



Yamhill County
 Board of Commissioners' Office
 535 NE Fifth St.
 McMinnville, OR 97128

YAMHILL COUNTY ECONOMIC DEVELOPMENT SMALL GRANT PROGRAM

COMPANY INFORMATION		
Company/Organization Name: MEDP		
Street Address: 417 NW Adams Street		
Mailing Address:		
Web Address: www.mcminnvillebusiness.com	Phone: 503.550.8504	Fax:
Primary Contact: Jody Christensen	Title: Executive Director	
Phone: 503.550.8504	Email: jody@mcminnvillebusiness.com	
<input checked="" type="checkbox"/> I hereby grant permission for my information to be shared among the Commissioners and Economic Development personnel.		

SMALL GRANT PROJECT/ORGANIZATION INFORMATION*	
Project/Organization Name: McMinnville Economic Development Partnership	
Amount Requested: (10,000 max) \$10,000	Amount of Matching Funds: \$180,000
Source of Matching Funds: investors, partners and area businesses	
Applicable Criteria: <input checked="" type="checkbox"/> Economic Benefit <input checked="" type="checkbox"/> Job Creation <input checked="" type="checkbox"/> Business Expansion (check all that apply)	
Please describe how the grant funds will be used and the resulting economic development benefit: Please see the attached document.	
<p>Accepted by Yamhill County Board of Commissioners on <u>12-7-17</u> by Board Order # <u>17-495</u></p>	
*operations	
<u>Jody Christensen</u> Signature of Applicant	<u>Feb. 9, 2017</u> Date Submitted
(For office use only)	
RECEIVED	
FEB 09 2017	
<input type="checkbox"/> Approve	<input type="checkbox"/> Deny

*Annual operating support for certain types of organizations may be allowed. *Applicants may include 1-2 pages of additional information.

Please submit application to the Board of Commissioners' Office by March 1, 2017
 Attn: Laura Tschabold, County Administrator
 E-mail: tschabold@co.yamhill.or.us

YAMHILL COUNTY BOC

Yamhill County Economic Development Small Grant Project Application – Operational Fund

Name:	McMinnville Economic Development Partnership's (MEDP)
Amount and Funding:	<p>Grant request (\$10,000 maximum): \$10,000 Match/Other funding sources: \$180,000 (MEDP investors, partners and area businesses) <u>Other:</u> \$100,000 (TEAM Oregon – MEDP receives the benefit, but does NOT directly receive these funds) \$130,000+ (McMinnville WORKS' host sites hire all the interns – MEDP does NOT directly receive these funds)</p>
Describe how the grant funds will be used and the resulting economic development benefit:	<p>This operational Yamhill County Small Grant for MEDP will support this county's commitment to seeking new private investments, attracting new business relocation/expansion, and strengthening innovative talent development.</p> <p>In 2017, MEDP continues to market our community as a place to start, locate, and grow a successful business. MEDP is participating in two national recruitment efforts with TEAM Oregon with projections of up to 40 leads generated. We will be launching more in-depth property site data, community information, and resource connections on our website. We are debuting a quarterly data driven stakeholder newsletter in February. We will be featuring our new 5 -minute video on multiple platforms. In addition, over the next 18 months, we will be promoting our local manufacturers in 16 new online McMinnville MADE success stories. With TEAM Oregon, we will be connecting with more companies interested in moving or expanding into Oregon.</p> <p><u>RECRUITMENT</u></p> <p>In business recruitment, we concentrate on working with existing businesses, site selectors, companies interested in relocating McMinnville and Oregon, and regional realtors. Our goal is to strategically leverage regional and national firms to promote our three (3) large industrial sites. In 2017, we will begin work on the regional priority site process to market a combined larger industrial site that has been identified, but needs to be qualified. MEDP also will continue to invest in the Oregon TEAMS – collaborative, statewide partners investing in industry-focused business development. The teams are participating in more lead generation activities – the proposed number for '17/'18 is 40 qualified business recruitment leads. These meetings will be scheduled with decision-makers who are looking to make a relocation or expansion decision within the next 12-24 months.</p> <p>As of January 2017, we are managing several projects in various stages of development. MEDP is currently working with 20 companies on possible relocation into Oregon. We are also in the preliminary stages of our first ever <i>fam tour</i> to bring interested company leaders and industry specific site selectors to our community to tour sites and meet stakeholders.</p> <p><u>TALENT DEVELOPMENT</u></p> <p>We will continue to work closely with our local manufacturers to find innovative resources to attract and train the emerging workforce. We are launching several new programs to help our businesses attract and retain talent. We will continue to support countywide job fairs and industry training programs.</p> <p>One of the newest programs, the 2017 NEXT Series, has been developed to help manufacturers continue the success they find today by being prepared for what comes "next." This four-part series will target the needs of our advanced manufacturing industries in terms of a rapidly changing business climate and workforce opportunities. The techniques that will be presented during this series will help companies maintain a competitive edge by improving efficiency, costs, and helping companies retain talent. The series will be 4 one day sessions in March, April, May, and June.</p> <p>In addition, MEDP manages the McMinnville WORKS Summer Internship, which is designed as an industry-led <i>Grow Our Own</i> workforce initiative. McMinnville WORKS is a 9-week, paid summer internship. The companies directly hire the interns. Every intern participates in on-site project-based learning as well as community-led professional development seminars. During our summer 2017 program,</p>

Yamhill County Economic Development Small Grant Project Application – Operational Fund

we expect to experience more growth with 22 sites (two are in Sheridan) hosting 27 interns. We are expecting a record number of applications – well over our 170 from 2016. *As you know, without connections to a skilled labor pool, our companies will not be able to produce their products.* We know that we must address the labor pool inquiries from site selectors and companies looking to relocate. This program is a compelling answer.

In addition, MEDP is planning to be an active resource partner in the Yamhill County Economic Vitality effort.

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In 2016/17, here are a few companies that MEDP helped:

- Organic Valley (purchased FCC – expansion – 25 new jobs expected)
- Ferrum Tech (new – 12 new jobs/12 more expected)
- TTR (expansion – 60 retained jobs/60 new expected)
- Predicta (new – 30+ new jobs expected)
- Jackson Family Wines (new – 20 new jobs expected)
- One Fork Farm (new – 4+ new jobs expected –Natural Products booth participant)
- Steve Down/The Falls Event Center (new investment)
- Steve’s Hotel (new – planned – 50+ jobs)

MEDP is managing over 20 recruitment and expansion business development projects. MEDP established a monthly newsletter (Jan. 2016), increased social media marketing, and managed over 190 business consultations in 2016. MEDP hosted the McMinnville | MADE day featured five VIP company tours, awards, luncheon, and tradeshow focused on the manufacturing community and how MEDP is a resource.

More information about MEDP’s recent work:

LEARN ABOUT THE PEOPLE BEHIND THE PRODUCTS: <http://www.mcminnvillebusiness.com/medp-spark-the-people-behind-the-product>

DISCOVER THE NEW BUSINESSES ON HIGHWAY 18’S NEW BUSINESS CAMPUS:
<http://www.mcminnvillebusiness.com/high-end-expansion-on-the-highway>

FIND OUT HOW OUR COMPANIES ARE GROWING THEIR OWN WORKFORCE:
<https://www.joomag.com/magazine/mcminnville-works/M0545746001466533143>

SEE OUR “FIND YOUR COMMUNITY” VIDEO: <https://youtu.be/yOYnKEuw1m0>

<p>Applicable Criteria:</p>	<p><input checked="" type="checkbox"/>Economic Benefit <input checked="" type="checkbox"/>Job Creation/Growth <input checked="" type="checkbox"/>Business Recruitment/Retention/Expansion</p>
<p>Impact to Criteria:</p>	<p><u>Economic Benefit:</u> This funding will support MEDP’s ongoing work to support growing and attracting new businesses to our community. <u>Job Creation/Growth:</u> We believe our work supports our business community’s ability to grow and create more jobs. Our organization’s mission supports job growth. <u>Business Recruitment/Retention/Expansion:</u> 100% of our work is focused on growing and attracting new business to our community. We drive robust solutions to help our businesses address opportunities and challenges. Our core work is to support industry recruitment, expansion and retention.</p>