



City Manager's Office
Economic Development
501 SW Madison Avenue
Corvallis OR 97333

Economic Development Advisory Board
August 8, 2016, 3:00 – 5:00 p.m.
Madison Avenue Meeting Room
500 SW Madison Avenue
Meeting Agenda

Item

- I. Call to Order
- II. Approval of June 13, 2016 Minutes (Attachment 1)
- III. Visitor Comments
- IV. Kanth Gopalpur, Chair – Business Oregon Commission
- V. Rich Duncombe - Oregon Capital Scan
- VI. Sarepta Building Discussion – Shula Jaron (Fertilab) & Robbie Allen (OTRADI)
- VII. Strategy/Business Activity Reports (Attachment 2)
 - A. Business Activity update
 - B. EDO Activity
- VIII. Other Business
- IX. Future Agenda Items
- X. Adjournment
- XI. Next meeting, September 12, 2016 – Madison Avenue Meeting Room

Attachments:

- 1 – June 13, 2016 Draft Minutes
- 2 – Strategy/Business Activity Reports (June and July)

CITY OF CORVALLIS
ECONOMIC DEVELOPMENT ADVISORY BOARD
DRAFT Minutes – June 13, 2016

Present

Skip Rung, Chair
 Jason Bradford
 Josh Kvidt
 Brian Wall
 Tim Weber
 Frank Hann, City Council Liaison
 Jay Dixon, Benton County Liaison

Absent/Excused

Nick Fowler
 Elizabeth French
 Pat Lampton
 David Becker

Staff

Tom Nelson, Economic Development Director
 Amy Jauron, Economic Development Officer
 Terry Nix, Recorder

Visitors

Mike Brown
 Jackie Mikalonis
 Sean Stevens
 Nate Wildfire

SUMMARY OF DISCUSSION

	Agenda Item	Summary of Recommendations/Actions
I.	Call to Order	
II.	Approval of May 9, 2016 Minutes	Approved
III.	Visitor Comments	Information
IV.	E-MSion Presentation	Information
V.	Business Oregon Priority Visits	Information
VI.	Strategy/Business Activity Reports	Information
VII.	Other Business	Information
VIII.	Future Agenda Items	Information
IX.	Adjournment	Adjourned at 4:36 p.m.
X.	Next Meeting	August 8, 2016, 3:00 p.m., Madison Avenue Meeting Room

CONTENT OF DISCUSSION**I. CALL TO ORDER**

Chair Rung called the meeting of the Economic Development Advisory Board (EDAB) to order at 3:00 p.m., at the Madison Avenue Meeting Room, 500 SW Madison Avenue.

II. APPROVAL OF MAY 9, 2016 MINUTES

Mr. Wall moved to approve the May 9 minutes as presented. Mr. Weber seconded the motion, and it passed unanimously.

III. VISITOR COMMENTS

Nate Wildfire introduced himself and described his role as the new Director of the Oregon Growth Board. He is based out of Portland; but he will be visiting the Corvallis area on a regular basis to learn about capital needs in this part of the state.

IV. E-MSION PRESENTATION (OSUAA and ONAMI success story)

Mike Brown, CEO of e-MSion, gave a presentation on the spinoff company of Oregon State University (OSU) research which has developed a mass spectrometry technology to analyze complex molecules with unprecedented speed and accuracy, paving the way for better medical tests and environmental monitoring. He said that OSU has been a center of excellence in mass spectrometry for over 50 years, that e-MSion was formed in August 2015 with eight employees, and that the business expects to grow locally to a \$30 million business with 20-30 employees.

Mr. Brown described the technology which uses Electron Capture Disassociation (ECD) to fragment molecules with greater precision using low energy electrons. He reviewed the company's efforts to find ways to break into the mass spectrometry market, which is heavily concentrated with few suppliers, by focusing on the retrofit market, OEM devices, research-driven solutions, and dedicated personal systems. He reviewed future plans and potential funding sources.

In discussion with the Board, Mr. Brown further described the technology, ways in which it differs from other existing technologies, and potential applications. He said that the technology started at OSU, that the business went through the Advantage Accelerator, and that their goal is to grow locally and remain entangled with OSU and other local resources.

V. BUSINESS OREGON PRIORITY VISITS

Sean Stevens, Business Development Officer (BDO) for Business Oregon, gave a presentation on Business Oregon's Priority Company Strategic Initiative (Attachment A). The presentation included information on businesses visited in 2015, the first year of the Initiative, both statewide and regionally. Out of the 496 businesses visited by BDOs statewide, 43 percent reported that they were expanding or had plans to expand in the next 12 months. Of those expanding companies, 49 percent were natural resources, forest/wood products and food/beverage processing companies; and 35 percent were advanced manufacturing and high technology. About 85 percent of the businesses visited reported business challenges, including regulatory, workforce skill, workforce availability, workforce talent attraction, supply chain/logistics, financing, land/buildings, and transportation. The presentation included information about each company's status, employment level, challenges reported, and referrals given.

Mr. Stevens said the first year results were likely influenced by the fact that the largest companies in each region were chosen to receive visits. In 2016, BDOs were given more flexibility in choosing the companies they will visit. The target is 50 companies per BDO and he has visited 25 companies so far this year.

During discussion and in response to questions from the board, Mr. Stevens said that workforce related concerns were largely around the fact that with the employment rate coming down, it is becoming harder to find good employees at all levels. The 2015 baseline data is somewhat biased in that it was focused on larger companies. In selecting companies to visit in 2016, he chose companies that he hadn't yet met with or that he knew were growing or had potential projects. It has been up to the local partners to determine what role they want to play in these business visits; Corvallis Benton County Economic Development Office staff have been some of the most proactive partners in the Initiative, and they have chosen to arrange and accompany him on the visits.

Chair Rung requested that the presentation and any other data pertinent to this region be sent to staff for distribution to the board.

VI. STRATEGY/BUSINESS ACTIVITY REPORTS

Economic Development Director Nelson and Economic Development Officer Jauron reviewed the Monthly Business Activity and Metrics Report and discussion followed regarding some of the EDO's business visitations and assistance activities.

VII. OTHER BUSINESS

Jackie Mikalonis said that the Joint Committee on Transportation has launched a statewide tour and she encouraged people from this region to participate and explain what an investment in transportation infrastructure would bring to the area in terms of jobs, opportunity and the economy. She said an Economic Summit will be held in Coos Bay on August 8-9 and she encouraged that representatives from this area attend. She will provide additional information about these events to staff for distribution to the board.

Councilor Hann noted that one of the City Council's six goals is around economic development. Each of the other goals has an associated task force that will be reporting to the City Council and, with this board basically serving as the task force for the economic development goal, he wondered at what point the board might make a report to the Council. Mr. Nelson noted that a quarterly update from EDAB to the Council is scheduled for July 6, and there was general agreement that this would be a good time to ask whether the Council would like a more formal report related to the economic development goal.

VIII. FUTURE AGENDA ITEMS

It was noted that the board had previously agreed to cancel the July meeting.

The meeting on August 9 will include a discussion on series B capital funds needed to retain expanding companies in the region. Potential guests include Kanth Gopalpur and Rich Duncombe. Nate Wildfire indicated that he would also try to attend. Mr. Wildfire briefly discussed efforts by the Oregon Growth Board in trying to attract institutional capital from the rest of the country, and he said it would be helpful to be kept informed on a continual basis about the needs of companies in this area related to stages of funding.

IX. ADJOURNMENT

The meeting was adjourned at 4:36 p.m.

X. NEXT MEETING

The next meeting will be held on August 8, 2016, 3:00 p.m., at the Madison Avenue Meeting Room.

Minutes Attachment A

Business Oregon: Priority Company Strategic Initiative

Year One Wrap-Up

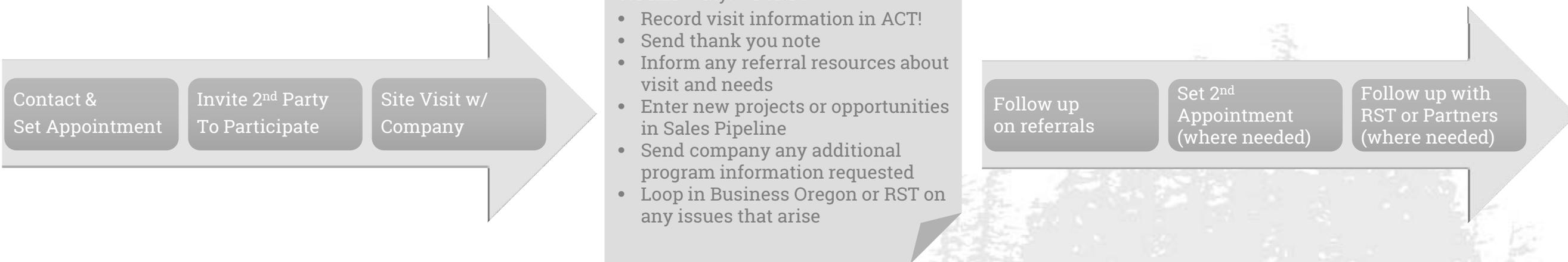
December 2015



GROW OUR OWN

Strategic Initiative: Priority Companies

PRIORITY COMPANY INITIATIVE PROCESS



OUTREACH — Meeting Preparation

- Business Oregon's Economic Strategies and Policy division creates primers for all companies part of the program.
- Primers assist with pre-interview preparation and compliment current data and intelligence.
- The Primers are located on the internal F drive, and are attached to the company file in the agency CRM (currently ACT).
- Use online resources for further information on company or industry.
- Cross-reference w/ Industry Sector Strategies.

DAIMLER

Daimler Trucks North America LLC

Past Relationship with Business Oregon:
Project Type: HQ Expansion/Retention; **Year:** 2014; **Jobs:** 220 – new; 1,893 retained

Investment amount/Type:

Business Expansion Program	\$1,830,400
Strategic Reserve Fund	\$1,169,600
Special Public Works Fund	\$1,000,000

About: North American headquarters for the truck body and bus manufacturer, a subsidiary of Daimler AG. The subsidiary is North America's #1 heavy-duty truck maker for long hauls. In addition to the familiar Freightliner brand, DTNA makes commercial vehicles under the Western Star nameplate, and manufactures school buses under the Thomas Built brand. Operations include Freightliner Custom Chassis, which makes chassis for motor homes, delivery vans, and buses, and Detroit Diesel, a builder of medium- and heavy-duty diesel engines and components. DTNA offers customers access to capital as well as roadway conveniences, too, through partnerships with Daimler Truck Financial and TravelCenters of America.

Employees: 1850 (Oregon 2014; expected to rise to 2250 by 2016) at HQ; Estimated 750 producing Western Star trucks, 20,000 overall

Customers/Suppliers/Markets: The company's production and distribution footprint extends across the US, Canada, and Mexico. It did close several US plants during the global recession and shift some production to Mexico. DTNA also operates eight distribution centers throughout North America. Its key export markets include Australia, South Africa, and Central and South America.

Management: Martin Daum, President and CEO

Financials: Estimated annual sales as of December 2013 – \$3.99 billion.

Primary Products: truck bodies, military trucks and school buses.

History: In the 1940s, Leland James began manufacturing trucks in Portland as the Freightliner Corporation. In 1981, Daimler-Benz AG (now Daimler AG), one of the world's premier automotive companies and builder of heavy-duty commercial vehicles, purchased Freightliner Trucks from Consolidated Freightways, and in the following decade, vehicle sales more than doubled. With its vast technological resources, Daimler-Benz helped Freightliner Trucks reach the top of the North American heavy-duty truck market by 1992. Today, DTNA is North America's leading manufacturer of commercial vehicles, selling approximately 140,000 commercial vehicles annually, including significant export sales worldwide.

Recent News: In June 2014, Daimler announced plans for a \$150 million expansion of its Portland headquarters expected to add 400 new jobs and accomplished with nearly \$20 million in public assistance spearheaded by both Business Oregon and the Portland Development Commission.

In October, several workers filed discrimination complaints against the company at its workplace - <http://www.columbian.com/news/2014/oct/22/>

After struggling with issues...

OUTREACH — Meeting Preparation

business oregon

PRIORITY COMPANY INFORMATION

Date of Interview: _____

Type of Company:

Advanced Manufacturing Clean Technology Forestry & Wood Products Other
 High technology Food Processing Outdoor Gear & Activewear

Company (Operating Name): _____ Website Address: _____
City: _____ Zip code: _____

Mailing Address: _____
Physical Address of Facility(s): _____
Company Contact & Title: _____ Contact Email: _____
Contact Phone Number: _____
Additional Contacts & Titles: _____
Company History: (Year founded, HQ location, Other locations Products/Services)

Type of Entity: C Corporation S Corp. LLC Sole Proprietor Other
Annual Sales: < 250,000 250,000-500,000 500,001-1M 1M-5M 5M+
Expansion planned in the next 12-18 months?
What are the plans? What will it take for company to expand in Oregon?

Referral (where/what assistance did you offer to connect the company with based on visit/info collected)?

Company currently export product out of the state? Yes No (if yes, answer below questions)
International: (Percent of sales) _____ Domestic: (Percent of sales) _____
Which Countries/Regions/States? _____ Part-time? _____ Seasonal/Temporary? _____
How many Full Time Employees? _____
Has number of employees changed recently? (Compared to 2 yrs ago, 5 yrs ago, etc)
Comments/reasons for change: (Workforce needs, Skills, Are your needs being met?) _____

Primary customers? _____
Primary competitors? _____
What Oregon Companies or products are in supply chain? _____
What products or companies would benefit the company, if they were located in Oregon?
What factors make the company successful here in Oregon?
What challenges does the company face? (supply chain, regulatory, training, etc.)
How can Business Oregon help support their business?
Where/how else should Oregon be supporting the company's industry?
Additional Notes and follow up: (Anything from the meeting that you would like to preserve, or follow up on):

business oregon

Developed one-page with standard and leading questions to gather market/regional intelligence needed for targeted outreach and future economic development strategies.

Guidelines to help with tracking and determining regional trends and emerging industries.

Year 1: results

Goal – 550 Companies



11 RST Regions

X

50 Visits per Region

550 Companies

Year 1 Program stats — Expanding companies: Attachment 1

➤ **43%** of the companies visited are expanding or have plans to expand in the next 12 months:

Expansion Industry by RST Region

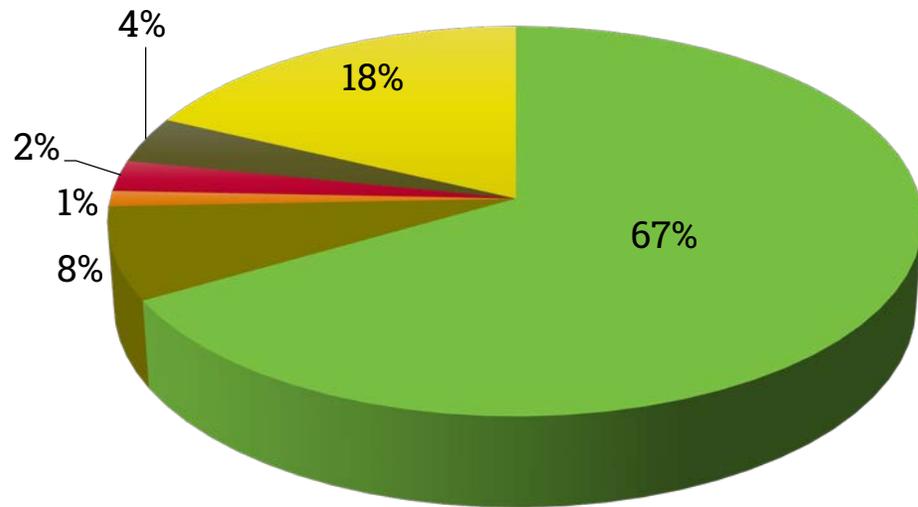


Year 1 Results — Company visits resulting in projects: Attachment 1

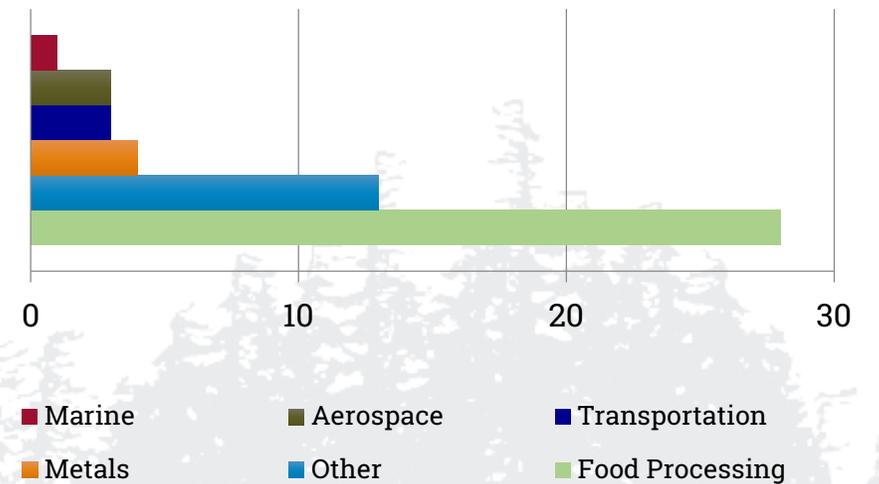
➤ **16%** of the visits have resulted in a new expansion project in the BDO pipeline:

78 Expansion Projects

Project Industry Breakdown



Advanced Manufacturing Breakdown



- Advanced Manufacturing
- High Tech
- Service & Logistics
- Other
- Outdoor Gear
- Forest & Wood Products

Year 1 Results – Expanding Industries:

49% of the expanding companies were natural resource industries, Forest/Wood Products and Food/Beverage processing

Food/Beverage Industry (rural and urban)

- Food Mapping Project with partners (RFP)

- TEAM Oregon

- ODA Food Innovation Center

Wood Products Industry (rural and urban)

- Softwood Initiative (B.O. Global Trade)

- CLT

- Juniper

- Biomass Initiative with ODF and ODE

Year 1 Results — Expanding Industries:

35% of the expanding companies were Advanced Manufacturing (excludes Food Processing), and High Technology.

Advanced Manufacturing (rural and urban)

TEAM Oregon

Rural Entrepreneurial Development Program

Regional Consortiums

OBDF Revenue Financing Program

High Tech / Software (metro regions)

Working with trade associations

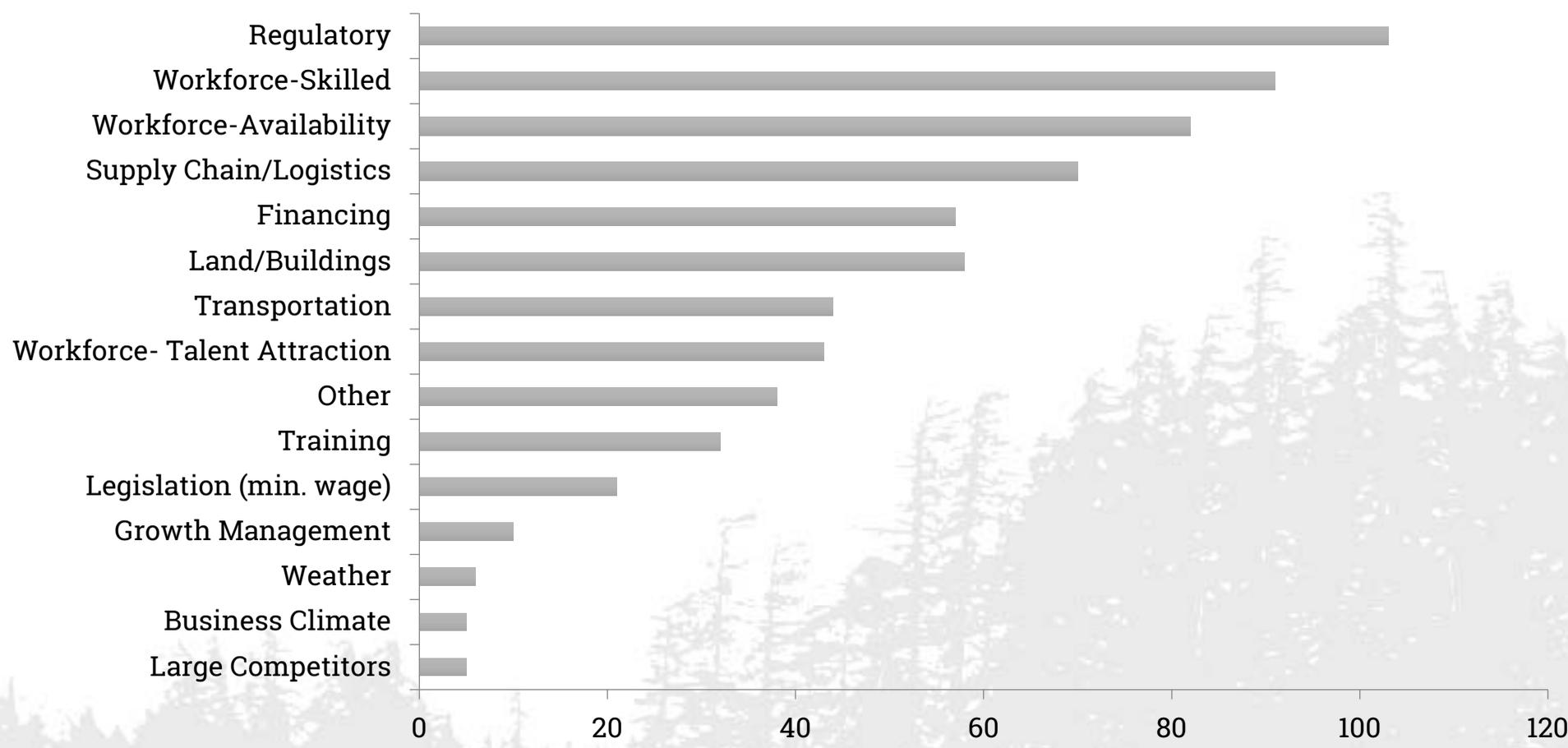
SEMI

Oregon Bio

Technology Association of Oregon

Year 1 Program stats — Companies reporting business challenges:

➤ 415 Companies reporting business challenges:



Year 1: the stories

Overcoming challenges

Thermo Fisher Scientific purchased Life Technologies in 2014, a company formerly assisted by Business Oregon to build a state of the art lab and training facility. Thermo Fisher hired a new site manager 11 months ago, who is new to Oregon. During the Priority Company visit, the site manager expressed frustration with a regulation that causes the company to track every chemical used in their manufacturing process, steps he feels are onerous and unneeded. Business Development Officer Sean Stevens is working with the company's Environmental, Health and Safety Manager and the DEQ to figure out the reason for the requirement and see if there is any flexibility for the company.

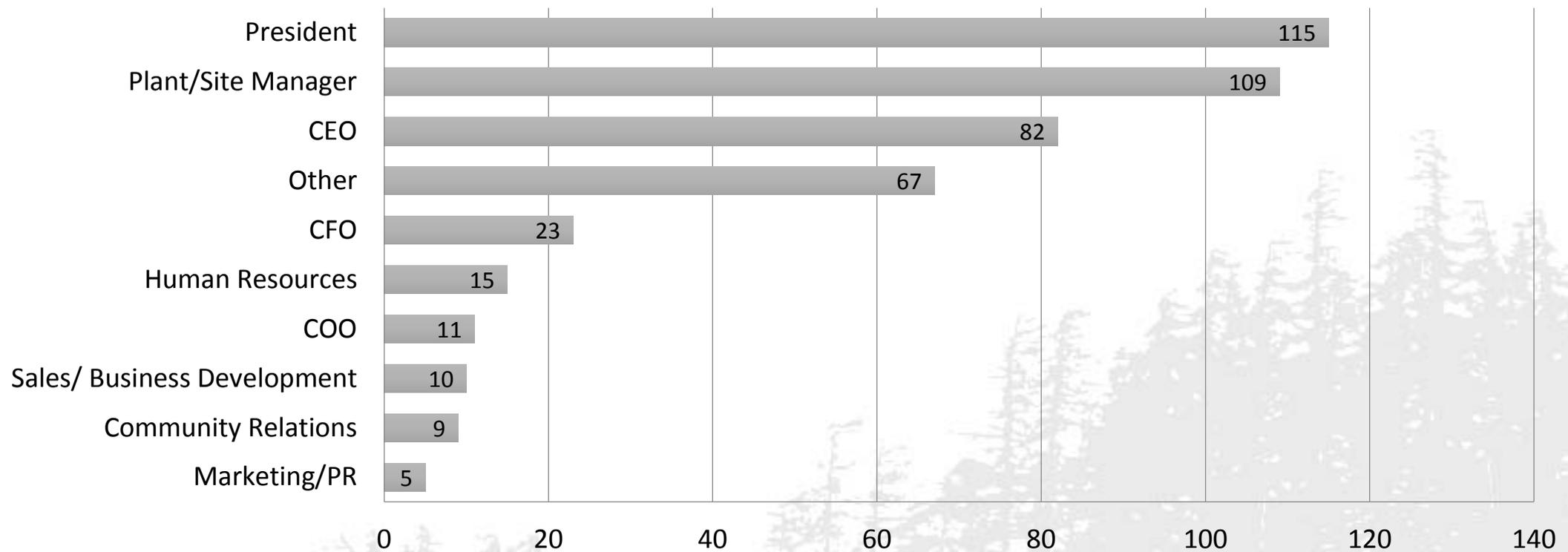
After a Priority Company visit with Freres Lumber, Business Development Officer Sean Stevens was asked by the company to assist them in investigating if their plywood mill (which is located about 5 miles away from the main mill) was in an Enterprise Zone. As it was not, I worked with the Zone manager to amend the EZ boundary to include the plywood mill. The company is looking to invest in upgrading equipment and technology and the plywood mill in the next couple of years.



Year 1: the numbers

Year 1 Program stats — Who was interviewed?

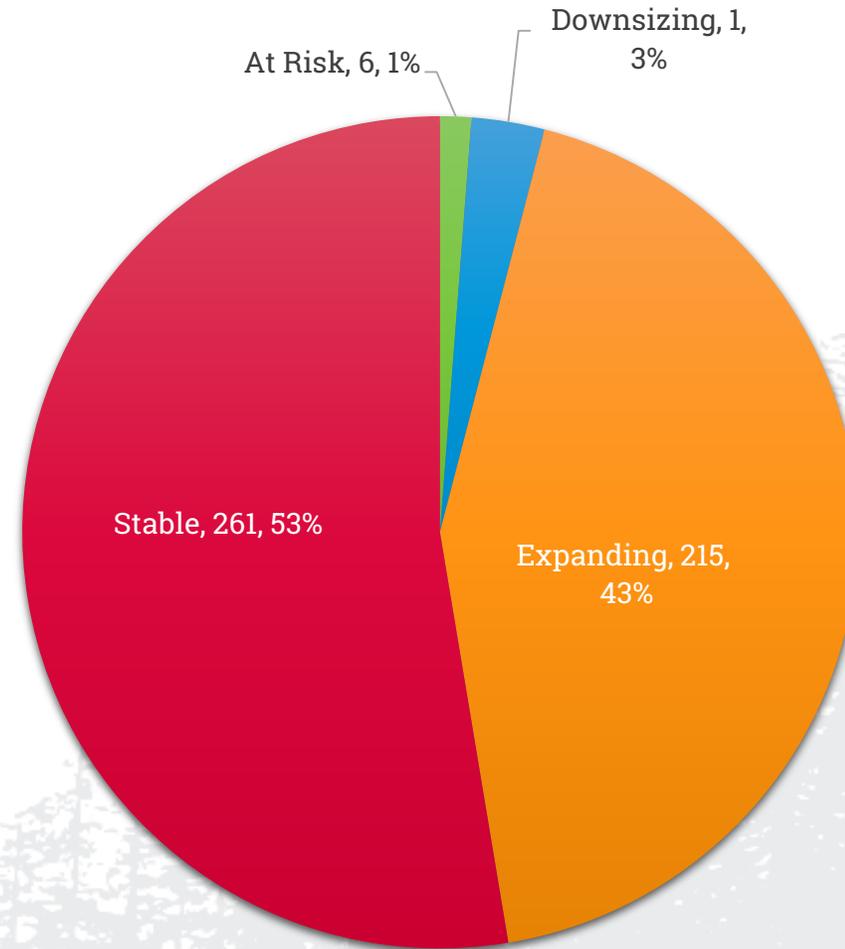
Title of Company Representative Interviewed



Year 1 Program stats — Status of the companies visited:

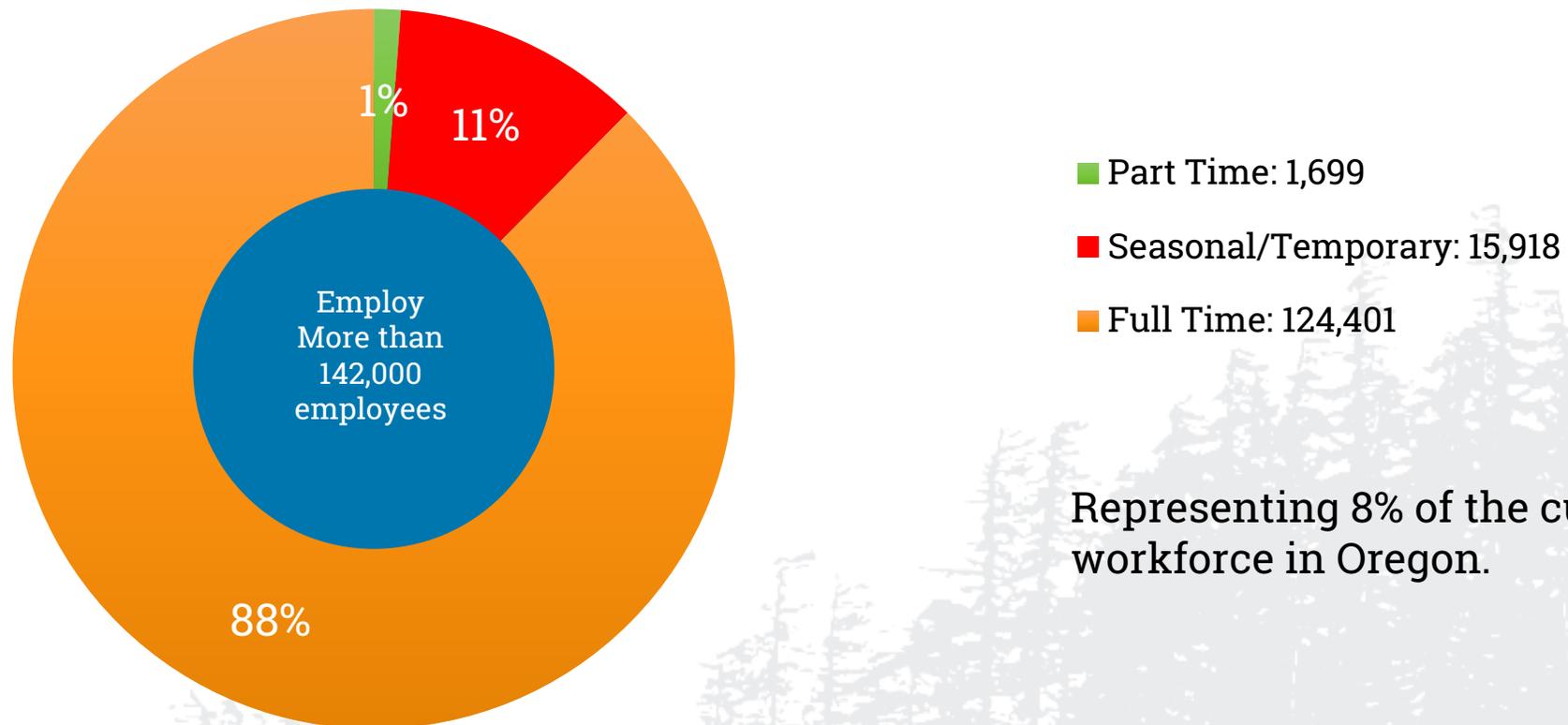
Attachment 1

➤ General health of the 496 companies at the time of the visit:



Year 1 Program stats — Employment levels of companies visited: Attachment 1

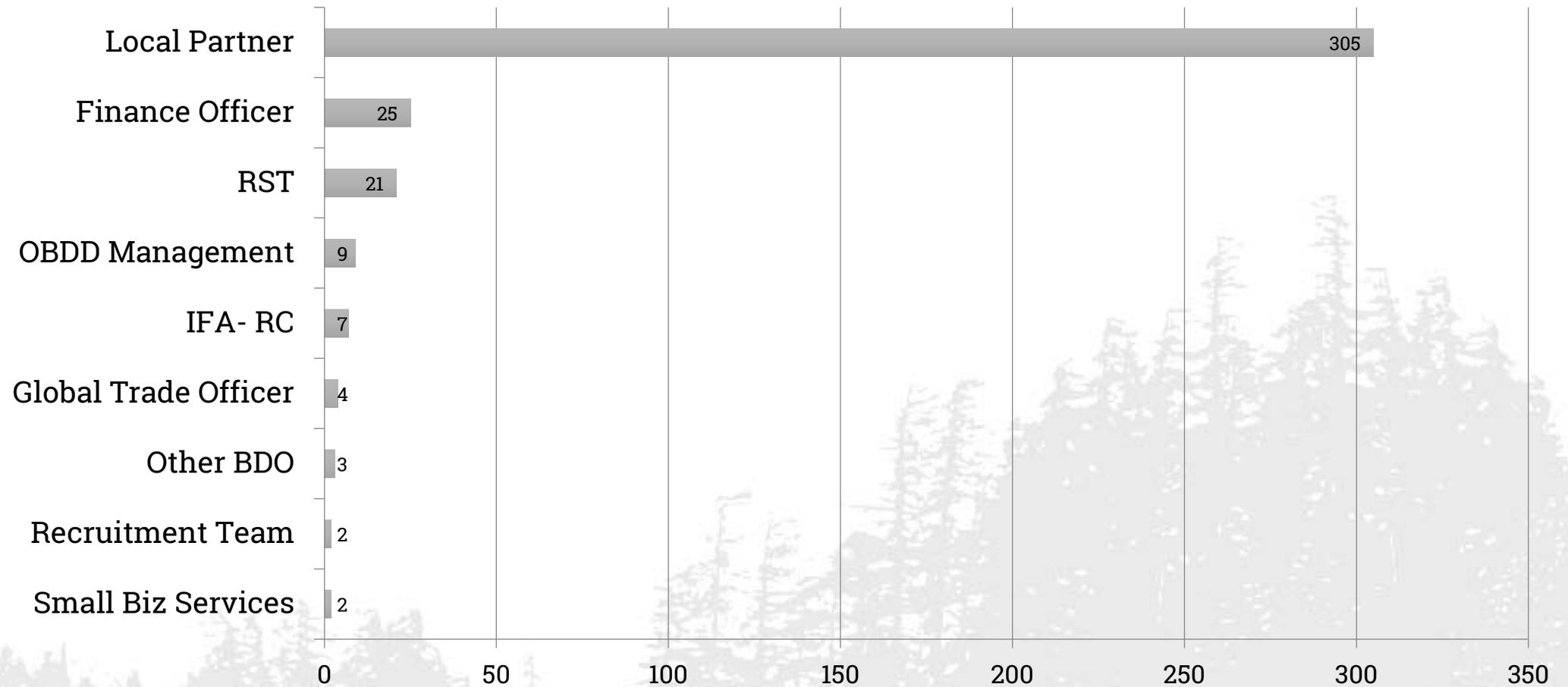
➤ At the time of the visit, companies, self-reported employment levels were:



Representing 8% of the current workforce in Oregon.

Year 1 Program stats — Additional participants on visits:

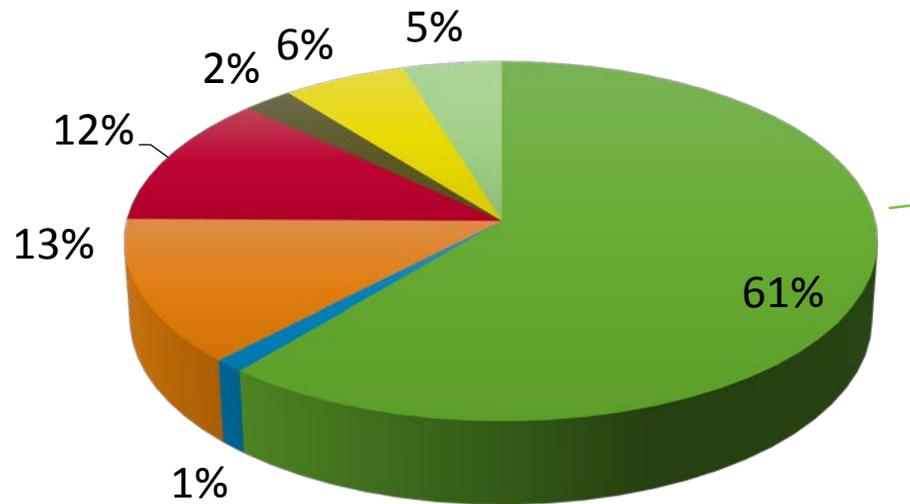
➤ 71% of the visits were accompanied by:



Year 1 Program stats — Export statistics of companies visited:

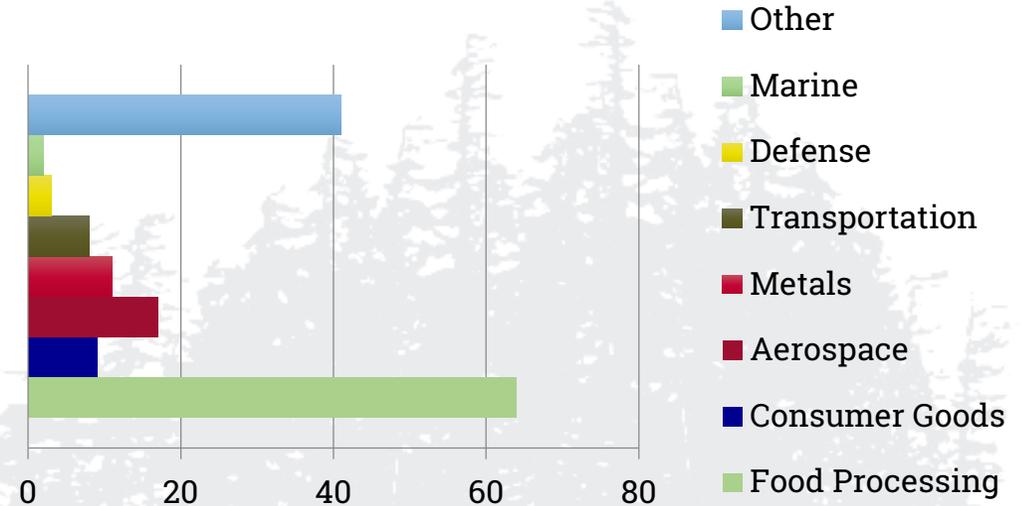
Attachment 1

➤ 51% of the companies visited are currently exporting their products.



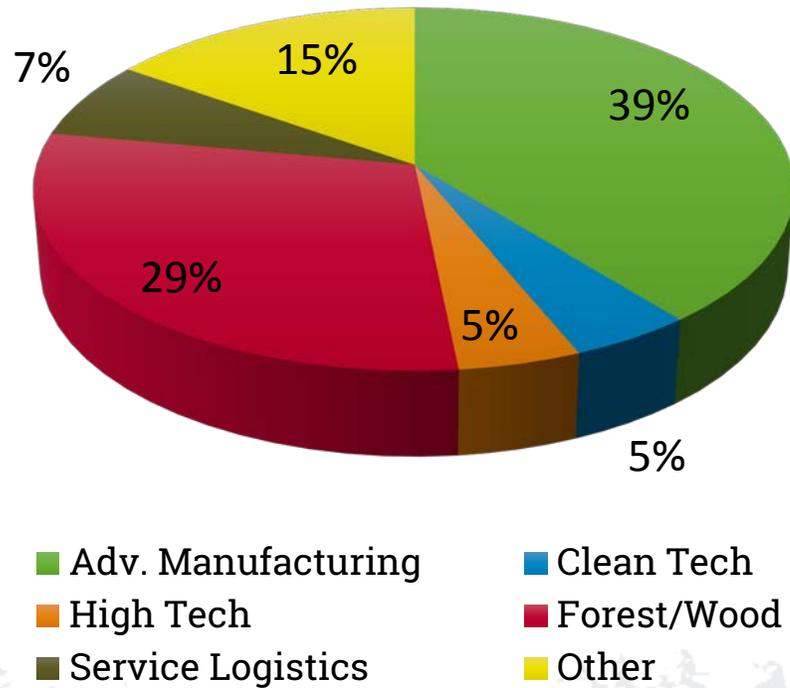
- Adv. Manufacturing
- High Tech
- Service Logistics
- Other
- Clean Tech
- Forest/Wood
- Outdoor Gear

Advanced Manufacturing Breakdown

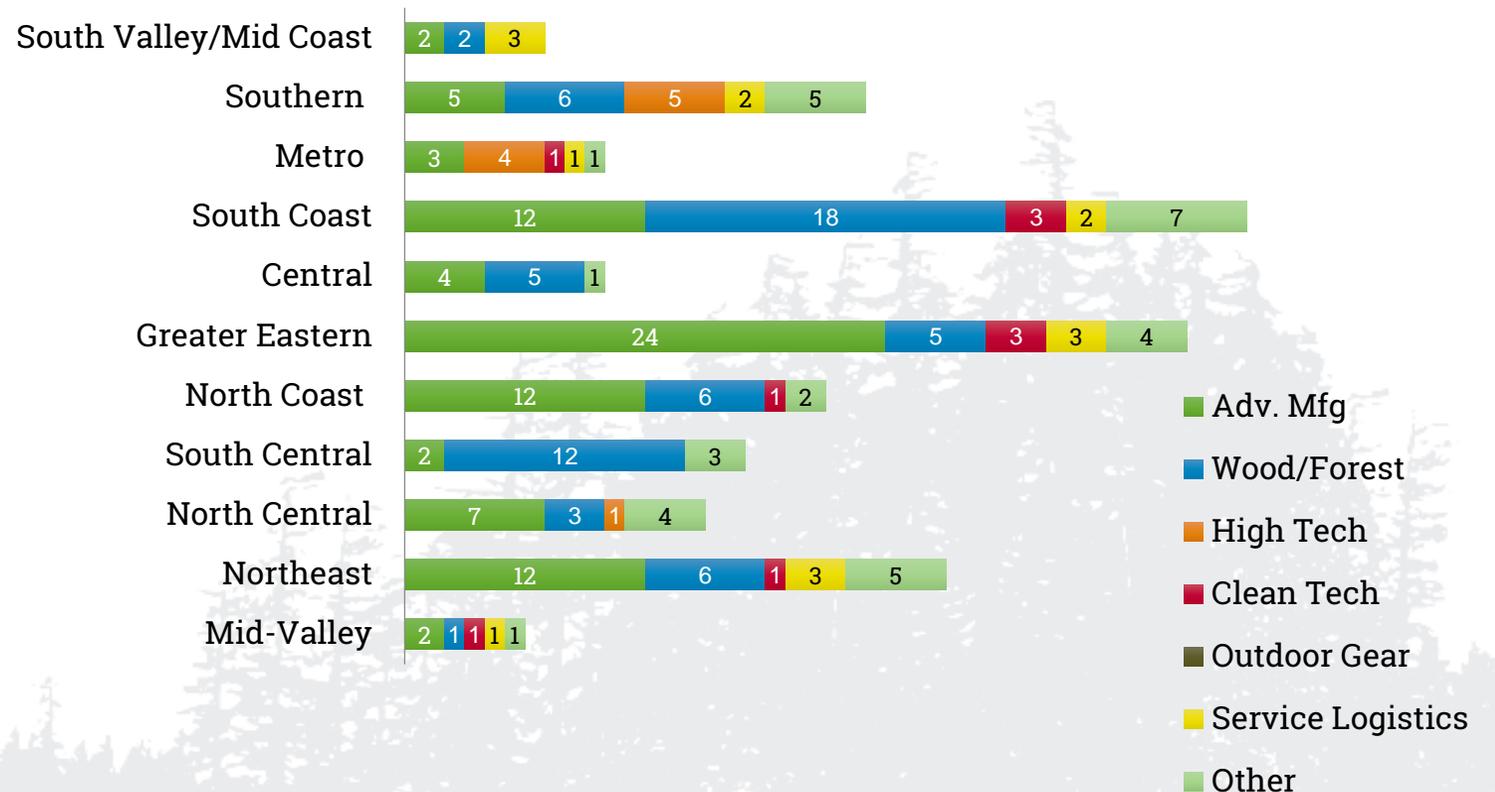


Year 1 Program stats — Export opportunities:

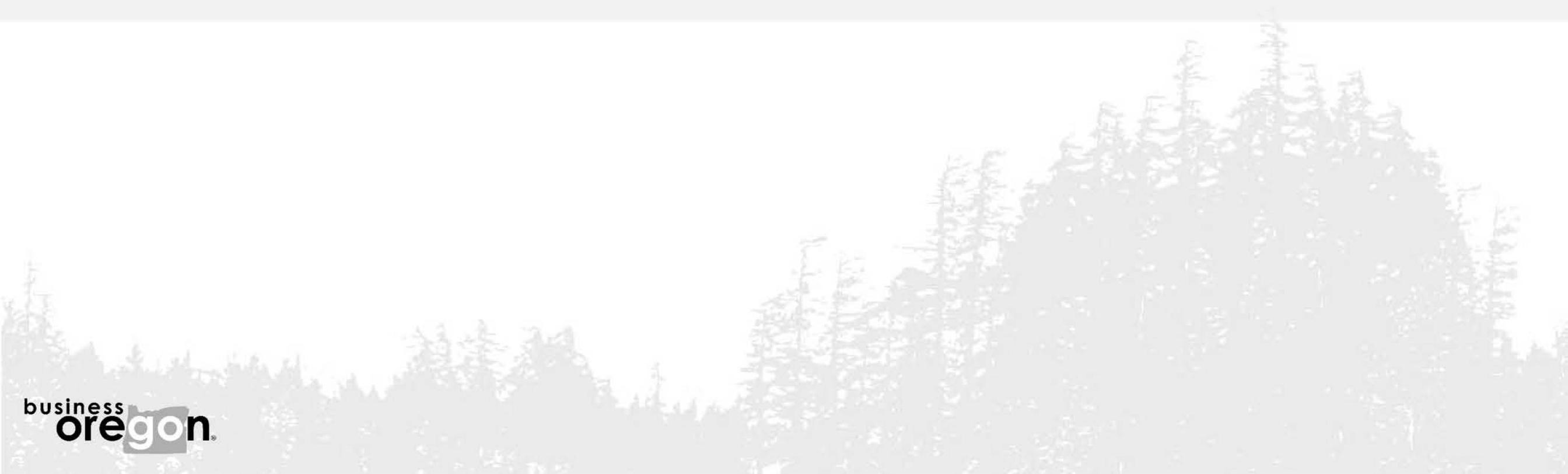
➤ **49%** of the companies visited are **NOT** currently exporting their products. These companies are in the following industries:



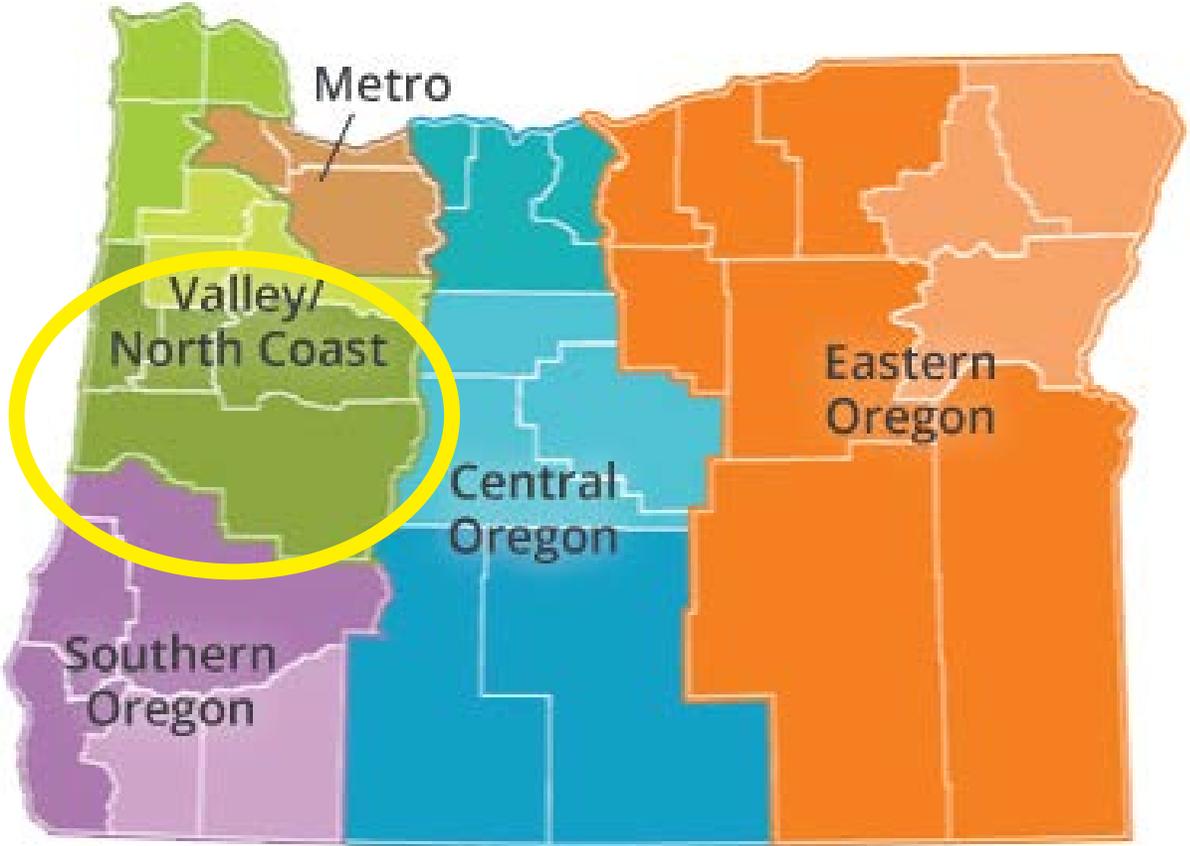
Export Opportunity by RST Region



Year 1: RST Region numbers

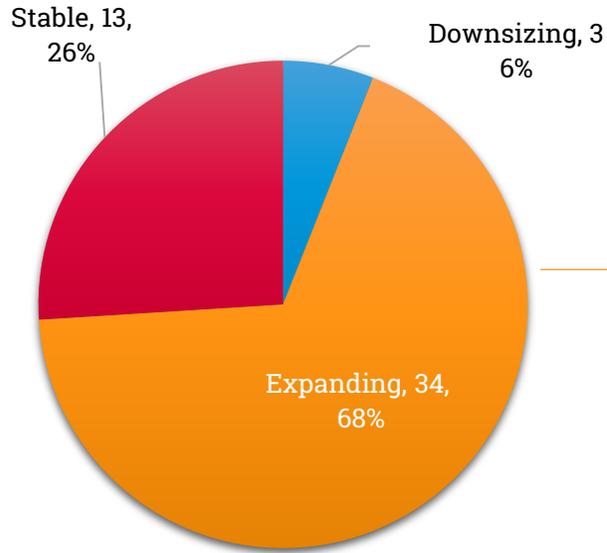


South Valley/Mid Coast

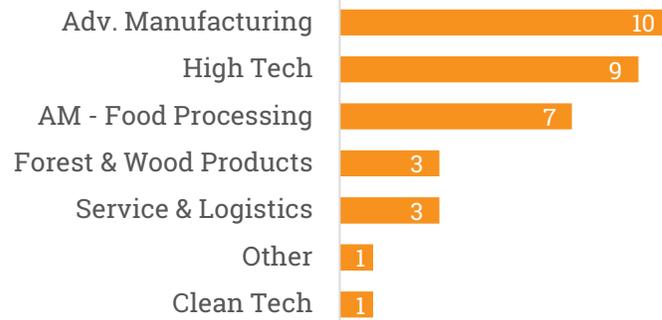


SOUTH VALLEY OREGON

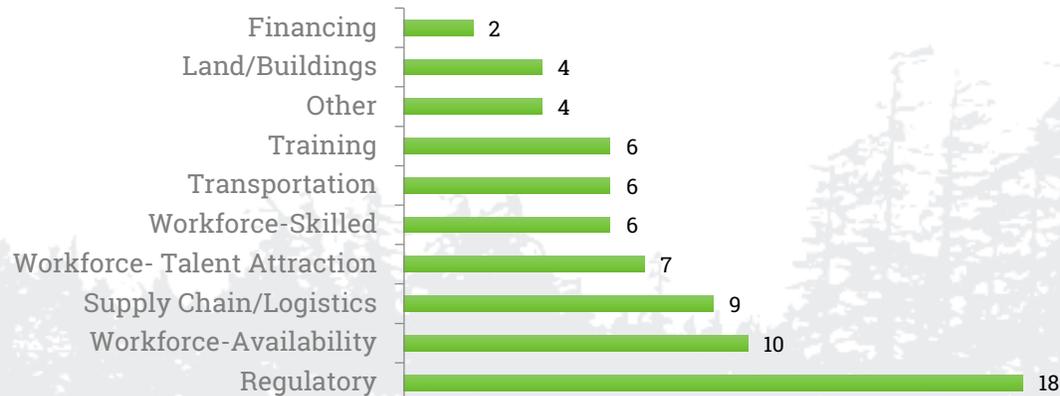
Company Status':



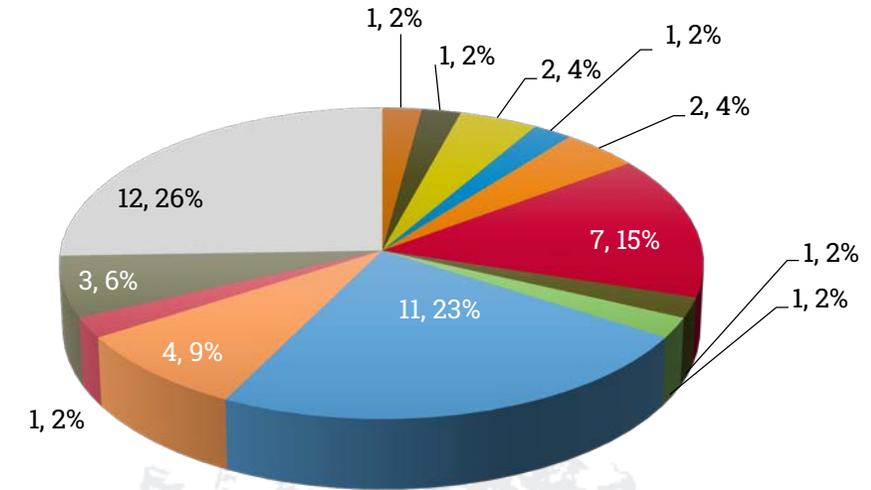
Industry of Expanding Companies:



Challenges Reported by Companies:



Referrals given to:



- Business Retention Program
- Community College
- Council of Gov't
- Ec. Development Partner
- Employment Dept.
- Federal Agency
- Finance-external
- Finance-internal
- Global Trade
- Local Partner - City/County
- OMEP
- OMWESB (COBID)
- Other
- Regional Solutions (State Agency)
- Regional EDO
- SBDC
- Supply Chain
- Worksource

Year 2: the plan





Year One: Results

- Solidifies agency approach regarding targeted growth industries and developing programs to support those industries.
 - Majority of expanding companies are Advanced Manufacturing and Forest/Wood Products.
 - Largest group within Advanced Manufacturing is Food Processing indicating growth across Oregon's natural resourced based economy.
 - Additional companies expanding and showing potential for high growth in the Advanced Manufacturing sector are in the High Tech/ Software industries.



Year Two: Program Changes

- Business Development Officers will continue to cultivate the relationships and projects established in Year One, and expand their net to include additional high growth potential companies to the program.
- More granular approach to company reported challenges
- Will include questions regarding how the agency interacts with the business community and collect suggestions on improvements needed.

Questions?



Monthly Business Activity and Metrics Report – June 30, 2016

Start-up:

- One follow-up visit with a Start-up

Expansion:

- Responded to a property expansion request – Project Coffee
- Five follow-up visits with expansion clients

Retention:

- Two retention follow-ups

Recruitment:

- Two follow-up visit with Recruitment clients

Assisted with June / 2016	Past Month	Past 12 Months	This Fiscal Year
Start-up	0	8	8
Start-up Follow-up visits	1	24	23
Expansion	0	2	2
Expansion Follow-up visits	5	55	55
Retention	0	2	2
Retention Follow-up visits	2	2	2
Recruitment	0	9	9
Recruitment Follow-up visits	2	38	38
Economic Development Officer visits (1st time)	6	44	44
Economic Development Officer visits (Follow-up)	23	135	135

Monthly Economic Development Advisory Board (EDAB) Strategic Plan Update

The following is a report of Economic Development Office activity to address the Strategies and Tactics over the past month.

2015 Strategies

- Support the development and deployment of resident and next stage capital, as well as identifying the likely financing sources for clients, when needed.
 - o *The EDO continues to assist clients with access to capital from a variety of sources.*
- Support business growth by providing properly zoned and serviced land, buildings, and development projects and by maintaining a timely and predictable development review process. Verify via benchmarking that Corvallis is best-in-class regarding comparable university towns across the U.S.
 - o *The EDO continues to assist businesses in access to property for location or expansion.*
- Collaborate locally, regionally, and statewide on long-term transportation plans, including access to markets, surface transit, and people travelling. Corvallis is well positioned for ground transportation, but lacks access to convenient aerial travel and foreign markets.
 - o *Cascades West Council of Governments staff is working with Regional Solutions staff and the EDO to continue a Regional Airport discussion.*

2015 Tactics

- Maintain and improve an effective communication plan that includes e-news, social media, and blog posts, as well as maintain a best-in-class information gateway portal that will provide resources to support business development with information about demographics and economics, technical and financial assistance programs, available land, and building resources.
 - o *The YesCorvallis and City websites continue to be updated with articles of interest connected with EDO work.*
 - o *The EDO posts social media updates weekly*
- Support programs sponsored by local and regional partners to facilitate innovation, entrepreneurship, and business investment. Examples include the Willamette Angel Conference (WAC) and Willamette Innovators Network (WiN).
 - o *The EDO contracts with the Small Business Development Center for business training and advisory services for all small businesses. The SBDC provides quarterly reports.*
 - o *The EDO continues to coordinate monthly board meetings and pubtalks for WiN.*
 - o *The Oregon Cascades West Council of Governments – Community & Economic Development Director has Regional Economic Development meetings that include his office, City of Albany, and our office.*

- *The EDO serves on the Regional Accelerator and OSU Advantage Accelerator Advisory Committees. Here are results for FY-2016:*
 - Revenue generated: **\$12,790,245**
 - Capital raised: **\$8,057,060**
 - Companies assisted: **227**
 - Jobs created: **167.75**
 - Students engaged: **1769**
 - Mentors engaged: **173**
 - Angel investors engaged: **76**

- Build a strong relationship with the local business community through the account manager concept, and an ongoing Business Visitation program.
 - *The Economic development officer conducted 6 new company visits and 23 follow-up visits. In addition, she had 26 resource partner visits, and attended 3 community events.*

- Ensure that the City has an effective and productive relationship with Business Oregon, the State's economic development agency, for access and response to business development leads.
 - *The Economic Development Manager is on the Governmental Affairs and Conference Planning Committees, and the Board for the Oregon Economic Development Association.*
 - *The Economic Development Office is represented on the Pacific Northwest Manufacturing Partnership.*
 - *The EDO represents our office on Team Oregon-Advanced Manufacturing and Team Oregon-Food Processing.*

- Provide a business-oriented welcoming program for key recruits of local employers.
 - *Our membership in Civic Outreach resulted in 11 new executive and 2 new business greets for the month.*



**Small Business Development Center & Corvallis/Benton Economic Development
Partnership Report for 2016 April - June**

Thank you for partnering with the Small Business Development Center (SBDC) at Linn Benton Community College. Your support helps us to help entrepreneurs start and grow successful businesses.

Client Advising Results

Metrics	Partnership Goals	2016 Jan-Mar
Total number of advisory clients served		44
Total client advisory sessions	24-36/quarter	60
Total advising hours		104
Long-term clients (5+ hours)	7-9 total	24
Long-term client advisory sessions		39
Long-term client advising hours		82
New business starts	2	2
Jobs created/retained	9	2
Capital infusion	300,000	0
Increased revenue	500,000	0
Training events held	3/quarter	8

Training Activities

Program	Location	Total Attendees	Corvallis / Benton Attendees
Going Into Business - April	Albany	7	4
Foundations of Business Success	Corvallis	15	8
Guided Tour of QuickBooks	Albany	4	1
QuickBooks 1	Albany	4	1
Going Into Business - May	Lebanon	5	2
Going Into Business - In Spanish - May	Corvallis	15	8
Going Into Business - June	Corvallis	6	5
Going Into Business - In Spanish - June	Albany	5	0

Success Story

This quarter we engaged a native Spanish speaking business person to bolster our center's ability to effectively engage with Hispanic entrepreneurs, we developed a version of our introductory Going Into Business program in Spanish, and engaged with 20 clients, eight of whom are from Benton County.

Monthly Business Activity and Metrics Report – July 31, 2016

Start-up:

- Two follow-up visits with Start-ups

Expansion:

- Two follow-up visits with expansion clients

Retention:

- Two retention follow-ups

Recruitment:

- Two follow-up visit with Recruitment clients

Assisted with July / 2016	Past Month	Past 12 Months	This Fiscal Year
Start-up	0	6	0
Start-up Follow-up visits	2	24	2
Expansion	0	2	0
Expansion Follow-up visits	2	51	2
Retention	0	1	0
Retention Follow-up visits	2	2	2
Recruitment	0	7	0
Recruitment Follow-up visits	2	35	2
Economic Development Officer visits (1st time)	7	49	7
Economic Development Officer visits (Follow-up)	22	147	22

Monthly Economic Development Advisory Board (EDAB) Strategic Plan Update

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- Maintain and improve an effective communication plan that includes e-news, social media, and blog posts, as well as maintain a best-in-class information gateway portal that will provide resources to support business development with information about demographics and economics, technical and financial assistance programs, available land, and building resources.
 - o *The YesCorvallis and City websites continue to be updated with articles of interest connected with EDO work.*
 - o *The EDO posts social media updates weekly*
- Support programs sponsored by local and regional partners to facilitate innovation, entrepreneurship, and business investment. Examples include the Willamette Angel Conference (WAC) and Willamette Innovators Network (WiN).
 - o *The EDO contracts with the Small Business Development Center for business training and advisory services for all small businesses. The SBDC provides quarterly reports.*
 - o *The EDO continues to coordinate monthly board meetings and pubtalks for WiN. The WiN Board met for a planning retreat, and began planning for WiN Expo.*
 - o *The Oregon Cascades West Council of Governments – Community & Economic Development Director has Regional Economic Development meetings that include his office, City of Albany, and our office.*

- Build a strong relationship with the local business community through the account manager concept, and an ongoing Business Visitation program.
 - o *The Economic development officer conducted 7 new company visits and 22 follow-up visits. In addition, she had 29 resource partner visits, attended 2 community events, and made one presentation.*
- Ensure that the City has an effective and productive relationship with Business Oregon, the State's economic development agency, for access and response to business development leads.
 - o *The Economic Development Manager is on the Governmental Affairs and Conference Planning Committees, and the Board for the Oregon Economic Development Association.*
 - o *The Economic Development Office is represented on the Pacific Northwest Manufacturing Partnership.*
 - o *The EDO represents our office on Team Oregon-Advanced Manufacturing.*
- Provide a business-oriented welcoming program for key recruits of local employers.
 - o *Our membership in Civic Outreach resulted in 10 new executive and 6 new business greets for the month.*