

WORK SESSION MINUTES

March 23, 2017

10:42 a.m.

Commissioners' Office Conference Room

PRESENT: Commissioners Stan Primozich, Mary Starrett and Richard L. "Rick" Olson.

STAFF: Laura Tschabold and Christian Boenisch.

Guests: Chad Freeman and AJ Foscoli, SEDCOR, Heather Richard and Jody Christenson, MEDP.

TOPIC: SEDCOR

Commissioner Primozich called the meeting to order at 10:42 a.m.

Chad Freeman and AJ Foscoli presented a slide presentation regarding the Economic Development Partnership with SEDCOR and provided an overview (see Exhibit A). Chad Freeman discussed the history and relationship between SEDCOR and the county. Mr. Freeman reviewed the 2017-2020 Yamhill County Strategic Initiatives as stated in Exhibit A and their proposal of how the relationship between SEDCOR and Yamhill County can move forward. He stated their focus is on leveraging their strength with Yamhill County to encourage community growth by maintaining the relationships with companies that already exist through such events as: the quarterly Yamhill County Job Fair, the Economic Vitality Summit, the local chambers of commerce, with local school districts through school-to-industry pipelines with Innovate Dayton and Innovate West Valley and the West Valley Enterprise Zone. Mr. Foscoli stated SEDCOR is working with organization and companies to make additional efforts through networking resources. He discussed the demographic changes they are seeing with the majority of baby boomers retiring.

Commissioner Primozich discussed the uncertain funding from lottery dollars which the county uses to invest in economic development projects. Commissioner Primozich stated that economic development is critical and it is imperative to utilize the best resources and services available.

There being no other business, the meeting adjourned at 11:30 a.m.

Accepted by Yamhill County
Board of Commissioners on
4-6-17 by Board Order
17-112

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Economic Development Partnership with SEDCOR

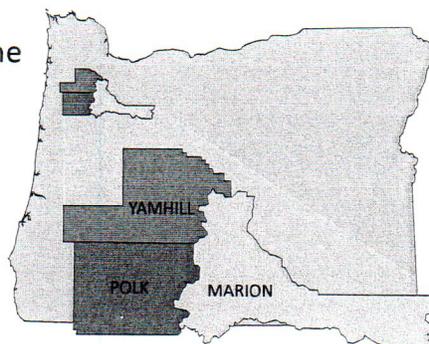
Cultivating jobs and wealth in Yamhill County



Enhancing and Diversifying the Mid-Willamette Valley Economy

SEDCOR: Economic Development for the Region

- **Structure:** Private membership organization
- **Mission:** Increase jobs in the region
 - Coordinate public & private resources
 - Access to capital
 - Tax incentives
 - Trade and export assistance
 - Workforce training and certification
 - Manufacturing advocacy
 - Information resources



Enhancing and Diversifying the Mid-Willamette Valley Economy

*SEDCOR exerts
85 percent of its efforts
helping local firms
retain and grow jobs.*

Overview of Results

- 6 expansion and recruitment projects
- 50 companies connected to workforce training, marketing support, and business development incubators
- Quarterly Yamhill County Job Fair, 100 filled positions
- School-to-industry pipelines with Innovate Dayton and Innovate West Valley initiatives
- West Valley Enterprise Zone, increased recruitment opportunities
- Economic Vitality Summit, multiple groups, 150 participants
- BR&E program in the City of Yamhill
- SEDCOR's *Enterprise* magazine and the *Economic Development Resource Map*.
- Forest River expansion in Sheridan (100-200 FTE within 2 years)



"As the owner of a dynamic, growing company, I've been grateful for the support that SEDCOR has provided us. From opening up avenues to attend the Natural Products West Expo with TEAM Oregon, to providing networking support and peer-reviewed problem solving, AJ Foscoli and the SEDCOR team have already made a big impact on our expanding business."

Jess Herzog
Owner, One Fork Farm



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S E A R E A C H L T D

"AJ Foscoli, of SEDCOR, has provided us with valuable information regarding programs designed to provide small businesses, such as ours, financial assistance in the training of new hires, and grant programs for business growth. This can be critical to sustaining a business. We hope to continue learning about the available small business resources and SEDCOR has been an effective conduit to this information."



Susan Jurasz
Principal in Charge, Sea Reach Ltd



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Bella Luna Gluten Free Patisserie

"Working with SEDCOR has been an amazing experience. They helped us grow our Yamhill bakery and continue to guide and support us as we plan the next phase of our business. The resources available for our upcoming expansion have been invaluable. In addition, being selected to work with Team Oregon and AJ Foscoli will expand our business even further, with possible international exposure. We cannot thank SEDCOR enough!"



Bella Luna Gluten Free Patisserie

Tanea Storm
Owner, Bella Luna Patisserie



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"SEDCOR has been an important strategic partner for OnlineNW as we build new world-class fiber Internet networks in Yamhill County. These networks are providing critical infrastructure for driving new economic opportunity in the region. Further, in partnership with Innovate Oregon, SEDCOR has been instrumental in supporting new education initiatives in our schools to develop the workforce that has the mindsets and skillsets needed to drive this innovation economy. We look forward to our continued work together in communities throughout the county."



Voice. Internet. Value.

Kathy Tate
Chief Executive Officer OnlineNW., LLC



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"Through AJ we were introduced to the Chehalem Valley Innovation Accelerator in Newberg. We were then able to partner with George Fox University and Chateau St. Michelle for research and product development. SEDCOR and AJ have been tireless in their efforts to help our company, and because of their support, we are committed to staying in the Willamette Valley.

Their professionalism, innovation, creativity and dedication have made an impression on our company. We look forward to continuing to work with them as we grow in the future. "

Kenji Sugahara, C.E.O.

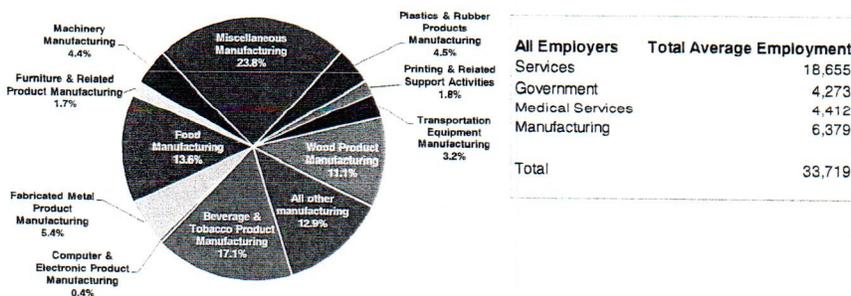
AriAscend



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Industry focus – Food & Beverage, Equipment, Medical Devices

Percentage of Total Employment in Yamhill



All Employers	Total Average Employment
Services	18,655
Government	4,273
Medical Services	4,412
Manufacturing	6,379
Total	33,719

2015 Yamhill County Average Annual Manufacturing Employment by Industry

All other manufacturing	824	Machinery Manufacturing	283
Beverage & Tobacco Product Manufacturing	1,090	Miscellaneous Manufacturing	1,516
Computer & Electronic Product Manufacturing	27	Plastics & Rubber Products Manufacturing	286
Fabricated Metal Product Manufacturing	345	Printing & Related Support Activities	113
Food Manufacturing	871	Transportation Equipment Manufacturing	204
Furniture & Related Product Manufacturing	109	Wood Product Manufacturing	711
Total			3,266



Source: Oregon Employment Department 2015 Quarterly Census of Employment and Wages

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2017 – 2020 Strategy Overview

- Retain, expand traded sector businesses
- Recruit traded sector businesses
- Align local resources to develop and support community economic development
- Increase Yamhill County's marketability and exposure



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2017 Proposal

- County-wide economic development partnership among public and private sector groups
- Database of available industrial land and buildings
- Education and training focused on business needs
- Outreach to 50 companies with support opportunities for expansion in the county
- Yamhill County highlighted at international trade shows and among economic development groups
- Yamhill County showcased as a destination for business and talent
- Community awareness of BR&E program advantages and support



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2017 Services and investment

Service	Estimated Value		County Investment	
	.5 FTE	1 FTE	.5 FTE	1 FTE
Business retention and expansion	\$50,000	\$100,000		
Traded sector business recruitment	\$25,000	\$25,000		
Community economic development	\$50,000	\$100,000	\$50,000 Annually	\$100,000 Annually
County marketing to local, national & international audiences	\$25,000	\$25,000		
Total		\$150,000 \$250,000		



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Thank you!

Economic Development Partnership with SEDCOR
Cultivating jobs and wealth in Yamhill County



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