



**DATE:** March 19, 2013

**TO:** Members of the Joint Committee on Ways and Means  
Sub-Committee on Transportation and Economic Development

**FROM:** Tim McCabe

**SUBJ:** Responses to Questions Posed during OBDD Budget Hearings  
March 12<sup>th</sup> – 14<sup>th</sup> 2013

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A few questions were raised during the Oregon Business Development Department's appearance before the Joint Committee on Ways and Means Subcommittee on Transportation and Economic Development on March 12<sup>th</sup> – 14<sup>th</sup>. The answers are attached for each of the following questions.

- Provide a list of companies that had gone on the last half dozen trade missions and their geographical location
- Provide information about the Oregon Cultural Trust. How is it doing? Are there fund development strategies that are not conducive to coming from a state agency? Discuss it being part of a state agency
- Explain how the Arts Commission grants are awarded to individual artists. What is the selection process? How are these grants promoted? What types of artists are selected? Artists of color? Are we picking winners and losers?
- Explain cost of development versus the income received in association with the Cultural Trust
- Provide a list of grants awarded by the Oregon Built Environment and Sustainable Technologies (BEST) Center

I hope this information is sufficient for your needs. I would be glad to provide any further data or answer any questions or concerns.

Thank you.

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**Provide a list of companies that had gone on the last half dozen trade missions and their geographical location.**

Date and Mission Location	Name of Company	Geographical Reference
2008 Asia Mission	Stoel Rives PacifiCorp Kuni Auto Stoll, Stoll, Berne Portland General Electric	Portland Portland Beaverton Portland Portland
2009 Europe Mission	No private business participation	
2010 Asia Mission	Stoel Rives Nike CMS Consulting Portland General Electric Advantage Partners USA Geffen Mesher & Co., LLC Octaxis Company, LLC China Network, LLC Century 3	Portland Beaverton Portland Portland Wilsonville Portland Vancouver, WA Portland Portland
2010 Israel Mission	Stoel Rives Intel Aspen Capital Perkins Coie IRZ Consulting	Portland Hillsboro Portland Portland Hermiston
2011 Asia Mission	L&L Farms, LLC Portland General Electric APIC, Inc Artful Phoenix Geffen Mesher & Company Benchmade Knife Company IRZ Consulting EduVent/Experient Davis Wright Tremaine LLP Forest Capital Partners Erickson Air-Crane, Inc. Supply Source HFT International	Hermiston Portland Portland Portland Portland Oregon City Hermiston Hillsboro Portland Portland Central Point/Portland) Clackamas Portland
2012 Asia Mission	Portland General Electric Heathman Hotel Gerdin Edlen Threemile Canyon Farms RoxyAnn Winery Glumac CH2M Hill Stoel Rives	Portland Portland Portland Boardman Medford Portland Corvallis Portland
2013 Europe Mission	Nike Perkins Coie, LLP Schnitzer Steel	Beaverton Portland Portland

**Provide information about the Oregon Cultural Trust. How is it doing? Are there fund development strategies that are not conducive to coming from a state agency? Discuss it being part of a state agency.**

Over 21,000 Oregonians have contributed to the Oregon Cultural Trust. Since 2003, the Cultural Trust has awarded 988 grants totaling \$12,889,395. Over \$17 million remains in the Oregon Cultural Trust Fund, invested in the Oregon Intermediate Term Pool by the State Treasury.

The Cultural Trust uses a variety of development strategies.

- Because the Trust appeals to Oregonians to make charitable gifts to cultural groups and then to the Cultural Trust during the course of a tax (or calendar) year, it uses an Annual Appeal strategy to retain donors. The Trust has an over 80% retention rate of donors.
- In 2012, the Trust created the “Pioneer Circle”, a new cohort of donors who give in excess of the tax credit, most at \$1,500 vs. \$1,000. The Trust’s goal is to secure 120 donors in this category by the end of calendar year 2013. We have achieved 46% of this goal to date.
- The Trust is now being included in donors’ wills. Legacy and planned giving is a process that takes a long time to realize; we have not received a large legacy gift from an individual to date.

The cultural tax credit is promoted through appearances and appeals by Trust staff, partnership communications with cultural groups, targeted advertising and underwriting on public television and radio.

The lack of the transfer of state assets (land) continues to be a revenue concern for the Cultural Trust. The DAS management of the development of the Mill Creek Corporate site in southeast Salem has netted nothing for the Trust to date.

Thus, the tax credit has become the largest revenue generator for the Cultural Trust.

**Explain how the Arts Commission grants are awarded to individual artists. What is the selection process? How are these grants promoted? What types of artist are selected? Artists of color? Are we picking winners or losers?**

The Oregon Arts Commission awards two types of grants to individual artists, and promotes the grants in partnership with arts groups serving artists, colleges and universities and local and regional arts councils; media releases and grants workshops. All guidelines are posted online. Panels of arts experts review applications. The Commission has a standing panel for the review of Career Opportunity Grants.

1. Fellowships

The Individual Artist Fellowship Program honors Oregon’s professional artists and their artistic achievements and supports their efforts to advance their careers. In selecting artists to receive Fellowships, the Commission looks to Oregon artists of outstanding talent, demonstrated ability and commitment to the creation of new work(s). Applications are accepted from artists on a staggered basis. In even fiscal years, artists involved in the visual arts, craft media, photography and design are eligible to apply. In odd numbered years, artists demonstrating excellence in literature (creative non-fiction, fiction, play writing and poetry) or the performing arts (choreography, dance, music composition, music performance, theater and performance art) may apply.

The fellowships are promoted through the Commission’s e-news, through social media, press releases, announcements made by arts groups serving individual artists and through grants workshops by Commission staff.

2. Career Opportunity Grants

Career Opportunity grants enable Oregon artists to take advantage of unique opportunities to enhance their careers through the development of arts, business or professional skills; expanded marketing capacity and/or the further development of the nature or quality of their artwork. Artists working in all disciplines may apply. During the 2011-2013 biennium, the Commission made 60 awards in this category. (There is one remaining application deadline.) Awards in this category are up to \$1,500. In addition, the Arts Commission manages the grants awarded by The Ford Family Foundation to mid-career visual artists; those grants can be up to \$7,500.

Career Opportunity grants are widely promoted through direct mail, e-news, online posts, and communications through other arts groups.

The Arts Commission also contributes \$5,000 annually to support the Oregon Media Arts Fellowships that provide financial and other support for production expenses to enable Oregon film or video artists to create or complete new work or works in progress. They recognize and assist media artists whose work shows exceptional promise and who have demonstrated a commitment to film or video art. The Oregon Arts Commission, the Gordon D. Sondland and Katherine J. Durant Foundation, and periodically Oregon Public Broadcasting, fund the program that is managed by the Northwest Film Center.

In the 2011-2013, biennium, about 15% of the artists receiving awards identified themselves as people of color.

A wide range of artists receive Fellowship and Career Opportunity funding. Writer Cheryl Strayed, author of the best seller, *Wild*, prompted Oprah Winfrey to re-establish her acclaimed book club. Native American painter James Lavadour will exhibit his work at the Venice Biennale in 2013. Playwright Andrea Stolowitz's have been staged across the U.S. Two of Stolowitz's plays have their world premieres in 2013: *Antartikos* at the Pittsburgh Playhouse in Pittsburgh in March, while Portland's Artists Repertory Theatre mounts *Ithaka* in May.

### **Explain the cost of development vs. the income received in association with the Cultural Trust.**

In 2012, the Cultural Trust conducted an outside assessment of its development efforts. One of the consultant's assignments was to analyze the return on investment of the overall Trust promotion efforts. Arts Consulting Group determined that the development/marketing costs for the Cultural Trust are roughly 10% of its annual contributions, a return on investment of 10:1. Just under \$4 million was contributed to the Cultural Trust in 2012.

### **Provide a list of grants awarded by the Oregon Built Environment and Sustainable Technologies Center.**

The materials you requested are in the tables below, including both federal matching and commercialization grants. In order to ensure the highest level of transparency, Oregon Innovation Council initiatives post all grantee awards on their respective websites. This policy was enacted at the direction of the Council's Audit & Accountability Committee during the 2009-11 biennium. Since that time, contracts between the State and individual Oregon InC initiatives include a clause that reads:

*"Except for contracts related to the administration or day-to-day operations of Recipient, maintain a list of contracts entered into by Recipient using funds received under this Agreement, including the entity ("Contractor") with whom Recipient executed a contract, a brief description of the purpose of the contract and the amount of the contract award. Subject to the requirements of any non-disclosure agreements, this information must be posted on the Recipient's public website in a timely manner."*

### Oregon BEST Commercialization Grant

Company	University	Oregon BEST Commercialization Grant	Fiscal Year
Indow Windows	PSU	\$ 73,481	2010-2011
Trillium Fiber Fuels	OSU	\$ 74,343	2010-2011
Green Lite Motors	OIT	\$ 73,284	2010-2011
Corvallis Tool Company	OSU	\$ 28,600	2010-2011
Stevens Water Monitoring System	PSU	\$ 150,000	2011-2012
M3 Wave	PSU	\$ 74,872	2011-2012
Applied Exergy	OSU	\$ 150,000	2011-2012
Columbia Green	PSU	\$ 79,659	2011-2012
Inspired Light	OSU	\$ 150,000	2011-2012
HM3 Energy	OSU	\$ 86,086	2011-2012
Shelterworks	PSU	\$ 75,000	2012-2013
NWREC	OIT	\$ 20,000	2012-2013
CSD Nano	OSU	\$ 130,000	2012-2013
CSD Nano	UO	\$ 20,000	2012-2013
WETGEN	OSU	\$ 10,000	2012-2013
Puralytics	OSU	\$ 50,000	2012-2013

### Oregon BEST Proposal Matching

Principal Investigator	University	Project Title	Funder	Funding	Oregon BEST Match	Fiscal Year
Batten, Belinda	OSU	The Pacific Marine Energy Center	US Department of Energy	4,600,000	\$200,000	2012-2013
Ashford, Scott	OSU	OSU-Iraqi University Engineering Faculty Exchange on Green Building Systems	Mater Foundation, Honeywell, US Dept of State, US Dept of Defense	\$270,000	\$27,000	2009-2010
Boettcher, Shannon	UO	Semiconductor-electro catalyst contacts: theory, experiment, and applications to solar water photo electrolysis	US Department of Energy	\$500,000	\$50,000	2011-2012
Boettcher, Shannon	UO	Close-space vapor transport GaAs for high-efficiency photovoltaics	US Department of Energy	\$450,000	\$45,000	2012-2013
Cal, Raul	PSU	Interactions of a Wind Turbine Array with a Thermally Stratified Atmospheric Boundary Layer: Flow Structures, Energy Fluxes and Modal Behavior	National Science Foundation	\$300,000	\$30,000	2010-2011
Chang, Chih-hung	OSU	Develop a Low-cost Manufacturing Process for High Efficiency CIGS Thin Film PVs	Daegu Gyeongbuk Institute of Science and Technology	\$170,000	\$3,000	2010-2011

Chang, Chih-hung	OSU	Production of Nanoscale Solar Energy Materials using a Solar Microreactor	National Science Foundation: EARly-concept Grants for Exploratory Research (EAGER)	\$100,000	\$5,000	2010-2011
Chang, Chih-hung	OSU	Low-cost Nanostructured Anti-reflection Coatings for Solar Energy Applications	National Science Foundation	\$199,797	\$15,984	2012-2013, 2013-2014
Cohen, David	UO	Identifying Problem Areas in CIGS and CdTe Based Photovoltaic Devices	US Department of Energy	\$447,781	\$44,739	2012-2013, 2013-2014
Conley, John	OSU	Intel Equipment Donation Match	Intel	\$103,000	\$30,000	2011-2012
Conley, John	OSU	Installation and Startup of an Arradiance GEMSTAR ALD System	Arradiance	\$61,811	\$20,106	2010-2011
Drost, Kevin	OSU	High Flux Microchannel Solar Receiver Development with Adaptive Flow Control	U.S. Department of Energy Industrial Partner	\$775,000	\$62,000	2011-2012
Ideker, Jason	OSU	Use of Sustainable Cementitious Products in Building Components for the Oregon Sustainability Center	Oregon BEST Sustainable Built Environment Research Consortium	\$18,488	\$3,263	2011-2012
Ideker, Jason	OSU	A Multi-Chamber Modular Environmental Conditioning System to Test Green Building Materials and Systems	Murdock Charitable Trust	\$450,000	\$200,000	2011-2012
Junker, Joseph	OSU	Towards an Implementation Strategy of Energy Saving Industrial Manufacturing Processes and Technologies in the Pacific Northwest	US Department of Energy	\$300,000	\$35,000	2011-2012
Kamke, Fred	OSU	NSF I/U CRC - Wood Composites	National Science Foundation & Industry	1,250,000	\$75,000	2010-2012*
Kevan, Steve	UO	Enhanced Photovoltaic Efficiency through Heterojunction Assisted Impact Ionization	National Science Foundation	1,294,414	\$74,389	2010-2011
Liu, Shih-Yuan	UO	Novel Carbon(C)-Boron(B)-Nitrogen(N)-Containing H2 Storage Materials	Department of Energy: Energy Efficiency & Renewable Energy	2,000,000	\$200,000	2011-2012
Murthy, Ganti	OSU	Life Cycle, Sustainability and Economic Analysis of Cellulosic Ethanol from Grass Straw in Pacific Northwest US	US Department of Transportation -Sun Grant	\$146,574	\$14,657	2009-2010
Richmond, Gerry	UO	Equipment for synthesis and characterization of nanostructured thin films for improved solar energy efficiency	Murdock Trust	\$463,050	\$42,500	2009-2010
Rorrer, Greg	OSU	Carbon Balance for Capture of Flue Gas Greenhouse Gases by Microalgae	Portland General Electric	\$25,000	\$5,717	2008-2009
Strauss, Steve	OSU	Feasibility of Biopolymer Production in Poplar	Sun Grant	\$157,504	\$15,750	2009-2011*
Thomas, Evan	PSU	Pilot Study Assessing the Feasibility and Value of Remote Instrumentation Systems	Mercy Corps	\$63,353	\$6,000	2011-2012

Thomas, Evan	PSU	Monitoring Occupant Water Usage Practices to Inform Technology Selection Oregon Sustainability Center	Oregon BEST Sustainable Built Environment Research Consortium	\$26,605	\$4,507	2010-2011
Turner, Irem	OSU/UO	Developing a system analysis and integration framework for early design trades in sustainable building design: Phase 1	Northwest Energy Efficiency Alliance	\$16,075	\$1,418	2010-2011
Vignola, Frank	UO	Solar Resource Measurements for the Pacific Northwest	National Renewable Energy Laboratory	\$62,500	\$5,799	2010-2011
Vignola, Frank	UO	2011 operating support for SRML	Bonneville Power Administration	\$122,020	\$12,202	2010-2011
Vignola, Frank	UO	Measurements for Validating the Accuracy of Models for Predicting the Performance of PV Modules	National Renewable Energy Laboratory	\$112,710	\$11,271	2012-2013
Vignola, Frank	UO	Regional Solar Radiation Data Center	Bonneville Power Administration	\$135,926	\$12,300	2011-2012
von Juoanne, Annette	OSU/OIT	Advanced Life Extending Control of Multiple Energy Storage Solutions to Reduce Load-Following Dependency and Wear on the Hydro-Power System	Bonneville Power Administration	\$515,500	\$50,000	2011-2012
Wamser, Carl	PSU	Undergraduate Research Assistants for Integrating Green Roofs and Photovoltaic Arrays for Energy Management and Optimization of Multiple Functionalities	National Science Foundation	\$15,000	\$3,000	2010-2011
Wamser, Carl	PSU	Integrating Green Roofs and Photovoltaic Arrays for Energy Management and Optimization of Multiple Functionalities	National Science Foundation & Industry	\$364,000	\$36,400	2008-2009
Yokochi, Alex	OSU	Improved Wind Energy Integration through Advanced Forecasting and More effective Control and Coordination of Energy Storage Systems	Bonneville Power Administration, Portland General Electric, National Science Foundation, Grainger Center for Electric Machinery and Electro mechanics	\$438,210	\$43,000	2010-2011
Yokochi, Alex	OSU	Wind Integration Research, Demonstration and Exploration	Bonneville Power Administration	\$357,640	\$35,761	2008-2009

\* Payment divided over three fiscal year periods