing in partners from Portland and strengthening our ties to Eugene. Work on WiN falls largely into outreach and cluster categories.



Update:

Corvallis City Club: Staff are actively engaged in the Corvallis City Club forums. Part outreach and part education, the important conversations surrounding these events are strategic in both telling the story of economic drivers and bringing partners to the table to highlight the work being done to and around Benton County.

Food Biz BootCamp: Staff and the ED Committee of the Chamber Coalition 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 PTF 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 education 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 continuing 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. Discussions have begun with an anchor tenant for the first building as well as with local elected officials regarding development. Watch for more information on this project in the future.

State Leads: The Chamber Coalition responded to two solar manufacturer's requests for proposals for greenfield and buildings to site new businesses or expansions. Requests included one company currently considering sites with greenfield over 20 acres. Sites submitted include the Corvallis Airport Industrial Park, Building 10 on the HP Campus and private sites located in Benton County.

Airport Industrial Park Recertification: Documents have been signed and are ready to submit to the Oregon Economic and Community Development Department to recertify the AIP's Shovel Ready Status. October 15 marks the conclusion of a wetlands permitting already in process that will allow the recertification to proceed. The Corvallis Airport Industrial Park is one of only 54 such sites around the state certified "Shovel Ready".

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

Recruiting: The Chamber Coalition launched its recruiting initiative in September. The compiled list of 500 traded sector businesses in industries identified in the PTF Plan is being narrowed by business leaders in each industry with a goal of identifying 20 recruiting targets. Each industry was selected in part by existing regional strength and alignment with community values. Surrounding each individual target company, teams of local business leaders will be asked to leverage their relationships to assist in recruiting. Already one business has been identified as a potentially suitable target.

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:



Sponsors:

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

Economic Development Review

ED Quarterly *StartUp*Retention*Expansion*

Cumulative Statistics Summary from

September 1, 2009

to

September 30, 2009

Clients by Municipality	#	%
01 Corvallis	12	63%
02 Philomath		
03 Monroe		
04 Alsea		
05 Adair Village	1	5%
06 Rural Area	4	21%
07 Outside Benton County	2	11%

Total by Municipality 19 100%

New Businesses vs Existing:	#	%
New Business	11	58%
Existing Business	8	42%

Total New vs Existing 19 100%

Start Up/Existing	#	%
Start Up	13	68%
Existing	6	32%

Total Clients 19 100%

Finance Report	Budget	Actual
Income	\$ 18,751	\$ (8,415)
Total COGS	\$ 2,712	\$ -
Total Expense	13,173.25	10,220.27

\$ 2,873 \$ (18,632)

Basic Industries:	#	%
Accom/Housing	1	5%
Admin/Waste Mgmt		
Ag/Forestry		
Arts/Rec		
Construction		
Education		
Health/Social		
Individual	1	5%
Information		
Food Service	2	11%
Manufacturing	5	26%
Services - Professional	1	5%
Retail	2	11%
Tech & Scientific	7	37%
Transportation		
Utilities		
Wholesale		

Total 19 100%

Client Contacts	#
Average Contacts Per Client	6

Total Contacts 114

Active/Inactive Clients:*	#	%
Active	16	84%
Inactive	3	16%

Total Active/Inactive 19 100%

Types of Assistance:	#	%
Outreach	19	100%
Facilitation	11	58%
Funding	3	16%
Acceleration	3	16%
Cluster	9	47%
Advocacy		
Infrastructure	2	11%
Other	9	47%

Total 56 100%

Business Creation	#
New Businesses Started	4
Businesses Expanded	3
Businesses Retained	4

Total Business 11

Enterprise Type	#	%
Traded Sector	16	84%
Retail	3	16%

Total Enterprise Type 19 100%

Client Outcomes	#
New Business	4
Expansion	3
Diversification	2
Retention	4
Acquisition	
On Hold	2
Abandoned	1
Closed	1
MinorTune-up	2

Total 19

Job Creation	#
Jobs Created	1.0
Jobs Affected	93.0

Total Jobs 94.0

ED Contacts

Coming Soon!

New Capital

\$ -

(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 (WiN)	Best place to see regions most creative innovators this year. Open to public. Sponsorship opportunities available.	FREE
December 4-6 2009	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.	\$75
Jan 29, 30, Feb 26,27, March 26, 27	Food Biz BootCamp	Working together to increase the value of agricultural production.	\$275
Thursday, May 13, 2010	Willamette Angel Conference	Regional angel conference, held in Eugene this year. Investors and entrepreneurs welcome!	Varies