

## Scope of Work

The City of Bend and Economic Development for Central Oregon have enjoyed a long working relationship that dates back to the founding of EDCO in 1981. In the early years, this consisted of financial support through membership in EDCO that was pooled with other private and public funding across the tri-county area to support a regional economic development organization exclusively focused on recruitment of new companies an industry to the region. Leveraging of private and other public funding to do more for economic diversification and strength continues with this scope of work.

Today, EDCO’s business and industry development work has three primary areas of focus:

- Move** – recruitment of traded-sector companies new to Bend
- Start** – support of scalable startups and entrepreneurs in Bend
- Grow** – helping Bend companies stay and grow here

The purpose and primary mission of the organization and Bend program is to provide more and better paying jobs for our residents and a mix of traded-sector industries that can, together, withstand changes in the national business cycle. See the attached *EDCO 2019-21 Strategic Plan* for additional details.

### Proposed 2019-21 Biennial Contract

Program Elements	FY2019-20	FY2020-21
Bend Business & Industry Development ( <b>move. grow.</b> )	\$101,000	\$105,000
Venture Catalyst Program ( <b>start.</b> )	\$10,000	\$12,000
TOTAL	\$111,000	\$117,000

### Bend Program-2019-2021 Goals & Objectives:

1. Move 10 businesses to Bend over the length of this contract
2. Grow employment at traded sector businesses by 10% over the length of the contract
3. Maintain a portfolio of at least 60 promising Bend startups
4. Bring forward a list of barriers to business expansion in Bend on a quarterly basis
5. Add three new, daily non-stop flights and two new non-stop destinations for commercial air service through the Redmond Airport

### Other Notable Goals:

- Facilitate construction of 200,000 square feet of new office and industrial space in Bend
- Advocate on behalf of businesses with public policy makers
- Work with private and public utilities on industrial land readiness
- Advocate for policies that expand the Bend and regional housing supply
- Assist in achieving the Bend City Council’s Diversity, Equity, and Inclusion goals by identifying historically underserved populations of business owners in Bend

**Addendum:** *EDCO 2019-21 Strategic Plan*