

**Marion County Economic Development Advisory Board**  
**May 10, 2017 Meeting Minutes**  
**555 Court St NE, 5<sup>th</sup> Floor Salem, OR**

**Members Present,** Kevin Cameron, Tom Chambers, Bill Cummins, Chad Freeman, Lesa Goff, Bob Hill, Nate Levin, Allison McKenzie, A.J. Nash, Jim Rasmussen, Wendy Veliz, and Renata Wakeley.

**Staff and Guests Present:** Tamra Goettsch, James LaBar, Brandon Reich, and Sarah Spinks.

**Agenda Item: Welcome, Introductions & Announcements**

**Information/Discussion:** Hill welcomed attendees, and requested self-introductions.

**Action:** *None*

**Agenda Item: March Meeting Minutes**

**Information/Discussion:** Hill presented the minutes and called for comment; no discussion was held.

**Action:** *A motion was brought forth by Cummins to approve the February minutes; a second to the motion was made by Wakeley. The motion was voted on and approved unanimously.*

**Action:** *Cameron brought forth a motion to appoint Wendy Veliz to the EDAB. Cummins seconded the motion. The motion was voted on and approved unanimously.*

**Agenda Item: Fjord Grant Presentation and Review**

**Information/Discussion:** John Courtney gave a presentation on Fjord's project. Fjord is a specialty inline service seamstress company that creates the garment from start to finish, majority of other manufacturers use sewers who do one aspect of the garment all day long. They produce specialty apparel for fire, public safety, NFL, etc.. Fjord was approached by Nike last year requesting larger volume and signed additional \$1,000,000 contract. They don't sublet their jobs to others and production is limited based on available staff. Project will provide space renovations and equipment needed to skill up seamsters for inline production. There is a demand for training centers across the industry and companies are known to share employees to meet production demands. Fjord lost new contract opportunities in the prior year due to lack of available workforce and has the potential to grow exponentially but requires a skilled workforce to meet the demand. Fjord intends to use the project to support the local industry where opportunities are available. Fjord provides competitive benefits and salaries, including production bonuses. They are community focused and invest in their employees, such as offering onsite ESL classes for its employees twice per week. Summary of board discussion is as follows:

**Fjord Average Score 89.5**

- + Number of jobs created
- + Application is well written
- + Project will address an industry specific need for a training facility that can be leveraged by other companies
- + Biggest bang for the buck compared to many applications that have been reviewed recently
- + Company focus on investing in skilling up their employees, profit sharing, and community investment
- Would like to see the company explore a partnership with CCC or CTEC.

**Action:** *Levin brought forth a motion to approve Fjord's grant request for the full amount requested of \$50,000. Cummins seconded the motion. The motion was voted on and approved unanimously.*

**Agenda Item: Rigado Grant Presentation and Review**

**Information/Discussion:** Chris Corrado gave a presentation on Rigado's application. The company has grown from 14 to 41 full-time employees with a salary base of \$2.5 million per year for the Salem office. The Capacity Efficiency project will increase office capacity and improve functionality to accommodate the expansion of products and increase in employee numbers. The company is expanding into production of low level hardware and middleware used to connect to clouds. The project will include building renovations and equipment purchases. The project will create ten new jobs over a two year period and support the release of three new products by quarter three of 2018.

**Rigado Average Score 80.25**

- *Average group score of 80.25*
- + Application is well written
- + Applicant's prior expansion project was successful with 10 jobs created
- + Supports creation of high wage jobs
- + Locally grown company committed to investing in this area
- Prefer to be investing in something other than in space that could be outgrown in a few years
- + Project provides a short term solution to address their immediate growth demands, continuing to make the Salem office a viable location for their headquarters will give the company leverage to stay located in the area as investor ownership grows

**Action:** Levin *brought forth a motion to approve Fjord's grant request for the full amount requested of \$50,000.* Rasmussen seconded the motion. *The motion was voted on and approved unanimously.*

**Agenda Item: Community Services Update**

**Information/Discussion:** Goettsch shared that offers had been made on the position and she is hopeful to receive an acceptance by the end of the week. Spinks shared that an Informal Request for Proposals for the Economic Development Strategic Plan had closed and is in the final stages of review, the project will provide a contracted consultant to support the department in developing a plan over the next three to six months.

**Action:** None

**Agenda Item: New Business, Comments and Closing**

**Information/Discussion:** None

**Action:** None