

Marion County Economic Development Advisory Board
November 8, 2017 Meeting Minutes
555 Court St NE, 5th Floor Salem, OR

Members Present: Nate Brown, Kevin Cameron, Tom Chambers, Bill Cummins, Bob Hill, Jay Kemble, Nathan Levin, Allison McKenzie, A.J. Nash, Dave Tibbetts, Wendy Veliz.

Staff and Guests Present: Nick Harville, Tamra Goettsch, James LaBar, and Sarah Spinks

Agenda Item: Welcome, Introductions & Announcements

Information/Discussion: Hill welcomed the group and asked for self-introductions.

Action: *None.*

Agenda Item: September 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 June minutes; a second was made by Veliz. The motion was voted on and approved unanimously.*

Agenda Item: Updates – Rigado Grant Award Revision - Revote.

Information/Discussion: Spinks said due to inadvertently having non-eligible members voting to approve the Rigado Grant Award Revision, it is necessary to have a revote on this item. Hill read the following minutes from the prior board meeting “Changes to the number of employees as a result of company restructuring, while the total number of new jobs being created remain the same, the starting point of number of employees has been reduced by seven, from 39 to 32 employees. Members discussed the change and noted that the project and number of new jobs hadn’t changed and didn’t believe it should impact the grant.”

Hill read the prior motion from the prior board meeting, “*Nash brought forth a motion to accept the reduction to the beginning net employees on the original application, and maintain the project award as originally approved; a second was made by McKenzie. The motion was voted on and approved with Hill abstaining from the vote.*” Hill asked if anyone had change their position since the prior meeting, the group concluded that they would uphold the prior vote.

Action Revote: *The revote was unanimously approved.*

Agenda Item: Adaptive Plastics Grant Request – Presentation

Presentation: Kayla Bertsch presented on behalf of Adaptive Plastics Inc. and shared that the proposed project includes expansion of Adaptive Plastics’ energy astute product lineup by establishing the research and development department necessary to bring patent pending technology to market. In addition the project includes a new test greenhouse that will support product development and double as a community outreach food growing program where the company’s team will work with the Marion-Polk Food Share program to provide healthy food and provide classes on low cost food growing techniques. The project will provide a facelift to the company’s Brooklake Road industrial area store front with new landscaping, signage, inviting fence, and greenhouse village display. The beautification along the company’s stretch of road is expected to attract customers and increase adjacent property value while aligning with long term Marion County development objectives. The project will create ten new jobs over a two year period. The total cost of the project is \$267,290; the grant request is for \$50,000.

Discussion: Questions were raised by the board, in response Bertsch noted that not all financing has been secured, but expect to have finances secured by 2018. The negative net income from 2014-2016 was due to aggressive investments into the company in terms of hiring consultants to put together policies and procedures and a business plan as well. The company is working on two technology patents for products that support agriculture. Bertsch also stated that the company had met with Marion County Planning to secure the necessary permits for proposed changes to the site.

Agenda Item: Adaptive Plastics Grant Award Review

Information: Members submitted scores given based on their individual review of the application and discussed highlights of the presentation. The combined average score for the application was 82.6% Brown commented that perhaps as a simple condition for receiving grant funds, Adaptive Plastics Inc. should be required to secure the rest of their funding prior to release of the grant award. Nash noted that having an entrepreneurial agricultural value-add business is exactly the type of business EDAB should be supporting and in addition they are sitting on high valued property as well. Members agreed that the grant should also be contingent on the company's ability to secure necessary site permits.

Action: *Levin brought forth a motion to approve Adaptive Plastics Inc. grant request with conditions, they must secure the rest of their funding and secure necessary permits before grant funds released. Cummins seconded the motion. The motion was voted on and unanimously approved.*

Agenda Item: Strategic Plan Update

Information: Goettsch gave an overview of strategic plan. Three key visions or direction areas were identified in the planning process including: Agriculture and Technology, Talent/Workforce, and Quality of Place. Goettsch summarized the goals and objectives which included:

Goal #1 – Partner with communities

- Objective 1.1 – *Forecast a strategic use of land*
- Objective 1.2 – *Build strategic infrastructure*
- Objective 1.3 – *Remove barriers to business opportunities*

Goal #2 – Grow existing businesses

- Objective 2.1 – *Grow and retain the labor base*
- Objective 2.2 – *Promote Marion County businesses and collaboration*
- Objective 2.3 – *Strategically invest in startups*

Goal #3 – Foster a great place

- Objective 3.1 – *Promote small business development*
- Objective 3.2 – *Provide affordable living through accessible housing and transportation costs*
- Objective 3.3 – *Tell the Marion County story of place*

Discussion: Members expressed the need to make sure that the plan includes measurable outcomes. Workforce housing issues need to be addressed if there is going to be economic development. It was suggested that there should be incentives for staff performance related to the plan. Goettsch noted that government entities cannot offer incentives.

Action: *None*

Agenda Item: New Business, Comments and Closing

Information/Discussion: None

Meeting adjourned: 5:00 PM