

## EDCO Bend Program Monthly Update to BEDAB for 30 days prior: 6/7/16

### Business Development

- Visited 18 companies, assisted 3 phone/email, contacted 64
- 4 Enterprise Zone (e-zone) applications approved totaling \$6.4M and 15 jobs--[Drink Tanks](#) (**grow**), [Humm Kombucha](#) (**grow**), [Monkless Brewing](#) (**start**)
- 1 E-zone application filed for \$215,000 and 3 jobs (**move**), approval pending
- [Zamp Solar](#) DCED application approved for 21 jobs (**grow**)
- [Navis](#) and [Vantage Clinical Solutions](#) DCED loans converted to grants, which added 61 jobs--2x the required number (**grow**)
- 1 other DCED loan requirements met and ready for conversion (**grow**)
- 2016 [Bend](#) and [Central Oregon](#) Profiles published
- 1 company relocated to Bend from Phoenix —[Mission Facilitators](#) – which is an executive coaching/consulting firm with clients nationwide (**move**)
- 1 company moving in June—a bicycle/motorcycle parts manufacturer (**move**)
- 1 company moving later this summer—an athletic footwear manufacturer (**move**)
- Met with hotel developer site consultant re: possible new build in Bend
- Feedback themes from companies:
  - o Does Bend want manufacturing companies?
  - o Difficulty finding qualified welders/fabricators
  - o Need for qualified sales people
  - o Industrial space is somewhat tight
  - o Cost of housing is challenge for workforce
  - o IP28 is not well known, but scary
  - o What does Bend want to be—how much growth, what kind of growth?

### Business Climate Progress

- Considerable progress on [air service](#) connections: 5 daily flights each to PDX, SEA, SFO this summer, 2 daily to SLC, DEN and daily jet service to LAX and PHX. More seats and options than ever in history of airport, which is expected to surpass 300,000 enplanements this year (exceeds forecast for 2023).
- Bend Venture Conference looking to expand: 1) new, \$100,000 *Invest Out* track on Wednesday at The Tower for Outdoor Gear & Apparel companies, 2) a new, never-attempted Social Impact Track for early-stage B-corps and other social entrepreneurs.
- Joined effort in earnest to [fight IP 28](#), the largest proposed tax increase in Oregon's history
- Continue to set new records over the year for monthly [PubTalk](#) attendance (May = 280 registrations)