## McMinnville | ECONOMIC DEVELOPMENT PARTNERSHIP



#### MCMINNVILLE ECONOMIC DEVELOPMENT PARTNERSHIP

October 2019-September 2020 231 NE 5th Street McMinnville, Oregon 97128 www.McMinnvilleBusiness.com 503.474.6814

## A NOTE FROM THE EXECUTIVE DIRECTOR



Scott Cooper, CEcD Executive Director McMinnville Economic Development Partnership

When the McMinnville Economic Development Partnership's (MEDP) fiscal year began on October 1, 2019, the trajectory for continued economic growth was strong. We had just unveiled a brand new workplan and invited you to have a seat at our table. There were new projects underway in every business sector in the city, and the unemployment rate was 3.0%. Just a few weeks after a celebratory New Year and the beginning of a new decade, the world we knew changed.

In true McMinnville fashion, the community quickly stepped up for one another. Pick-up and delivery options, providing meals to those in need, pivoting business models, and supporting the manufacturing of personal protective equipment.

The McMinnville business community remains innovative, supportive, and hopeful. The MEDP team is grateful to share a piece of the story.

Since 2006, the MEDP has been focused on growing and diversifying McMinnville's economic base, bringing new investments, new businesses, and new opportunities to the City of McMinnville. We have worked with our funding partners to provide quality leadership and services to help McMinnville compete and succeed in a fast-paced global economy.

MEDP is proud to administer an array of programs designed to increase the economic well-being of our community. That responsibility is why we are committed to providing efficient, effective, and customer-focused programming in everything we do. 2020 provided renewed focus for strengthening partnerships with business alliances that provide economic vitality leadership in varying sectors of the business community. Additional relationships leveraged through the year included working alongside regional and state collaborators to promote recovery and resiliency for area businesses.

While the year took a sharp turn from the anticipated trajectory 2020 seemingly promised, MEDP maintains our commitment to building and rebuilding with businesses and our partners. The people, industries, and culture of our community are resilient; McMinnville is open for business and MEDP wants you to have a seat at our table.



# Our mission is to advance strategies that respond to the needs of McMinnville's traded-sector businesses.

Advanced Manufacturing, Aerospace, Food and Beverage Production, Tech and beyond.

## **MEDP's Strategic Goals**



## **BUSINESS HIGHLIGHTS:** BUILDING EXPANSIONS & PRODUCT DEVELOPMENT

#### **Around Town**

#### Buildable

Expanded software, web and ERP operations, grew team to 17 and moved into their new 2 story home on 3rd street.

#### **Falcon Suites**

Newly constructed 16,500 sqft. of commercial space was added between NE Baker and NE Adams.

#### **First Federal**

Broke ground on new downtown McMinnville headquarters. Plans include three stories & 32,000 sqft. of space. The Project is being completed by R&H Construction.

#### **Noble Foods**

Purchased Betty Lou's co-packing operation and joined our manufacturing community.

#### NWUAV

Partnered with Hirth Engines as a distributor for North and Central America.

#### **McMinnville Properties Inc.**

of the Stoller Group acquired Evergreen Aviation Museum Property and Wings & Waves Waterpark.

#### **Organic Valley**

Exceeded employment growth requirements (went from 10-50 FTE) for the 2017 Business Oregon Strategic Reserve Fund, and the loan was forgiven.

#### **Vesuvian Forge**

A company focused on environmentally friendly architectural concrete installations, Awarded Yamhill County Startup Grant.

#### **Industrial District**

#### **Betty Lou's**

Sold Booth Bend co-pack facility to Canada based Noble Foods in order to focus on name brand products.

#### **Cart Away Concrete**

Expands production to include custom powder coating for their signature trailers & portable mixers.

#### Colvin Ct. Development

New construction of two 9,000 sqft. industrial condos.

#### **Red Hills Distribution**

Facility expansion of wine storage and labeling operation by an additional 25,000 sqft.

#### **S&S Electric**

Expanded to a 14,000 sqft. facility.

#### **PPE Pivots**

Alexonet, Excel Tech, Freelin Wade, NW Rapid and RP Advanced Mobile Systems All rose to the challenge and expand their typical product lines to began manufacturing PPE equipment during the Covid-19 Pandemic, including face shields, ventilator tubing, and UVC sanitizing lights.



2020 marked the 8th year for McMinnville WORKS and 2nd Year for Career Bound Programs. Since 2013, 116 interns have participated in MEDP's

workforce development programs.

The McMinnville WORKS and Yamhill County Career Bound Programs started the year with **19** host companies **24** different internship opportunities, and **125** applicants.

With the onset of Covid-19 the program continued successfully to include **9** host companies, **14** hired interns and **8** professional development opportunities that were hosted as a hybrid model of socially distanced and online workshops, with topics ranging from personal finance to project management.

#### **Host Companies**

City of McMinnville- Administration City of McMinnville- Engineering City of McMinnville- Wastewater Services Cody Kime Designs HBF International MEDP OnlineNW Solid Form Fabrication Swedemom

## Academic Organizations Represented

Chemeketa Community College George Fox University Linfield University McMinnville High School Oregon State University Portland State University Southern Oregon University



In 2018 MEDP received a grant from the Ford Family Foundation and the Oregon Community Foundation to expand community internship programs similar to the McMinnville Works program to rural cities in Oregon. 4 Rural Oregon communities were selected to participate in this round of program development. Currently there are 14 Oregon Works internship programs throughout the state inspired by the McMinnville Works program model. In August of 2020, MEDP submitted the final report for this grant.

#### www.oregonworks.net

## LAUNCH Marion Mid Valley Yamhill

Launch Mid-Valley is a regional collaborative unearthing innovative resources to help launch startups and grow entrepreneurship in the Mid-Willamette Valley.

In November, 2019 LMV along with Oregon Entrepreneurs Network hosted a pub talk in McMinnville on Marketing Strategies and Building Your Brand.

MEDP was host to the first LMV Startup Bootcamp, a 3-day intensive in McMinnville that used lean startup strategies to help entrepreneurs and businesses level-up. The weekend included 4 keynote speakers, 9 business coaches, and concluded with a pitch fest, where prizes were awarded to 3 different Startups. Hellocare, Sustainable Rituals, and Jamii Coffee







The McMinnville Chapter of Coffee Club for Startups launched this Summer. It's a monthly networking gathering of likeminded entrepreneurs and local leaders. that meets on the 3rd Tuesday of the Month.

www.launchmidvalley.org

## **Sparking Inspiration**



Our monthly e-newsletter the MEDP Spark highlights our traded sector companies, stories from around our community, as well as upcoming events and business resources. Sign up by visiting mcminnvillebusiness.com or click on <u>the link</u>

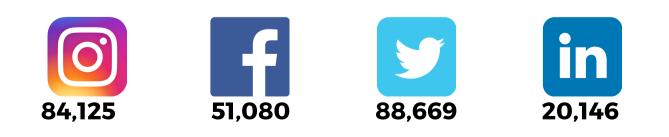
We have been working hand in hand with the State Historic Preservation Office, our local building and planning officials and local craftsmen to develop a preservation plan and design that allows for the protection of the treasured historic elements of the building while allowing for updated, comfortable and flexible uses of all the interior spaces.

- Mary Beth Branch, Lead Designer and Partner with Branch Geary Inc in reference to the Buchanan Cellers Project. . MEDP Spark, Volume 5, Issue 5

### **Social Media Impressions**

We are using our platforms to tell the story of McMinnville businesses, available resources, and what it is like to live, work and play in our community. Over the year these highlights made 244,020 impressions. I think the thing I love most about McMinnville is that it's comprised of overlapping circles – winemaking being just one of those circles. There are many peripheral industries that feed into the wine industry. McMinnville attracts talented people who are not only helping advance the quality and notoriety of Oregon wines but also participating in building a vibrant community.

Corey Guinnee of Core Enology Analytical Services MEDP Spark, Volume 5, Issue 4



## 2020 MEDP AWARD RECIPIENTS

Since 2007, MEDP has been recognizing the outstanding companies and individuals that contribute to the growth of our local economy through best business practices, workforce development, and a positive company outlook. Although 2020 has proven to challenge us all in a variety of ways we would like to recognize those who are persevering and continue to contribute to our community's economic vitality in exceptional ways.



#### **The McMinnville Maker Award**

recognizes a company or individual within McMinnville's Traded Sector that has created a beneficial impact either internally or externally in the community.

The 2020 recipient of the McMinnville Maker Award is **RP Advanced Mobile Systems.** RPAMS was founded in 2009 and quickly developed a name for itself in the Special Operations community by designing and developing innovative mobility accessories for tactical ATV/UTV platforms.



In 2020 they truly made a pandemic pivot to their product line with the addition of face shields and various PPE equipment, as well as developing UVC emitting sterilizing products to safeguard against infected touch surfaces. These UVC lights are being used across the country to help keep schools and public spaces safe. <u>www.rpadvancedmobilesystems.com</u>

#### The Workforce Partner of the Year Award

was created to recognize an individual or business in McMinnville that has worked to create strategic efforts around workforce solutions in our community.

This year's Award goes to the **Swedemom Organization**, which encompasses **Swedemom Center of Giving** and **MacHub**. What began in 1999 as an online re-sale business, evolved into a nonprofit that provides specialized financial assistance to a network of other nonprofits by leveraging ecommerce.

When many businesses were faced with hiring freezes and putting a pause on summer internship opportunities, Cami Nyquist was able to find jobs for six of the McMinnville WORKS and Career Bound interns throughout her companies. She also hosted a community engagement and networking opportunity for the 2020 intern cohort. <u>www.swedemom.com</u>





## **2020 MEDP AWARD RECIPIENTS**





recognizes a new company or organization that demonstrates entrepreneurial spirit, fortitude, and has demonstrated the potential for a beneficial impact on our local community.

Sustainable Rituals, attended the Launch Mid-Valley Startup Bootcamp in February 2020, and was recognized as one of the finalists and winners during the pitch fest that concluded the 3 day intensive workshop.



From there the business blossomed into more than an idea, and Haley Queen opened her brick and mortar bulk refill shop in June of this year inside Mac Market with a curated selection of plants and sustainable products. She has already expanded her offerings and is beginning to stock products at other pop-up locations around McMinnville.

www.sustainablerituals.com

#### **The Tech Terroir Award**

refers to MEDP's initiative to grow tech in Oregon's wine country and is given to a company that exemplifies both the type of company that helps make McMinnville prosperous and that has given back to the community.

The winner of the 2020 award is **Buildable**, a custom software company that has actively played a role in the innovation development of our community since its founding in 2008.

At the start of the pandemic **Buildable** offered to help local companies adapt and increase their online presence during the stay at home order, and they recently expanded their offerings to include open-source ERP (Enterprise Resource Planning) which will be a valuable tool for the manufacturing community.

www.buildableworks.com





## **2020 MEDP AWARD RECIPIENTS**



#### The Board of Directors Partner of the Year Award

recognizes the outstanding partners who have contributed to the growth of our local economy.

This year the board selected two partners who have worked side by side to ensure that downtown McMinnville remains a cultural, social and economic hub of the community.

McMinnville Downtown Association and The City of McMinnville helped to streamline the process for the Dine Out(Side) on 3rd Street program.

Their collaboration with permitting, communication with businesses, street closures, recruiting volunteers, and promoting the event helped sustain and support countless local businesses through a very difficult economic season. <u>www.macdowntown.com</u> | <u>www.mcminnvilleoregon.gov</u>



#### "McMinnville Dine Out(Side) has been a dream come true"

- Visit McMinnville





## MEDP PARTNERS AND INVESTOR CIRCLE

#### FOUNDING PARTNERS



231 NE 5th Street | McMinnville, OR 97128| 503.474.6814| www.McMinnvilleBusiness.com

# We want everyone to have a seat at our table.



Pull up a chair and join us in growing economic vitality in McMinnville, OR

McMinnville | ECONOMIC DEVELOPMENT PARTNERSHIP