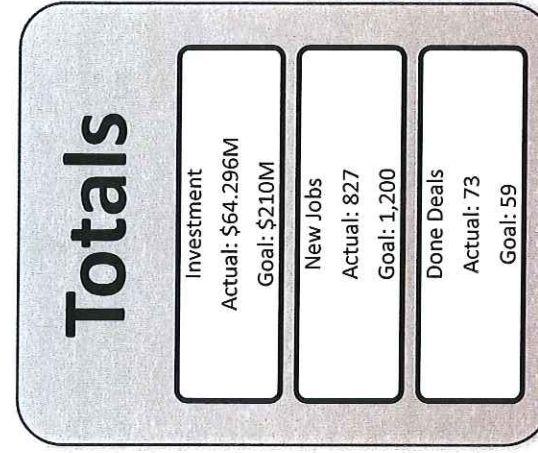
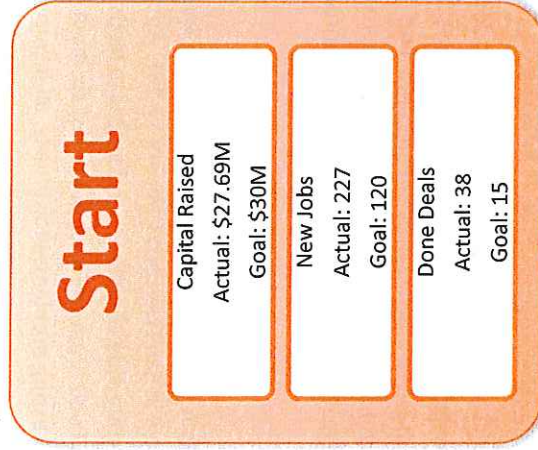
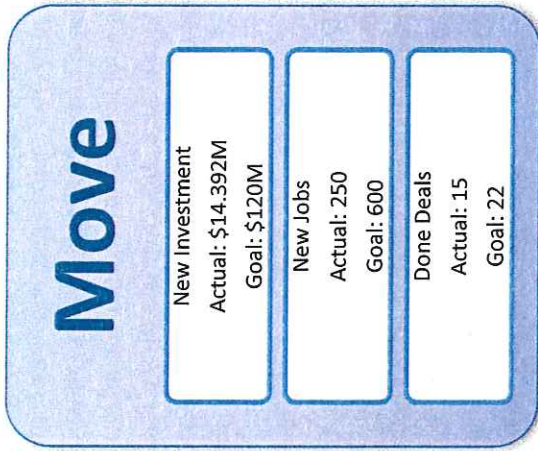


EDCO September 2015 Report

32nd month of 36-month strategic plan

*Figures are cumulative from July 1, 2012



Move:

Several companies have relocated to Bend since June reporting:

Maverick Leather Company – wholesale leather distributor

Moth to the Flame, LLC – Innovation consultancy, product and package design

Kollective Technology, Incorporated – SAAS, Cloud based video across enterprise

These companies bring 33 new full time positions to Bend. Additionally there continues to be a strong pipeline of companies in tech, outdoor, consumer products, and manufacturing still in conversation.

Start:

Brian Vierra's work in the last fiscal year has translated into roughly 95 new FTE positions and \$15 million in investment (debt, equity and grant). Reported numbers have taken a big jump as he obtained fiscal year reporting from his portfolio of companies at the end of June. Done Deals tracking is not updated due to the employment gap between VCMs and Brian getting up to speed on the overall metrics.

Grow:

Two companies (high tech and headquarters operations) were approved for the Deschutes County Economic Development Fund these will bring 37 new full time jobs to the city. In addition three businesses applied for enterprise zone exemption with a forecasted \$2,780,000 in investment and 8 new full time positions. Additionally there are two other applications in the queue accounting for \$6-\$10 million in investment and 50+ jobs.

Bend Company Highlights:

Strategic Projects and Events:

Bend HS Career Technical Education (CTE) Program:

The Bend CTE program has created a coursework directory outlining the skills and abilities of students in the program. Early asks for assistance include: scrap material, mentorship, guest lecturers, field trips, sponsorships and internships. EarthCruiser and CLS Fabrication have participated and a small group of business has agreed to attend an informational meeting in the coming weeks. The program is a workforce initiative with an emphasis on placing students in meaningful internships which can serve as a school to work bridge.

Bend Venture Conference: Darren Pleasance, who leads Google's Global Customer Acquisition team, will be the 2015 BVC keynote speaker. In his role, Darren leads a team of 1,700 people in 32 countries focused on helping companies use Google's digital advertising services to grow their market share. His team works with companies in all industries to teach them how to harness the power of "Search," "Display Advertising," and "YouTube" to attract, grow, and retain customers. BVC is off to a great start. Applicant quality has increased in both Early Stage and Growth Stage and ticket sales are 2 ½ times last year's sales at this same time. Date: October 15-16th.

September PubTalk: Thursday, September 24, at 5 p.m. Ten Early Stage companies will deliver 3-minute pitches. The audience will vote to decide which five go on to present on stage at BVC in October. Just like last year the action will be shown on big screens throughout McMenamins. With over 300 people attending, this will be the largest PubTalk of the year! Registration is open.

Industry Sector Updates:

Key Industry Coordinator

The initial advisory Board meeting for the Key Industry Coordinator, Matt Sybrant, is scheduled for September 2nd at 10:00 a.m. Efforts have focused on meeting with steering committee members, understanding goals and objectives in each sector, planning events and putting long-term sustainability plans in place. Each sector is at a different stage, with varying ideas about purpose, goals and sustainability. The advisory board includes representatives from Technology, BioScience and Outdoor Industries.

Oregon Outdoor Alliance:

Strong attendance from Oregon (63) and Bend (12) businesses exhibiting at the Outdoor Retailer tradeshow in Salt Lake City in early August. Business Oregon worked with EDCO, Southern Oregon Regional Economic Development and Portland Development Commission to create an Oregon booth – first time it was permitted at the show. Six Oregon companies were exhibiting in the booth – two of which were Bend companies - Blackstrap and Silpint. The participating organizations hosted a reception at the booth serving Deschutes Brewery beer, Moose Munch from Harry & David; raffle prizes were donated by the booth companies, DrinkTanks, ProKnot and City of Bend (hats). Hydroflask donated pints to serve as potential lead invitations to the reception. Approximately 100 people visited during the reception and gathered leads and contacts for the group.

Food Products:

EDCO has joined Team Oregon's Food Products Team. Participation allows local businesses access to the Oregon booth at Natural Products Expo West in Anaheim Convention Center, CA (March 10-13) and Fancy Foods Show in San Francisco (January 17-19). Additionally the group hosts an off-site reception in Anaheim for lead generation and serves all Oregon food. Great exposure for local and statewide companies and access to leads generated on behalf of the state. Nominations for booth participants are due by September 16. The local initiative to create a Food Product sector in the last six months has resulted in an active group of roughly 55 companies in the Tri-county area that employ more than 350 people. Instead of addressing problems individually, all-inclusive sector meetings are helping address challenges and problems collectively. The prescribed goals are to network, educate and build peer-to-peer relationships within the sector.