



EDCO Activities Overview

March 27, 2019



Economic Development for Central Oregon

EDCO Activity Overview

2017-19 Overview:

- Business Development – **Move. Start. Grow.**
- Air Service Recruitment
- Incentive Management
- Cluster Development
- Workforce Development
- Conference and Events
- Legislation/Advocacy
- Policy



Business Development – Move.

Deliverable	Contract	75% of Goal	Actual (6 of 8 quarters)
Projects Completed	10	7.5	11
Jobs Created	200	150	54
Capital Invested	\$45,000,000	\$33,750,000	\$40,503,000

Industries represented:

alternative energy, consumer products, tech,
professional services, outdoor gear & apparel,



Business Development – Start.

Deliverable	Contract	75% of Goal	Actual (6 of 8 quarters)
Projects Completed	18	13.5	11
Jobs Created	200	150	98
Capital Invested	\$20,000,000	\$15,000,600	\$15,709,600

Industries represented:

alternative energy, consumer products, software, bioscience, outdoor gear & apparel, professional services, specialty food products, cannabis



Business Development – Grow.

Deliverable	Contract	75% of Goal	Actual (6 of 8 quarters)
Projects Completed	16	12	14
Jobs Created	334	250.5	229
Capital Invested	\$100,000,000	\$75,000,000	\$41,496,589

Industries represented:

alternative energy, consumer products, software, bioscience, advanced manufacturing, specialty food products, brewing & distilling, building products

Lonza
LABORATORIES

**ZAMP
SOLAR**



**Thermo
Fisher**
SCIENTIFIC

GRACE
BIO-LABS

crux 
fermentation project



Press PROS
Printing Company

cement  elegance

bms technologies



**10 BARREL
BREWING CO**

Business Development – Totals

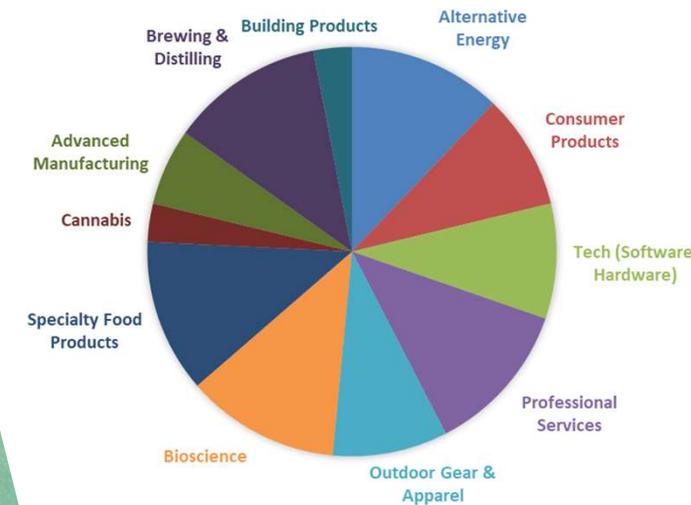
Deliverable	Contract	75% of Goal	Actual (6 of 8 quarters)
Projects Completed	44	33	35
Jobs Created	734	550.5	379
Capital Invested	\$165,000,000	\$123,750,000	\$97,709,189

3 Things to Remember:

- goals are set by EDCO and are aspirational
- 1,500 traded-sector jobs currently unfilled (500 in tech alone)
- this work is inherently lumpy – ave. time to completion:

3.5 years

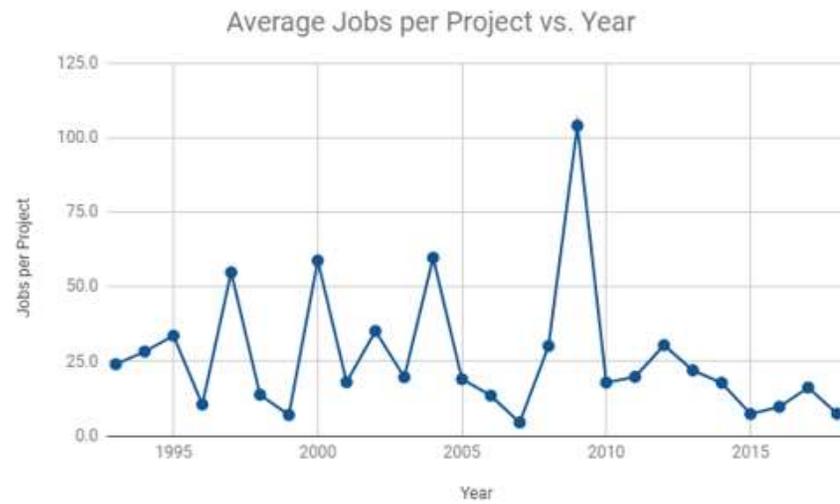
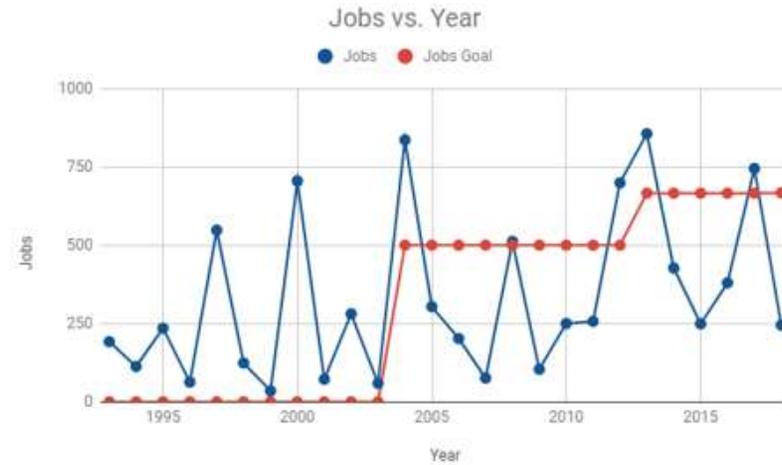
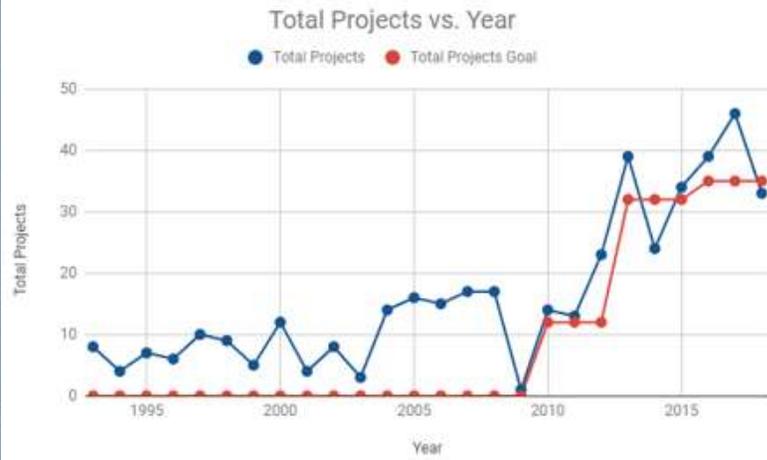
Industry Distribution



Critical Question for BEDAB: Is EDCO moving the needle? We believe the answer is positively **-YES**

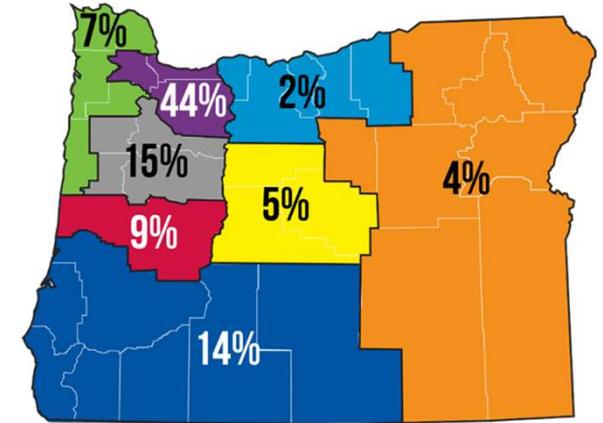
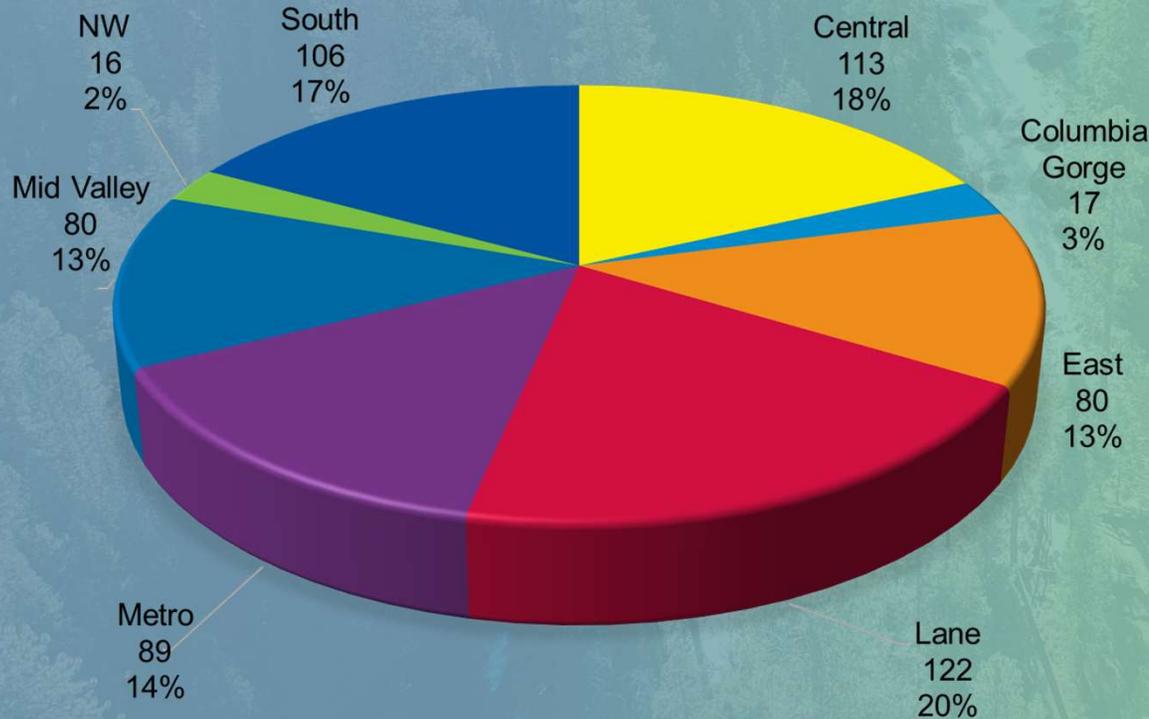
Business Development Trends

Region-wide data 1993-2018



State Business Finance Programs

Number of Projects by Region
(CEF, OBDF, EDLF): 556



Population by Region
2015 Census Data
(4,028,977)

40%

Central Oregon's share of
current Business Oregon
Current Loan Volume

Air Service Recruitment

- Active partner in COAST – Central Oregon Air Service Team
- Scheduled meetings with airline decision-makers at least once annually and as many as three times per year
- Headquarter meetings with schedule, planning management teams (airlines meet with, on average, 300 communities annually – 10% get new service)
- RDM – YOY seats up 28%, passengers 23%
- Figures don't include new services to ORD



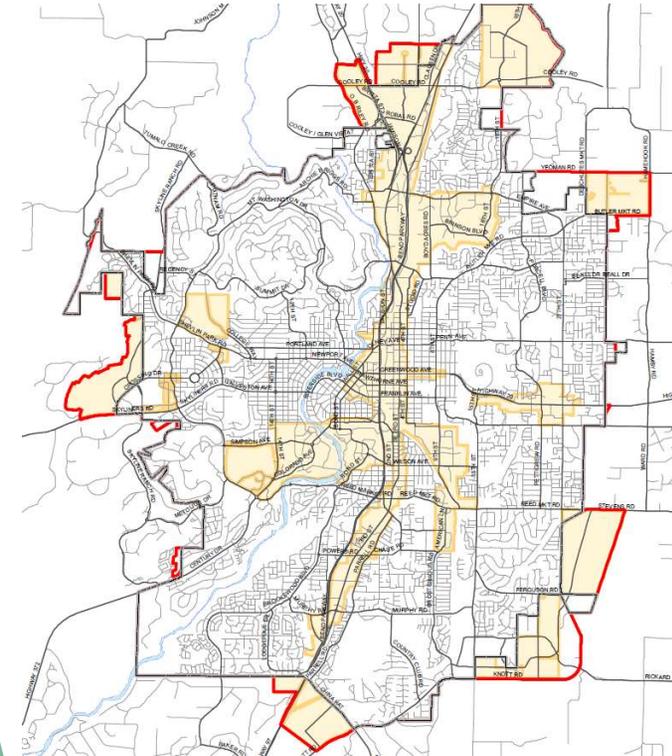
Incentive Management

Directly Managed Incentives:

- Bend Enterprise Zone (expanded)
- Rural Renewable Energy Development Zone
- Rural Deschutes Enterprise Zone (Bend Airport, expanded to Tumalo)
- Deschutes Co. Economic Development Loan Fund

Marketed Programs:

- Federal Opportunity Zones
- State and Federal business loan programs
- Workforce training programs:
(Incumbent Worker, OTJ, Preferred Worker)
- Urban Renewal & Incentive Rate Lands



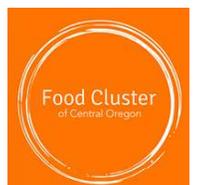
Cluster Development

EDCO Affiliated Industry Clusters:

- Oregon Outdoor Alliance
- Central Oregon Distillers Guild
- Aviation Industry
- Cluster of Clusters

Other Cluster Partnerships/Launch:

- Tech Association of Oregon
- Oregon Bio
- Brewers Guild
- Food Cluster



Workforce Development

In the past year EDCO has worked for the first time on a larger scale to help Bend companies recruit talent to continue growth given the constraints in the labor pool.

These efforts have included community guides, recruitment videos and help placing trailing spouses, and development of a robust, region-wide internship program. In the years ahead, we will be working to formalize a trailing spouse program with Bend employers.



BendTECH

Conferences and Events

Conferences:

- BVC
- Opportunity Zone
- 2019 Travel Oregon - Outdoor
- 2021-2023 Mountain Venture Conference

Events:

- PubTalk
- Waffle Wednesday
- Annual Luncheon
- Made in Bend Tour
- Industry Tours for City*

* currently in planning



EDCO produces more than 50 events & conferences annually. The majority are held in Bend, benefitting Bend businesses



Legislation/Advocacy

EDCO participates with OEDA (Oregon Economic Development Association), Chambers of Commerce, industry associations and other business groups to coordinate feedback to state and local policy makers.

We provide economic data, trends, and direct industry feedback to help policy-makers better understand local business challenges and opportunities.



Policy Involvement

Bend Committees:

- BEDAB
- BEDAB Advocacy
- CEDR
- Juniper Ridge Working Group
- I3
- SEAPAC
- Bend Chamber Board
- Chamber Advocacy
- BendTech Board
- Now 4 OSU Cascades

Attending meetings is not a metric by which our contract for services with BEDAB is measured.

However, we must allocate time and bandwidth to local policy-making efforts...

to set the table for business development and to enhance Bend's business climate.

Are We Moving the Needle?

Milken Institute Index

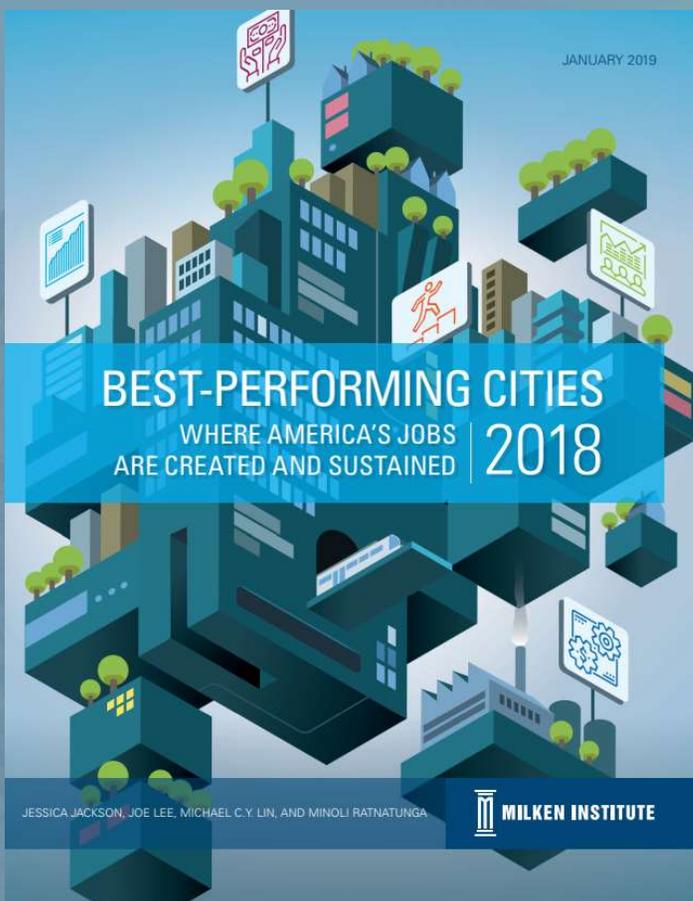


TABLE 2 Components of the Best-Performing Cities Index

Component	Weight
Job growth (I=2012)	0.143
Job growth (I=2016)	0.143
Wage and salary growth (I=2011)	0.143
Wage and salary growth (I=2015)	0.143
Short-term job growth (Aug 17-Aug 18)	0.143
High-tech GDP growth (I=2012)	0.071
High-tech GDP growth (I=2016)	0.071
High-tech GDP location quotient (2017)	0.071
Number of high-tech industries with GDP LQ>1 (2017)	0.071

Are We Moving the Needle?

2016, 2017 & 2018 - #1 Best Performing Small Metro in the U.S.

Bend-Redmond, OR (HELD STEADY)

#1
SMALL METRO

No metro in this index, now in its 20th year,
has ranked #1 three consecutive years.

#1
FIVE-YEAR
WAGE GROWTH

25.2% 2012-2017

Milken Institute
2019

#1
FIVE-YEAR
JOB GROWTH

19.9% 2012-2017

Milken Institute
2019

MILKEN INSTITUTE
BEST-PERFORMING CITIES 2018

Are We Moving the Needle?

Our Peers in Milken's Index

Small Metro Rank	2018	2017	2016	2015
1	Bend-Redmond, OR	Bend-Redmond, OR	Bend-Redmond, OR	Fargo, ND-MM
2	St. George, UT	St. George, UT	College Station-Bryan, TX	Bismarck, ND
3	Gainesville, GA	Gainesville, GA	San Rafael, CA	Ames, IA
4	Elkhart-Goshen, IN	San Rafael, CA	St. George, UT	Janesville-Beloit, WI
5	Coeur d' Alene, ID	Wenatchee, WA	Logan, UT	Odessa, TX
6	San Rafael, CA	Elkhart-Goshen, IN	Auburn-Opelika, AL	The Villages, FL
7	Medford, OR	Yuba City, CA	Columbus, IN	Columbus, IN
8	Athens-Clark Co., GA	Bellingham, WA	Grants Pass, OR	Bend-Redmond, OR
9	Albany, OR	Columbus, IN	Napa, CA	Logan, UT
10	Logan, UT	Auburn-Opelika, AL	Gainesville, GA	Auburn-Opelika, AL

Questions & Discussion



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