



MARION COUNTY BOARD OF COMMISSIONERS

Board Session Agenda Review Form

Meeting date: March 11, 2026

Department:

Title: SEDCOR Quarterly Report

Management Update/Work Session Date: NA Audio/Visual aids

Time Required: 10 min Contact: Sarah Coutley Phone: 503-589-3276

Requested Action: At the March 11, 2026 Board Session, representatives from the Strategic Economic Development Corporation (SEDCOR) including Erik Andersson, SEDCOR President, and Business Retention & Expansion Manager, Kip Morris, will be providing a report on their activity for Marion County Business Retention & Expansion.

Issue, Description & Background: In 2023, Marion County approved an agreement with SEDCOR. SEDCOR is a local non-profit specializing in economic development and business outreach. The agreement with SEDCOR was for engagement of business recruitment, retention, and expansion efforts in Marion County in order to enhance the Economic Development Program's capacity toward realizing the economic development strategic plan goals. Within their agreement with Marion County, SEDCOR is required to provide a quarterly report that includes a summary of activities.

Financial Impacts: The agreement set in 2023 allocates \$160,000 each fiscal year for SEDCOR to perform business recruitment, retention, and expansion services. The current agreement was recently amended and is set to expire on June 30, 2026.

Impacts to Department & External Agencies: None

List of attachments: SEDCOR Quarterly Report

Presenter: Sarah Coutley, Economic Development Specialist; Erik Andersson, SEDCOR President; Kip Morris, SEDCOR's Business Retention & Expansion Manager

Department Head Signature: *Keeli Wuse*

SEDCOR Report to Marion County Commission

Quarter Ending December 31, 2026

Presented by:

Erik Andersson

Kip Morris

3



SEDCOR: What We Do

Leverage public and private partnerships to successfully grow, retain and attract high value jobs and capital investment

4



Expansion, Retention & Targeted Recruitment of Traded Sector Businesses

- Van's Aircraft
- Kaufman Companies
- Champoeg Farms/Kramer Farms/Luthi Lamb Co.
- Valley Fab



Expansion, Retention & Targeted Recruitment of Traded Sector Businesses

- CabDoor
- Pacific Coast Producers
- Project Barber Pole



Innovation & Entrepreneurship

- Launch Mid-Valley Regional Innovation Hub
 - \$385,000 in funding from Business Oregon for Mid-Willamette Valley Innovation Hub
 - Launch Mid-Valley Coffee Clubs (in Salem & Silverton)
 - Planning Pitch Willamette 2026 in Salem
- Latino Microenterprise Development Program
 - Cohort #10 completed in Salem
 - SEDCOR approved for an additional \$130,000 to continue programming through June 2027
 - New Salem cohort announced in January



Infrastructure & Workforce Development

- SEDCOR Construction Alliance
 - Continues to support the construction industry through community projects, establishing career pathways, and connecting service providers.
 - Pre-Apprenticeship (JFK HS)
 - Oregon Employability Skills (OES)
 - Willamette Workforce Partnership
 - Youth Employability Program
 - Train to Retain Program



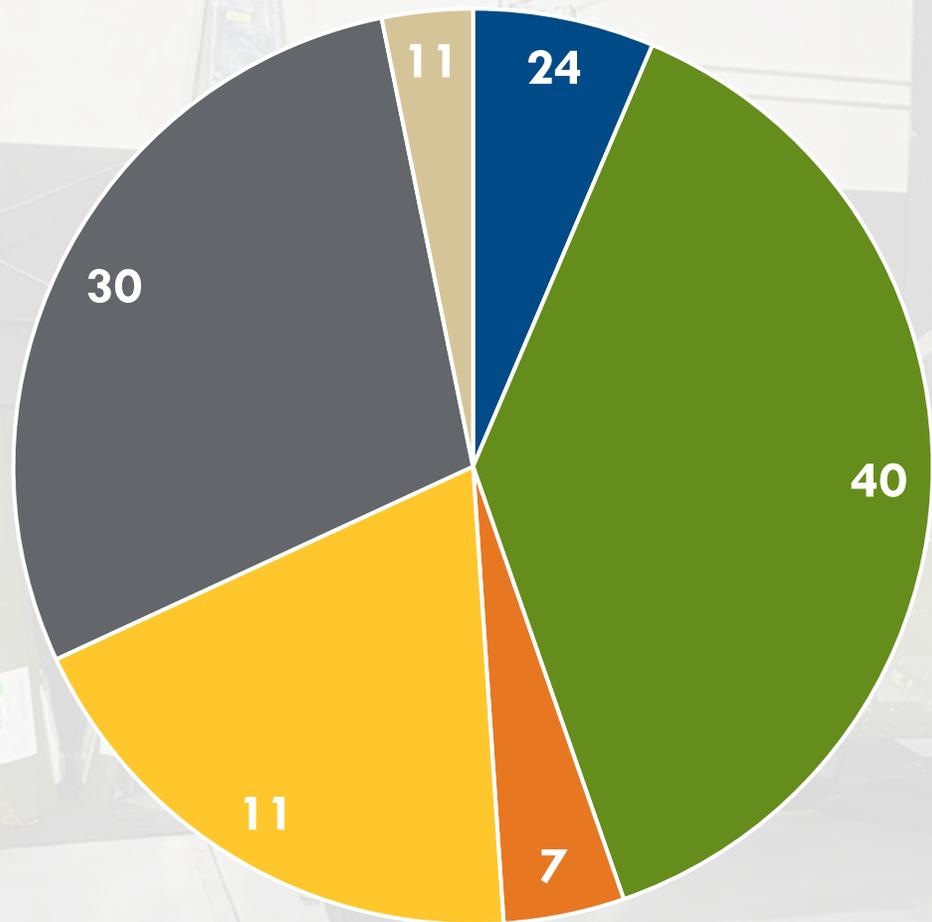
Infrastructure & Workforce Development

- North Marion County Business Services Alliance
 - Participating in two business services fairs at the Chemeketa Woodburn Campus and Chemeketa Brooks Campus February 18th & March 18th.
- Silverton/Mt. Angel Enterprise Zone
- Sidewalk Program

6

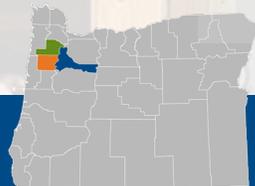


Metrics



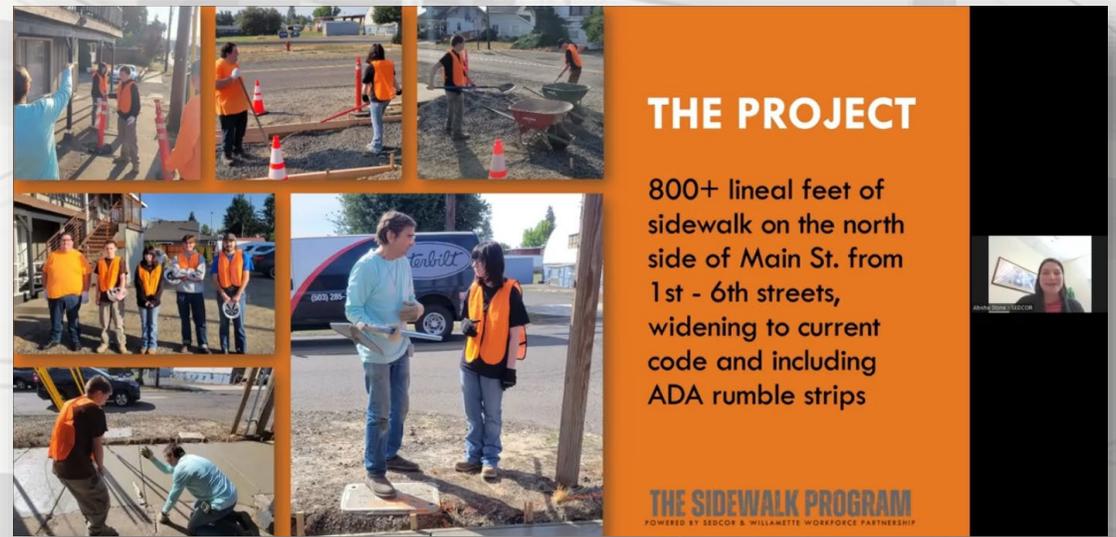
- Community Visits
- Business Visits
- SEDCOR Events in Marion County
- Partner Hosted Events
- Committee Meetings
- Trainings

10



Events & News

- Sidewalk Program Lunch & Learn with WWP
 - About 40 attendees
- Pop Up & Pitch Marketplace
 - 20 local food and beverage vendors
 - Over 200 attendees



Upcoming Events

- 2026 SEDCOR Ag Breakfast
 - February 13th
- SEDCOR Winter Industry Tour at GK Machine
 - February 19th
- SEDCOR Industry Insights: Navigating Oregon's BPS
 - March 18th
- Spring Industry Tour*
- SEDCOR Mid-Valley Economic Summit
 - April 23rd
- Annual Golf Tournament: Par for the Panel
 - June 5th

**still in the works*

12



SEDGOR
Industry Insights
Navigating Oregon's Building Performance Standards

SEDGOR, in partnership with Energy Trust of Oregon, invites building owners, property managers, and industry consultants to a session on Oregon's new Building Performance Standard (BPS).

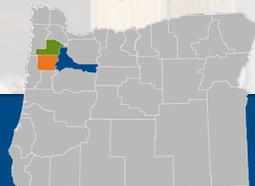
Attendees will gain a clear understanding of BPS requirements, reporting and compliance timelines, and available support - including incentives and technical assistance - to help offset the cost of energy upgrades.

Event Details:
March 18th, 2026

12 - 1:30 pm
Doors open at 11:30 am

Broadway Commons
1300 Broadway St NE
Salem, OR 97301

Learn more and register online at sedcor.com/events



Mid-Valley Regional Identity

In five years, we want the Mid-Willamette Valley to be known as...



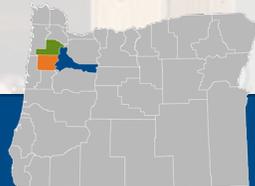
A great place to start
or grow a business



An equitable and
inclusive business
community



A region with unique
strengths in agriculture, food
production, manufacturing,
and technology



Thank you!

