

2022-2023

*McMinnville*

ECONOMIC DEVELOPMENT  
PARTNERSHIP

# ANNUAL REPORT

# OUR MISSION VISION VALUES

Advancing strategies that support business in McMinnville to create GREAT, living wage, jobs

Following McMinnville's future-focused legacy, MEDP will be a recognized leader who serves as a one-stop shop for businesses and fosters the growth of Great Living-Wage Jobs.

- Community
- Trusted-Resource
- Intentional–Growth
- Connected
- Adaptable

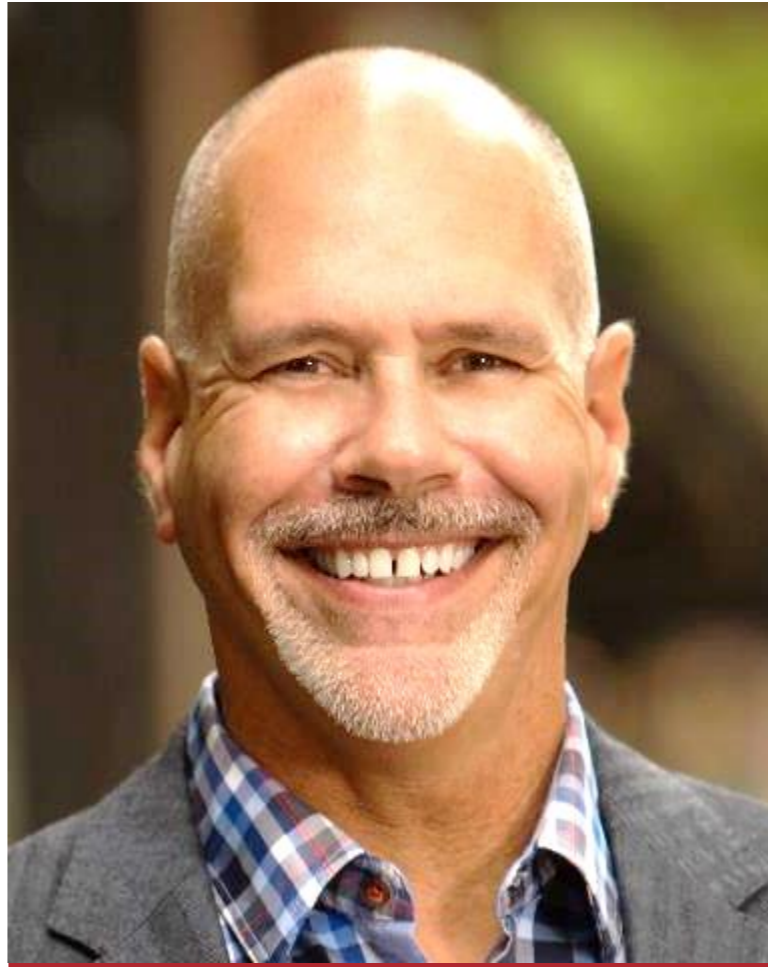
*Supporting  
Business to  
Create Great  
Jobs*



Our  
Board of  
Directors  
and  
Staff



BOARD MEMBER  
John Dietz



BOARD MEMBER  
Mike Morris



BOARD MEMBER  
Deven Paolo



BOARD MEMBER  
Heather Richards



BOARD MEMBER  
Teresa Smith



EXECUTIVE DIRECTOR  
Patty Herzog



DEPUTY DIRECTOR  
Heather Hadley Blank

Letter  
from the  
MEDP  
Board of  
Director  
and  
Director

***Dear Partners,***

McMinnville Economic Development Partnership (MEDP) is proud to present the 2022-2023 Annual Report and Awards event celebrating McMinnovation! The MEDP Board and staff recognize the outstanding achievements of our community, business, and industry partners.

Economic development requires a dedicated team to support businesses in the creation of Great Jobs. Three founding members of MEDP, the City of McMinnville, McMinnville Water and Light, and McMinnville Industrial Promotions, provide sustaining funding that supports the business community. As a public/private partnership (501c6), we are grateful to our founding members and to the private investment of our Investor Circle members. This report demonstrates your steadfast commitment to cultivating a diverse, thriving economy in McMinnville.

**McMinnville + Innovation = McMinnovation**

McMinnville is known for its fertile agricultural lands that produce world class wines *AND* it is quickly becoming known for providing the essential conditions for innovative businesses to flourish. This year saw the emergence of companies focused on sustainability. These business leaders are applying innovative solutions to address climate challenges from utilization of insects as part of a solution to reducing organic waste in landfills, to capturing carbon in the built environment. We celebrate their McMinnovation!

**Workforce Development**

One of MEDP four strategic initiatives is Workforce development. We accomplish this through strategic programs targeted to support the development, retention, expansion, and recruitment of growth industries. Our region's workforce talent is a critical factor for companies and the McMinnville WORKS Internship program celebrated a 10-year anniversary connecting local businesses and organizations to talented young collegiate professionals through project-based, paid internship opportunities.

**McMinnville Industrial Promotions (MIP) celebrates 70 Years!**

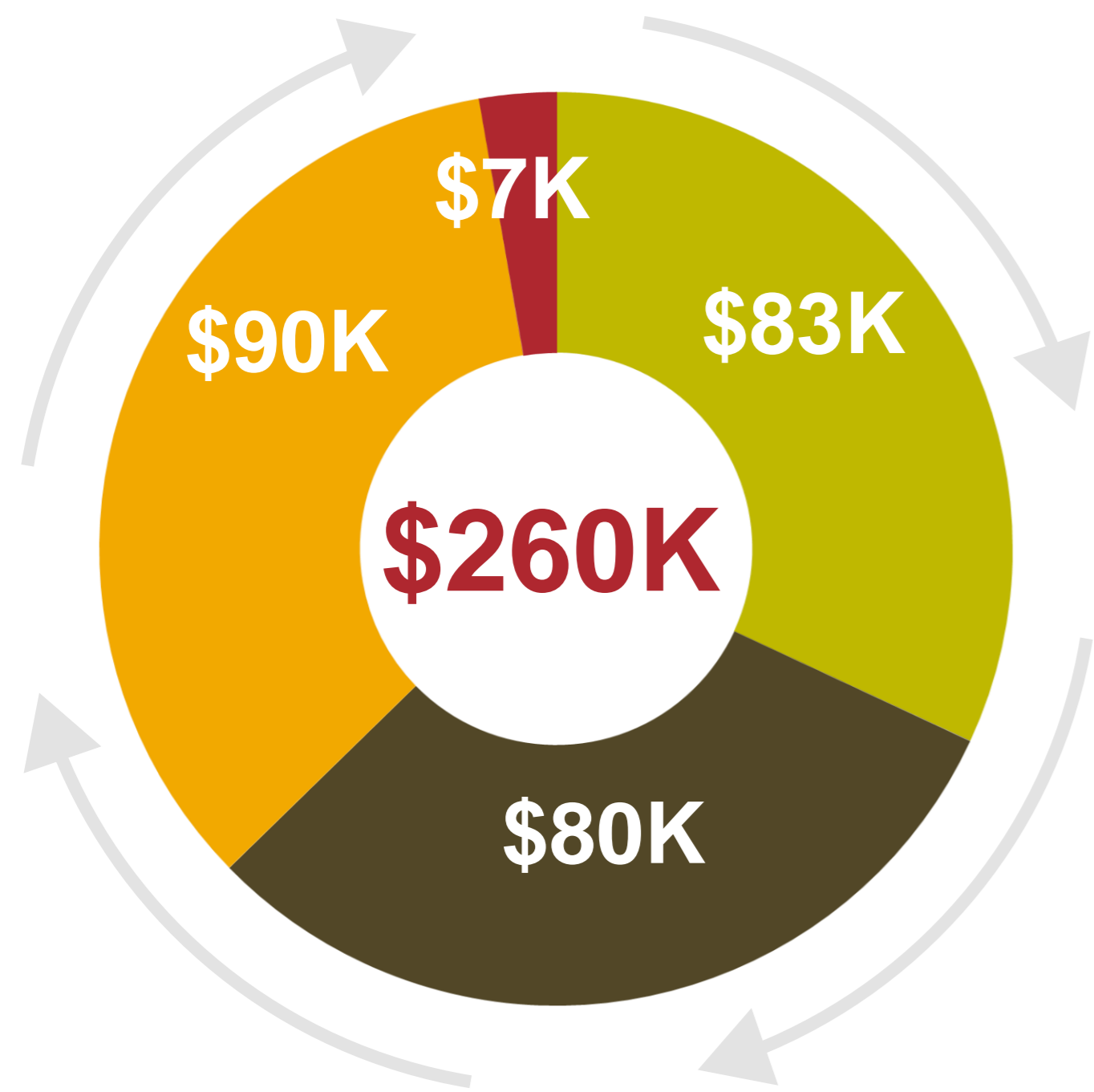
In 1953, after the closure of two large manufacturers in McMinnville, group of forward-minded individuals recognized the need to act and began a nonprofit organization focused on helping manufacturing businesses succeed. The MIP board is entirely volunteer-based, and every member of the board serves because they believe in the mission. The economic prosperity we enjoy today is a result of this small group of committed individuals with a vision that recognized what needed to be done and went to work.

In the year ahead, MEDP is excited to serve the community by providing businesses the support that fosters their growth resulting Great Living- Wage Jobs in McMinnville.

**John Dietz**  
Board Chair

**Patty Herzog**  
Executive Director

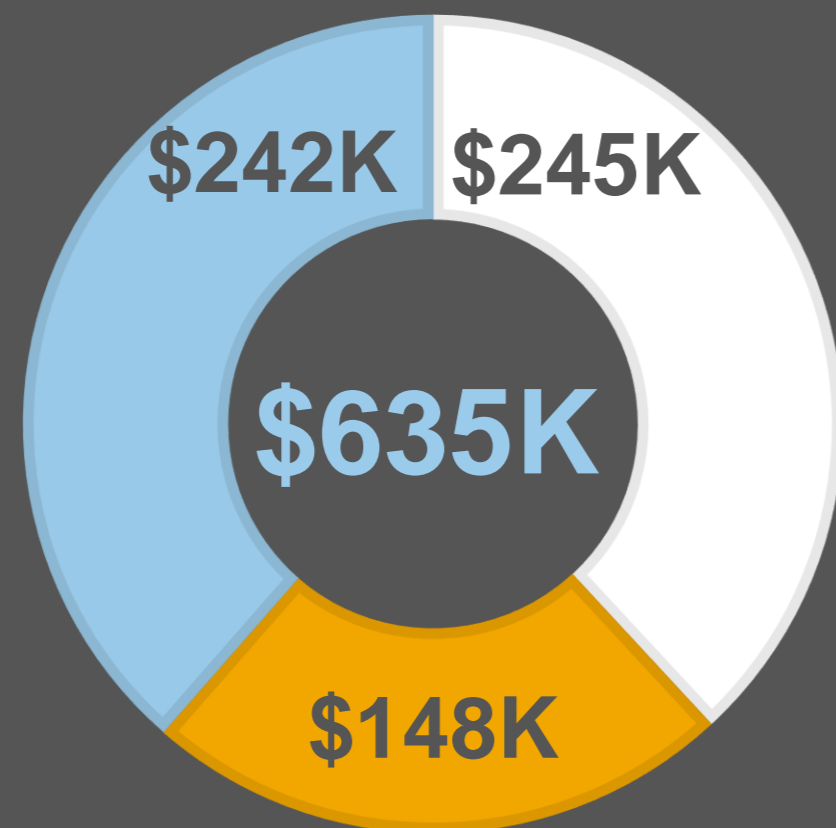
# OUR ANNUAL BUDGET



- City of McMinnville\*
- McMinnville Water & Light
- McMinnville Industrial Promotions
- Investor Circle

\*\$13K in-kind contribution

## GRANT AND OTHER PROGRAM FUNDS



- High Impact Opportunity Program
- ARPA
- Youth Development Division



**2** FULL TIME STAFF

**\$3.1M\***



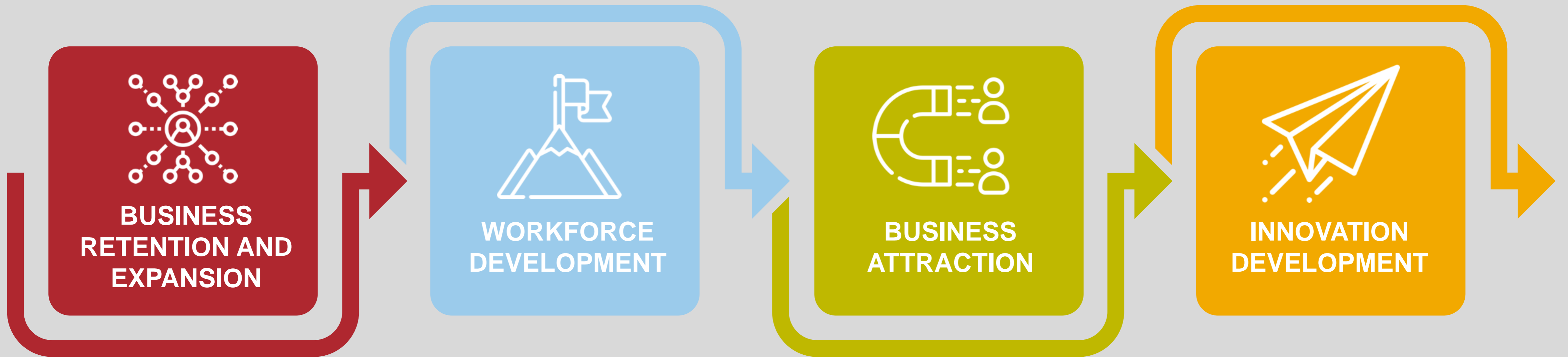
Funds we've helped our companies and community partners secure

\*An additional \$3.4M funds are currently pending

# OUR FOUNDING PARTNERS

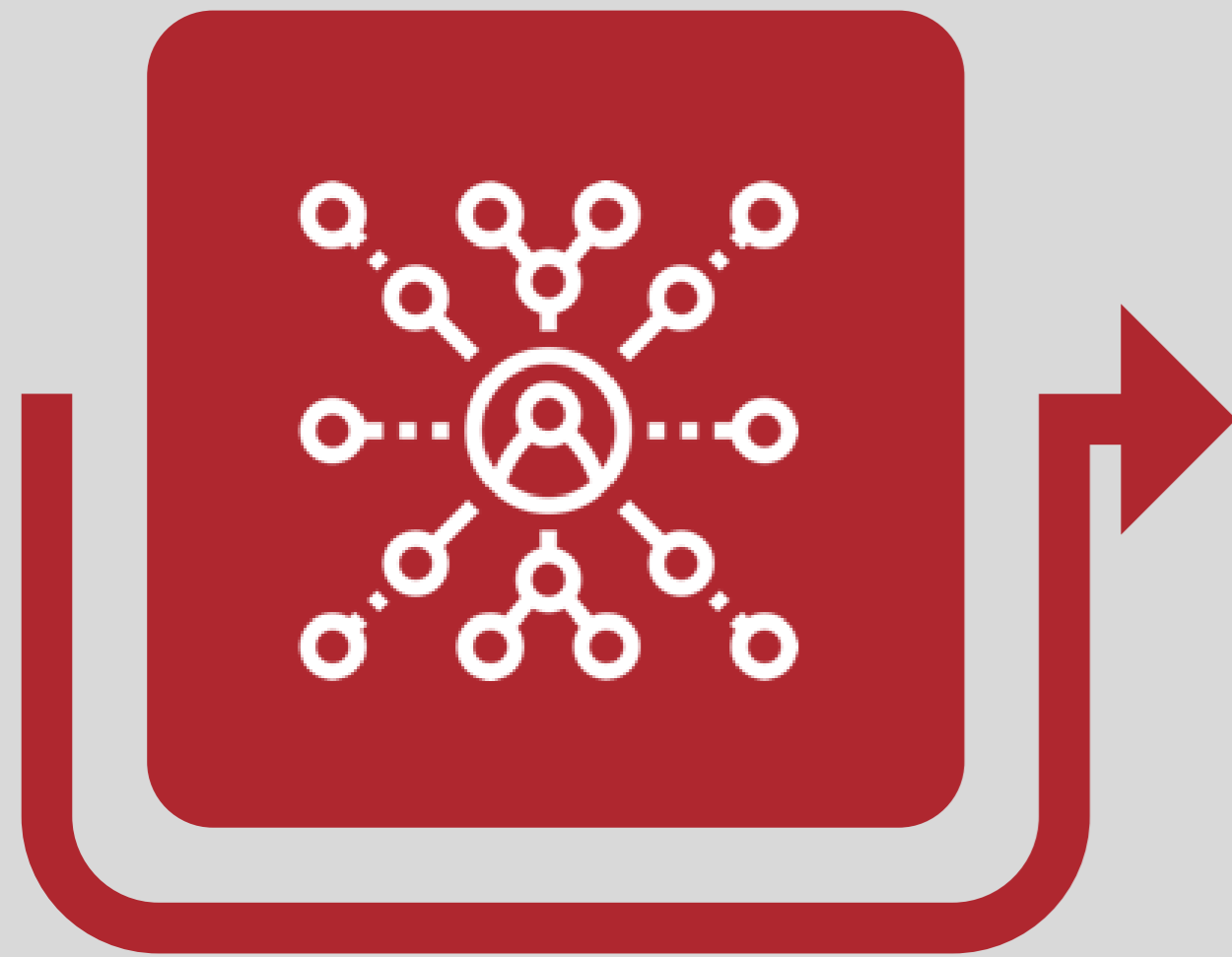


# What is economic development anyways?



## OUR STRATEGIC INITIATIVES

As the McMinnville Economic Development Partnership (MEDP), we get asked to explain economic development frequently, as well as expand on what we do to help the community. Here at MEDP, we break our work into four strategic initiatives.



## **BUSINESS RETENTION AND EXPANSION (BR&E)**

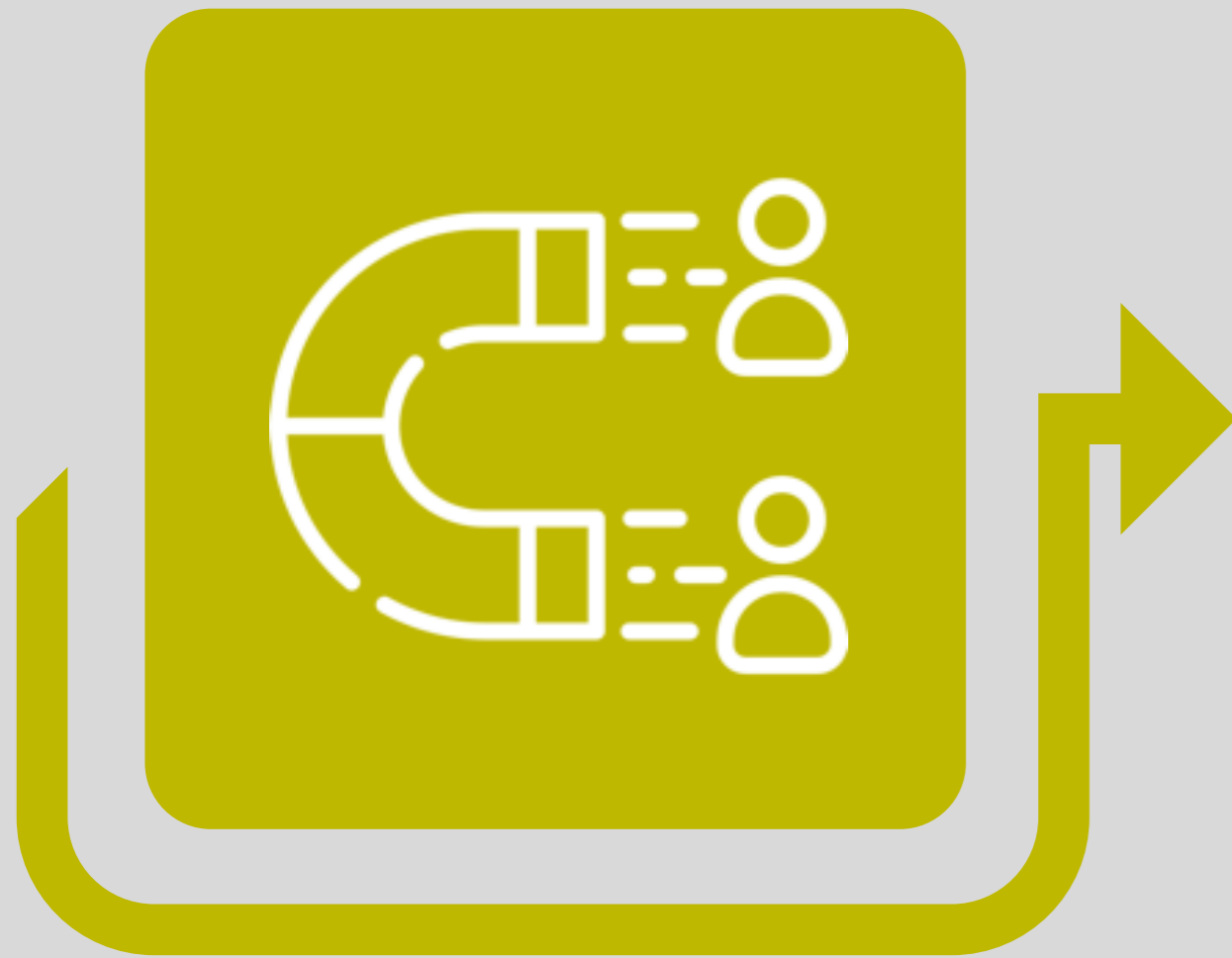
Working with our local businesses is one of the most important things we do, and it takes up the majority of our time. We help retain our local businesses to keep them in the community and help them when they are ready to expand or relocate to a new area of McMinnville. To do this, we meet with businesses frequently, working with them to help solve problems, connect them to programs and funding, and celebrate their wins.



## **WORKFORCE DEVELOPMENT**

MEDP has multiple workforce programs we use to encourage our “grow our own” workforce approach. The McMinnville WORKS internship program celebrated its 10th anniversary this past summer, and we were able to expand previous Career Bound programming thanks to a grant and support from Chemeketa Community College. We also hold monthly meetings for those interested in workforce development collaboration in McMinnville.





## **BUSINESS ATTRACTION**

MEDP works with businesses looking to locate in McMinnville by helping them identify properties, find and apply for programs, and work with our community to find success in locating here.



## **INNOVATION DEVELOPMENT**

MEDP supports our local entrepreneurs and start-up businesses with programs that provide connections and information about important resources, networking events, and long-range planning to provide more innovation opportunities in our community. We also partner to bring further innovation to McMinnville, including Launch Mid Valley, a future Center of Innovation Excellence, an Innovation hub, and more.

# It's about the long game.

When you work in economic development, it's a regular occurrence to start a project one year, knowing that it might take two or three more years to see results. Economic development takes strategy, forward-thinking, and, most of all, patience.



“

*The staff at MEDP have been a crucial part of our business startup. They have helped connect us with so many resources.*

”

Lori Robertson, Founder and President  
Cutting Edge Metals, LLC

## Cutting Edge Metal

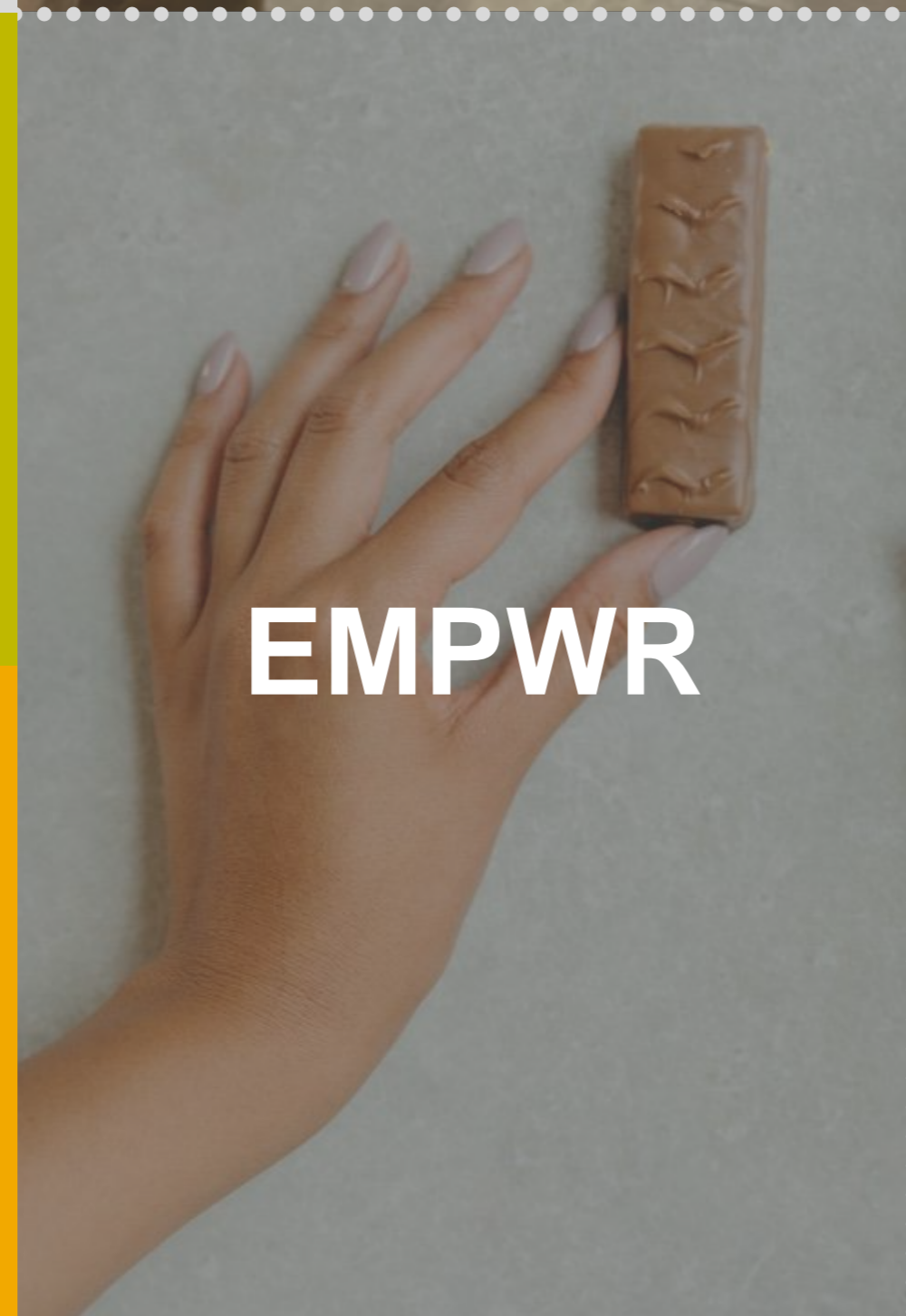
Cutting Edge Metals, founded officially in July 2022, found space to set up operations in Bunn's Village. Our first contact with them was in October 2021. The company uses CNC Machining with a wide range of materials to create custom-cut metals and plastics for a variety of clients ranging from semiconductors to aerospace to metal cabinet doors in NFL locker rooms.

# It's about the long game



**Chapul  
Farms**

Pat Crowley, CEO of Chapul Farms, moved to McMinnville in 2019. In 2023, Chapul began collaborating with McPhillips Farm. The company is mission driven to restore biodiversity to agriculture for a more sustainable, resilient, and secure food system.. Chapul Farms is part of an emerging industry cluster of sustainability focused companies in McMinnville addressing climate impacts at the ground level.



**EMPWR**

EMPWR is located in McMinnville after acquiring Noble Foods in 2023. This year the company invested in a \$400,000 expansion and remodeled for lean processing efficiencies. With an additional line brought online, they have increased output and diversified product offerings. EMPWR intends to substantially increase its workforce by hiring more than 100 skilled employees. They are hiring to meet rapid expansion plans. EMPWR is headquartered in Belgium with factories in Croatia, Canada, and McMinnville, Oregon.

It's  
about  
the  
long  
game



## Innovation Campus

Plans for an innovation campus along Highway 18 made strides this year, but there's still a long way to go. In partnership with the City of McMinnville, MEDP is working to strengthen programming for entrepreneurs. The vision is to create a hub for innovation for companies in research and development, sustainability, climate and clean technology, and more, generating high-wage jobs in our community.



## Recruitment Projects (that we can't talk about)

It can take well over 150 touchpoints (we counted) between a business reaching out and deciding to move to McMinnville.



# Speaking of the long game

## McMinnville

Industrial  
Promotions

Est. 1954

### Celebrates 70 years!



McMinnville Industrial  
Hundreds Of Interest

FRID

Of The Plants To Be

We Welcome The Decis  
Yamhill County And W  
Mutually Profitable Co



We wanted to recognize one of MEDP's biggest partners and contributors, MIP, for all they've done to foster the development of Great Jobs in McMinnville! A volunteer board of community-focused individuals leads this non-profit, well-known for their 9 for '69 campaign, with three industries still making an impact on our community today (Cascade Steel, Skyline Champion, and Ziemann Mfg.) The economic prosperity we enjoy today is a result of this small group of dedicated business leaders with a vision that recognized the community's needs and acted to make a difference.

# BUSINESS RETENTION, EXPANSION & ATTRACTION

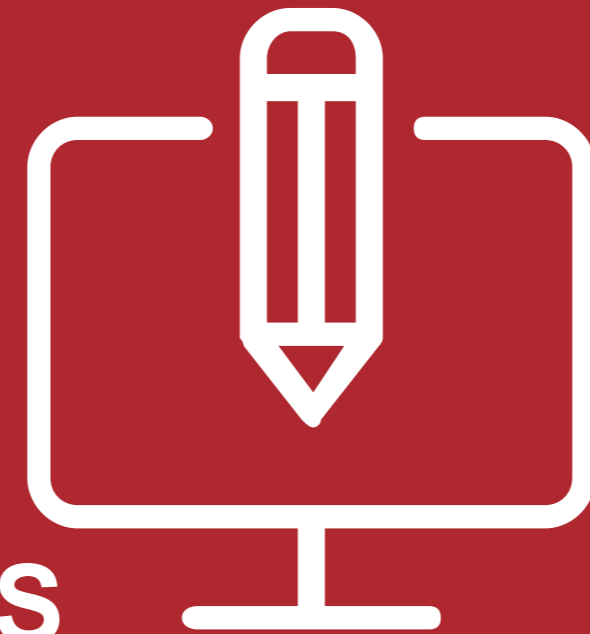


**\$1.8M**

FUNDING PROCURED  
FOR MCMINNVILLE  
BUSINESSES

**107**

BUSINESSES  
CONSULTED



**42**

NEW BUSINESS  
LEADS



## INNOVATION & ENTREPRENEURSHIP PROGRAMS HELD

BIZ CON

**37**

ATTENDEES

COFFEE  
CLUB

**84**

ATTENDEES

BIZ  
LEADER  
FORUMS

**59**

ATTENDEES

# BUSINESS ENGAGEMENT

We had 107 business consultations with a variety of industries from October 2022 - 2023. Meetings ranged from attraction to workforce, and more.



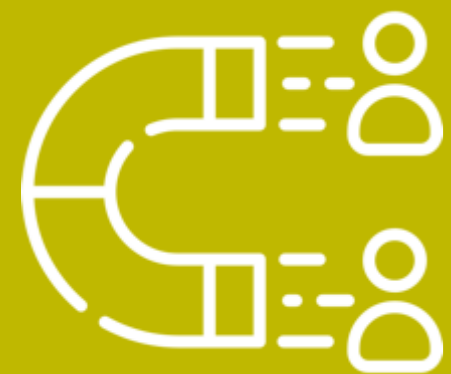
## BUSINESS RETENTION AND EXPANSION

Alpine Crossing • Alt Co Working • Amerson Precision Sheet Metal • Artisan Vineyard Supply • ARQ • APT • Betty Lou's, Inc. • Blue Raeven Pie • Cart Away • Cascade Steel, a Radius Recycling Co. • Chapul Farms Innovation Center • Cutting Edge Metals Inc • Elk Creek Forest Products • EMPWR Nutrition • Evasion Brewing • ExcelTech • Fackler Construction • Freelin-Wade • Innova • Heater Allen • HelloCare • GLI Logistics • Hunter Communications • New Energy Works • NW Rapid Mfg. • NWUAV • Oregon Mutual Insurance • Oregon Vineyard Supply • Organic Valley • Pacific Pattern Technology • Parker Meggitt • Phenix Solutions • Precision Analytical • Precision Aviation • RPAMS • S&S Electric • Skyline Champion Homes • Solid Form Fabrication • SwedeMom • TainableLabs • Trimble Helicopters • Ultimate RB • Universal Forest Products • World Class Technology • William Henry • WineShipping.Com • Willamette Valley Medical Center



## WORKFORCE DEVELOPMENT

A.R.E. Manufacturing, Inc. • Campfire Columbia • Cellar Ridge Construction • Chapul Farms • City of McMinnville - Engineering • Cutting Edge Metals • Even Pull Farm • Glorie Cookies • Grocery Outlet • HelloCare • Local Flow Health Bar • McMinnville Water & Light • Neurotherapeutic Pediatric Therapies Inc. • Phenix Solutions • Serendipity Ice Cream • Solid Form Fabrication • Swedemom Center of Giving/MacHub • Tanoshi, Inc • The Ground • Willamette Valley Medical Center



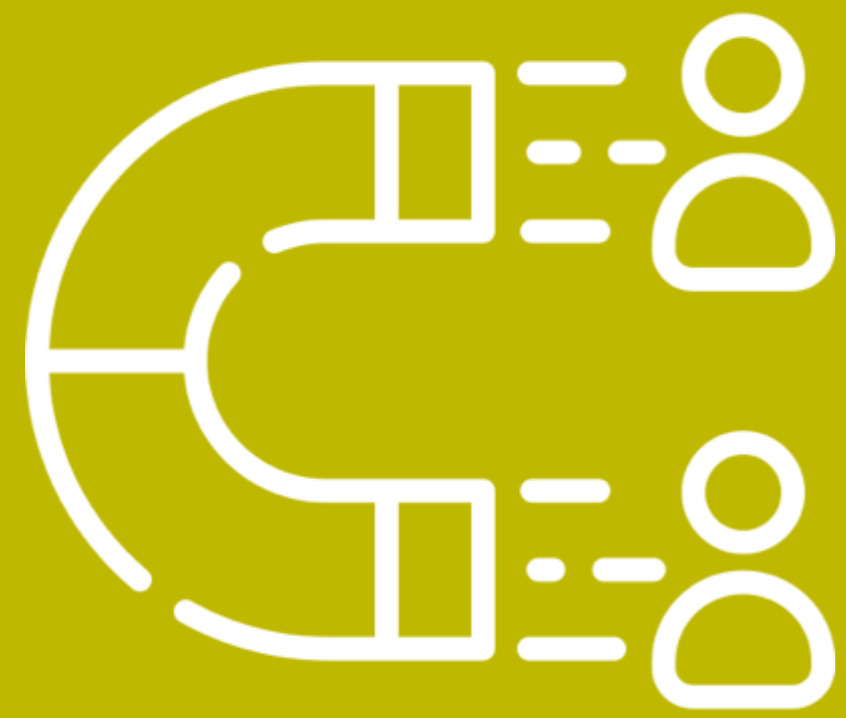
## BUSINESS ATTRACTION

Chameleon Industries • Climb PDX • DC Structures • Holt Ag • Gwendolyn Hotel • Grand Ronde • Mack Theater • Nutrien Ag • Project Energy • Project Fred • Project Hops • Project Stay • Project Stamper • Project Nurture • Project Semi C • Project Meal • Project Vine • Project Wood • Revino



## INNOVATION DEVELOPMENT

Aliza's Almond Cookies • Aris Hydronics Inc. • BCC Business Consulting • CD Women's Center • Exilior Coffee • Just Honest Bookkeeping • Lateral Systems • MT Makerspace • My Hauler With Claw • Navarra Gardens • Graham Rankin • Paleo To Go • Realized Expectations • Solid Carbon • Story Changes Culture • Soup To Soul • Summon Coffee • Tanoshi Inc. • Thomas Gray • Wagner Advisory Group • Willamette Valley Consultants • Wooter Imaging

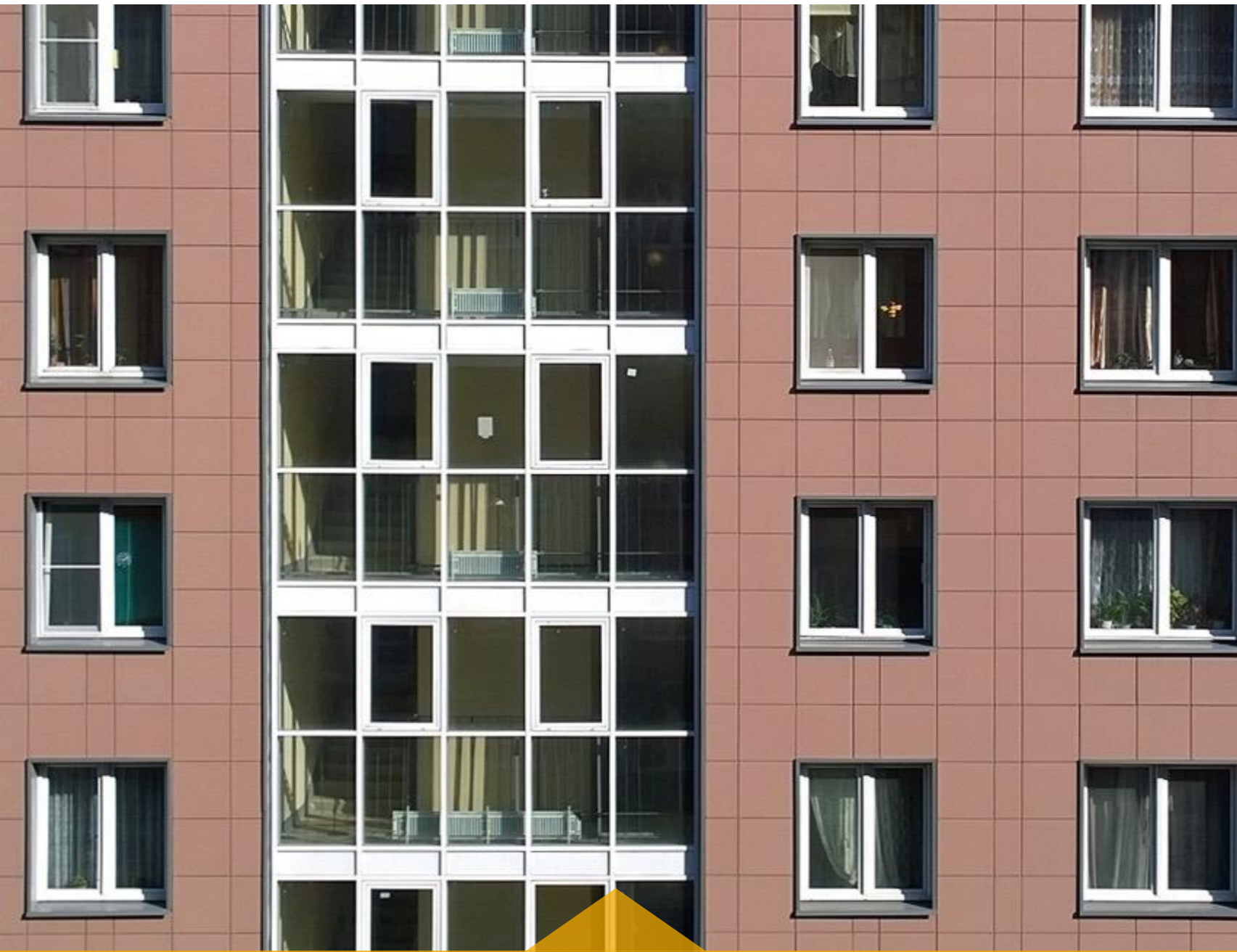


# BUSINESS ATTRACTION



# OUR CHALLENGES

... we still have a ways to go



**LACK OF ATTAINABLE  
WORKFORCE HOUSING**



**LACK OF AVAILABLE  
WORKFORCE**



**LIMITED SHOVEL  
READY LAND**

..... BUSINESS ATTRACTION LIMITATIONS ..... RETENTION AND EXPANSION LIMITATION .....

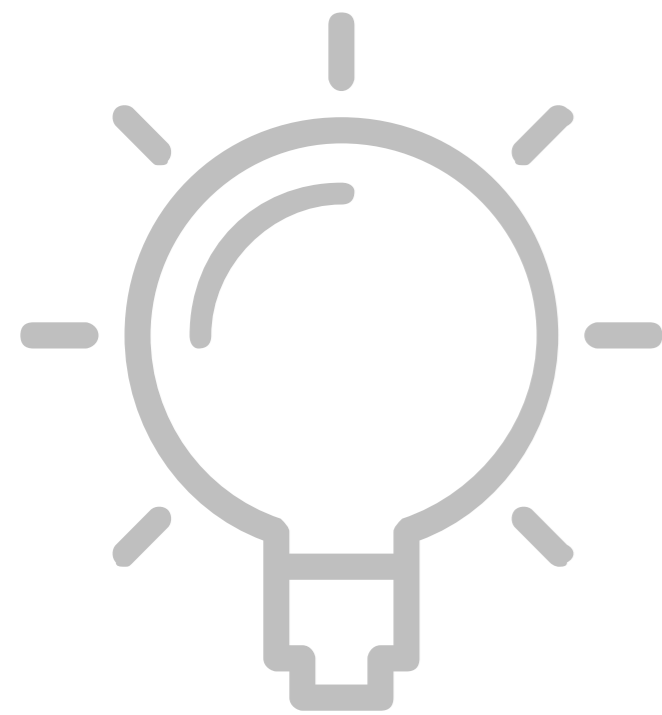


**HIGH DENSITY/  
HIGH WAGE**  
7-11 JOBS PER ACRE



**VALUES COMPANY  
CULTURE AND  
EMPLOYEE GROWTH**

# ATTRACTING THE RIGHT BUSINESS



**INNOVATION  
FOCUSED**  
WITH RESEARCH &  
DEVELOPMENT



**LEADERSHIP THAT  
ENGAGES WITH  
THE COMMUNITY**



# **BUSINESS RETENTION & EXPANSION**



# APT

# \$1.2 Million Clean Room

.....

A small, Oregon-grown, high-tech manufacturer, APT received a \$1,200,000 Emerging Opportunity Fund Grant from Business Oregon in 2023 to expand its facility with a new cleanroom. The expansion will create a space that will enable APT to increase capacity and improve quality, with projections of adding \$8.8 million in wages, benefits, and payroll taxes into Oregon's economy by 2027. The grant was received with assistance from the MEDP office, Business Oregon, and the Oregon Manufacturing Extension Partnership (OMEP).

APT's President and CEO Marcus Straw commented on the project

**“The MEDP team has been instrumental in fostering a business environment in which companies like ours can thrive. Their efforts help bring business and community together, ensuring McMinnville continues to be a place where innovation can flourish.”**

APT currently employs 37 individuals and will add an additional 30 with this expansion.



# Helping local businesses is our thing



## Radius Recycling

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Schnitzer Steel Industries rebranded to Radius Recycling in 2023 to reflect the company's vision, purpose, and impact on the circular economy. Located in McMinnville, Radius Recycling Company focuses on recycling metal to create Green Steel, which includes reinforcing bars (rebar), coiled rebar, wire rod, merchant bar, and other specialty products. As a legacy manufacturer, Radius Recycling that also establishing itself as a part of a growing number of sustainability-focused companies in McMinnville.



# Parker Meggitt

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At the end of 2022, Meggitt PLC became Parker Meggitt after an acquisition from Parker Aerospace Group. The acquisition has come with lean manufacturing updates in the McMinnville facility. Additionally, in 2023, we've seen many employees from the former Ultimate RB facility able to find jobs within the company. The company continues to be a leader in the aerospace industry, producing seals and components for many Boeing aircraft in the United States.



# HelloCare

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A local entrepreneur, Helen Anderson, and her company HelloCare won the 2022 Entrepreneur of the Year Award for a business in the development stage from the Oregon Entrepreneurs Network. The company, which was part of MEDP's StartUp Bootcamp in 2020, has had fast growth in the past 2 years, with an expansion from start-up to a staff of more than 80 caregivers.



# Phoenix Solutions

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Another local start-up, Phoenix Solutions, has continued growth in the past year. The company is working to create local heavy lift, remotely piloted aircraft that can be used during wildfires, for defense, and more. The company also helped support our “Grown Your Own” workforce approach this year as a part of the McMinnville WORKS program hiring a Mechanical Engineering Intern.



# ExcelTech

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In 2023, ExcelTech, an Electronic Manufacturing Services (EMS) company, received \$250,000 from Business Oregon’s Equipment Capital Access Program to purchase new equipment that will support the growth of the business to reach new customers. MEDP has worked with ExcelTech since 2021, providing connections to resource partners that have helped position ExcelTech to expand its reach into new markets.



# WORKFORCE DEVELOPMENT

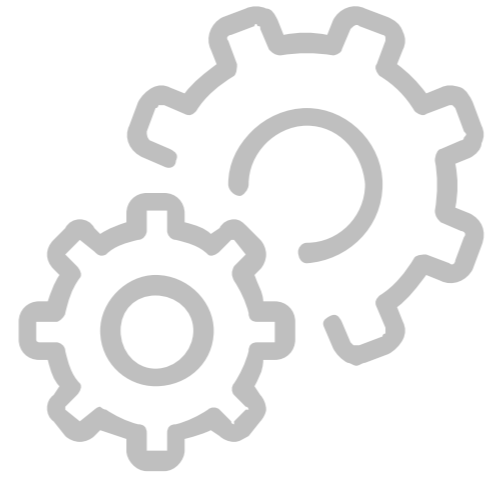


## THE MCMINNVILLE WORKS PROGRAM



**106**

APPLICATIONS



**9**

INTERNS

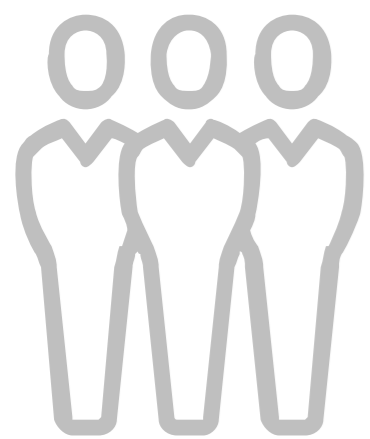


**8**

HOST SITES

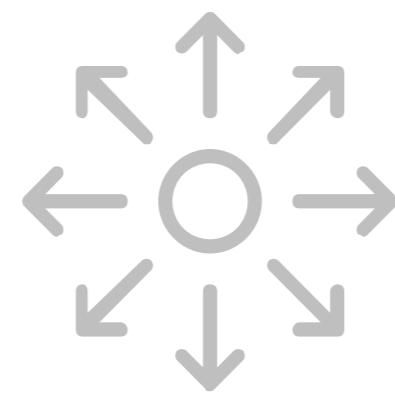
# WORKFORCE

## CAREER BOUND WORKFORCE PROGRAM



**35**

APPLICANTS



**17**

PARTICIPANTS

## WORKFORCE DEVELOPMENT PARTNERSHIP



**12**

MEETINGS



**38**

MEMBERS



# CAREER BOUND



## HOST SITES

A.R.E Manufacturing • Cutting Edge Metals • Even Pull Farm • Solid Form Fabrication • Swedemom Center of Giving/MacHub • Tanoshi, Inc. • Local Flow Health Bar • Serendipity Ice Cream • Neurotherapeutic Pediatric Therapies Inc. • Willamette Valley Medical Center • Campfire Columbia • HelloCare • Glorie Cookies • Grocery Outlet

# Youth Development Program

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In late 2022, MEDP received a Youth Development Grant from the Higher Education Coordination Commission to expand the Career Bound program. Originally piloted in 2019, the 2023 program was focused on providing essential skills training and paid work experience for priority population youth in Yamhill County. In partnership with Chemeketa Community College, the program helped 17 youth ranging from 14 to 24 with paid job training, essential skills employability classes, and eliminated barriers to employment such as clothing, technology, and transportation. Of the 17 participants, 14 of the interns were hired on with a company following completion of the program. The program will be continued with similar programming by Unidos Bridging Community, which received an Economic Equity Investment Program grant of \$400,000 to continue supporting the program.

“Before Career Bound, I had never had an official job. I was very anxious to get in the workforce. I found a placement that really worked for me, and I wouldn’t have been able to find it without Career Bound.”

- Career Bound Intern

# Growing our own workforce



## McMinnville WORKS Celebrates 10 Years!

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Ten years ago, MEDP started the McMinnville WORKS Internship Program. Designed to help the community to grow our local workforce by providing full-time, paid summer internships. Throughout this program, we have had over 1,400 applicants, over 30 host sites, and over 150 interns. Its 10th year saw the addition of 9 interns at 8 Host Sites throughout McMinnville. As always, this program would not be a success without community support, including Professional Development speakers, donations of meeting spaces, and more.

### HOST SITES

Cellar Ridge Construction • City of McMinnville – Engineering • Chapul Farms • The Ground • McMinnville Economic Development Partnership • McMinnville Water & Light • Phenix Solutions • Swedemom Center of Giving/MacHub



# MHS and MW&L Filtration Project

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Several McMinnville High School students had the opportunity to intern at McMinnville Water and Light in 2023 to custom design a prototype water filtration trailer. The trailer is designed to be deployed in an emergency where residents need access to potable water. McMinnville Water & Light plans to use the prototype design to build two more Emergency Response Drinking Water trailers



# Workforce Partnership

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MEDP organizes monthly meetings with community partners, businesses, and stakeholders to talk through workforce development issues impacting our community. The monthly meetings have seen up to 46 participants, with representatives from local schools, non-profits, businesses, and more. The monthly meeting provides a network for those looking to enhance and build workforce programming in the community.



# INNOVATION DEVELOPMENT



# SOLID CARBON

## High Impact Opportunity Project (HIOP)

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Solid Carbon has made strides in 2023 with a pilot pour of its industry-leading low-carbon concrete in McMinnville's Alpine district at Alpine Crossing and at Miller Woods. The company also received a \$242,000 High Impact Opportunity Project (HIOP) grant from Business Oregon and through the Oregon Innovation Council in late 2022 to further develop its carbon-negative solution. Partners of the grant project include MEDP, Oregon State University, Solid Carbon, Biomass One, Association of Oregon Concrete and Aggregate Producers, Northwest Cement Council, City of Portland, City of Corvallis, City of McMinnville, Wilsonville Concrete Products, Lafarge, and Euclid Chemical.



# McMinnovation at work



## Center for Innovative Excellence

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The Center of Innovation Excellence, or CiE, is a burgeoning relationship with Oregon State University to build sustainable and resilient food systems in Oregon. While this CiE was not funded, OSU was awarded a USDA Regional Food Business Hub designation to further sustainable food programs in a six-state region. The funded CiE's will be a connection for regional innovation hubs and the many innovative companies in McMinnville.

## Innovative Campus

.....

Along Three Mile Lane, on Highway 18, a 140-acre property, has been identified for a future Innovation Campus. In 2023, the City of McMinnville secured funds for a feasibility study on building out an innovation campus on this property. The community plan includes a vision for high-density, high-wage job creation with office space, research and development companies, and sites for industrial entrepreneurs and manufacturers. The campus was identified as a priority in the MAC-Town 2032 Strategic Plan and at the Economic Vitality Leadership Council.



# Boss Ladies Pub Talk

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Boss Ladies Pub Talks were created by MEDP as part of our Launch Mid-Valley initiative to give female entrepreneurs and business owners an opportunity to learn from other women in the community with a panel, Q&A, and networking.



# Business Forums

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Several roundtable and business engagement forums were held this year with topics highlighting workforce, innovation, and access to capital.

# Biz Con

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The inaugural BizCon was held in late 2022 as part of MEDP's Launch Mid-Valley initiative to support local entrepreneurs and the start-up business community. This event was the inspiration of Casey Hostetler, an entrepreneur and owner of McMinnville's Alt Co-Working, who led a volunteer committee in the development of the event. Entrepreneurs had the chance to learn from state experts and local business owners about starting, managing, and growing their businesses.



# The work behind the scenes



What you might not see in our annual report and the stories throughout the year is the work behind the scenes to make it happen. Collaboration, connecting businesses to resources, attracting new businesses, and developing workforce programs require a lot of relationship-building and work to keep moving things forward. In 2023, we had a full-time staff of two, a contractor to work on the Career Bound program, and two summer interns. We're grateful for the work we get to do each day to improve McMinnville for current and future generations. We know the work behind the scenes is what allows our businesses, new and old, to shine.

# INVESTOR CIRCLE



**We invite you to join MEDP in our mission by becoming a 2024 Investor Circle member.**

Your contribution is essential to supporting economic development priorities in McMinnville. With your partnership, we cultivate a diverse, thriving economy by introducing new development strategies, sustaining existing award-winning programs, and connecting new and existing businesses to resources, ensuring McMinnville continues to be a strong economic driver for the region.

As a public/private partnership (501c6), MEDP is funded through the generous support of our sustaining founders: McMinnville Industrial Promotions, McMinnville Water & Light, the City of McMinnville, AND our dedicated Investor Circle members.

**THANK YOU** for those who have supported MEDP as an Investor in 2022-2023

Cascade Capital Funding • Cascade Steel • Chemeketa Community College • Citizens Bank • Express Employment • First Federal • HelloCare • Miller Consulting Group • Precision Analytical • R&H Construction • Solid Form Fabrication • Wagner Advisory Group LLC • Willamette Valley Medical Center

**LEARN MORE**



[McMinnvilleBusiness.com/  
Investor-Circle](https://McMinnvilleBusiness.com/Investor-Circle)

MCMINNVILLE  
DEMOGRAPHICS

**35K**  
POPULATION



MEDIAN AGE

**38**

**\$65K**

MEDIAN HOUSEHOLD  
INCOME



LABOR FORCE

**16K**

**34%**

BLUE COLLAR EMPLOYEES

**65%**

WHITE COLLAR EMPLOYEES

# DEMOGRAPHICS and STATS

## OUR LOCAL ECONOMY



MCMINNVILLE

**2,172**  
BUSINESSES

**\$951M**  
REVENUE

**19,483** Employees

YAMHILL COUNTY

**4,816**  
BUSINESSES

**\$5.9B**  
REVENUE

**43,519** Employees

*McMinnville*

ECONOMIC DEVELOPMENT  
PARTNERSHIP

***Supporting Business to Create Great Jobs***

McMinnvilleBusiness.com | [Info@McMinnvilleBusiness.com](mailto:Info@McMinnvilleBusiness.com) | 503.474.6814