

McMinnville | ECONOMIC DEVELOPMENT
PARTNERSHIP

2019 ANNUAL REPORT

MCMINNVILLE ECONOMIC DEVELOPMENT PARTNERSHIP

October 2018 - September 2019

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A Note from the Executive Director



Scott Cooper, CECD
Executive Director
McMinnville Economic
Development Partnership

On behalf of the Board of Directors of the McMinnville Economic Development Partnership (MEDP), I am pleased to present to you the 2018-2019 MEDP Annual Report. I have been in this position for 6 months and am truly grateful for the opportunity to lead this dynamic organization. I have been delighted by the people of this community and humbled by the dedication of its staff. With our new strategic work plan providing the building blocks for the future I look forward to new challenges and opportunities. Our focus will be to continue to support existing businesses to expand their operations and to recruit new business that align with our mission.

MEDP takes great pride in our work to positively impact the economic well-being of the McMinnville community. This report details our efforts to fulfill the MEDP's mission of advancing strategic efforts that respond to the needs of McMinnville's traded-sector businesses. Over the past year, existing McMinnville traded sector companies retained 91 jobs and created 110 new jobs. Additionally, creating an annual payroll of over \$12 million.

We will continue to expand on our award-winning workforce development programming. McMinnville WORKS, which completed its 7th year, and the new Career Bound program, which focuses on recent high school graduates interested in entering skilled trades.

As we move forward, MEDP will focus on supporting our existing businesses, promoting new development opportunities, and working with our economic development partners to enhance the business climate and improve the quality of life for our residents. It is my great pleasure to serve you as the Executive Director of the McMinnville Economic Development Partnership and I look forward to working with you to continue to develop McMinnville as a great place to do business!

BUSINESS HIGHLIGHTS



A machine shop utilizing CNC technology, in May 2019, eCNC, inc. moved into a new property in McMinnville's Industrial Park. At 8,000 sq. ft. the new leased space doubles the size of their previous location and allows the company to grow their employment base.

Retention of 15 employees, Direct Labor Income: \$675,773

3D printing company NW Rapid is on track to move into a new building next to their sister company, Northwest UAV in 2020. The newly constructed building will allow the company to grow and create more efficient processes.

Retention of 10 employees, Direct Labor Income: \$637,235



NW RAPID Mfg
ENGINEERING THE ART OF SLS
3D ADDITIVE MANUFACTURING



The Springs Living, a senior living community, employs over 50 people in their corporate office in McMinnville, Oregon. In 2019, the company purchased a former Evergreen Aviation building on Three Mile Lane. The move takes the company from 5,800 sq. ft. of space to 30,000 sq. ft.

Retention of 52 employees, Direct Labor Income: \$2,767,923

West Coast Feed & Seed, an animal food manufacturing company, purchased the building that formerly held Land O'Lakes Purina Feed. The company was able to retain all 14 employees and are now utilizing the manufacturing space.

Retention of 14 employees, Direct Labor Income: \$777,000



Precision is a multi-faceted company that conducts flight training, operates both planes and helicopters, maintains aircraft, conducts helicopter tours, and flies and operates unmanned aerial vehicles. In September 2018, the company purchased a former Evergreen Helicopters building on Three Mile Lane and has since grown their employment from 50 to over 90.

Addition of 90 new jobs, Direct Labor Income: \$5,313,522

A custom software and web designer, Buildable was founded in 2008. In 2017, the company purchased a building on Third Street to refurbish and turn into their new corporate office. The construction is on track to be finished in 2020 and will allow Buildable to grow both their employee and customer base.

Retained 10 employees, Direct Labor Income: \$495,000



Ultimate RB has been recycling tires to manufacture rubber floor matting since 1985. Acquired in 2018 by Carlisle Construction Company. In 2019, Ultimate RB hired over 20 employees raising their full-time workforce from 76 to over 100 employees.

Addition of 20 employees, Direct Labor Income: \$1,046,000

NORTHWEST UAV OPENS FAST RANGE



On September 4, 2019, Northwest UAV (NWUAV) had a ribbon cutting and an inaugural UAV flight at their new Flight, Analysis, & Systems Test (FAST) Range. The inaugural flight received a Certificate of Authorization (COA) from the University of Alaska Fairbanks which allows NWUAV to operate its own test range under the Pan-Pacific UAS Complex. The range can facilitate flights up to 4,000 feet in a 5 nautical mile radius of airspace. The range is 12 miles south of NWUAV's main campus in McMinnville. The new flight range enables test flights of new UAV products. The campus spans over 10 acres and over 60,000 sq. ft. of manufacturing and office space. Companies testing their UAVs have access to NWUAV's services including MRO and Repair shop, engine test cell availability, 3D printing and more. The campus also offers up to 15,000 sq. ft. of office rental space with plans to create an UAV incubator space in the future.

WORKFORCE DEVELOPMENT



MCMINNVILLE WORKS INTERNSHIP PROGRAM

2019 marked the 7th year of the McMinnville WORKS Internship Program. This year the program had:

- Host Sites: 11
- Intern Applications: 159
- Internship Positions: 13
- Community Trainers: 11
- Community Locations Visited: 10

Since 2013, 95 interns have participated and 40 interns have had extended internships or been hired by a host site in the program



CAREER BOUND PROGRAM

In 2019, MEDP organized the pilot year of the Career Bound Program, a workforce program targeted at graduating high school seniors who do not plan to attend a four year college. In its pilot year, the Career Bound Program had:

- Steering Committee Business Representative: 6
- Host Sites: 4
- Filled Positions: 6

5 of the 6 participants were hired on by their host company full-time.



EDU TOURS

To introduce local students to the workforce opportunities in their own communities, MEDP works with the McMinnville School District to coordinate tours at local businesses and manufacturers. In 2019, MEDP connected **97 students** with tours at **4 manufacturers**: NW Rapid Manufacturing, Solid Form, Betty Lou's Inc, and Northwest UAV.



MEDP HIGHLIGHTS



Launch Mid-Valley is a partnership of all three counties in the Mid-Valley - Yamhill, Marion, and Polk County. Partners include SEDCOR, MEDP, the Small Business Development Center, MERIT, Business Oregon, City of Dallas, City of Independence, City of Newberg, City of Salem, City of Woodburn, Marion County, Polk County, and Yamhill County. The partnership is an effort to support and grow entrepreneurship in the tri-county area. In 2019, thanks to the effort, the Oregon Entrepreneurs Network hired a Mid-Valley Venture Catalyst - Mike White - to serve the region.

MEDP received a grant from The Ford Family Foundation and the Oregon Community Foundation in 2018 to expand community internship programs similar to the McMinnville WORKS Internship Program to rural cities in Oregon. Under Oregon WORKS, MEDP visited four communities - Roseburg, Ontario, Boardman, and Coos Bay - to teach workshops on how to create internship programs of their own. MEDP was also able to launch the Career Bound Program in McMinnville under the grant.



LOOKING TOWARDS 2020

MEDP'S STRATEGIC GOALS

STRATEGIC GOALS - MEDP's goals are a guide to support our mission and help support the efforts of the City of McMinnville's MAC-Town 2032 Economic Development Strategic Plan.

MEDP's Mission is to advance strategies that respond to the needs of McMinnville's traded-sector businesses.

Targeted Industries - Advanced Manufacturing, Aerospace, Agribusiness, Food & Beverage, Research & Development, and Technology



1) BUSINESS RETENTION & EXPANSION

A critical element of any economic development plan is a healthy business community that includes both existing active businesses plus opportunities for new businesses to establish. In 2020, MEDP will implement a formal BR&E program which will act as a catalyst for our other strategic goals. Research has shown that when the existing business community functions effectively it can be responsible for as much as 80% of new employment in the community.



2) BUSINESS ATTRACTION

The attraction of new businesses and investment is significant to all Cities' economic vitality and fiscal sustainability. New business and investment attraction to McMinnville is necessary to counter cyclical changes in our economy. Our business attraction efforts will be driven by both our targeted industries and our BR&E efforts. We want to attract businesses into the community that will enable our current businesses to thrive.



3) WORKFORCE DEVELOPMENT

Talented people are the engine for innovation. As a result, education has become the fundamental driver of wealth creation. Therefore, for cities to prosper in the knowledge economy, they must provide a high quantity of talented workers. The first and most important goal for a city should be to develop and grow its workforce from within. External attraction efforts must follow for continued success.



4) INNOVATION DEVELOPMENT

To succeed in a global economy, cities and regions must provide necessary support to create a strong innovation environment. New business formation or creation is now seen as a necessity of modern economic development. MEDP can assemble a strong support network of services for small businesses, startups, and entrepreneurs, largely by partnering with organizations that already exist and providing regional programming.

MEDP PARTNERS AND INVESTOR CIRCLE

PARTNERS



INVESTORS





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