



STATE OF OREGON

INTEROFFICE MEMO

TO: Governor Victor Atiyeh

DATE: November 3, 1981

FROM: John N. Groupe, Director
Economic Development Department

SUBJECT: Attached analysis

The attached analysis was completed by the Research Division of the Department with the assistance of all other Divisions, particularly the four field offices.

The memo lists some major programs that have improved the health of the Oregon economy. It includes statewide data. Regional analyses could easily be disaggregated--for example, the revenue bonds, port loans, and industrial development efforts for each of the state's regions could be pulled out.

If you have any questions, or wish any changes be made to the document, let me or Laila Cully know. It is put on the Wang word processor so that changes and amendments could be easily incorporated.

JNG:lcw
Attachment

Laila says there are qualifiers in most categories -- if you change wording used, check with her first.

If you desire the material by area, rather than combined, call Laila for that - will take a couple days to get it over in finished form.



STATE OF OREGON

INTEROFFICE MEMO

TO: John N. Groupe

DATE: November 2, 1981

FROM: Laila Cully *lc*

SUBJECT: An analysis of recent economic accomplishments

This memo analyzes several of the major developments in the economic base of the State of Oregon. Many of these were results of programs initiated by the Governor; some were enabled by the State Legislature; others were initiated by the Department of Economic Development and its Commission.

The key to the Governor's economic policy is balance: balance between environmental considerations and necessary economic growth; balance between the metropolitan and rural areas of the state; balance between private business's right to carry on commercial activities and make a profit, and the legitimate concerns of a consuming public.

Very early the Governor realized the need for diversification of the state's industrial base, for a move away from our overdependence on forest products. Although forest products are still the most important sector of our economy, the dominance is not now as great. In 1960 forest products employed 55 percent of the manufacturing employees in the state, high technology industries only 7 percent. By 1980 the forest products industry employed only 40 percent of the industrial workers in Oregon while high technology industries employed 20 percent.

The Industrial Revenue Bond Program

The Industrial Development Revenue Bond Program, as it has been administered by the Governor's Economic Development Commission, has been responsible for the creation of no less than 55 separate projects throughout the entire state of Oregon. Approximately \$131.7 million worth of bonds have been sold, with an approximate total of 4,700 jobs, both long-term and short-term, having been created. This approximate figure on total jobs is based on stated hiring projections given by the bond applicant. At this time there is underway the development of an annual assessment program, to evaluate and monitor the exact job generating capacity of each project. This will provide the precise impact of a new company on the community where it locates.

During the present difficult economic period, it is possible that jobs actually generated by a given project may be somewhat less than projected one or two years ago. On the other hand, there are some individual projects whose hiring has far outstripped their early projections. The assessment program will quantify the job-generation aspect of each project accurately.

The projects granted eligibility by the E.D.C. cover a wide range of economic sectors; from brick works to brush makers, from lumber mills to destination resorts, from graphic arts to sand and gravel, from warehousing to electronics firms. This diversity is deliberate: it has been the intention of the Governor and the Commission to expand the economy of the state, to diversify our industrial base, to reduce our dependence on resource-based industry, to give the Oregon labor force a wider choice in the kind of work available.

Of the 55 projects located throughout the state, eleven of them are located east of the Cascade Mountain Range. Almost \$20 million worth of bonds were sold in Eastern Oregon, and approximately 1,200 jobs created.

Those projects in Eastern Oregon are:

NAME	INVESTMENT	JOB
Deschutes County:		
Bend Millwork	\$1,000,000	200
Mt. Bachelor, Inc.	2,000,000	210
Durus Industries	500,000	15
Mt. Bachelor, Inc.	3,000,000	210
Grant County		
Blue Mt. Forest Prod.	\$4,177,000	15
Hood River County		
Mt. Hood Meadows	\$2,650,000	102
Klamath County		
Maywood Industries	\$2,600,000	400
California Pacific	1,000,000	25
Klamath Med. Serv. Bldg.	1,180,000	11
Lake County		
Oil-Dri of America	\$1,125,000	50
Umatilla County		
Pendleton Roundup	\$ 125,000	27

On the western side of the Cascade Range, the Southern Oregon or Rogue Valley area had five projects, selling over \$7 million worth of bonds, generating over 500 jobs.

Those projects in Southern Oregon are:

NAME	INVESTMENT	JOB
Douglas County		
California Pacific Util.	\$1,000,000	25
Empire Pacific Indust.	1,411,800	15
Josephine County		
Environmental Container	\$2,000,000	300
Jackson County		
California Pacific	\$1,000,000	25
Balteau Standard	2,000,000	145

The Oregon Coast located 4 projects as well, worth about \$3.3 million. Over two hundred jobs were the result.

Those projects on the Oregon Coast are:

NAME	INVESTMENT	JOB
Clatsop County		
Landmark Motor Inn	\$ 900,000	16
Lincoln County		
Salishan Properties	\$1,000,000	105
Salishan Hills, Inc.	800,000	65
Yaquina Veneer	648,300	19

Oregon's industrial heartland stretches from Portland to Eugene. The balance of the Revenue Bond projects are located here.

The Eugene Metropolitan area received four bond issues, worth \$10.25 million, generating 265 jobs.

Those projects in the Eugene SMSA are:

NAME	INVESTMENT	JOB
Lane County		
Spectra-Physics, Inc.	\$4,400,000	185
Trus-Joist Corp.	4,000,000	50
Esot Printers	1,100,000	15
Fisher Land Co.	750,000	15

The Salem Metropolitan area had five projects, worth \$26 million, generating 831 jobs.

Those projects in the Salem SMSA are:

NAME	INVESTMENT	JOB
Marion County		
Siltec Corp.	\$8,000,000	650 potential
Trus-Joist Co.	7,400,000	104
Mt. Angel Beverage	3,650,000	41
Lile-Larson-Sopke	950,000	21
Termicold Corp.	6,000,000	15

The three-county Portland Metropolitan area, comprising Multnomah, Washington and Clackamas Counties, has had 24 bonds go through final closing. These were worth over \$61 million, and provided over 1,400 jobs.

Those projects in the Portland SMSA are:

NAME	INVESTMENT	JOB
Multnomah County		
Thomas Industries	\$2,400,000	120
Columbia Brick Works	6,500,000	20
Ross Island Sand	5,000,000	48
Purdy Brush Co.	2,100,000	200
Graphic Arts Center	5,656,000	201
Irwin Hodson	625,000	17
North American Cont.	1,250,000	265
Schultz-Wack-Weir	1,100,000	15
Amcoat Inc.	750,000	10
Mobile Scanner Sys.	526,000	6
Washington County		
Kentrox Industries	\$2,770,150	152
Foremost McKesson	4,500,000	14
Fine Arts Engravers	5,869,000	60
Mobile Scanner Syst.	526,000	6
Gage Industries	1,700,000	40
Burns-Western, Ltd.	3,350,000	n/a
Woodfold-Marco Mfg.	700,000	25
Clackamas County		
Johnson Globe	\$2,600,000	95
Consolidated Metco	2,500,000	24
N. Pacific Supply	3,250,000	12
Hawthorne Investment	4,900,000	75
Consolidated Metco	1,100,000	24
Mobile Scanner	526,000	6
Inman & Co.	1,000,000	9

There were two other projects in the Willamette Valley, worth about \$3.7 million, generating over 200 jobs. Those projects in the balance of the Valley are:

NAME	INVESTMENT	JOB
Linn County		
Oregon Freeze Dry Foods	\$3,250,000	200
Yamhill County		
Climax Manuf. Co.	\$ 490,000	10

The Industrial Revenue Bond Program has shown a good dispersal of projects throughout the state. A total of fifty five bond issues have closed as of October, 1981, for a total amount of \$131,680,250, generating 4,730 jobs that may not otherwise have existed. Further detail is shown in appendixes A, B, and C. \$21,039.31 Per Job

Regional Development

Department of Economic Development Regional Managers report a variety of specific projects that have furthered development in their areas.

The Oregon Coast

On the Coast, new industries have been developing, many of them through the aid of the representatives or the Department's financial programs. In Tillamook, at the Port of Tillamook Bay Industrial Park, a new company of significance to the timber industry has expanded in just a year to 30 employees. Cyclocrane, Inc. manufactures a propellor-driven winged balloon, a new concept in aerial log transport. Designed to supplant the helicopter in rough terrain logging, the cyclocrane offers substantially reduced cost, and increased capacity, compared to the helicopter. If the prototype is successful, this new company could employ as many as 500 by 1985.

Another new company, Halco Corporation, has also located at the Tillamook Industrial Park. With the assistance of a Port Revolving Loan to the Port of Tillamook Bay, the company employs 28 people today, manufacturing a floating floor system for unloading trucks.

When a fire destroyed Rainbow Creations, a home-grown coastal firm manufacturing hook rug kits, they were relocated within two weeks to an empty hangar at the Astoria Airport. With 30 employees already back to work, they anticipate about 100 next year.

The construction of the Landmark Motor Inn was a much needed facility to augment the Convention Center at Seaside. As mentioned previously, this was an Industrial Development Revenue Bond-financed project.

Another coastal facility that could not have been built without the aid of an Industrial Development Revenue Bond is the small veneer plant at Yaquina Veneer, which will employ about 20 people when completed.

Central Oregon

In Central Oregon, a total of 12 Industrial Development Revenue Bonds have been approved for this area, with 2 additional applications recently submitted to the Department of Economic Development. Five of the bond applications relate to tourism, and seven to industrial production, reflecting reduced dependence upon the resource-based industries in the area, and more towards greater diversification.

The two projects that have had the largest impact on the local economy were the expansion of Mt. Bachelor and the establishment of Pozzi Window Co. (Bend Millwork). The expansion of Mt. Bachelor has contributed over 200 direct jobs, with many more being generated in the associated tourist facilities in the surrounding area, such as additional lodging and eating places. It is estimated that the impact of the Mt. Bachelor facilities on the local economy is over \$75 million annually.

The establishment of the Pozzi Window Co. has been a bright spot in the local wood products industry. While the majority of lumber and wood products firms in the area have been distressed by the housing slump, Pozzi Window has maintained between 100 and 200 employees, and have actually increased sales through an aggressive marketing campaign. Bend Millwork, the parent company, has recently applied for another Industrial Development Revenue Bond issue to build a door plant to complement their insulated window plant.

The Central Oregon regional manager also initiated a demonstration community project in Lakeview with surprisingly good results: With funds from the Oregon Department of Economic Development, and the U.S. Economic Development Administration, a new light industrial park was created. In addition, a target industry analysis was completed, along with an economic data fact book and tourism and industrial brochures. At the same time, Lakeview has received a grant from the Private Industry Council and has begun an active campaign to attract new industry.

Similar efforts in the Central Oregon Economic Development Council, consisting of Crook, Deschutes and Jefferson counties, have resulted in six small companies having announced plans to move, or already having moved to Central Oregon. These small companies manufacture a range of products from leather handbags to high-technology computer components; from saber saw blades to aircraft parts.

The Department of Economic Development has focused on Harney County, because of the closure of the Hines Lumber Co. They have provided funding for a county economic analysis; for a road to a proposed industrial site and a co-generation plant; plus marketing materials to help attract some small diversified industries to Harney County.

Southern Oregon

In Southern Oregon, Industrial Development Revenue Bonds have been used by several firms. An Industrial Development Revenue Bond of \$1.4 million enabled Empire Pacific Industries to acquire the defunct Permaneer facility in Dillard, creating a production facility that, despite the general market conditions for forest products, expects to go on a double shift in November, increasing employment from 38 to 60.

When fire destroyed the Environmental Container Systems fiberglass production facility, a million dollar Industrial Development Revenue Bond enabled them to rebuild; they now employ a work force of 91.

The availability of Industrial Development Revenue Bonds was the primary reason for the relocation of International Memories, a computer sub-system manufacturer, into White City.

Eastern Oregon

In Eastern Oregon, the regional manager helped form the Wheeler County Energy Corporation; helped form a Local Development Corporation and a Community Development Corporation in Nyssa, Baker, and Grant County. Partially through the assistance of the regional manager to the Eastern Oregon State College Regional Services Institute and the mining industry in Grant and Baker Counties, two hundred new jobs have resulted in the resurgence of mining activities in the area.

The head office of the Department is actively involved in regional assistance as well. When a dispute over the provision of sewer service arose between a major land developer and the city of Gresham, the chances for a \$12 million industrial project looked grim. With the assistance of the Department's Business Assistance Division, the parties were brought together, and the problem was constructively resolved.

The project, a corrugated shipping box manufacturer, now employs one hundred people; more importantly, the lines of communication are open between the key movers for further development in that area.

Economically Lagging Area Tax Credit Program

This state has generated a substantial amount of economic growth and development through the Economically Lagging Area Tax Credit Program.

This Legislatively implemented program was designed to encourage the location of business and industry in those areas of the state that are less developed economically than other areas. The state is analyzed county by county, and those areas that have the highest unemployment rates, the lowest personal and per capita incomes, and the greatest potential for economic improvement are designated as economically lagging areas.

Under this program, businesses investing in designated "lagging areas" received a credit against their state personal or corporate income tax. The amount of this credit equaled up to ten percent of the investment made in new, remodelled or expanded plant and equipment in the lagging area. Both rural and urban areas may be declared lagging. Currently, for example, both Wheeler County and portions of the City of Portland are designated.

Eighty-seven projects applied for and received the tax credit, which generated over \$130 million of total qualifying investment and over three thousand jobs. This is one program that a very small business can take advantage of; the required minimum investment is only \$25,000. Unfortunately, the Legislature declined to extend this program and it will sunset at the end of 1981.

International Trade

The importance of international trade to the Oregon economy cannot be over-emphasized. Approximately 40 jobs are created for every \$1 million of exports. Exports through the Oregon Customs District increased from \$800 million in 1970, to \$3.8 billion in 1980.

There are two state agencies responsible for trade development in Oregon: the Department of Agriculture, which deals with agricultural and food products; one out of every five dollars in farm sales comes from export. The other state agency is the Department of Economic Development, which deals with the export of manufactured items. One out of every nine manufacturing jobs in Oregon is dependent on exports.

The International Trade Division of the Department of Economic Development has sponsored 13 trade missions and overseas trade exhibitions last biennium. They have hosted nine foreign trade delegations to Oregon from other countries. They have held 30 state-wide international trade workshops and seminars.

Some twenty-six Oregon firms have been introduced to exporting during the biennium. Participating Oregon firms in five recent trade missions and exhibitions estimated that those events will lead to \$28 million in exports within the next year. Twenty eight million dollars in exports means a little over \$1 million in tax revenue to the state.

In addition, the International Trade Division organized the effort to develop the export of metric-cut lumber to foreign markets. Starting with numerous calls on mills and brokers, seminars and market research, the Division sponsored and organized a successful trade mission to Japan in July. Representatives of several Oregon mills accompanied the Division; many of them had never exported to Japan before, and others had exported only through brokers.

The trade mission opened up direct lines to overseas markets for these firms, markets that are now keeping many of them alive. Those mills that have taken the investment decision to tool up to cut metric-dimension lumber, such as Webco Lumber in Williams, Oregon, are now showing strength in an otherwise soft market situation. Webco, which employs over 100 workers, now exports 35% of its production. Other firms such as Blazen and Blazen, and Caffall Brothers, both of Portland, also depend heavily on overseas connections opened up by the International Trade Division's trade mission.

A detailed accounting on the International Trade Division is given in Appendix G and H, on pages 26 & 27.

Oregon Productivity Center

In an effort to help Oregon's new businesses along the road to stability and growth, the state has established, through a federal grant, a Productivity Center at Oregon State University in Corvallis.

This Center provides small businessmen with technical assistance, production techniques, financial and bookkeeping expertise, and management techniques. In short, it makes available all the expert advice needed to remove the barriers that impede productivity.

Courses in Management techniques are offered periodically, in an effort to reach out to the business community at large.

The majority of the Center's assistance is given on an individual basis. Since its inception, a total of 25 businesses have requested help. Most of them are manufacturing firms ranging from quite small, (6 employees), to very large (several thousand employees), including several electronics firms, wood products and paper manufacturers, and exotic metals and aluminum manufacturers.

Some are non-manufacturing firms: a bank, an insurance company, the marketing division of a telecommunications firm, and an accounting firm are examples. One labor union has also requested guidance in their efforts to improve management-employee relations.

As an example of the type of assistance the Center delivers, an urban metal fabricator and forging operation, employing 50 people, was plagued by a variety of impediments to productivity: obsolescent facilities, processes and equipment were further exacerbated by the possibility of a major relocation. The Center helped the firm make investment decisions regarding new equipment purchases, arranged for the staff to visit new companies with the latest equipment, and designed a more efficient plant layout.

A non-manufacturing company received training for their sales personnel to help them better understand the productivity needs of their clientel.

In addition, the productivity center has delivered presentations to a variety of professional associations, such as businessmen, engineers, vocational educators. Both Federal and State agencies have benefited.

Governor's Conference on Small Business

Realizing the important contribution made to the Oregon economy by the state's small business community, the Governor in December 1980 sponsored the Conference on Small Business. At this conference small businesspersons from around the state met in Salem to discuss and prioritize their particular concerns. One immediate result of this conference was the formation of the Small Business Advisory Committee to the Economic Development Commission. This committee serves as the advocate for small business before the commission, and keeps small businesses throughout the state informed on commission actions, policies and deliberations.

One Stop Permit Center

The Governor has set up within the Executive Department a one-stop permit center, to assist individuals in dealing with the entire array of state permits and licenses that are required to operate a business. (More information on the accomplishments of this Center can be obtained from the Executive Department.)

Oregon Development Corporation

One of the most pressing problems faced by small businesses is the shortage of needed capital. This shortage is particularly acute for newer small businesses. To seek a solution to this problem, the Governor in January appointed a Task Force on the Oregon Development Corporation, headed by former governor Bob Straub.

The Task Force reported its findings and recommendations to the Governor on September 18th. It recommended that the Governor support and encourage the formation of a private sector, privately funded Small Business Investment Company to provide loans and equity capital to needy and deserving small business in the state. The Governor wholeheartedly supports this concept and has presented the idea to the state's business leaders. The Task Force is currently selecting a board of directors for this corporation.

The primary purpose of this corporation would be to provide an integrated package of financing to small businesses which may not be adequately served by the existing capital market.

An SBIC is a privately owned and operated company which has been licensed by the SBA to provide equity or venture capital and long-term loans to small firms. Often SBIC's also provide management assistance to the companies they finance.

New SBIC's derive their initial capital from private investors and normally become eligible to obtain funds from the Federal Government or from private financial institutions through government-guaranteed loans. No taxpayer dollars are involved in either the capitalization or in the staffing of the corporation.

An SBIC may be eligible for a loan equal to three times its paid-in capital and surplus. SBIC's which specialize in venture capital financing and are adequately capitalized may qualify for a fourth layer of leverage. Qualified SBIC's may obtain SBA loans or SBA-guaranteed loans aggregating \$35 million.

An SBIC finances small firms in two general ways--by straight loans and by equity-type investments which give the SBIC actual or potential ownership of a portion of a small business's stock.

With good management--and quality of management will be one of the ODC's real strong points--an SBIC can achieve impressive profit figures. Among the available benefits are certain tax advantages granted by Congress, such as: tax treatment of stock sales as long term capital gains; and allowing a deduction of 100% of dividends.

Oregon Port Revolving Loan Fund

The 1975 Legislature created a Revolving Loan Fund of \$4,000,000 for Oregon Ports, to be administered by the Department of Economic Development.

Loan limitations were designed to insure that the funds would be used to create or assist small development projects throughout the Oregon Public Port system with the main emphasis on job creation.

Since the program's inauguration, 29 loans have been made for a total disbursement to date of \$4,867,752.40. Fourteen of Oregon's 36 counties have been assisted by this program since its inception.

Seventeen of the 29 loans granted were for the purpose of aiding private businesses. These totalled \$3,120,282.00. Identifiable fulltime equivalent employment is 315. The investment per job is approximately \$9,905.65. (Examples are given on page 5.)

Loans that were made for other purposes than assisting individual firms, are classified as port improvement. These projects generally benefit industries such as fishing or tourism, or development of industrial/commercial facilities to provide for future expansion.

The benefits of these port improvement projects, although not quantifiable in dollar terms in all cases, may be categorized as:

Increased revenues to the ports in the form of user fees.

Savings represented by the ability to proceed rapidly in order to avoid future known cost increases.

Savings represented by reduced maintenance expenditures.

The provision of infrastructure for potential future employment.

The ability to provide matching funds in order to obtain state and federal grants/loans.

While the fund is essentially "loaned out" repayments amounting to around \$890,000.00 per year allow the Department to continue the program on a limited basis.

The legislature, no doubt impressed with the obvious success of the program, authorized the Department to sell up to three million dollars of Revenue Bonds for new fund capital, pledging the existing loans as collateral for the new funds. The Department will be implementing this bond sale as soon as some of the mechanical and legal reviews are completed.

A list of the loans and the project descriptions is included in Appendix D on page 19.

EDA 304 Grant Program

This program, while not being continued due to federal budget cuts, has assisted 9 counties, 12 cities and 5 port districts, since January 1979. A combined investment of \$231,700 state funds and \$1,158,500 federal funds has resulted in close to \$8,000,000 in construction projects. All projects relate directly to increasing industrial development opportunities and business expansion. The potential for employment as a result of the program is estimated at 4,500. A list of these projects is given in Appendix E on page 22.

Local Industrial Development Programs

The primary purpose of the projects was to provide the following cities and counties with basic tools to locate new industry and assist in expansion of existing firms. Funding for the projects was provided from various federal grants and local resources.

The focus is on preparing basic economic development information such as community assessments, development of strategies and devices to assist in marketing the community. A list of the results of this work are shown in Appendix F on page 24.

APPENDIX A

Industrial Development Revenue Bonds
By Standard Industrial Classification (S.I.C.)

<u>Classification</u>	<u>Number of Firms</u>
SIC 20 (Food)	3
SIC 24 (Wood Products)	7
SIC 26 (Paper Containers)	1
SIC 27 (Printing)	3
SIC 28 (Chemicals)	1
SIC 30 (Plastics)	2
SIC 32 (Brick)	1
SIC 34 (Enameling)	1
SIC 36 (Electronics)	4
SIC 39 (Brushes)	1
SIC 40 (Railroads)	2
SIC 42 (Warehousing)	1
SIC 50 (Sand & Gravel)	3
SIC 65 (Buildings)	1
SIC 70 (Resorts)	4
SIC 73 (Graphic Arts)	2
SIC 79 (Rodeo)	1

Appendix B

REVENUE BONDS BY GEOGRAPHICAL AREA
(Summary)

<u>Area</u>	<u>Final</u>	<u>Dollar Amount</u>	<u>Number of Jobs</u>
Coast	4	\$3,348,300	205
Portland SMSA	24	61,198,150	1,444
Salem SMSA	5	26,000,000	831
Eugene SMSA	4	10,250,000	265
Balance of Valley	2	3,740,000	210
Southern OR	5	7,411,800	510
Eastern OR	11	19,732,000	1,255
STATE TOTAL	55	\$131,680,250	4,730

Appendix C

REVENUE BOND PROJECTS BY AREA
(Detail)EASTERN OREGON:

NAME	INVESTMENT	JOBS
Deschutes County:		
Bend Millwork	\$1,000,000	200
Mt. Bachelor, Inc.	2,000,000	210
Durus Industries	500,000	15
Mt. Bachelor, Inc.	3,000,000	210
Grant County		
Blue Mt. Forest Prod.	\$4,177,000	15
Hood River County		
Mt. Hood Meadows	\$2,650,000	102
Klamath County		
Maywood Industries	\$2,600,000	400
California Pacific	1,000,000	25
Klamath Med. Serv. Bldg.	1,180,000	11
Lake County		
Oil-Dri of America	\$1,125,000	50
Umatilla County		
Pendleton Roundup	\$ 125,000	27

SOUTHERN OREGON:

NAME	INVESTMENT	JOBS
Douglas County		
California Pacific R. R.	\$1,000,000	25
Empire Pacific Indus.	1,411,800	15
Josephine County		
Environmental Container	\$2,000,000	300
Jackson County		
California Pacific R.R.	\$1,000,000	25
Balteau Standard	2,000,000	145

Appendix C Continued

REVENUE BOND PROJECTS BY AREA
(Detail)OREGON COAST:

NAME	INVESTMENT	JOBS
Clatsop County		
Landmark Motor Inn	\$ 900,000	16
Lincoln County		
Salishan Properties	\$1,000,000	105
Salishan Hills, Inc.	800,000	65
Yaquina Veneer	648,300	19

EUGENE SMSA:

NAME	INVESTMENT	JOBS
Lane County		
Spectra-Physics	\$4,400,000	185
Trus-Joist Corp.	4,000,000	50
Esot Printers	1,100,000	15
Fisher Land Co.	750,000	15

SALEM SMSA:

NAME	INVESTMENT	JOBS
Marion County		
Siltec Corp.	\$8,000,000	650
Trus-Joist Co.	7,400,000	104
Mt. Angel Beverage	3,650,000	41
Lile-Larson-Sopke	950,000	21
Termicold Corp.	6,000,000	15

PORTLAND SMSA:

NAME	INVESTMENT	JOBS
Multnomah County		
Thomas Industries	\$2,400,000	120
Columbia Brick Works	6,500,000	20
Ross Island Sand	5,000,000	48
Purdy Brush Co.	2,100,000	200
Graphic Arts Center	5,656,000	201
Irwin Hodson	625,000	17
North American Cont.	1,250,000	265
Schultz-Wack-Weir	1,100,000	15
Amcoat Inc.	750,000	10
Mobile Scanner Systems	526,000	6

Appendix C Continued

REVENUE BOND PROJECTS BY AREA
(Detail)PORTLAND SMSA: (continued)

Washington County		
Kentrox Industries	\$2,770,150	152
Foremost McKesson	4,500,000	14
Fine Arts Engravers	5,869,000	60
Mobile Scanner Syst.	526,000	6
Gage Industries	1,700,000	40
Burns-Western, Ltd.	3,350,000	n/a
Woodfold-Marco Mfg.	700,000	25
Clackamas County		
Johnson Globe	\$2,600,000	95
Consolidated Metco	2,500,000	24
N. Pacific Supply	3,250,000	12
Hawthorne Investment	4,900,000	75
Consolidated Metco	1,100,000	24
Mobile Scanner	526,000	6
Inman & Co.	1,000,000	9

BALANCE OF VALLEY:

NAME	INVESTMENT	JOBS
Linn County		
Oregon Freeze Dry Foods	\$3,250,000	200
Yamhill County		
Climax Manuf. Co.	\$ 490,000	10

APPENDIX D Continued

PORT OF TILLAMOOK BAY
(Tillamook)

\$250,000.00 Construct building for lease to electronics firm.

PORT OF NEWPORT
(Newport)

\$ 44,500.00 Electrical improvements on Port owned docks.

PORT OF BAY CITY
(Garibaldi)

\$ 50,000.00 Dredging of Garibaldi boat basin.

PORT OF SIUSLAW
(Florence)

\$135,000.00 Main dock rehabilitation.

\$100,000.00 Installation of boat haulout system.

\$ 38,000.00 Purchase and lease of building for garment manufacturing.

PORT OF MORROW
(Boardman)

\$425,000.00 Expansion of effluent site.

PORT OF UMATILLA
(Umatilla)

\$400,000.00 Installation of log processing facility.

PORT OF BANDON
(Bandon)

\$ 15,000.00 Purchase of steel barge.

PORT OF THE DALLES
(The Dalles)

\$400,000.00 Construction of manufacturing building.

PORT OF HOOD RIVER
(Hood River)

\$ 78,000.00 Industrial Park development currently under construction.

APPENDIX D

PORT OF COOS BAY
(Coos Bay, Charleston)

\$ 69,323.49	Installation of new 6" water line to replace the old 3" line.
\$ 67,000.00	Purchase of a fish net and gear repair building which is leased to a fabrication firm.
\$478,922.16	Construction of a "T" dock.
\$150,000.00	Construction of a fish reduction protein plant which is under lease to Tapa Corporation.
\$ 53,800.00	Purchase of a 10" fish vacuum to increase unloading capability.
\$140,153.53	Constructuion of a fish receiving dock.
\$ 35,227.02	Installation of a sprinkler system (for fire protection on the Transient dock).
\$ 14,543.93	Construction of additional dock space for the Lazio Sea Foods Company.
\$104,836.74	Dredging of the Charleston Boat Basin.

PORT OF ASTORIA
(Astoria, Warrenton)

\$250,000.00	Match money for EDA grant to construct a cargo yard.
\$232,000.00	Construction of three (3) airplane hangers.

PORT OF UMPQUA
(Reedsport)

\$ 80,000.00	Construction of boat manufacturing facility.
\$170,000.00	Construct and equip a shrimp processing plant.
\$170,000.00	Expansion of Marine Ways.
\$330,000.00	Expansion of Marine Ways Project.

APPENDIX D Continued

PORT OF CASCADE LOCKS
(Cascade Locks)

\$500,000.00 Repair snow damage to Cascade Locks Lumber Co. mill and
place back into operation.

PORT OF BROOKINGS
(Brookings)

\$300,000.00 Rehabilitation of the boat haul-out and repair facility.

PORT OF NEHALEM
(Port of Nehalem)

\$ 50,000.00 Purchase of an easement for jetty restoration.

APPENDIX E

EDA 304 Grant Program

Jurisdictions assisted:

Baker County	Industrial Site Survey
Bandon, Port of	Boat Basin Expansion
Cascade Locks, Port of	Industrial Site Feasibility Study
Clatsop County	Pollution Control for Salmon Rearing Pond
City of Cottage Grove	Install Water Main
City of Drain	Replacement of Pipeline Providing Water to City
Eastern Oregon State College (6 county area)	Technical/Business Assistance
City of Eastside	Replacement of Pipeline Providing Water to City
Harney County (2 projects)	Diversification Feasibility Study Industrial Area Access Road
City of Hood River	Industrial Area Improvement
Island City Area Sanitation District	Industrial Sewerage Development
City of John Day	Industrial Area Utilities
City of Lakeview	Development of Phase I of County Industrial Park
City of Lincoln City	Convention Center Feasibility Study
City of Madras (2 projects)	Industrial Park Expansion Feasibility Study Industrial Water Line
Morrow, Port of	Industrial Access Road

APPENDIX E

EDA 304 Grant Program
(cont.)

Port Orford, Port of	Dock Expansion
City of Ontario	Airport Industrial Park Improvements
City of Sheridan	Rehabilitation of Water Reservoir
Tillamook Bay, Port of	Rehabilitation of Industrial Park Sewer System

Appendix F

Local Industrial Development Programs

<u>Jurisdiction</u>	<u>Products</u>
City of Baker	A 36-page community audit containing information regarding: geography, population, unemployment, industrial resources, community resources and government.
Clatsop County	Phase I includes Community Audit, labor force survey, site inventory update, fact book, brochure and target industries list. Phase II will be the implementation of a marketing program.
City of Myrtle Point	Target industry analysis including import substitution study. Provides potential diversification options.
Gilliam/Wheeler Counties	A list of target industries, industrial site inventory, brief fact/data profiles and a description of economic development organizations useful in achieving industrial development.
Harney County (1)	Approval of County as Economically Lagging Area. Final report including target industries analysis and site identification, market and industrial potential. Assisted funding for construction of road to industrial property. Assisted in formation of LDC.
Harney County (2)	A fact book, fact pack (briefs on finance, government, taxes, transportation, etc.) and mail out post cards. Products are a part of the economic adjustment strategy developed in project 1 above.

Appendix G

International Trade Activities
1979-1981 Biennium

A. Trade Missions and Overseas Trade Exhibitions

1. Oregon delegation to ANAFATA Conference, Mexico.
2. Oregon exhibit at International Fair of the Pacific, Lima, Peru, with trade team visit to Chile.
3. Oregon Business Delegation to Vancouver, B.C.
4. Oregon participation in Northwest Exhibit at ISPO Sporting Goods show at Munich, Germany.
5. N.W. Exhibit at Fime Forest Industry Equipment Show, Australia, with mission to Southeast Asia.
6. Oregon delegation to USA-ROC Business Conference, Taipei.
7. Oregon participation in Northwest Exhibit at FIAGA Agricultural Equipment show, Brazil.
8. Oregon participation in Northwest Sporting Goods Exhibit in Tokyo, Japan, with mission to Taiwan and Hong Kong.
9. Northwest Exhibit at International Fair of the Pacific, Lima, Peru.
10. Northwest exhibit at WOOD '81 Forest Equipment Exhibition, Singapore, with mission to Indonesia.
11. Oregon delegation to USA-ROC Trade and Investment Conference, Taipei.
12. Northwest Lumber Trade Mission to Japan.
13. Oregon Trade Team to Europe.

Incoming Trade Missions and Domestic Trade Shows

1. Indonesian Wood Products Mission to Oregon.
2. Delegation to Oregon from People's Republic of China.
3. Pacific Logging Congress' International Equipment Exhibition, Portland.
4. North American Sawmill and Panel Board Clinic, Portland, 1980 and 1981.
5. Training Program for Malaysian Forestry Official to Oregon.
6. Taiwan Procurement Mission to Oregon, 1980 and 1981.
7. Hosted Korean Trade Mission to Oregon.
8. Forestry Trade Delegation to Oregon from People's Republic of China.
9. Oregon participation in Northwest Exhibit at Trade Fair of the Americas, Miami.
10. Hosted German business delegation to Oregon.
11. Helped with Canadian business delegation to Oregon.

Appendix F Continued

Local Industrial Development Programs

<u>Jurisdiction</u>	<u>Products</u>
Hood River County	Labor force and industrial land availability analysis.
City of Ashland	A community profile and labor force survey.
City of Sweet Home	Fact book, community profile, brochure, industrial site catalog, target industries list and training of business development team. City has made commitment to assist in funding implementation program.
Lake County	A target industries analysis, fact book, tourism brochure, industrial development brochure and two grant applications for public works projects.
Tillamook County	Target industries analysis, fact book, fact pack, industrial development brochure and formation of committee to carry out marketing program.
City of La Grande	An air commuter study, promotional video tape of County, fact book, slide/tape promotional program and illustrative airport master plan. In addition, technical planning assistance was provided by DED regarding development of airport industrial park.
City of The Dalles	A fact pack, industrial promotion brochure and a labor survey.
Cities of Willamina/Sheridan	Grant to rehabilitate Sheridan municipal water storage. Designation as Economically Lagging Area and assistance with preparation and preliminary implementation of economic adjustment strategy. Assisted in formation of LDC. Funded a special study on area's potential industrial sites, labor force profile and diversification opportunities.

Appendix H

Oregon Company Attendance at Foreign Trade Fairs

At Tokyo Sporting and Leisure Goods Show;

1. Danner Shoe Manufacturing, Milwaukie
2. Pack Trails, Roseburg
3. C.B. Industries, Portland
4. Columbia Cascade, Portland
5. Willamette Export, Portland
6. Schrader Barbecue, Eugene

At International Fair of the Pacific, Lima;

1. Hinds International, Portland
2. Layton Manufacturing, Salem
3. Alumax Irrigation, Eugene
4. Merco, Eugene
5. Mt. Hood South America Export/Import Co. Beaverton
6. White's Electronics, Sweet Home
7. Starco Carrier Corp., Roseburg
8. Komfort Industries of Oregon, Portland
9. Cybernetics Corp., Salem
10. A.B. McLaughlan Co., Salem
11. Throwaway Bit Corp., Portland
12. Trailco, Salem
13. Gerlinger Carrier Co., Salem
14. Neilsen Mfg., Salem
15. Ward Commons Mfg., Scio
16. National Tank & Pipe, Clackamas

At Trade Fairs of the Americas in Miami

1. Word Wide Exports, Terrebonne
2. Bartex International, Beaverton
3. Wade Manufacturing, Tualatin

At Wood Products Trade Mission to Japan;

1. Webco Lumber, Inc., Grants Pass
2. Blasen & Blasen Lumber Mfg., Portland
3. Hull Oaks Lumber Co., Monroe
4. Caffall Brothers, Wilsonville
5. Fort Hill Lumber, Portland