

# Clatsop Economic Development Resources



**Leveraging Funding, Resources, &  
Membership for Maximum Advantage**

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# Clatsop Economic Development Resources

## **Agenda**

- Background
- Clatsop Economic Development Resources (CEDR)
  - Overview
  - Partners
  - Service model
  - Resource strategy
  - Funding
- Summary

# Clatsop Economic Development Resources

## Background

### Clatsop County:

- **Attributes:** 36,300 population with 5 Municipalities; predominantly rural – small business oriented
- **Macro Economic Trends:**

	<b>1976</b>	<b>2007</b>	<b>Change</b>
Employment	10,056	17,195	71%
Wages			
- Average	\$ 10,085	\$ 29,820	
- Inflation Adj (2007)	\$ 36,644	\$ 29,820	- 19%
Largest Industry Sector	Mfg.	Leisure & Hosp.	

### State of Economic Development (2006):

- Multiple organizations working economic development independently
- County wide Committees: 23 ... no inter-communication
- Clatsop SBDC: 6 Directors in 8 years ... not meeting goals

## **CEDR Overview**

### **Mission:**

- Deliver business-driven economic development services to create, grow, & retain Clatsop County businesses

### **Approach:**

- Bring together & leverage existing efforts into a single organization to focus on economic development
- Establish a “One Stop” approach to providing economic development services to local businesses
- Ensure that organization is driven by the private sector ... for the private sector
- Leverage relationships to minimize overhead ... maximize return on investment
- Structure CEDR as two year pilot with objective performance commitments ... “Earn the right” to exist

## Clatsop Economic Development Resources

# Partners

- Participating Organizations Include:
  - **Private Industry** – Customer driven needs
  - **Area Chambers of Commerce** – Representing over 1,000 business members
  - **Clatsop County** – Representing regional needs and priorities
  - **City Governments** – Representing localized needs and priorities
  - **Port of Astoria** – A key regional resource
  - **Clatsop Community College** – SBDC, Business training, and workforce development
  - **MTC** – Workforce training
  - **Sunset Empire Transportation District** – Transportation provider
  - **OECD & OED** – State network of resources and funding
  - **Col-Pac** – Regional network of resources and funding

***Initial Board meeting October 2008 ... Fully staffed January 2009***

## **Clatsop Community College Partnership**

- **Small Business Development Center (SBDC) integrated into CEDR**
  - Provides \$ 55,000 grant funds annually for business counseling
  - Grant administration remains with the College
- **CEDR Staff are College employees**
  - Provides employees with full & competitive benefits
  - Provides established employee processes & procedures (e.g., hiring, travel, payroll, etc.)
- **CEDR main office located at CCC's Seaside Campus**
- **Staff direction & priorities provided by CEDR Board of Directors**

## Clatsop Economic Development Resources

# “One Stop” Service Model



## **CEDR Resources**

**Strategy:** Small professional staff leveraging partners & volunteers

- Director (full time) responsible for leading business development activities:
  - Lead economic strategy development & implementation
  - Small Business Development Center (SBDC) leader
- Business counselor (full time) to provide business counseling services
  - Integrated with, & funded by, SBDC
  - Lead counselor for business retention & expansion
- Partner organizations .... Support as needed
- SCORE business counseling (non-paid volunteers)
  - Focus on business startup counseling
- Office administrator: Shared with Clatsop Community College

### **Facilities:**

- Seaside (main office): Space provided by Clatsop Community College
- Astoria (satellite office): Space provided by Astoria/Warrenton Chamber

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**2010 CEDR Financial Plan**

<b>Income</b>	<b><u>Proposed</u></b>	<b><u>Notes</u></b>
County Sponsorship	\$ 60,000	
Port/City Sponsorship	21,000	35% Public \$'s
Clatsop Com. College	10,000	
Private Sector Sponsorship	40,000	16 % Private \$'s
SBDC Grants		21% SBDC grants
- Federal	30,200	
- State	24,800	
USDA Tech Assist Grant	10,000	28% Other grants
NOEA Grant (HP Cluster)	30,000	
2009 Carryover/Other	31,000	
<b>Total Income</b>	<b>\$ 257,000</b>	
<b>Expense</b>		
Wages & Benefits	\$ 180,000	86 % Direct
Admin Support	12,000	
Contracted Services (HPC)	30,000	
Facilities & Equip	3,000	14% Overhead
Office Expense	8,000	
Business Training	8,500	
Travel	2,000	
Other	3,000	
G & A	10,000	
<b>Total Expense</b>	<b>\$ 257,000</b>	

## Summary

- While fully operational for only 6 months, CEDR is on track to achieve its goals. Key findings to date:
  - Strength of working together
  - Importance of networking ... locally, regionally, & statewide
  - Credibility is established by demonstrating value
- Even economic recessions have a silver lining ... force you to re-think how you do business