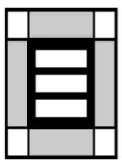


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The Company

Bend-based PV Powered is the largest U.S. manufacturer of grid-tied solar power inverters. An inverter is essentially the brains of a solar installation that convert DC power produced by solar modules into AC power that a home or business can utilize directly or put back onto the grid. PV Powered designs, manufactures and markets inverters for residential, commercial and utility-scale customers.

The Situation/Requirements

PV Powered was expanding rapidly to meet market demand, growing from **12 employees in 2004 to more than 130 today**. As an early stage venture, the company had a multitude of needs including workforce training, production efficiency improvements, larger manufacturing and office facilities, and capital for growth.

Economic Development Assistance Delivered Economic Development for Central Oregon (EDCO), Business Oregon and the Oregon Department of Energy connected the company to expertise and resources to address many of its critical issues. **The Oregon Manufacturing Extension Partnership (OMEP)** provided training and implementation support in Principles of Lean Enterprise, Visual Management, Materials Management, and continuous improvement culture development in manufacturing.

With help from a consortium of organizations, including **EDCO, Business Oregon, Central Oregon Intergovernmental Council, and the Oregon Employment Department**, the company secured two workforce training grants totaling nearly \$86,000. **The Governors Strategic Reserve Fund (SRF)** gave \$110,000 grant to help with short term capital needs. Concurrently, EDCO facilitated a \$24,000 grant award from the lottery-backed **Central Oregon Community Investment Board (COCIB)**.

Throughout this period, the **Oregon Department of Energy** provided direct assistance to PV Powered as well as the company's clients through the **Business Energy Tax Credit program (BETC)**.

EDCO continued to work closely with company leaders on two possible expansion locations in Bend. In the end, a 150,000 square foot former wood products plant was secured for PV Powered in early 2009.

Today, the company has already completely filled this entire space, invested millions in improvements, and is looking at future expansion of those facilities. At least three local supplier manufacturers have had to double their employment and facilities to keep up with PV Powered's orders. **Current annual payroll for PV Powered's Oregon operations is approximately \$8 million, which produced an estimated \$368,000 in Oregon personal income taxes and \$41,555 in local property taxes last year.**