



We help Oregon
businesses grow.

We work to create
prosperity for Oregonians
through the expansion
and diversification of
Oregon industries.

How we got here...

2008

- Governor Kulongoski appoints Tim McCabe as director of the agency.
- The Governor issues an Executive Order separating business development and infrastructure divisions.
- Governor asks Tim to seek input on reorganization from stakeholders and legislators throughout the state.
- Tim and staff travel the state for months, meeting with community leaders and stakeholders.

2009

May

- Commission approves updated strategic plan for the agency.

July

- OECD formally becomes Oregon Business Development Department—with complete re-branding as “Business Oregon”— via passage of HB 2152.
- New Global Strategies section established.

October

- Business Oregon launches completely new Web site at www.oregon4biz.com.

Strategies to Drive Growth

Business Oregon develops and implements the state's business development strategy. Working with the private and public sectors to proactively drive economic growth in the short and long term...

Business Growth

Help existing businesses retain jobs while growing and attracting new businesses to the state. Focus on traded-sector businesses.

Global Strategies

Enhance Oregon's position in the global economy by assisting Oregon businesses in accessing global markets and by recruiting international companies to Oregon.

Infrastructure Development

Assist communities in building infrastructure capacity to address public health, safety and compliance issues as well as support their ability to attract, retain and expand businesses.

...and to address core business needs.



Development
and Technical
Assistance

Export
Assistance

Access to
Capital

Innovation

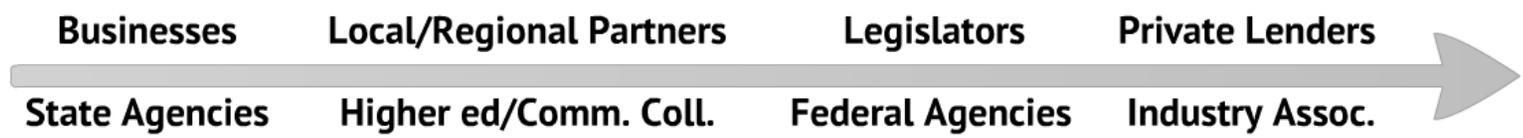
Workforce
Development

Land Readiness



How we
do it...

we work with:



business oregon®

Business, Innovation & Trade

Business Development

Strategic Reserve Fund & BEP

Flexible tool for job retention and creation, uses long-term loans for direct investments to help businesses expand in Oregon.

Industry Competitiveness Fund

Matching funds to help industry groups and other strategic partnerships to help businesses grow.

It's Working

Small business owners and employees are benefiting from the Strategic Reserve Fund & BEP. The fund has provided over \$10 million in loans to help businesses expand in Oregon.

Direct Loans

Revolving loan funds providing direct financing to small and medium-sized businesses.

Loan Guarantees

Banks a portion of direct loans from private lenders, increasing availability of capital for growing small and medium businesses.

It's Working

Small business owners and employees are benefiting from the Loan Guarantees program. The program has provided over \$10 million in loans to help businesses expand in Oregon.

Oregon InC

Signature Research Centers and industry initiatives to increase business competitiveness and create future jobs for Oregonians.

It's Working

Small business owners and employees are benefiting from the Oregon InC program. The program has provided over \$10 million in loans to help businesses expand in Oregon.

Export Assistance

Small matching grants to help Oregon businesses work overseas. Trade shows and state-led missions to grow revenues from overseas sales.

It's Working

Small business owners and employees are benefiting from the Export Assistance program. The program has provided over \$10 million in loans to help businesses expand in Oregon.

Industrial Land Certification

Successful pre-development program, in partnership with other agencies, certifies industrial lands as "project ready" for specific industry profiles.

It's Working

Small business owners and employees are benefiting from the Industrial Land Certification program. The program has provided over \$10 million in loans to help businesses expand in Oregon.

Infrastructure Finance Authority

Infrastructure Development

Special Public Works Fund

For construction or improvement of infrastructure to support industrial manufacturing and certain types of commercial development.

Community Development Block Grant

Available to cities and counties for a variety of community projects, where the proposed project will primarily benefit low- and moderate-income populations.

It's Working

Small business owners and employees are benefiting from the Community Development Block Grant program. The program has provided over \$10 million in loans to help businesses expand in Oregon.

Water/Wastewater Fund

Available for construction or improvement of water and wastewater systems to meet state and federal standards.

Safe Drinking Water Fund

Low-cost financing for construction or improvement of public and private water systems.

It's Working

Small business owners and employees are benefiting from the Safe Drinking Water Fund program. The program has provided over \$10 million in loans to help businesses expand in Oregon.

Ports Marketing and Planning

Funds planning and marketing activities to improve a port's trade and commerce capacity.

Ports Revolving Loan Fund

Loans for construction and improvement of facilities and infrastructure that promote maritime shipping, aviation and commercial activities of ports.

It's Working

Small business owners and employees are benefiting from the Ports Revolving Loan Fund program. The program has provided over \$10 million in loans to help businesses expand in Oregon.

The Arts Commission and Cultural Trust

Offer a variety of matching grants to support arts heritage and humanities programs, as well as arts programming.

A gift to one or more of qualifying nonprofit organizations followed by a matching gift to the Oregon Cultural Trust allows a donor to claim a tax credit.

It's Working

Small business owners and employees are benefiting from the Grants program. The program has provided over \$10 million in loans to help businesses expand in Oregon.

Oregon's Film Production program offers tax relief for local purchases of goods, services and labor. The program has provided over \$10 million in loans to help businesses expand in Oregon.

It's Working

Small business owners and employees are benefiting from the Production Recruitment program. The program has provided over \$10 million in loans to help businesses expand in Oregon.

Business, Innovation & Trade

Business Development

Strategic Reserve Fund & BEP

Flexible tool for job retention and creation, used as forgivable loans for direct investments to help businesses expand in Oregon.

Industry Competitiveness Fund

Matching funds to help industry groups and other strategic partnerships to help businesses grow.

It's Working

SFR
Tracking is the two-year job creation and retention estimates for SFR investments made in the 2009-11 biennium (\$8.5 million). The projects were predominantly small or small to midsize, 5,300 jobs and retention more than \$24 million in revenue back to the General Fund.

In addition, these investments are projected to create approximately 8,800 jobs and retention jobs that return nearly \$26 million to the General Fund.



Business Financing

Direct Loans

Revolving loan funds providing direct financing to small and medium-sized businesses.

Loan Guarantees

Backs a portion of direct loans from private lenders, increasing availability of capital for growing small and medium businesses.

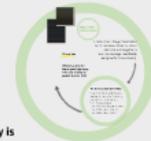
It's Working

Staff is nationally recognized for effectiveness in financing small businesses through the State Small Business Credit Initiative.

Oregon's implementation of the program was lauded by the U.S. Council of Development Finance Agencies (CDFA), winning their annual Distinguished Finance Agency Award.

"[Business Oregon's] work as a state agency is cutting-edge, innovative and an example of best practices in our industry."

- Toby Rittner, President and CEO of CDFA



Innovation & Industry Strategies

Oregon InC

Signature Research Centers and industry initiatives to increase business competitiveness and create future jobs for Oregonians.

It's Working

Over \$500 million invested in the Oregon InC program to support additional jobs and create innovation centers.

With competitive grants for research and innovation available in Oregon InC, Agriculture, Business, Defense, and IT, our competitiveness has been raised to new heights.

Industry Research
Oregon InC will invest in four areas: Agriculture, Business, Defense, and IT. These investments will help create high-growth jobs and... helping to lead our nation's economic recovery."

"...demonstrated economic growth strategies that are replicable and producing tangible results worthy of emulation for those looking to improve the nation's competitiveness."

Oregon InC has helped to establish the 10th largest research and development industry in Oregon, to create the 14th largest semiconductor research and development industry in the world, and to create the 14th largest research and development industry in the world.



Global Strategies

Export Assistance

Small matching grants to help Oregon businesses work overseas trade shows and state-led missions to grow revenues from overseas sales.

It's Working

We help Oregon companies get into foreign markets to bring new revenue back home.

Our export assistance programs have been highly praised, and recently used as an example of how other states can be successful. Presentation on SFR program at 2013 Council of State Governments conference by Governor and in Government.

The Oregon Trade and Promotion Program (OTPP) we have been using with great success was bolstered with additional funding from the U.S. SBA's State Trade and Export Promotion program (STEP). We put these small grants with industry and market expertise, along with overseas representatives to provide assistance on the ground.

- 70 trade shows targeted in 50 unique foreign markets.
- 100 companies awarded \$1.1k in matching grants.
- That generated \$576k in immediate sales, with \$20.5M in anticipated sales over the next year.

We already have 55 applications in the queue for shows this year.



Land Readiness

Industrial Land Certification

Successful pre-development program, in partnership with other agencies, certifies industrial lands as "project ready" for specific industry profiles.

Brownfields

Low-interest loans with flexible terms to begin the process of turning contaminated land into development-ready land.

It's Working

Site certification adds significant value to the site by saving companies time, cost and risk in developing the property.

73 sites have been certified since the inception of the program. Thirty of those sites have now been developed.

These projects have reported capital investments totaling more than \$550 million and the creation of more than 4,100 jobs.

Strategic Reserve Fund & BEP

Flexible tool for job retention and creation, used as forgivable loans for direct investments to help businesses expand in Oregon.

Industry Competitiveness Fund

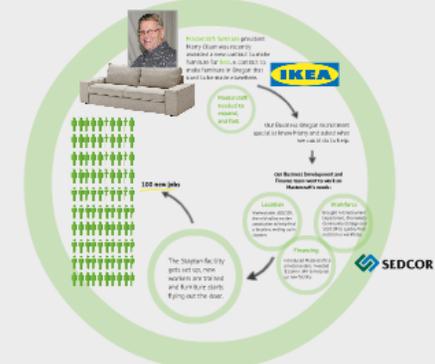
Matching funds to help industry groups and other strategic partnerships to help businesses grow.

It's Working

SRF

Tallying up the two-year job creation and retention estimates for SRF investments made in the 2009-11 biennium (\$8.5 million), the projects are expected to create or retain nearly 5,100 jobs and generate more than \$24 million in revenue back to the General Fund.

In addition, these investments are projected to create approximately 8,800 indirect and induced jobs that return nearly \$26 million to the General Fund.

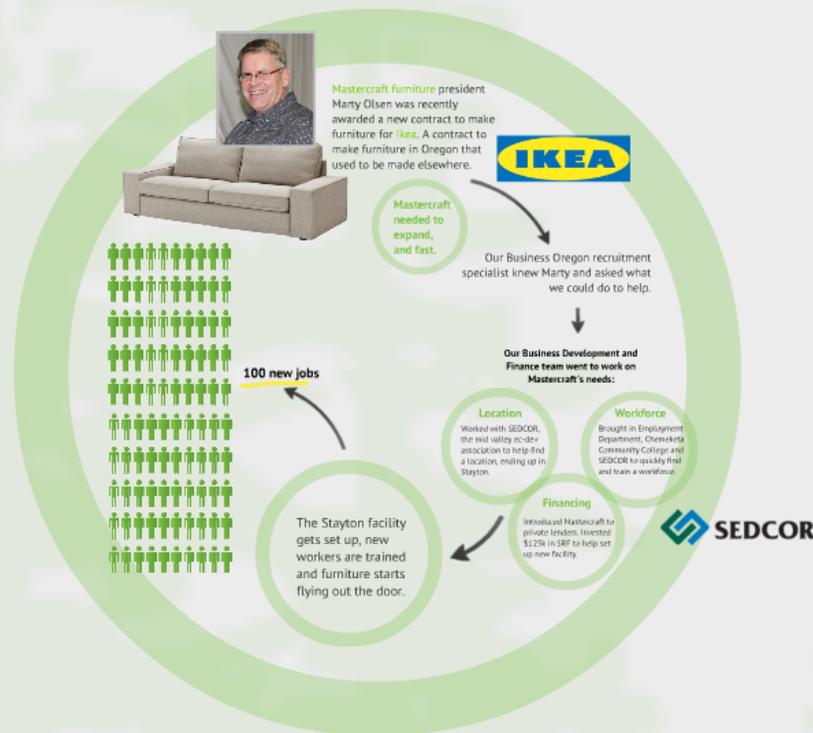


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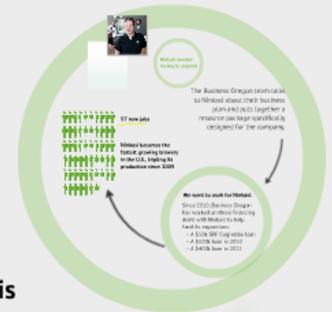
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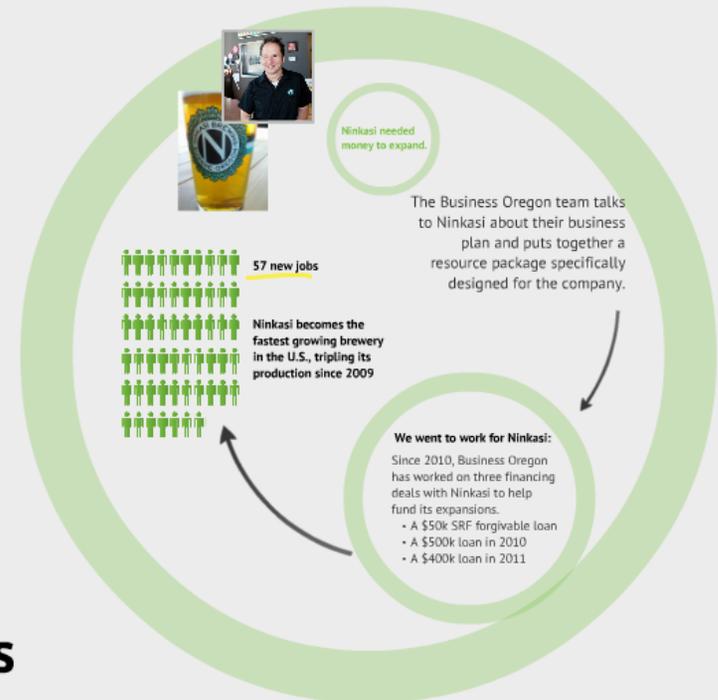
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Innovation & Industry Strategies

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Signature Research Centers and industry initiatives to increase business competitiveness and create future jobs for Oregonians.

It's Working

Since 2007, the state's \$58 million investment thus far in Oregon InC has leveraged an additional \$465 million in grants and venture capital.

300 companies use the 11 shared labs and researchers available at Oregon InC's Signature Research Centers, and 30 new companies have been created to date.

Nationally Recognized

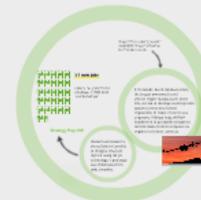
ONAMI was 1 of 6 winners of the State Science and Technology Institute 2012 awards, serving as a national model for states investing in science, technology and innovation to create high-paying jobs.

Dan Berglund, SSTI President and CEO said ONAMI was:

"...helping to lead our nation's economic recovery"
and

"...demonstrated economic growth strategies that are replicable and producing tangible results worthy of emulation for those involved in improving the nation's competitiveness."

ONAMI director Skip Rung was also appointed to the National Science Foundation Advisory Committee, to advise the NSF program administrators on how best to accomplish the goals of the SBIR and STTR programs.



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Community Development Block Grant

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It's Working

Eliminating Processing Time
As part of ongoing Lean Management effort, the entire IFA team works to implement Lean principles, and average contract completion time has dropped from 14.1 weeks to 9.5 weeks.

Eliminating Red Tape
"One-Stop" meetings with local, state and federal officials offer communities a chance to meet with everyone at the table at once to find the best solutions for infrastructure needs.

Water and Wastewater

Water/Wastewater Fund

Available for construction or improvement of water and wastewater systems to meet state and federal standards.

Safe Drinking Water Fund

Low-cost financing for construction or improvement of public and private water systems.

It's Working

Nationally Recognized

The EPA announced that the Pacific Northwest Region's Drinking Water State Revolving Fund (DWSRF) program's Fund Utilization Rate came in at 103%, the highest in the country. The national average for this measure is 90%.

This is the third straight year that the team has had the highest Utilization Rate.

Ports Development

Ports Marketing and Planning

Funds planning and marketing activities to improve a port's trade and commerce capacity.

Ports Revolving Loan Fund

Loans for construction and improvement of facilities and infrastructure that promote maritime shipping, aviation and commercial activities of ports.

It's Working

To achieve a statewide strategic plan for Ports, in partnership with the Legislature, IFA created a strategic business planning process for the ports to undergo and sign an IGA with the department, creating a unified state plan.

Port commissioners and staff receive training on a regular basis and business plans are evaluated. In turn, the IFA will work with the port to assist with funding projects and policy development.

All ports are expected to complete the process by Oct. 2013.

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Grants

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Tax Credit

A gift to one or more of qualifying nonprofit organizations followed by a matching gift to the Oregon Cultural Trust allows a donor to claim a tax credit.



It's Working

The Arts Commission awarded 271 grants in 2012, totaling \$1.9M to Oregon artists and arts groups, which matched those dollars with \$161.6M in other funds.

The Cultural Trust 2012 grants totaled more than \$1.5M.

Oregon cultural organizations offered services and programs to audiences of more than 5.4M people 2012.

19,000 jobs directly connected to cultural sector.

Production Recruitment

Oregon's film production programs offer limited rebates for local purchases and hiring, driving film production and economic impact in the state.



It's Working

Spending on feature film, television series and TV commercial production in Oregon is expected to be at least \$130M in 2012. Grimm alone used more than 450 local hires and more than 1,000 Oregon vendors for goods and services in its first season.

Industry's average wage is \$53,118.

From 2007 through 2011, total direct spending in Oregon on "Oregon Production Investment Fund" and "Greenlight Oregon" projects amounted to \$338M. This should hit around \$470M once 2012 is added in.

**What does this investment
mean for Oregon?**

A Few Snapshots of the Impact...

**In FY2012 working
with over 400
companies we created
1,510 new jobs and
retained 4,998 jobs.**

**These jobs have
generated almost
\$16M per year in
direct tax revenue
to the general fund.**

**Since 2007, the
state's \$58 million
investment thus far
in Oregon InC has
leveraged an
additional \$465
million in grants
and venture capital.**

**Export assistance
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business
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