4th Quarter Progress Report
December 31, 2015

Business Startup Informational Calls, Visits and Packets Distributed: 8
Referrals to SCORE for business counseling: 3
Business Retention (ongoing): 31
Business Relocation: 2
Commercial Site Inquiries/Referrals: 4
Retail Space Inquiries/Referrals: 3
Street Vendor/Referrals: 2
New Companies Located 0

EDC Micro Loans
Total Loans to Date: 65
Amount Loaned to Date: $950,691
Loans Year to Date: 0
Amount Loaned Year to Date: $60,634
Current SCEDC Revolving Private Loans: 12
Current Delinquent Loans: 3
Loans in Process: 0

WIF Loans/Grants
Total Loans to Date: 52
Amount Loaned to Date: $4,832,828
Total Grants to Date: 22
Total Amount Granted to Date: $1,603,155
Loans Year to Date: 3
Amount Loaned Year to Date: $544,026.57
Amount Granted Year to Date: $2,500
Current WIF Revolving Public Loans: 6
Current WIF Revolving Private Loans: 15
Current Delinquent Loans: 3
Loans in Process: 1

EDC progress summary:

December progress summary:

- **Workforce Development Business Engagement** - Recent federal regulation requires significant business engagement when planning workforce education and training programs. This is an opportunity to have the needs within Skamania County addressed. Three South Central Workforce Development Council staff will be visiting Skamania County on January 14th. We’re coordinating their visit that includes several individual meetings and a round table discussion. The round table discussion will be a no-host luncheon at La Casa. We’ve been discussing a brown bag lunch series (similar to the PubTalks). This will be a good test.
• **Gorge Commission – OIB//WIB Vitality Plan** - Amanda Hoey and I met with Krystyna Wolniakowski and Lynn Burditt to discuss updates to the OIB and WIB Vitality Plans. These plans are required to be updated every five years and submitted to the state. The OIB and WIBs have met and discussed changes to the Vitality Plan. Krystyna and Lynn had additional changes they would like to see. We will be meeting again in a month to go over it again. The goal is to have these plans updated, approved, and submitted by June or July 2016.

• **Umpqua Bank Grant** - Umpqua Bank’s Giving Program has announced a $1,500 contribution to support the Skamania County Youth Development Program. Kari has been working on this grant opportunity for many months. The original request came from Bob Leitheiser to help the high school volleyball team. The grant application evolved into a larger picture request to help any local youth program.

• **OneGorge** - Bob Hamlin and I attended a OneGorge meeting in The Dalles. We picked up a letter of support from several Gorge entities for a Skamania County EPA brownfields grant proposal. Representative Gina McCabe discussed plans for the upcoming Gorgeous Night in Olympia (Feb 9th). Other discussions included National Scenic Area needs in the federal transportation bill, an effort to localize workforce development in the Gorge region, and capital funding opportunities through Washington State.

• **Stevenson Pool** - Met with Karen Douglass to discuss things needed to be done in preparation of opening the pool. I’ve asked the City of Stevenson to let us know if there are any permitting requirements or inspections needed (Nick is looking into it). School staff toured the pool (many for the first time in many years). The building and pool appear to be in good shape with little work necessary. Gina McCabe was asked about capital funding or other funding sources from the state. She indicated there is probably nothing available left for 2016 but the timing is good for 2017 requests. School staff are working with McCabe’s staff on submittal of a formal request.

• **Other**
  - EPA grant application has been submitted. It took the cooperative effort of Maul Foster, several County employees, WA Commerce, City of Stevenson and many others due to the short turn around and lots of moving parts.
  - The PUD has been awarded a grant from Ecology to drill a test well in the Carson area ($116,000).
  - Stevenson business moves: The feed store, Bits & Spurs, is moving from the east end of town to the west (former gas station/Venus Café). Kansas Art studio is moving from the Avary Building to Russell Street (space recently vacated by Grandma’s Attic).
  - PHLOEM STUDIO has begun to move into their leased Port space.
  - Red Carpet Committee will plan an event to welcome Ben Klebba of PHLOEM into town. Been in discussions with Jeff Logosz and we will call a meeting in January.
  - The EDC/Chamber’s annual Open House was well attended despite the weather. Bryan Stebbins of Senator Murray’s office made the drive from Vancouver and was rewarded with his picture in the Skamania Pioneer.
  - Attended SCORE’s annual holiday luncheon in Vancouver.
  - The EDC was in the Pioneer several times including a front page article on entrepreneurship.
  - Agora quarterly report submitted to MCEDD.
- USDA annual report completed.
- Attended the Port’s annual open house. County Commissioners gave the Port direction to pursue a lease at the WR Nursery site for a medical marijuana grow operation.
- We’re working on a few potential business loans.
- Several businesses within Skamania County have sought help finding suitable property for their growth. We are helping any way we can.

**November progress summary:**

- **Washington Investment Fund** - The Washington Investment Board met last week. The Board approved an additional $180,000 loan to LDB Beverage for a replacement bottling line. The Board also approved a $100,000 loan to the Port of Skamania County to help finance construction of a new building in North Bonneville. This will allow Slingshot to expand.

- **Port of Skamania Industrial Production Space – PHLOEM STUDIO** - We’re excited to announce all of the Port’s industrial space on the Stevenson waterfront has been leased. The last 4,000 square feet of industrial space will be occupied January 1st by a high end furniture manufacturer (PHLOEM STUDIO) [http://phloemstudio.com/](http://phloemstudio.com/). Since PHLOEM is moving here from Portland we’re working with the owner, Ben Klebba, to understand Washington’s tax structure and available incentives such as the manufacturers sales use tax exemption certificate. This is also an expansion for PHLOEM so they are looking to finance additional tools and equipment. They think they can get financing through their bank but will let us know if that doesn’t work out.

- **Small Business Showcase** - Attended Skamania Chamber of Commerce’s annual Small Business Showcase. The EDC had a table and I also managed CEKC’s table. The event was held at the Underwood Community Center. It was the first time having the event in that location. While lightly attended it was an opportunity for business and non-profit attendees to experience the facility.

- **Manufacturing tours for High School Students** - One of our events for Global Entrepreneurship Week was organizing business tours for High School Students. Between 70-80 students toured Silverstar Industries, Slingshot Sports, and talked business at Gorge Delights. The cooperation from the businesses was fantastic. They spent almost an entire day bringing 6 groups of students through their businesses.

- **Pub Talk** - There were about 30 people who attended the Pub Talk at Walking Man Brewery. It was a good event with very positive responses. The upstairs event space at Walking Man also got good reviews.

- **Columbia Gorge Tech Alliance – CEO Excellence Event** - Bruce Nissen of LDB Beverage was the main speaker at a CGTA event in Hood River. The EDC was given plenty of kudos for our business assistance and programs.

- **South Central Workforce Development Council** - As a new Board member they have asked me to join their Business, Industry and Education Committee. We met November 17th and discussed incumbent worker training policies, business engagement services plan, and apprenticeships. I also attended a full Board meeting with presentations from two different youth worker programs. It is obvious there are many programs out there we are not benefitting from. SCWDC staff has recognized the deficiency and appear eager to get Skamania County more involved. I think it will take some time and effort but participation on the Board should prove beneficial in the future.
• Other
  - The PUD has approved a contract for 2016.
  - MCEDD held Agora training after the last CEKC meeting.
  - Met with Saving Skamania County members and discussed their need to organize. They may be applying with CEKC to operate under CEKC’s umbrella as they decide what direction to go in the future.
  - Toured the vacant space on Russell that used to be Grandma’s Attic. It is a unique space but the owner is willing to do some work.

October progress summary:

• Audit Update – The 2014 complete. Auditor Mike Plymale presented the final audit report to EDC Board on October 28 and it was approved. The 990 has been signed and submitted to the IRS.

• Stevenson High School Business Education – Janet Smith and EDC staff carpooled to the Portland Junior Achievement BizTown. We participated in mock job interviews with Stevenson High 9th and 10th graders. We are coordinating tours of Silver Star Industries, Slingshot, and Gorge Delights during Global Entrepreneurship Week. This has taken off with as many as 90 students scheduled to participate. The plan is for a bus of students in the morning and afternoon. The students would be divided into small groups of less than 15 and rotate through the different manufacturers. We really appreciate the cooperation from the businesses in North Bonneville. There is also a bigger program we’d like to see with the school and LDB Beverage. The students would create a beverage recipe, design a label, produce the product, bottle, distribute, and sell it. The Business Education teacher is onboard, but we are still trying to coordinate a LDB Beverage tour with school officials. The EDC met with Bruce Nissen of LDB to see how we can make it happen.

• SCORE - One of EDC Board Members, Jim Laraway, is getting certified to be a SCORE mentor. We met with Vancouver SCORE Chapter Chair, Bill Rutledge, to discuss EDC’s support. SCORE is a good resource and provides complimentary programs to EDC’s mission. Vancouver SCORE will open a Skamania affiliate. They will use the EDC’s address and conference room for meetings. We already have several training sessions scheduled through next year and will be adding others soon. If you or anyone you know is interested in volunteering for Score please let Jim or myself know.

• OneGorge - The 10/14 OneGorge meeting included a presentation by SW Washington Regional Transportation Council Executive Director, Matt Ransom, and Senior Transportation Planner, Dale Robbins. They went over their agency structure, Board of Directors (including Doug McKenzie), cooperative efforts with Oregon, and local projects. The Highway 14/Wind River Road intersection reconfiguration should start within the month (at least engineering). DC Lobbyist, Hal Hiemstra, discussed the status of several federal policies and programs he is working on for local government agencies. An example is trying to get language in two transportation bills to specifically identify the National Scenic Area for funding. Hal said he would check with Senator Merkley on our request for WIB/OIB funding. Senator Murray’s office drafted a letter to President Obama on our behalf and they are trying to get Merkley to sign on it.

• Building Bridges: Columbia Gorge Education & Workforce Collaborative - This is an effort for “Bridging education, workforce development and industry in the Columbia Gorge”. This effort could drive a major change in both Oregon and Washington that better serves Gorge residents and businesses. Once again, Skamania County is not directly represented. I will touch base with Superintendent Karen Douglass to make sure she is aware of this group. Now that I’m on the Board of the SouthCentral Workforce Development Council I’m learning about some of these initiatives.
• **Gorge-ous Night in Olympia** - The Gorge-ous Night in Olympia has been scheduled for Tuesday, February 9th (5:30-8:00). Rotunda, 3rd & 4th floor rotundas, and the Columbia room have been reserved. Requests will be made for local products to give away, materials to share, and participation at the event. This is being coordinated with the Gorge-ous Night in Salem. Contributions and products will be split between the two events.

• **Main Street – Stevenson** - Nick Hogan, Casey Roeder, Scott Anderson, and Pat met with The Dalles Main Street Program Director, Matthew Klebes. He toured Stevenson and educated us on how the Main Street program works throughout the country. The program fundamentals seem to dovetail nicely with the Stevenson Business Association’s efforts the last couple years. Stevenson Business Association has submitted a proposal for $10,000 in hotel/motel tax funds to support a new Main Street program.

• **Pub Talk** - The next Pub Talk has been scheduled for Monday (11/16). It will be held in the upstairs at Walking Man Brewery starting at 5:30 p.m. Walking Man Brewery has been trying to open their upstairs space for private events/dinners. The Pub Talk will be their first event in that space. Business presenters are still needed.

• **Available Properties and Land Tour** - We hosted a tour of available land and properties with Columbia River EDC Director, Mike Bomar. Port Manager, John McSherry, brought us to Cascade Business Park, Wind River Business Park, and through available office space in the Tichenor Building. Mike is also on the Washington Investment Board so we toured LDB Beverage and Slingshot Sports. The WIB has supported both businesses in the past and may be asked to support them again (LDB – equipment, Slingshot – additional Port building).

• **Infrastructure Assistance Coordinating Council (IACC) Conference** - Attended the annual IACC Conference in Wenatchee. IACC’s purpose is to improve the delivery of infrastructure assistance, both financial and technical, to local governments in Washington State. It does this by keeping its members informed of changes in infrastructure programs or services and in providing opportunities to network and gain information. There are an overwhelming number of programs providing funds for various projects.

• **WebWorks** - CenturyLink and GorgeNet are sponsoring WebWorks: Anywhere! Forums around the Gorge. The Forums are focused on highlighting local businesses and organizations in communities that are using the broadband connections they have to be successful. MCEDD along with the EDC and Chamber hosted a WebWorks meeting at the Skamania Lodge. Bill Skiffington, Anita Gahimer Crow, and Scott Anderson discussed how they utilize and rely on broadband.

• **Community Action Team** - The Community Action Team met to update the county-wide public project list. Evergreen Street repaving in North Bonneville was added to the list. Carson Reservoir is in final design and waiting on permits. Funding for some of the projects requires an up-to-date County Parks and Recreation Master Plan. The current plan is about to expire so we are working with the County on an update. It should be ready well in advance of the expiration.

• **EDC 2016 Contract Statuses** - Port has signed the contract for 2016. Brent and I met to discuss PUD deliverables. The scope of work is being edited and will be sent to Brent this week. Met with Nick Hogan, Scott Anderson, and Amy Weissfeld to discuss the contract with the City of Stevenson. We will be meeting again to clarify what they City would like to see from the EDC. A contract with the County has been submitted. I’ll be attending a Budget meeting November 17th to present the contract and answer questions.

• **Other**
- The EDC will have a table at the Chamber’s annual Small Business Showcase November 5th. It will be held at the Underwood Community Center this year.
- Attended the 10/13 Gorge Commission meeting at Skamania Lodge. County Commissioner Chris Brong delivered the welcome speech.
- The Washington Investment Board will be meeting this week to review two applications.
- Big Foot Coffee Roasters has opened in Stevenson.