

BUSINESS OREGON

2019-21 Budget Presentation

Transportation and Economic Development Subcommittee

February 2019



Four-Day Agenda

Day 1

- Agency Overview
- Budget Overview
- Policy Option Packages
- Budget Reductions

Day 2

- Regional Approach
- Infrastructure Programs
- Business Development Programs

Day 3

- Business Finance
- Innovation & Entrepreneurship
- Arts & Culture

Day 4

- Business Oregon wrap-up
- Oregon Film
- Regional Solutions
- Public Testimony

AGENCY OVERVIEW

CHRIS HARDER





VISION:

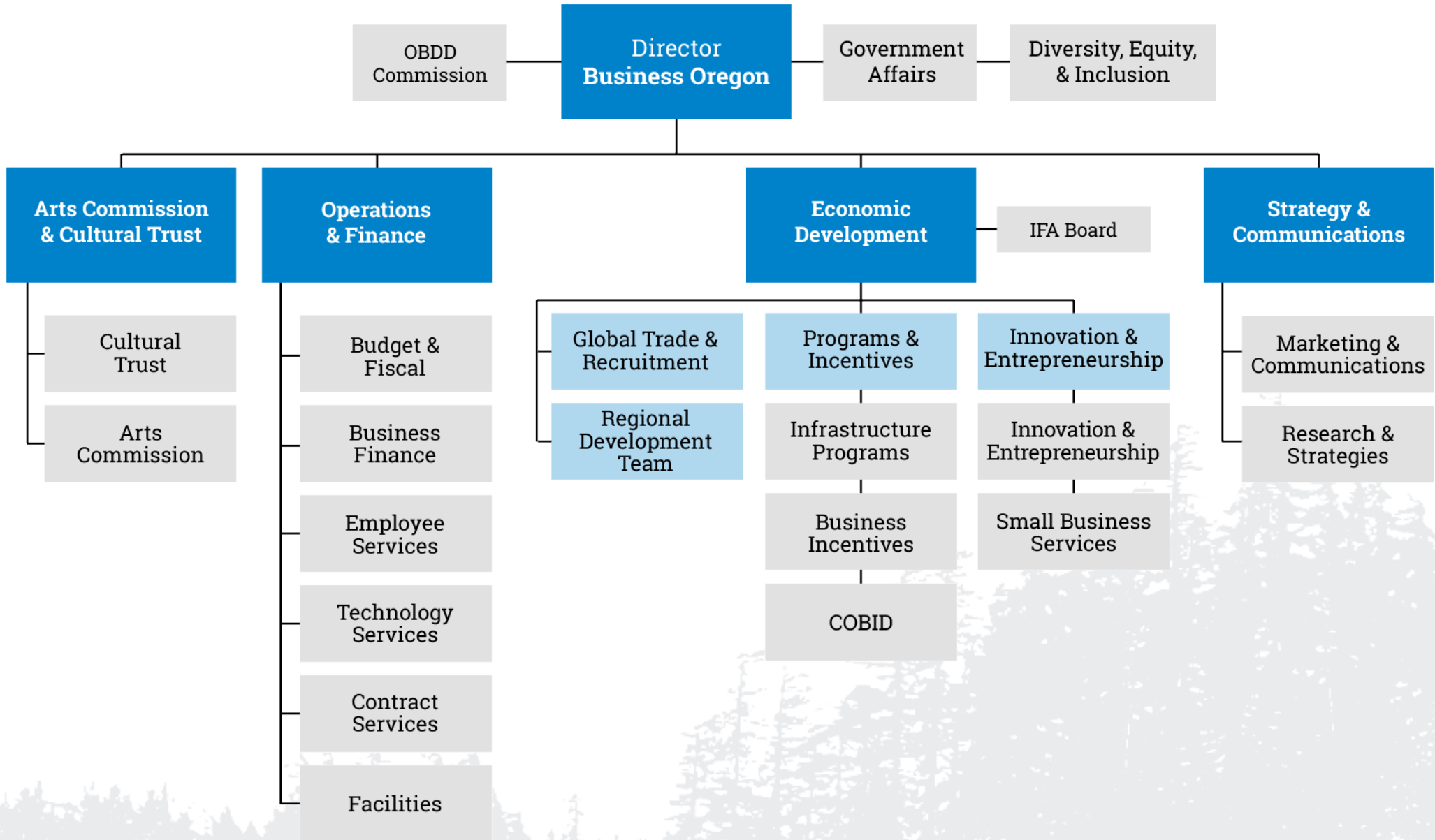
Prosperity for all Oregonians

MISSION:

**We invest in Oregon businesses, communities,
and people to promote a globally competitive,
diverse, and inclusive economy**

Boards and Commissions

- Oregon Business Development Commission
- Infrastructure Finance Authority
- Oregon Innovation Council
- Oregon Broadband Advisory Council
- Oregon Growth Board
- Oregon Arts Commission
- Oregon Cultural Trust
- Eastern Oregon Border Economic Development Region Board



History

- 1985: Oregon Lottery created to fund economic development
- 1993: Arts Commission added to Agency
- 2003: Cultural Trust added to Agency
- 2005: Oregon Innovation Council launches
- 2009: Infrastructure Finance Authority established
- 2013: Seismic Rehabilitation Program added to Agency from Military
- 2014: Oregon Growth Board added to Agency from Treasury
- 2017: Development of comprehensive 5-Year Strategic Plan
- 2018: Broadband Office established

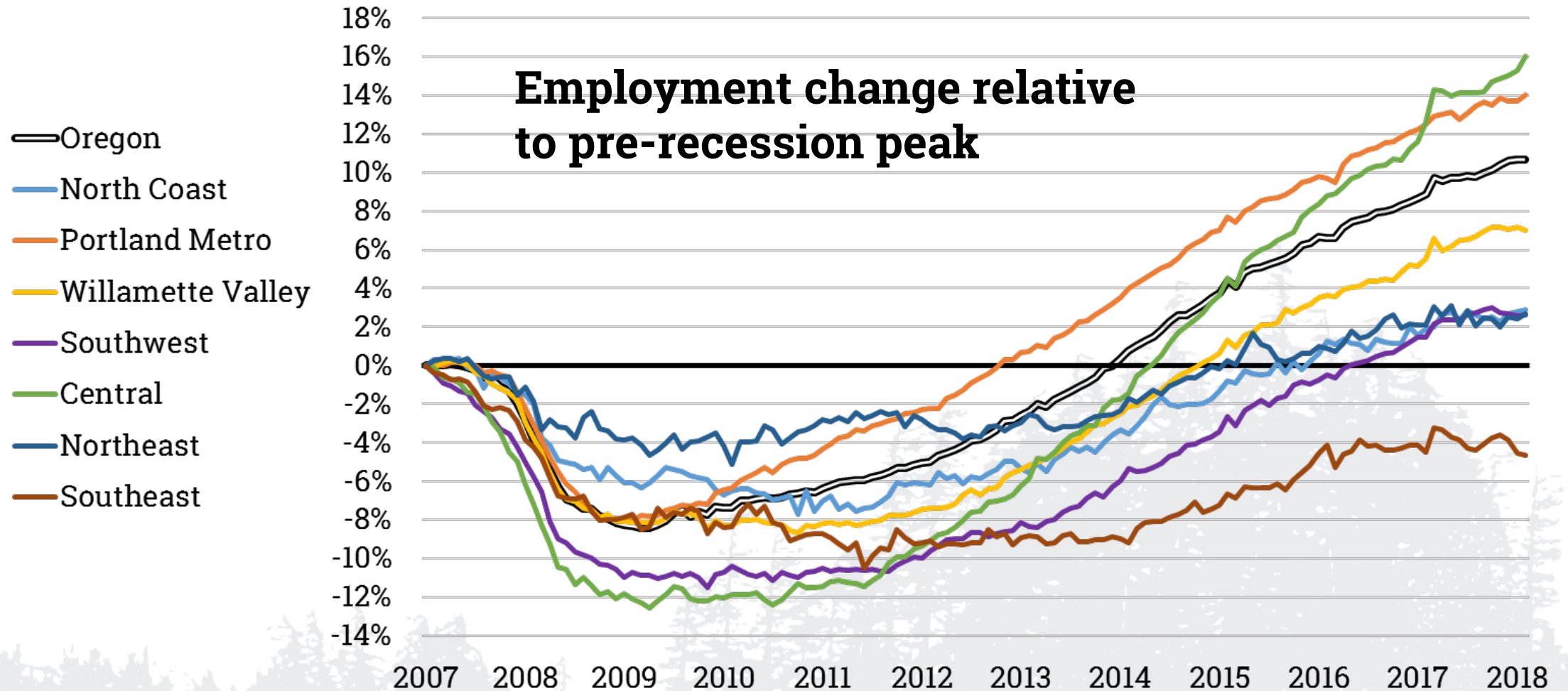
Opportunities - 10-year Economic Trends

- 7th highest GDP growth rate
- 11th highest employment growth rate
- 6th highest average wage growth rate
- 7th highest personal income growth rate
- 2nd highest migration of knowledge workers growth rate
- 3rd highest *Innovation Index* score amongst states, 2018

Challenges - Economic Snapshot

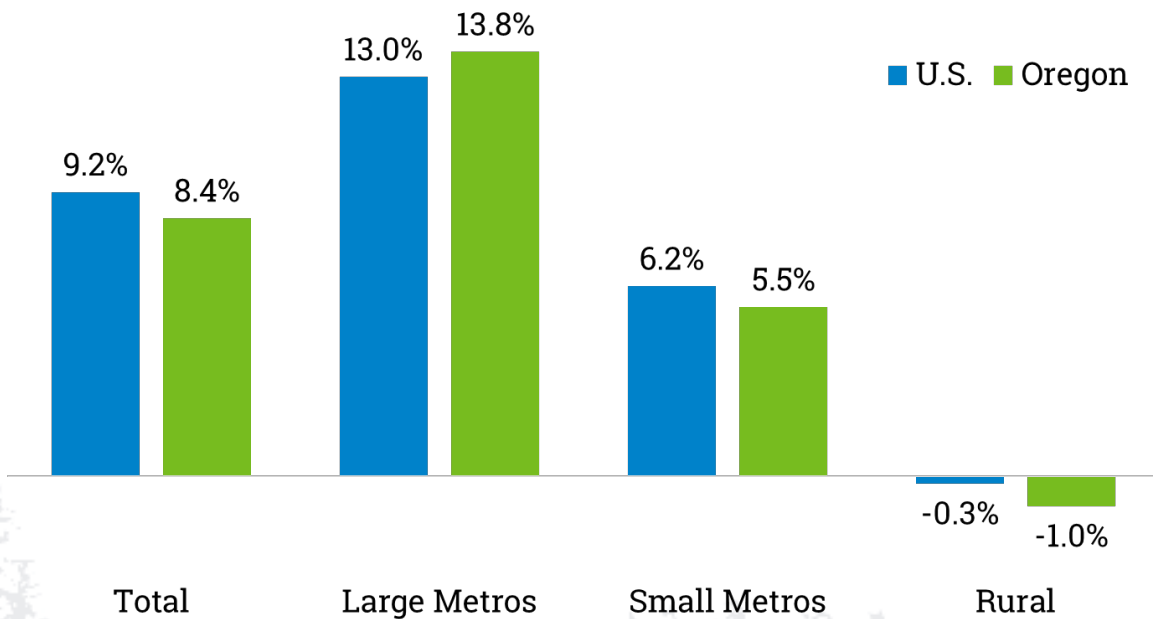
- 11th highest average unemployment rate, 2007-2017
- Workforce challenges
 - Ranked 34th in STEM graduate growth, 2006-2016
- Middle-wage job growth
 - Growth concentrated in low-wage/low-skill and high-wage/high-skill jobs

Regional Growth Inequality



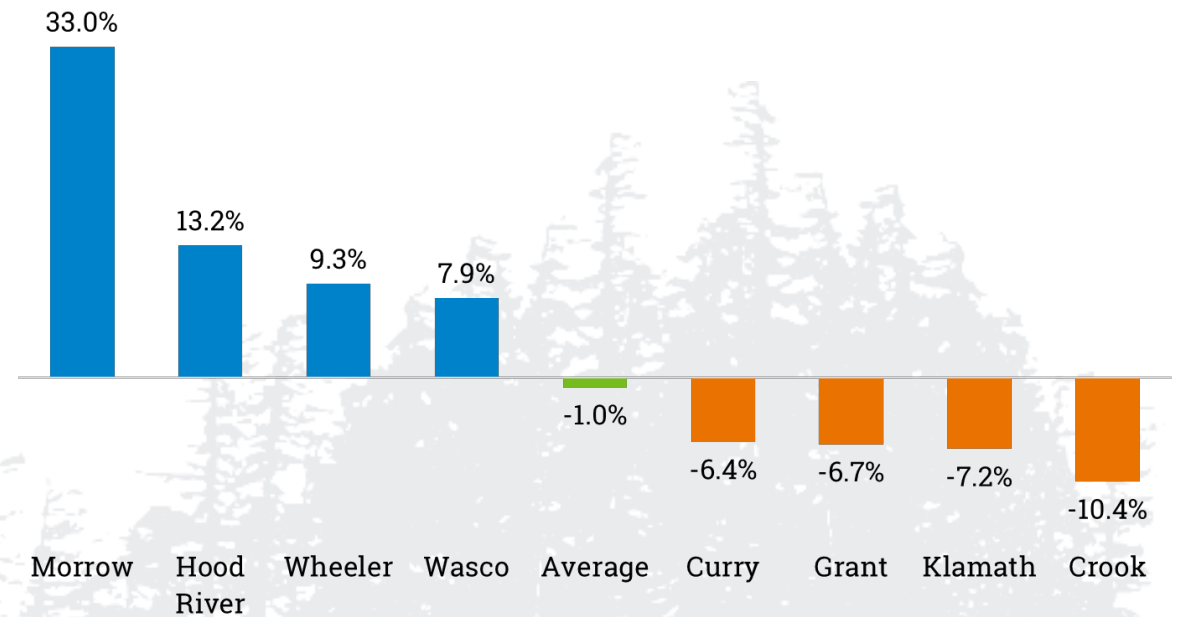
Rural Oregon Faces Challenges

Employment Change
2007-2017



Sources: U.S. Bureau of Economic Analysis.

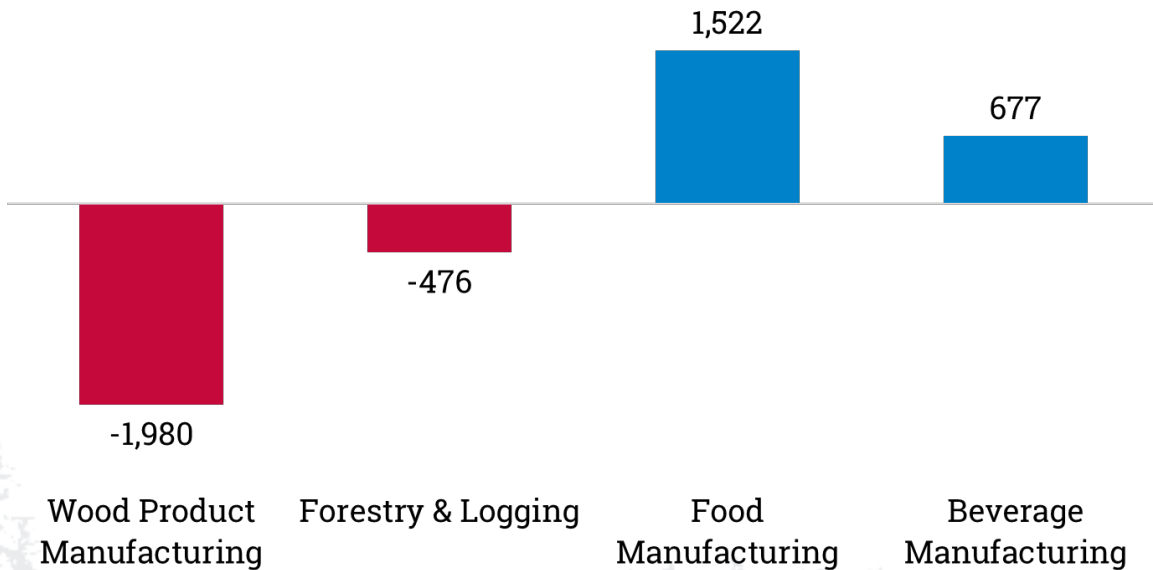
Rural Oregon Employment Change by County
2007-2017



Sources: U.S. Bureau of Economic Analysis.

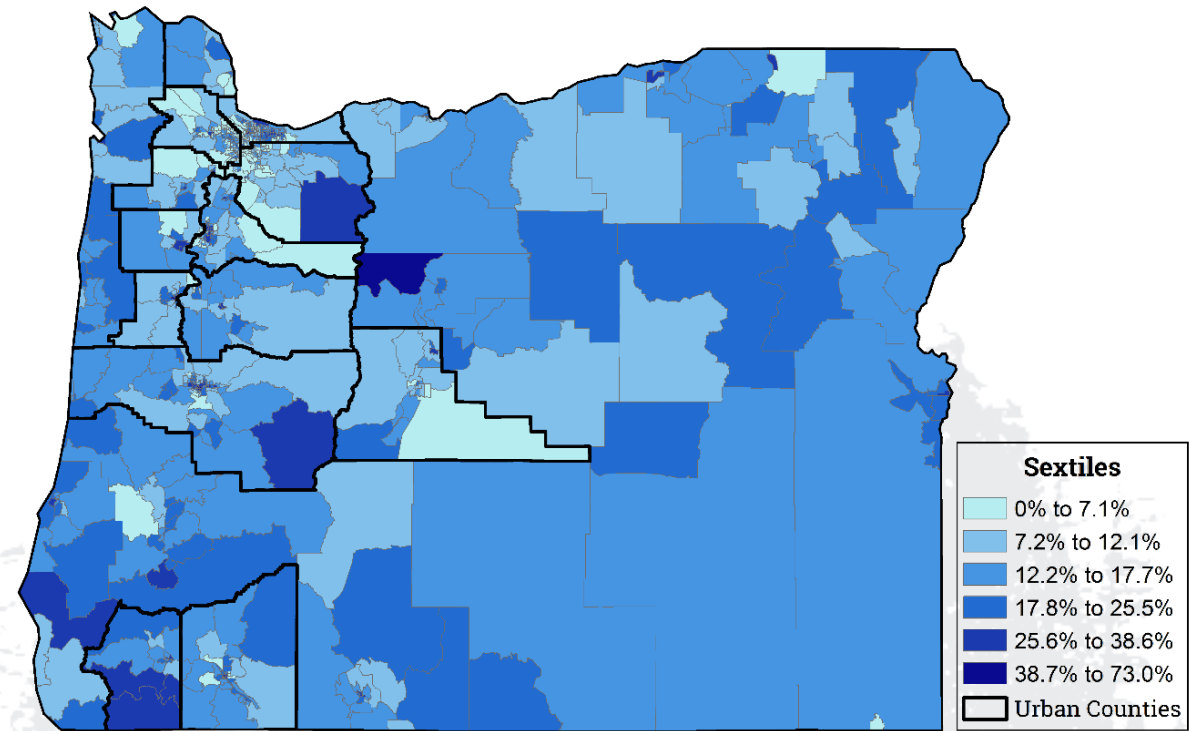
Rural Oregon Faces Challenges

Rural Oregon Employment Change by Industry 2007-2017



Sources: U.S. Bureau of Labor Statistics.

Percent of Population in Poverty, 2017



Source: U.S. Census Bureau, 2013-2017 American Community Survey 5-Year Estimates.

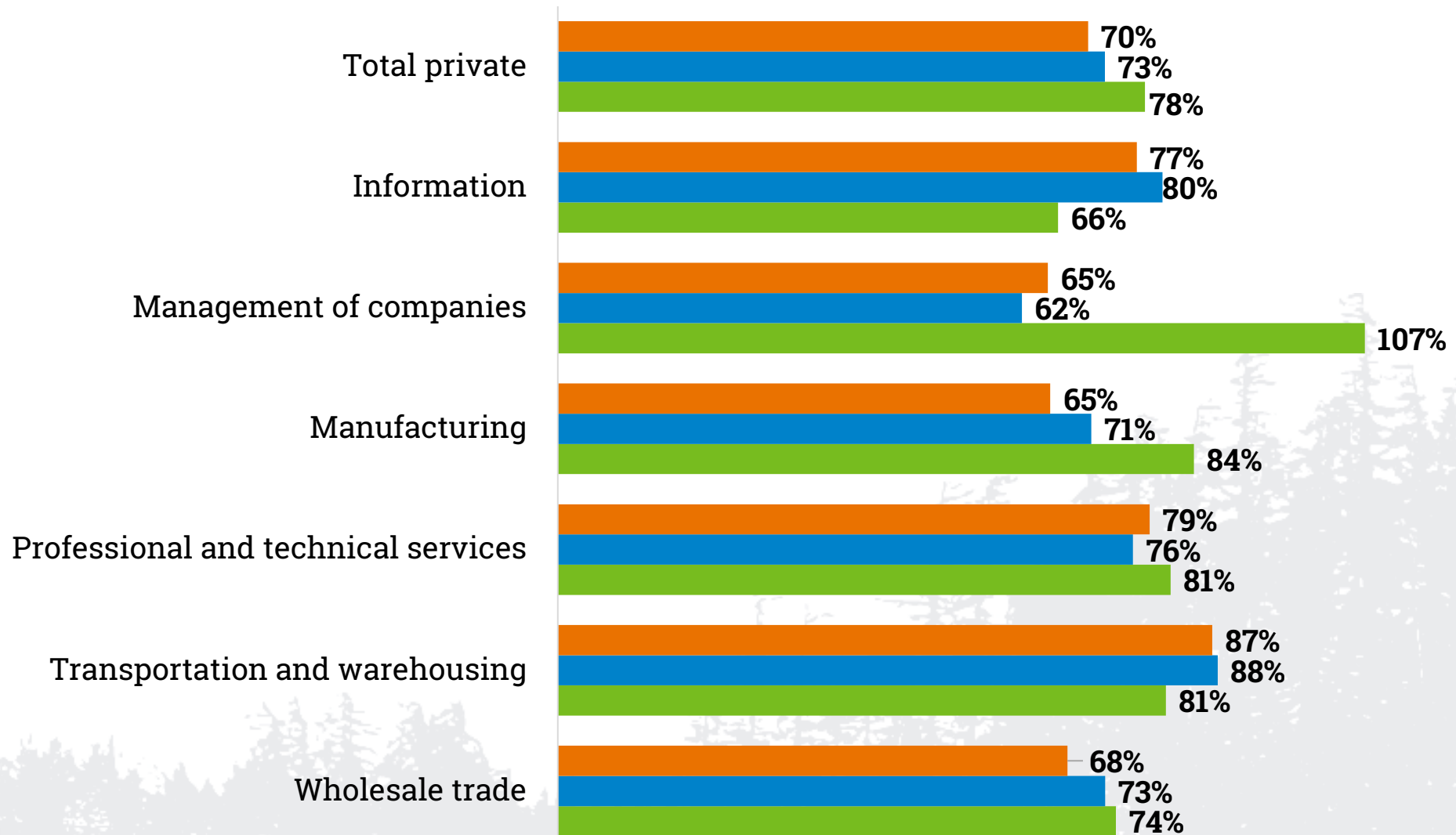
Underrepresented Populations

- Populations of people of color growing faster than white population growth.
- Current unemployment rates in Oregon:
 - Native Americans: 10%
 - Blacks: 6.3%
 - Hispanics: 4.8%
 - All (statewide): 5.1%
- Minority-owned companies in the U.S. are 22% less likely to receive venture capital.
- Oregon lags behind the nation in minority firm ownership.

Percent of Industry Average Wage by Race / Ethnicity

(among underrepresented groups)

■ Hispanic ■ Native American ■ Black



PROSPERITY FOR ALL OREGONIANS

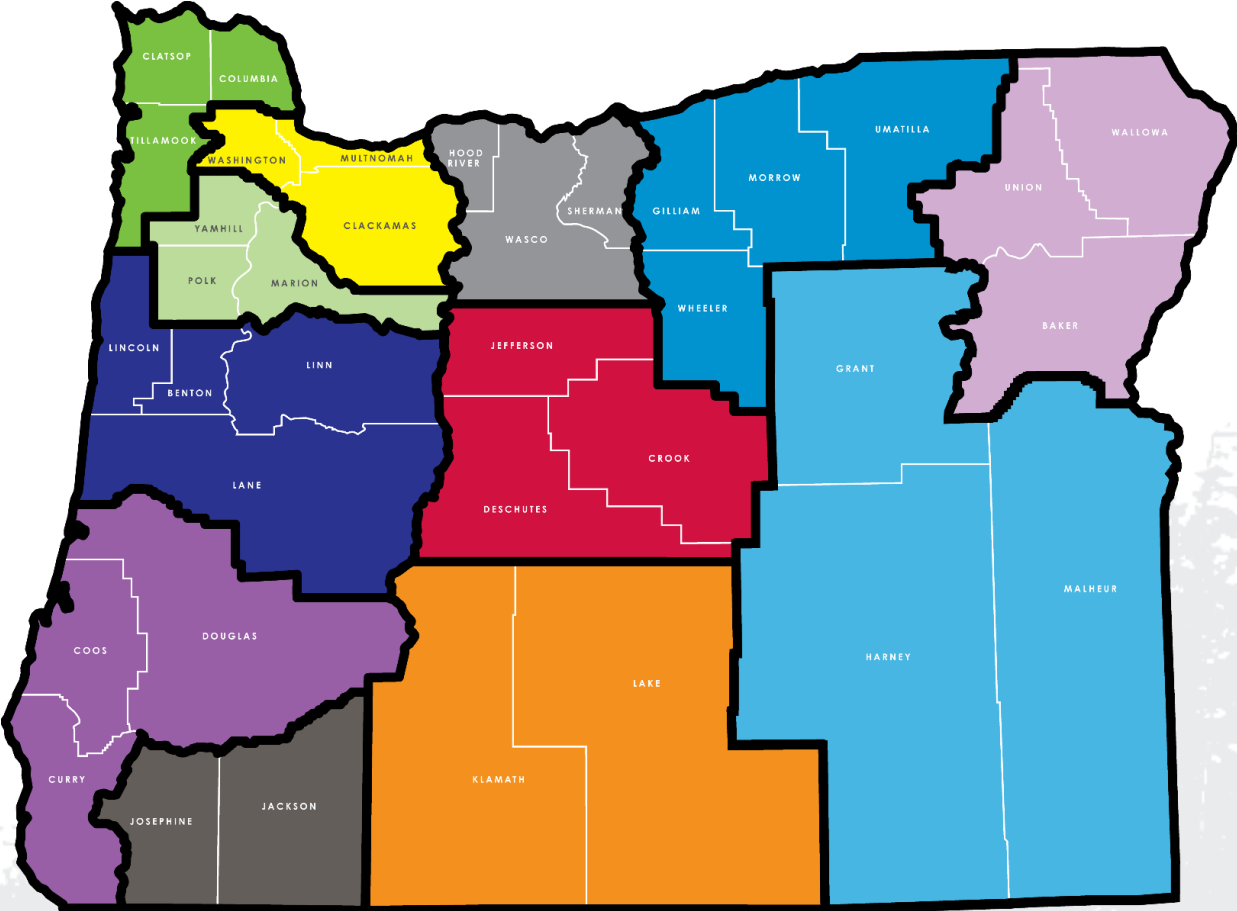
Business Oregon Strategic Plan // 2018 - 2022

business
oregon.

Strategic Priorities

1. Innovate Oregon's economy
2. Grow small and middle-market companies
3. Cultivate rural economic stability
4. Advance economic opportunity for underrepresented people
5. Ensure an inclusive, transparent, and fiscally healthy agency

Focus on Unique Regional Economies



Target Industries

*Emerging industries in red

Advanced Manufacturing	<ul style="list-style-type: none">Upstream Metals & Machinery	<ul style="list-style-type: none">Aerospace & DefenseBiomedical
Food & Beverage	<ul style="list-style-type: none">FoodBeverage	
Forestry & Wood Products	<ul style="list-style-type: none">ForestryWood Products	
High Technology	<ul style="list-style-type: none">Semiconductors & ElectronicsSoftware & IT	
Outdoor Gear & Apparel	<ul style="list-style-type: none">Apparel & FootwearOutdoor Gear	
Business Services	<ul style="list-style-type: none">Professional & Technical Services	<ul style="list-style-type: none">Company ManagementCustomer Support

Diversity, Equity, and Inclusion

- Diversity, Equity, and Inclusion (DEI) as a priority
- Influences on economic development
- Identifying and establishing practices
- Building internal resources

Measuring success and impact

- **Legislative KPMs**

Established by Oregon legislature, broad and largely jobs-focused.

- **Strategic plan metrics**

Things we want to look at to understand and track the impact of our work, and to influence strategy.

Key Performance Measures 2017 & 2018

- Jobs created
 - Actual: 2,629 // Target: 4,000
- Jobs retained
 - Actual: 10,766 // Target: 10,900
- Tax revenue generated
 - Actual: \$39.1m // Target: \$40.6m
- Export sales of assisted clients
 - Actual: \$204.1m // Target: \$95.6m

Key Performance Measures 2017 & 2018

- Industrial sites certified
 - Actual: 3 // Target: 6
- Community capital planning projects
 - Actual: 91 // Target: 67
- Community health/safety projects
 - Actual: 88 // Target: 60
- Community economic projects
 - Actual: 33 // Target: 50
- Customer Survey
 - Actual: 92% // Target: 90%

Strategic Plan Metrics: FY2018

Jobs created and retained resulting from Business Oregon's business development activities, specifically accessible and quality jobs, broken out by **statewide** and in **rural** Oregon.

Total Jobs Created	1,074 78% Accessible, 44% Quality
Total Jobs Retained	5,374 63% Accessible, 71% Quality
Rural Jobs Created	665 84% Accessible, 33% Quality
Rural Jobs Retained	1,182 90% Accessible, 70% Quality

Number of minority-owned firms using agency financing. Business Oregon is working to track this across programs, but currently can only track three:

Global Trade

23 (of the **85**) firms receiving direct Global Trade assistance self-reported as women-owned, veteran owned, or social/economic disadvantaged.

Government Contract Assistance Program (GCAP)

83 (of the **170**) firms his program helped secure government contracts were women, non-white minorities, or veterans.

Certification Office for Business Inclusion and Diversity (COBID)

2,503 of COBID's **3,565** certified firms are underrepresented (women, non-white minorities, or veterans).



DulsEnergy
Newport, Oregon



Seismic Rehabilitation

Eugene Fire District, Oregon

Financial Reporting & Transparency

Project financing information [available online](#), posted quarterly.

	Total # Investments	Total \$	% Business	% Infrastructure/Community	Rural \$	Rural # Investments	% Rural Investments
FY2018	278	\$173,351,429	15%	85%	\$131,662,030	207	74%
FY2017	307	\$241,751,196	6%	94%	\$191,690,996	228	74%
TOTAL	584	\$415,102,625	10%	90%	\$323,353,026	435	74%

BUDGET OVERVIEW

JENNY WILFONG



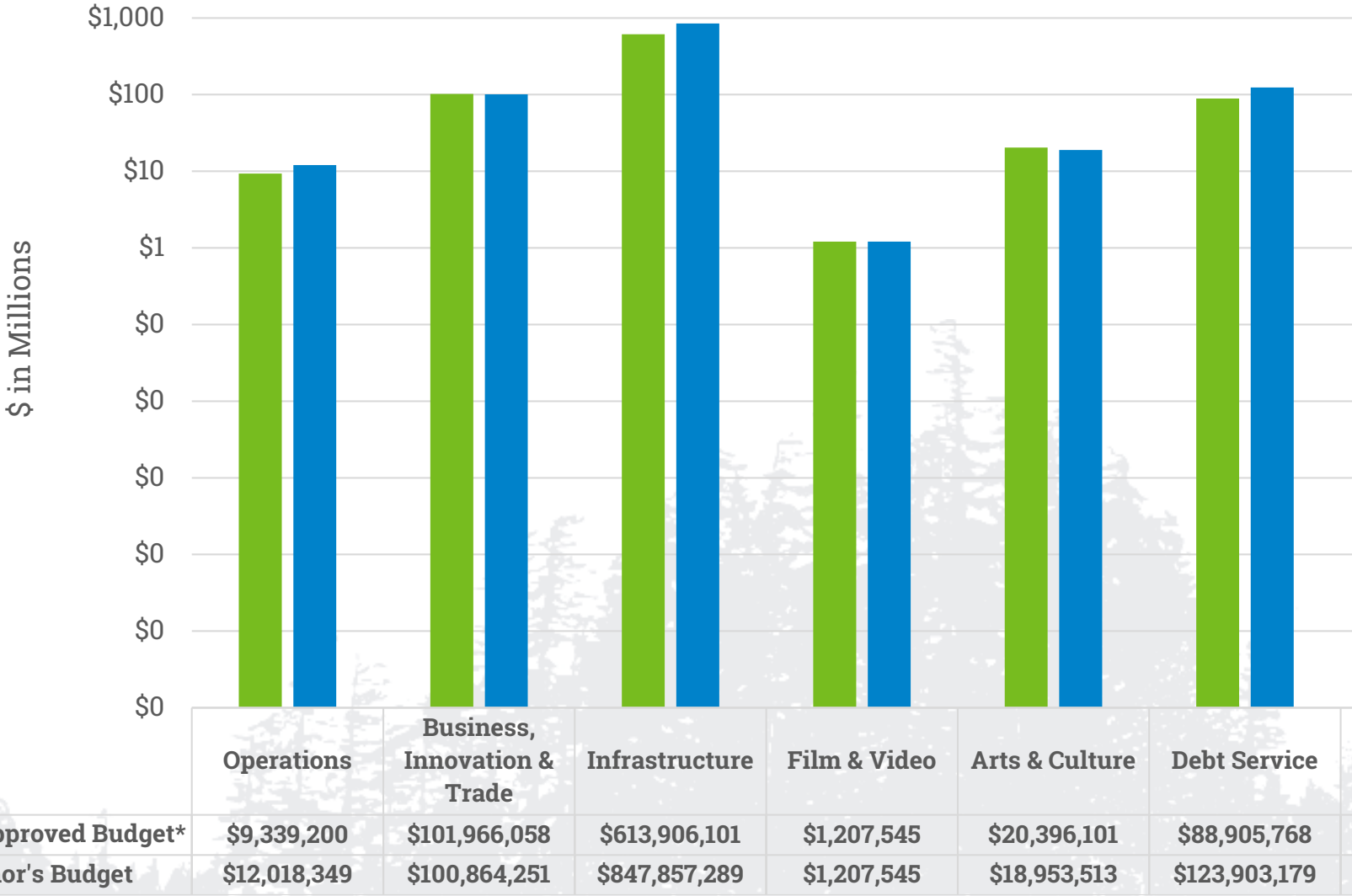
Agency Budget

Agency 2017-19 Legislatively Approved Budget (LAB):

\$835,720,773

Agency 2019-21 Governor's Recommended Budget (GRB):

\$1,104,804,126



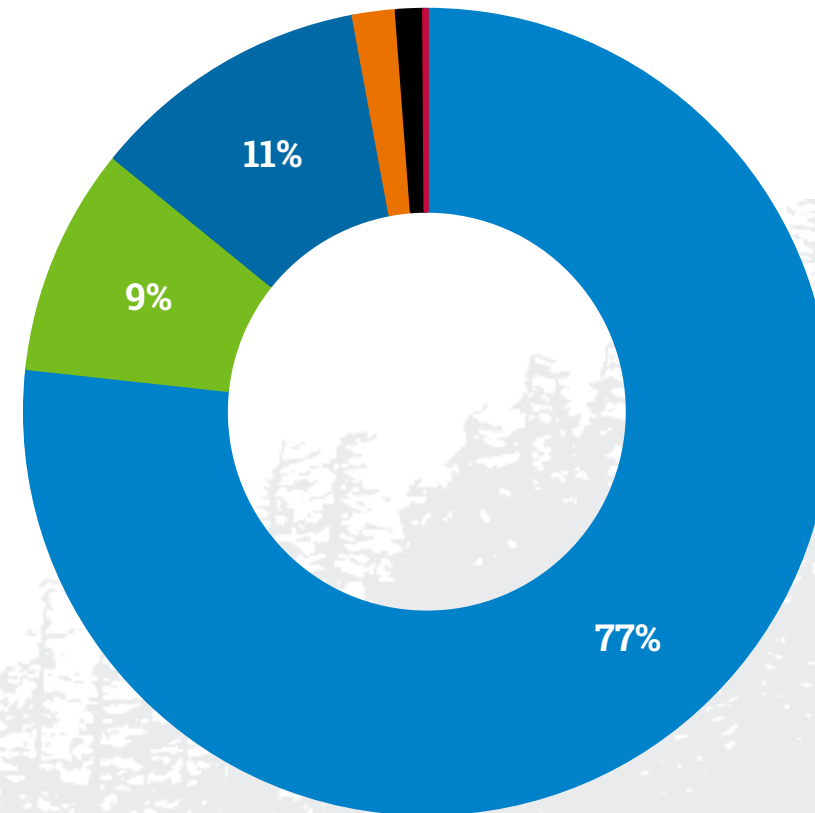
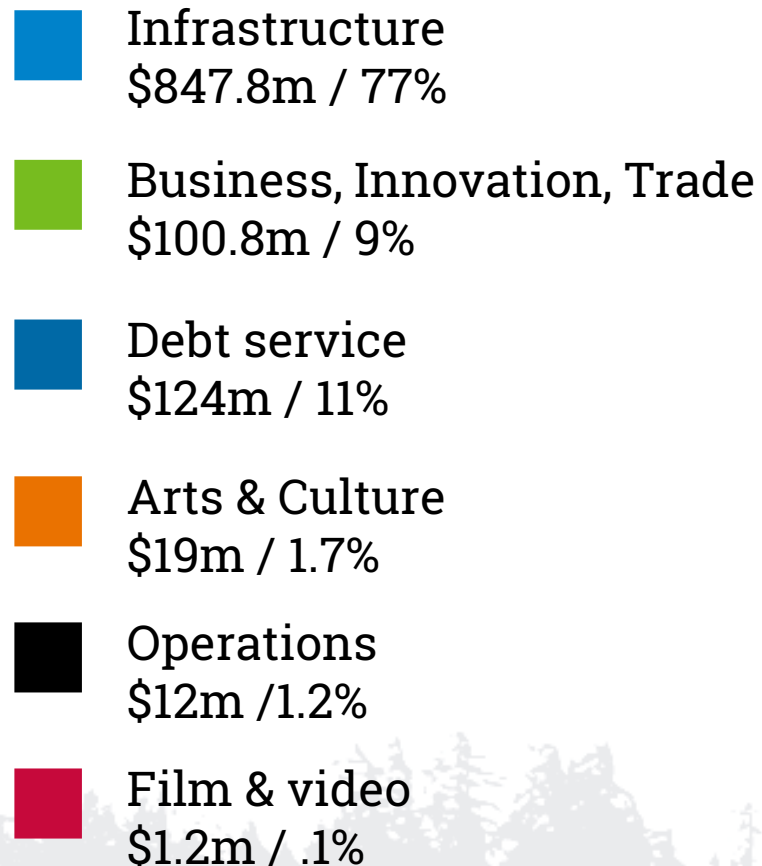
* December 2018

Revenue Sources

Budget Category	Amount
Beginning Fund Balances – revolving loan/bonding	\$433.7m
Bonding Proceeds (GO & Lottery Bonds)	\$432m
Economic Development Fund – Lottery Funding/Debt Service	\$127.1m
Loan Repayments	\$78.4m
General Fund Appropriation – Program/Debt Service	\$70.5m
Federal Grants/Grants/Donations	\$49.1m
Interest Income	\$34.2m
Other/Transfer In	\$32.3m
Charges for Services/Fees/Royalties	\$1m
TOTAL (estimated)	\$1,258.3m






2019-21 Governor's Budget / By Use

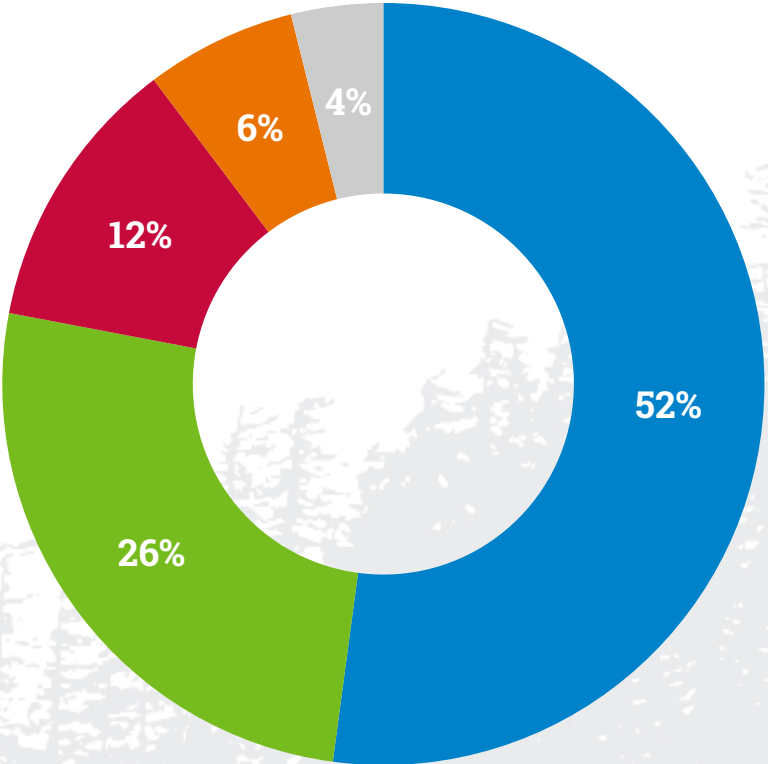
Total budget: **\$1.1 Billion** / 146 Positions / 141.25 FTE



2019-21 Governor's Budget / By Fund type

Total budget: **\$1.1 Billion** / 146 Positions / 141.25 FTE

-  Other Funds – Bonding
\$575.8m / 52%
-  Other Funds – Revolving/Other
\$285.8m / 26%
-  Lottery Funds
\$129.5m/12%
-  General Funds
\$70.6m / 6%
-  Federal Funds
\$43.1m / 4%

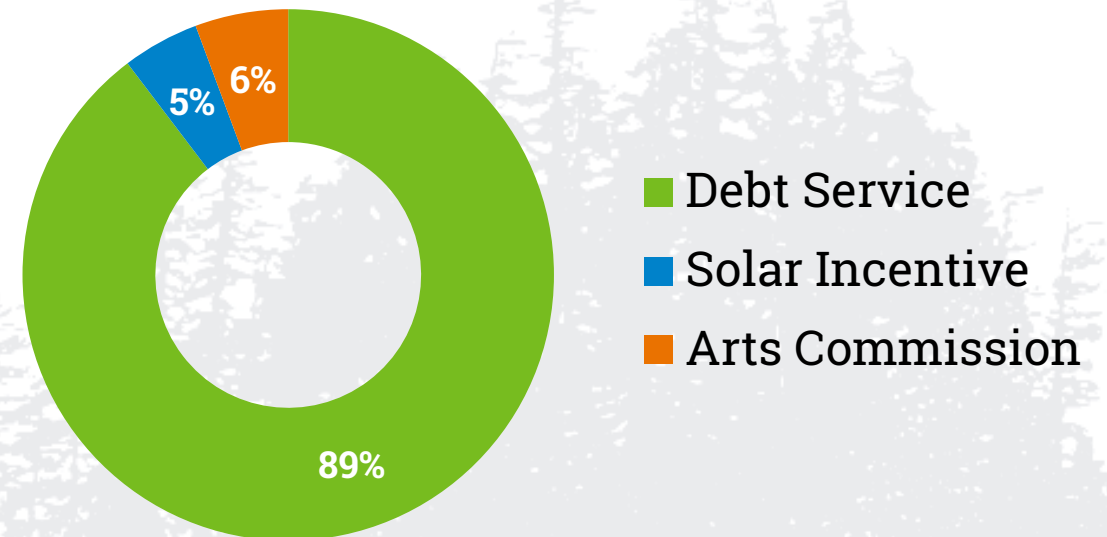


General Fund

2019-21 GRB

\$70.6m in total budget from General Fund

- **\$63.3m / 89%** for General Fund Debt Service (seismic GO bonds)
- **\$3.3m / 5%** for the Solar Incentivization Fund
- **\$4m / 6%** for the Arts Commission

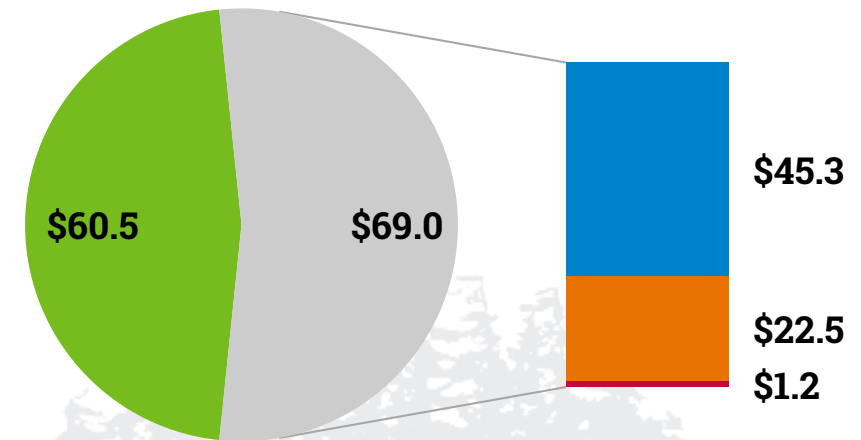


Lottery Fund

2019-21 GRB

\$129.5m total budget from Lottery Funds

- **\$69m / 53%** Lottery Funds for operations and programs
 - **\$45.3m** Business Lending, Investments, & Incentives
 - **\$22.5m** Operations/Administration
 - **\$1.2m** Film & Video
- **\$60.5m / 47%** Lottery Fund Debt Service
(on Lottery Bonds)



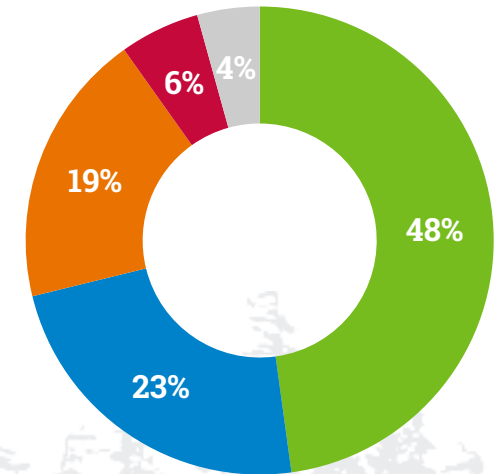
■ Debt Service ■ Business
■ Operations ■ Film

Other Funds

2019-21 GRB

\$861.6m total budget from Other Funds

- **\$412.1m / 48%** General Obligation Bond proceeds (Seismic)
- **\$201.1m / 23%** Revolving Loan funds
- **\$163.7m / 19%** Lottery Bond proceeds
- **\$47.6m / 6%** Other Funds for operations and other programming
- **\$37.1m / 4%** Debt Service



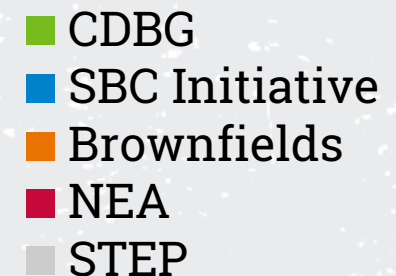
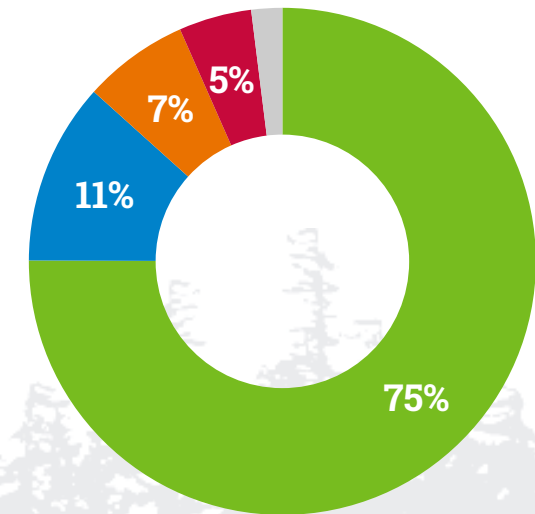
- GO Bonds
- Revolving Loan Funds
- Lottery Bond Proceeds
- Operations/Program
- Debt Service

Federal Funds

2019-21 GRB

\$43.1m total budget from Federal Funds

- **\$32.35m** U.S. Department of Housing & Urban Development's Community Development Block Grant (CDBG)
- **\$5m** U.S. Treasury State Small Business Credit Initiative
- **\$2.9m** U.S. Environmental Protection Agency Brownfields Cleanup Fund
- **\$2m** National Endowment for the Arts (NEA)
- **\$850k** U.S. Small Business Administration State Trade & Export Promotion (STEP)

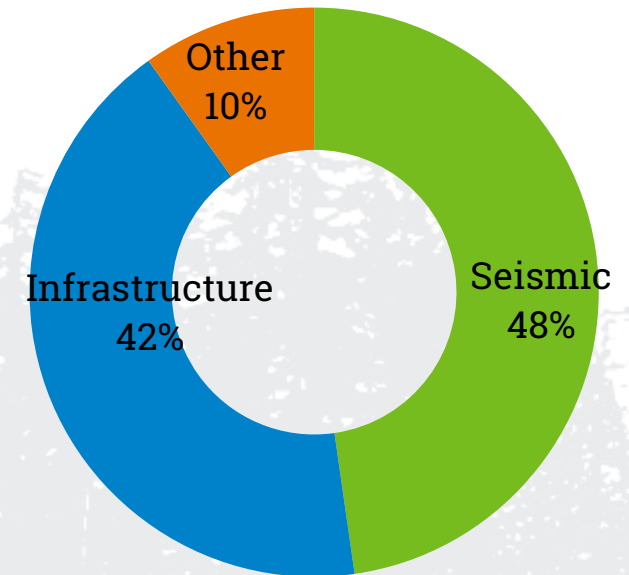


Significant Drivers of Budget Growth

Total Increase from 2017-19 LAB to 2019-21 GRB: **\$269m (32%)**

Dominant Factors:

- Seismic program (POP 114): **\$130.3m**
- Infrastructure (POP 104, 105, 107, 110): **\$115.7m**
Special Public Works Fund, Brownfields Redevelopment Fund, Regional Infrastructure Fund, Technology



Budget Priorities

For Business Oregon, going into this process our own budget priorities were:

1. Protect existing agency resources (staff and program funding).
2. Policy concepts under our Innovate Oregon's economy priority.
3. Policy concepts under our Rural Economic Stability priority.

2019-21 GRB Policy Option Packages

Policy Option Package Description	2019-21 GRB Amount/Source
Oregon Growth Fund (OGF) / POP101	\$2M Lottery Fund
Special Public Works Fund (SPWF) / POP104	\$79.45M Lottery Bonding
Technology Modernization / POP105	\$775,000 G.O. Bonding
Brownfields Redevelopment Fund / POP107	\$10M Lottery Bonding
Regional Infrastructure Fund / POP110	\$15M Lottery Bonding
Seismic Rehabilitation Grant Program / POP114	\$120M G.O. Bonding
Budget Alignment / POP115	\$495,596 Other Fund, \$84,211 Federal Funds, 1 FTE
University Innovation Research Fund *	\$10M Lottery Fund

Other Additions in 2019-21 Governor's Recommended Budget

- Internal Audit Support / **\$221,725 LF**
- Creation of a Broadband Office / **\$1,117,735 LF**
- Levee Ready Columbia / **\$250,000 LF**

Reductions: Lottery & General Fund

(\$1.8m) reduction in 2019-21 GRB Lottery Funds

- **2.6%** Reduction to Lottery funded operations and programs
 - **(\$500,000)** / Regional Accelerator and Innovation Network (RAIN)
 - **(\$200,000)** / Oregon Growth Fund (OGF)
 - **(\$1,054,852)** / Oregon Innovation Council
 - **(\$45,887)** / Removes inflation from Film & Video funding

(\$473,766) reduction in 2019-21 GRB General Funds

- **6.5%** reduction to the Solar Incentivization Fund
 - Reduces program funding originally created by HB 4037 (2016) by 13.7% from current service level.
 - Program sunsets in January, 2023.

Agency Requested Bills

- **SB 34:** Amends industrial site readiness program to allow Business Oregon to enter into tax reimbursement arrangements for eligible site prep costs with private owners.
- **HB 2052:** Extends sunset for tax credit related to Cultural Trust.
- **HB 2053:** Modifies program provisions for Oregon Business Retention and Expansion Program and enterprise zones.
- **HB 2054:** Makes program changes to Oregon Innovation Council statutes.

Appendix

- Audit Response Reports
- 2017-19 Long-Term Vacancies
- Supervisory Span of Control

Audit Reports

External Audits Completed during 2017-19 Biennium:

- **Report #2018-10** : Special Public Works Fund and Water Fund for Fiscal Year Ended June 30, 2017. (March, 2018)
 - Material Deficiency Reported
- **Report # 2018-11** : Comprehensive Annual Financial Report for the Fiscal Year Ended June 30, 2017, Statewide Single Audit Report. (April, 2018)
 - No Deficiency Reported, follow-up from prior year recommendations.

2017-19 Long-Term Vacancies

Division	Position #	FTE	Type	Vacant Months 7-11	Vacant Months 12+
Infrastructure	0010207	1.00	PF		1
Infrastructure	0060421	1.00	PF	1	
Infrastructure	3013012	1.00	PF		1
BITD	3001032	1.00	PF		1
Operations	0070106	1.00	PF		1
Operations	3006009	1.00	PF	1	
Arts Commission	1900002	0.50	PP	1	
TOTAL		6.50		3	4

Supervisory Span of Control Report 1:11

In accordance with the requirements of ORS 291.227, Business Oregon presents this report to the Joint Ways and Means Committee regarding the agency's Proposed Maximum Supervisory Ratio for the 2019-21 biennium.

Supervisory Ratio for the 2017-19 biennium

The agency actual supervisory ratio as of July 1, 2018 was 1:9

Proposed Supervisory Ratio for the 2019-21 biennium

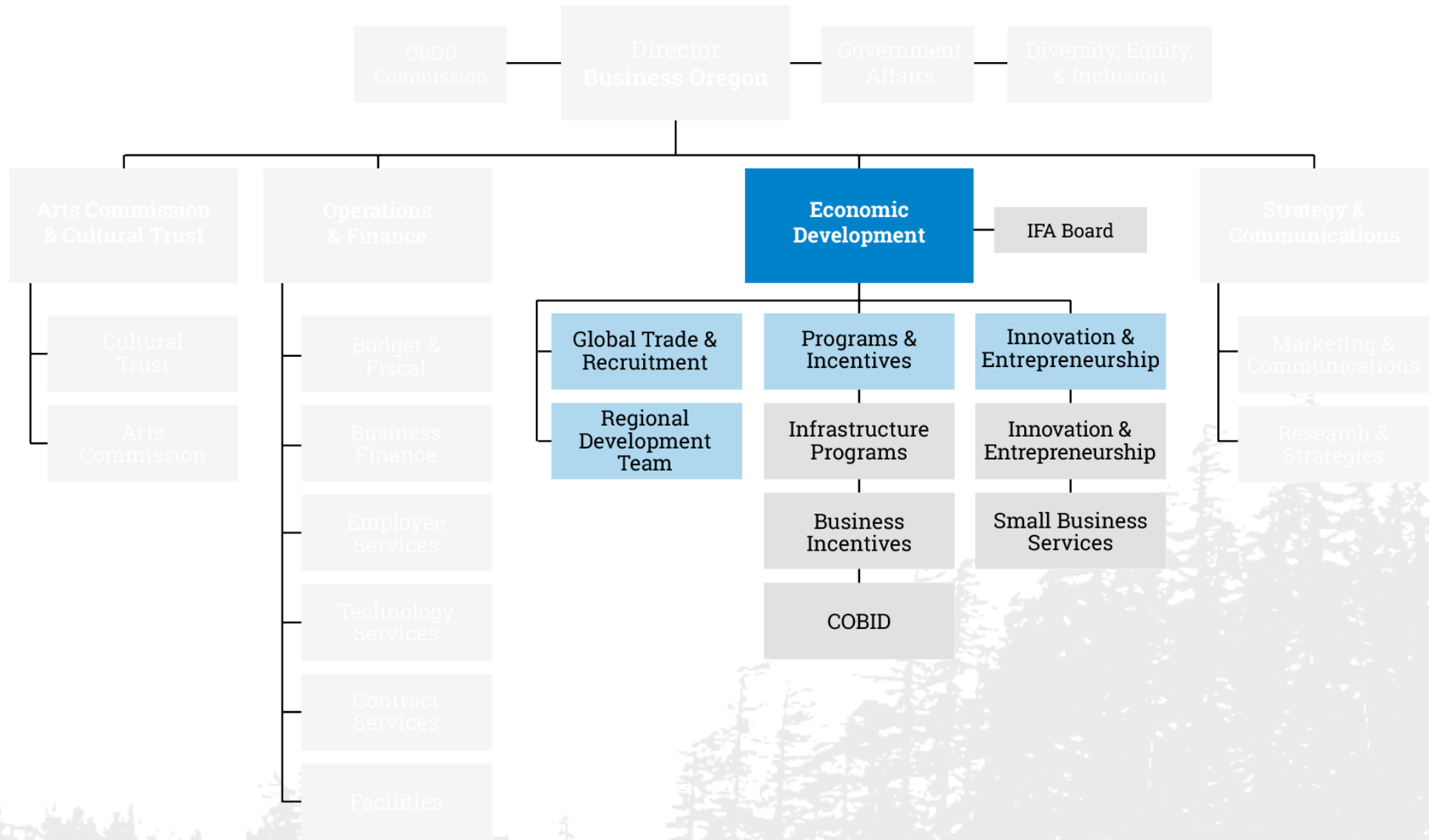
Requested adjusted ratio of 1:9, based on complexity of duties and financial scope of the agency.

- Diverse programming and operational needs requiring unique circumstances:
 - COBID
 - Fiscal & Budget Services
 - Employee Services

ECONOMIC DEVELOPMENT

CHRIS CUMMINGS





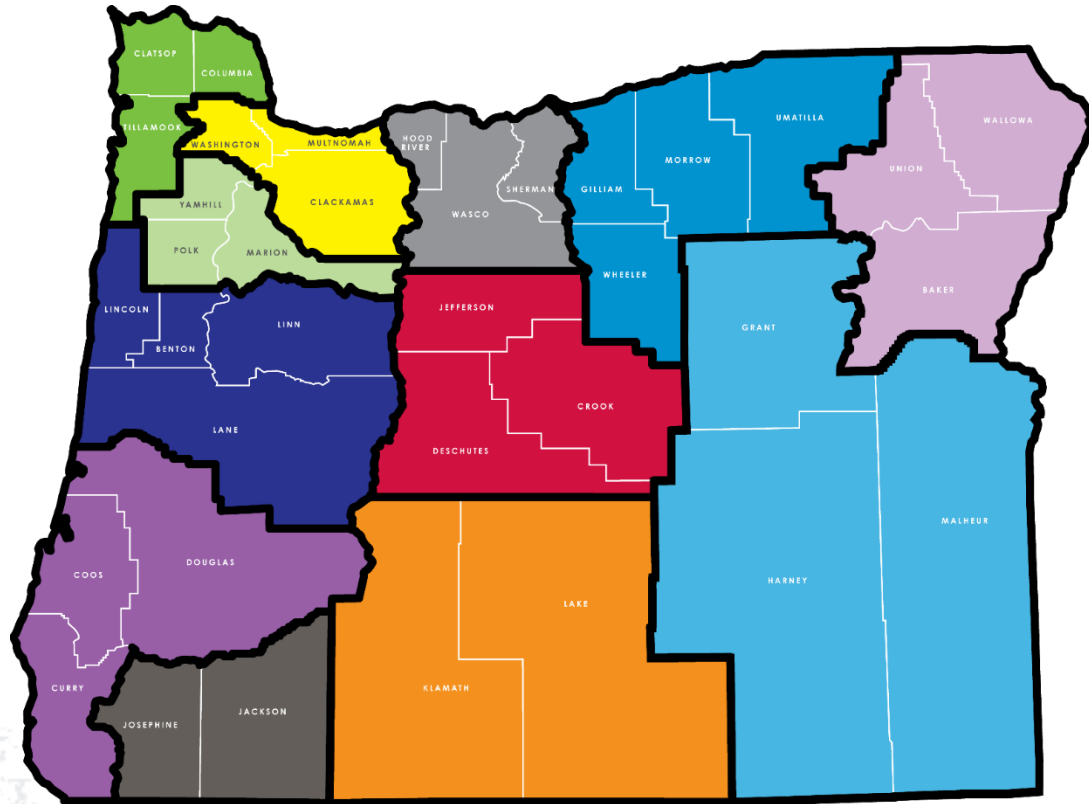
REGIONAL ECONOMIC DEVELOPMENT

CHRIS CUMMINGS

MELISA DRUGGE



One-Stop Services



Regional Development Officer
Direct and coordinate infrastructure and business expansion projects

Regional Project Manager
Coordinate and implement projects with Regional Development Officer

Regional Development Officer (RDO)

- Relationship manager for businesses and community leaders
- Promote agency programs/services statewide
- Represent the agency on regional solutions teams
- Identify opportunities and act as a lead project manager
- Develop deals through negotiation and structured agreements
- Provides access to Business Oregon's 70+ programs and the additional staff expertise at the agency

Regional Roles

Provide One-Stop Services such as:

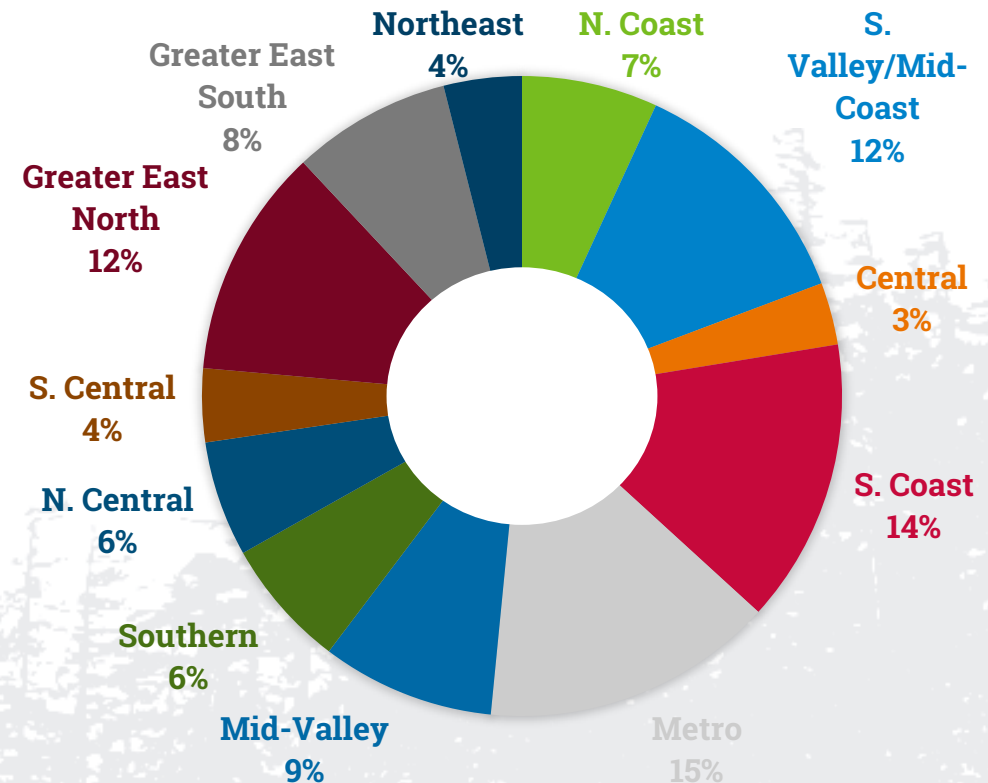
- Access to infrastructure and business financial programs
- Provide technical assistance
- Coordinate with federal and local partners
- Clarify and facilitate regulatory solutions
- Align workforce development resources
- Connect partners to services and programs

Current Pipeline

- RDO project leads (Current): **217**
- RDO visits (7/2017 – Current): **507**
- Regional Project Manager open projects (Current): **358**

Awards totaling - \$410,693,213

Open Infrastructure Projects



INFRASTRUCTURE DEVELOPMENT

CHRIS CUMMINGS

ED TABOR



Infrastructure Programs

- Special Public Works Fund
- Water/Wastewater Financing Program
- Safe Drinking Water Revolving Loan Fund
- Seismic Rehabilitation
- Community Development Block Grants

Infrastructure Programs

- Brownfields
- Industrial lands
- Ports
- Broadband
- Regional Infrastructure Fund

Special Public Works Fund

- Financing for public infrastructure
 - Industrial site development, emergency projects, water, wastewater, storm water, levees, broadband, etc.
- **\$31,911,290** committed to **38 projects** this biennium
- Primarily lottery bonds and loan repayment funds
- Leverages federal funds as a match
- Project Distribution: **33 Rural, 5 Urban**





Albany



Lebanon

Water/Wastewater Fund

- Loans and grants to municipalities to comply with the Safe Drinking Water Act and the Clean Water Act
- Technical assistance, design, and construction
- **\$5,422,045** committed to **22 projects** this biennium
- “Disadvantaged” communities may be awarded grants up to **\$750k** and below market-rate loans
- Lottery Bond and Loan Repayment Funds
- Project Distribution: **21 Rural, 1 Urban**



Safe Drinking Water Revolving Loan Fund

- Build or improve drinking water systems to ensure safe drinking water for Oregon communities
- Planning, design, engineering, construction
- **\$63,266,371** committed to **69 projects** this biennium
- Interest rates as low as 1% and grants available to assist with community affordability
- Administer program on behalf of Oregon Health Authority
- Project Distribution: **61 Rural, 8 Urban**



Reservoir Tank Recoating



Yachats



Springfield

Seismic Rehabilitation

Grants to renovate high-risk public schools and emergency services buildings to make them earthquake safe.

- **Schools eligible:**
K-12, community colleges, education service districts.
- **Emergency services eligible:**
Hospitals, fire and police stations, sheriffs' offices, 9-1-1 centers.
- **Services covered:**
Architecture, engineering, project management, structural and non-structural improvements.



Seismic Rehabilitation

2017-19 Biennium

- **\$100m** for schools
- **\$20m** for emergency service facilities
- 2 bond sales: **\$35m** in 2018(awarded), **\$85m** in 2019(TBA 4/19)
- Grants limited to **\$2.5m** per project
- Project Distribution to date: **17 Rural, 3 Urban**



Community Development Block Grants

Federal grants for community development principally for persons of low and moderate income within rural communities.

All projects must meet one of three federal objectives:

- Proposed activities must benefit low- and moderate-income individuals
- Activities must aid in the prevention or elimination of slums or blight
- Must be urgent need that poses a serious and immediate threat to the health or welfare of the community

Community Development Block Grants

- Current 2017-19 biennium: 20 projects for **\$15.8M**
 - **\$3.7m** to 3 community facilities
 - **\$1.9m** to 1 water system projects
 - **\$6.8m** to 6 wastewater projects
 - **\$3.2m** to 8 housing rehab projects
 - **\$15,250** to 2 microenterprise assistance projects

Brownfields

- Provides state and federal financing through loans and grant to help assess and cleanup contaminated properties
- **\$3,219,931** committed to **44** project this biennium
- Project Distribution: **28** Rural, **16** Urban




Industrial Lands

- **Regionally Significant Industrial Sites**

- State income tax reimbursements for site readiness projects
- Approved **3** designations with **\$62M** total estimated cost
- Project Distribution: **1** Rural, **2** Urban

- **Shovel Ready Certification**

- Certification: **1**
- Re-certifications: **10**

 **SB 34**
Amends Program

Port Programs

Ports Revolving Fund

- Provides construction loans for facilities and infrastructure.

Port Planning & Marketing

- Grants up to **\$50K** for strategic business plans and specific marketing efforts.

Oregon Broadband Office

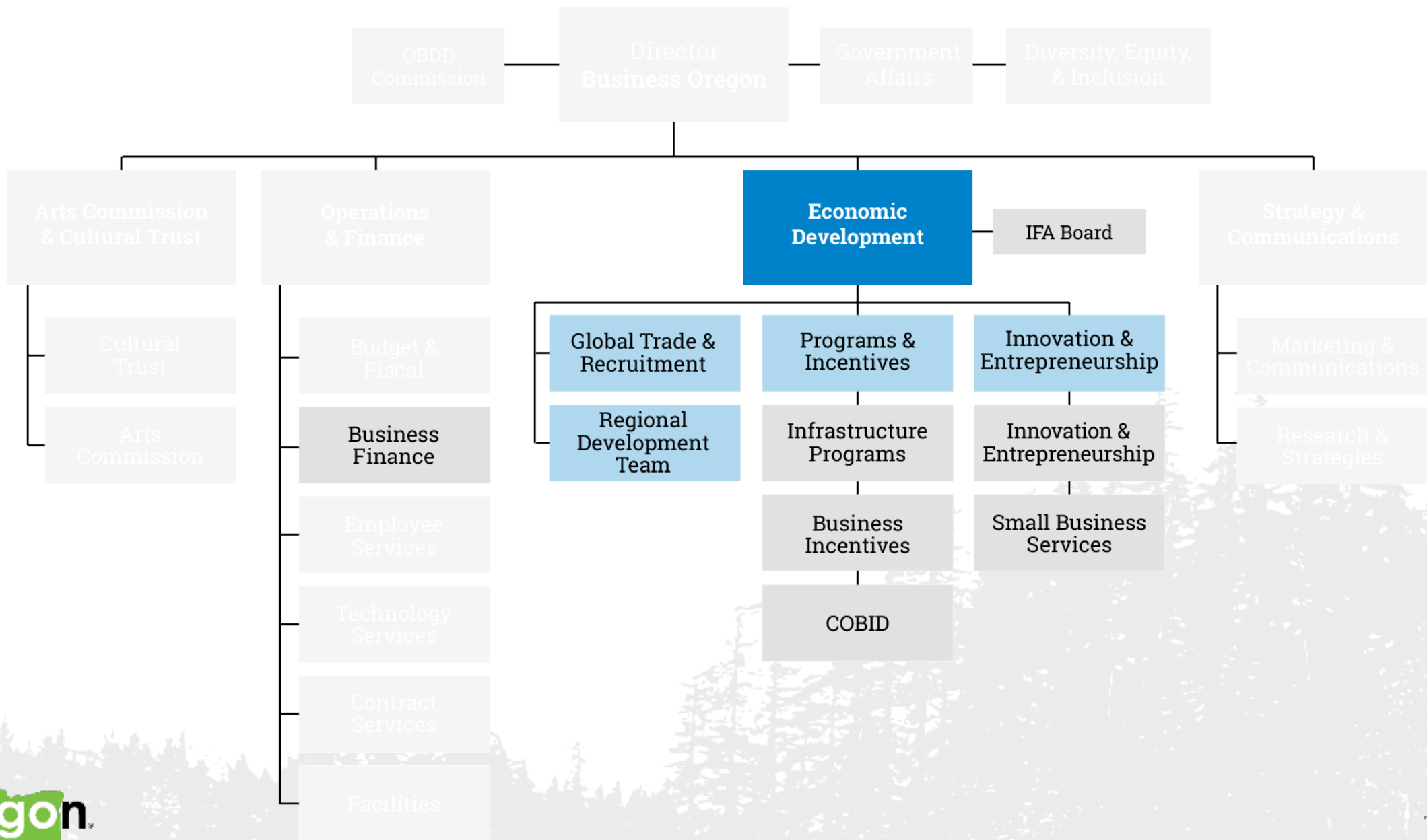
- Established within Business Oregon by Governor Executive Order
- 2019-21 Governor's recommended budget includes:
 - **\$1.1m** for the Oregon Broadband Office
 - **\$5m** for an Oregon Broadband Fund for rural areas
- Broadband investment and deployment strategies for underserved areas
- Support local broadband planning and public-private partnerships
- Advocate for policies that remove barriers to broadband deployment
- Help communities access federal and state funds.

BUSINESS DEVELOPMENT PROGRAMS

CHRIS CUMMINGS

ED TABOR





Business Development Incentives

- Enterprise Zones
- Strategic Investment Program
- Oregon Investment Advantage
- Strategic Reserve Fund
- Business Expansion Program
- Solar Development Incentive

Enterprise Zones

- Local property tax exemption for new buildings and equipment.
- Local governments administer abatements, Business Oregon oversees zone creation and provides technical assistance.
- **3-5** year exemption, up to **15** in some rural zones.
- Businesses report **34,000 employees** within the standard program, of which **13,000** were jobs newly created inside the enterprise zone.
- **\$83m** in taxes abated by **260 business** projects in standard program in 2017-18. **\$51m in rural** program.

Strategic Investment Program

- Locally-driven program exempts very large projects from a portion of county property tax
- Property value in excess of \$25m, \$50m or \$100m, initially, is exempt for 15 years
- Company pays community service fee and more as negotiated locally
- **5,315** new jobs, **7,472** retained in 2017
- **16** current users, **\$31.3 billion** in capital investment

Oregon Investment Advantage

- Exempts portion of state income tax relative to new operations in distressed areas (15 counties)
- Facility must be first of its kind for the company in Oregon and not compete with existing local businesses
- **9 companies** using OIA as of close of 2018.

Strategic Reserve Fund

- Project funding resulting in job creation/retention, industry research, or capacity building projects.
- Most awards go to existing Oregon businesses as forgivable loans and require a job creation or retention target for **2 years**.
- Nimble response to immediate economic opportunities that deliver jobs and state income tax revenue.
- Governor approves all projects.

Strategic Reserve Fund

- **\$13.2m (\$11m Lottery Funds) / 2019-21 GRB**
- **Projects in current 2017-19 biennium:**
 - **Job Creation/Retention: \$3.3m**
 - **3,195 jobs** required to be created or retained
 - **95% anticipated Return on Investment (ROI)** from income tax generated by SRF projects requiring job creation.
 - Leveraged **\$404.2m** in private funding
 - **Capacity Building: \$1,050,000**
- **In the Pipeline: \$11m** worth of projects

Public benefits

- Contribution for local/regional community
- Win-Win orientation
 - Workforce and Education
 - Diversity, Equity, & Inclusion (DEI)
 - Community Engagement
 - Environmental Sustainability

North River Boats (Douglas County) and Restoration Fuels (Grant County)



Business Expansion Program

- Incentivizes high-wage jobs in high-growth industries
- Forgivable loans require companies to create and maintain a minimum of **50 jobs at 150%** of local average wage in urban areas and **130%** of local average wage in rural areas
- Maximum loan amount based on estimated income tax revenue from new jobs over **two** years
- *Example:*
First Tech Federal Credit Union, created far more than the **188 jobs** originally anticipated

Industry Competitiveness Fund

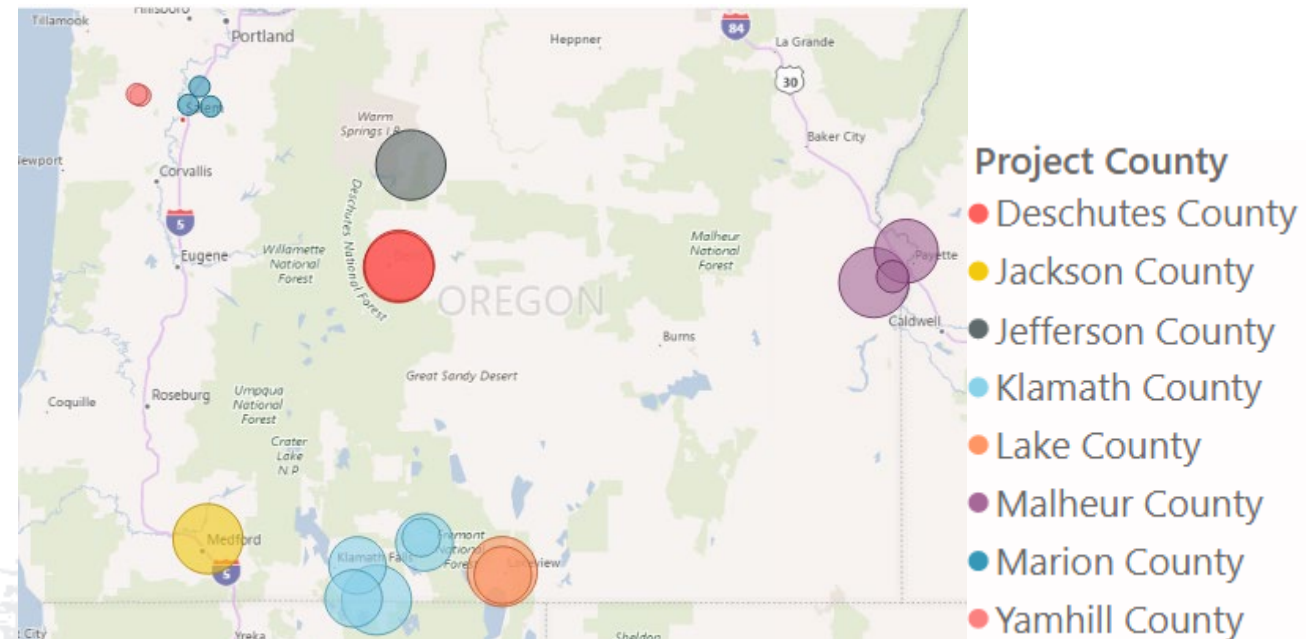
\$3m Lottery Funds / 2019-21 GRB

- Investments to increase the global competitiveness of Oregon's high-value industries
- Industry capacity-building
- Past projects include:
 - State match for federal export promotion grants
 - Funding of OMEP/LEAN manufacturing services

Solar Development Incentive

Created by legislature to encourage the development of utility-scale solar photovoltaic projects in Oregon with a cash incentive of $\frac{1}{2}$ cent per kilowatt-hour of electricity generated to system owners.

- **21 projects** enrolled and operational- totaling 140.9 MW (150 MW max)
- **>1,500** construction jobs and **23** Operations & Maintenance FTE
- 350 Gigawatt hours electricity generated
- \$1.7 Million in incentive payments
- ~\$341 Million in project investments



GLOBAL TRADE & BUSINESS RECRUITMENT

AMANDA WELKER



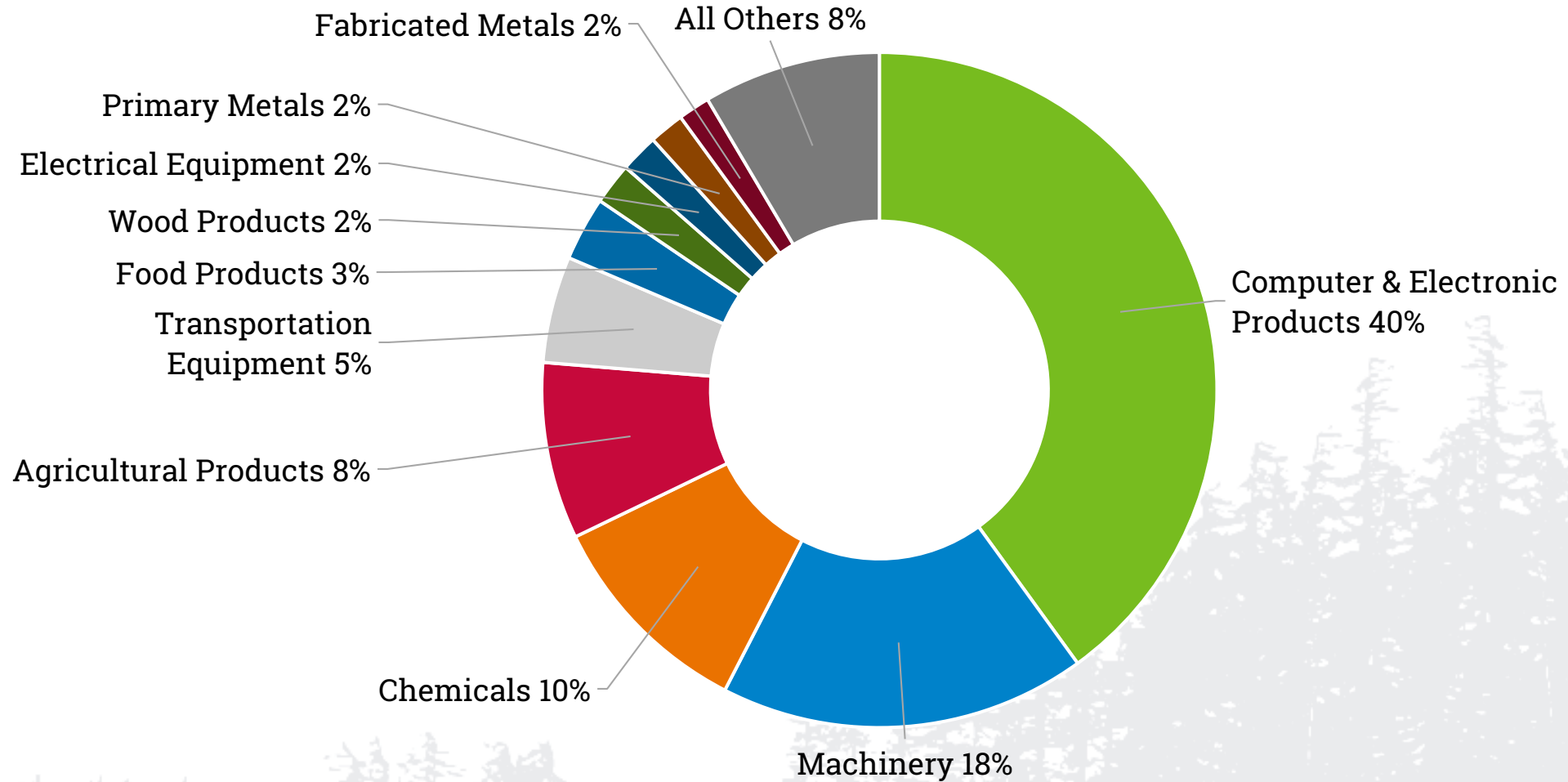
Business Recruitment

- Key component of business development and job creation strategies
- Compete on quality, and competitive cost
- Responsible leverage of local and state incentives
- Recent examples:
 - Corning, Eugene
 - Wayfair, Springfield
 - Genentech Access Solutions, Portland
 - Mitsubishi and OSG Tools at OMIC, Scappoose

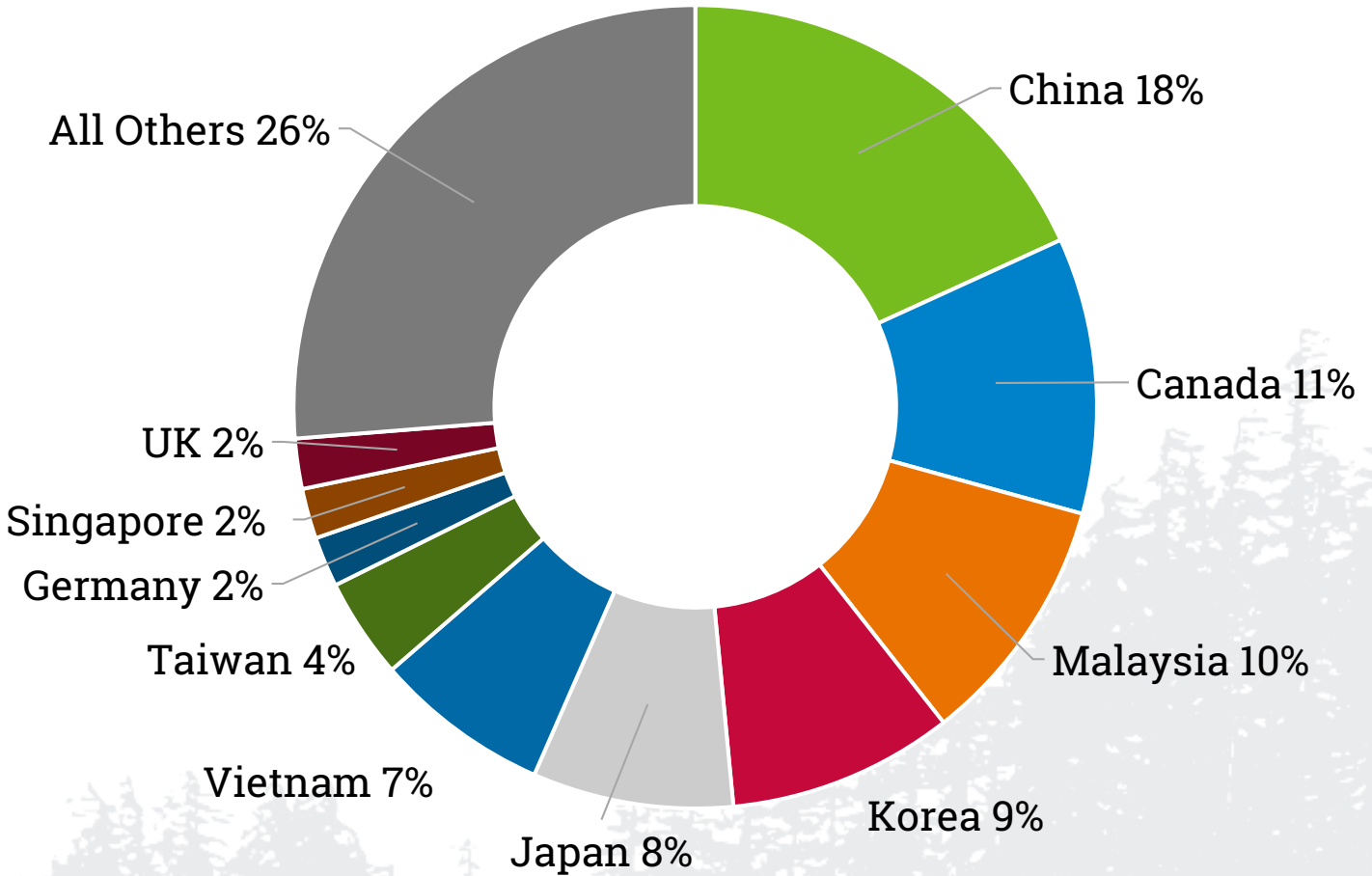
Why Trade Matters to Oregon

- Exports and Foreign Direct Investment (FDI)
- Oregon exports hit record **\$22 billion** in 2017
- **87,000 jobs** in Oregon supported by exports
- Nearly **6,000** Oregon companies export
- **95%** of global consumers outside the U.S.

Oregon Exports by Industry, 2017

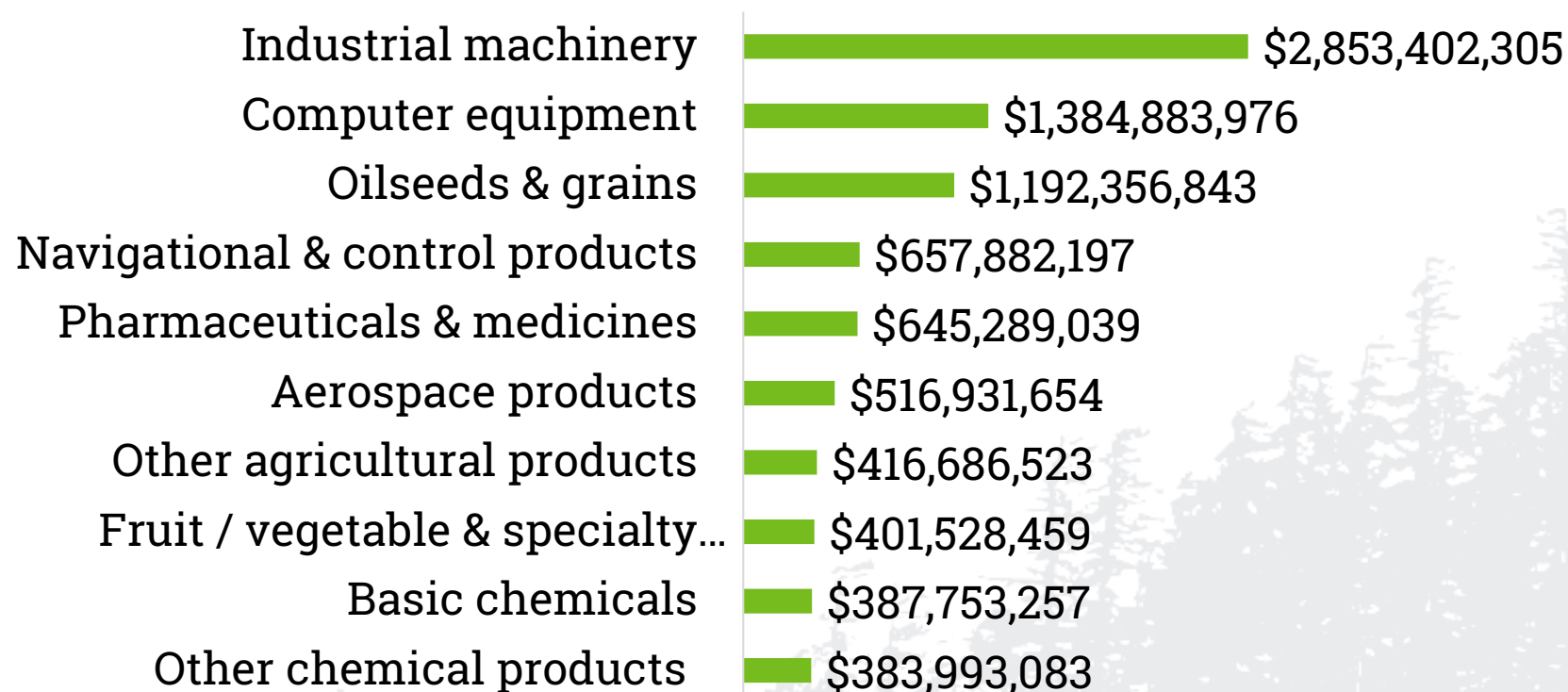


Oregon Export Markets



Top Oregon Export Products

(2017, Excluding microchips, cars, soybeans, & potash)



Source: Wiser Trade, 2017

Foreign Direct Investment

- Premier West Coast location
 - Pacific Rim access and easy distribution to California
 - Continued FDI growth in several industries
 - Lower-cost power attractive to large manufacturing and processing firms
 - Rapidly growing metro regions and highly skilled workforce attractive to foreign firms
 - Portland International Airport rated best for business travel six years in a row (Travel + Leisure)



Foreign Direct Investment

- A focus on Japan and Germany
- Greenfield investments down
- State engagement with Mergers and Acquisitions
- Tax Landscape/Targeted Incentives
- Select USA
- Public benefits: diversity, career ladders

Export Tools and Services

- 1:1 counseling on export strategy and process
 - Export financing, working capital, loan guarantees, insurance
 - E-Commerce, social media
 - Website localization, translation, and search optimization
 - Market briefings
 - Logistics, export compliance
- Matching funds for shows, missions, and distributor development
- Overseas Offices as matchmakers



Export Promotion Program

This current 2017 -19 biennium:

- **276 grants** to Oregon small businesses, average grant award: **\$4,500**
- **\$1.6 million** in total grant funding awarded
- Resulting in **\$24.5 million** in export sales...**1,981%** return!
- Top trade show markets: Germany, Japan, China, and Canada
- **100% utilization** rate of federal and state funds



Ride Development: Bumper Car Maker
Independence, OR
Grant: \$5,000
Event: DEAL in Dubai, UAE
Immediate Sales: \$408,000
Estimated Add'l Sales: \$100,000

COBID

CARRIE BAXANDALL



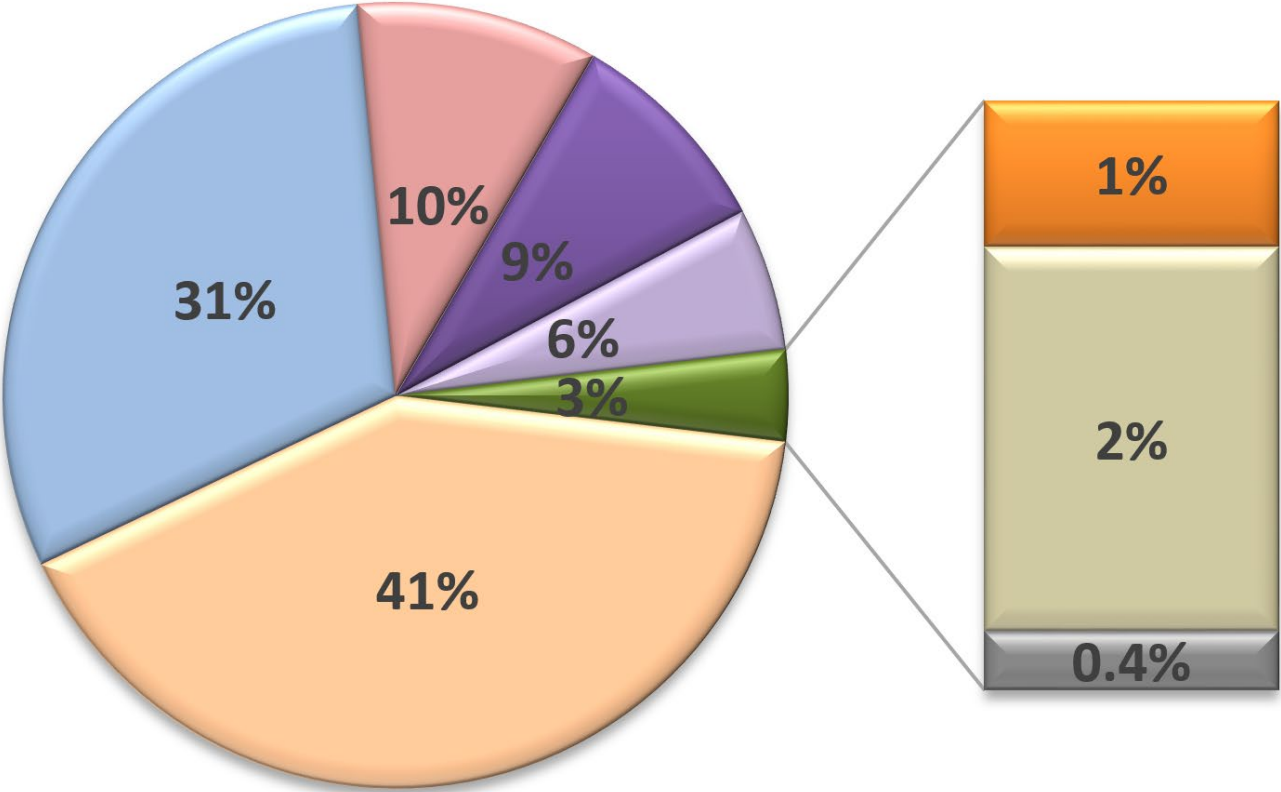
Certification Office for Business Inclusion and Diversity (COBID)

- Six certifications to level the playing field for businesses owned and managed by *minorities, women, service-disabled veterans, and emerging small* business
- Certifications are primarily used on public contracting opportunities – may also include hospitals, universities, and large private companies

Certification Office for Business Inclusion and Diversity (COBID)

- **\$2.4m** Other Funds (2019-21 GRB)
- **4,245 firms** submitted applications in 2018
 - New: 997
 - Yearly notification: 2,286
 - 3 yr. Review: 884
 - Interstate: 62
 - Expansion: 16
- As of January 23, 2019, there are approximately **3,500** actively certified firms
- **64** outreach events in 2018

COBID Statistics



- Caucasian (White) Female
- Hispanic
- Asian Pacific
- Subcontinent Asian (Asian Indian)
- Caucasian (White) Male
- African American (Black)
- Native American (Indian)
- Other

COBID – Additional Resources and Benefits

- Networking
- Training
- Connection to business resources
- Mentorship/Protégé Programs
 - Small Business Development Centers (SBDC) and Government Contracting Assistance Program (GCAP)
- Direct connection to agencies

BUSINESS FINANCE PROGRAMS

JOHN SARIS



Business Finance Programs

Direct loans, loan guarantees, private activity bonds

- **Intent:**

Leverage private capital, geographic diversity, increase financial capacity, and support business expansion/retention

- **Funding:**

Non-recurring appropriations (Lottery, General, Federal Funds), Other Fund limitation

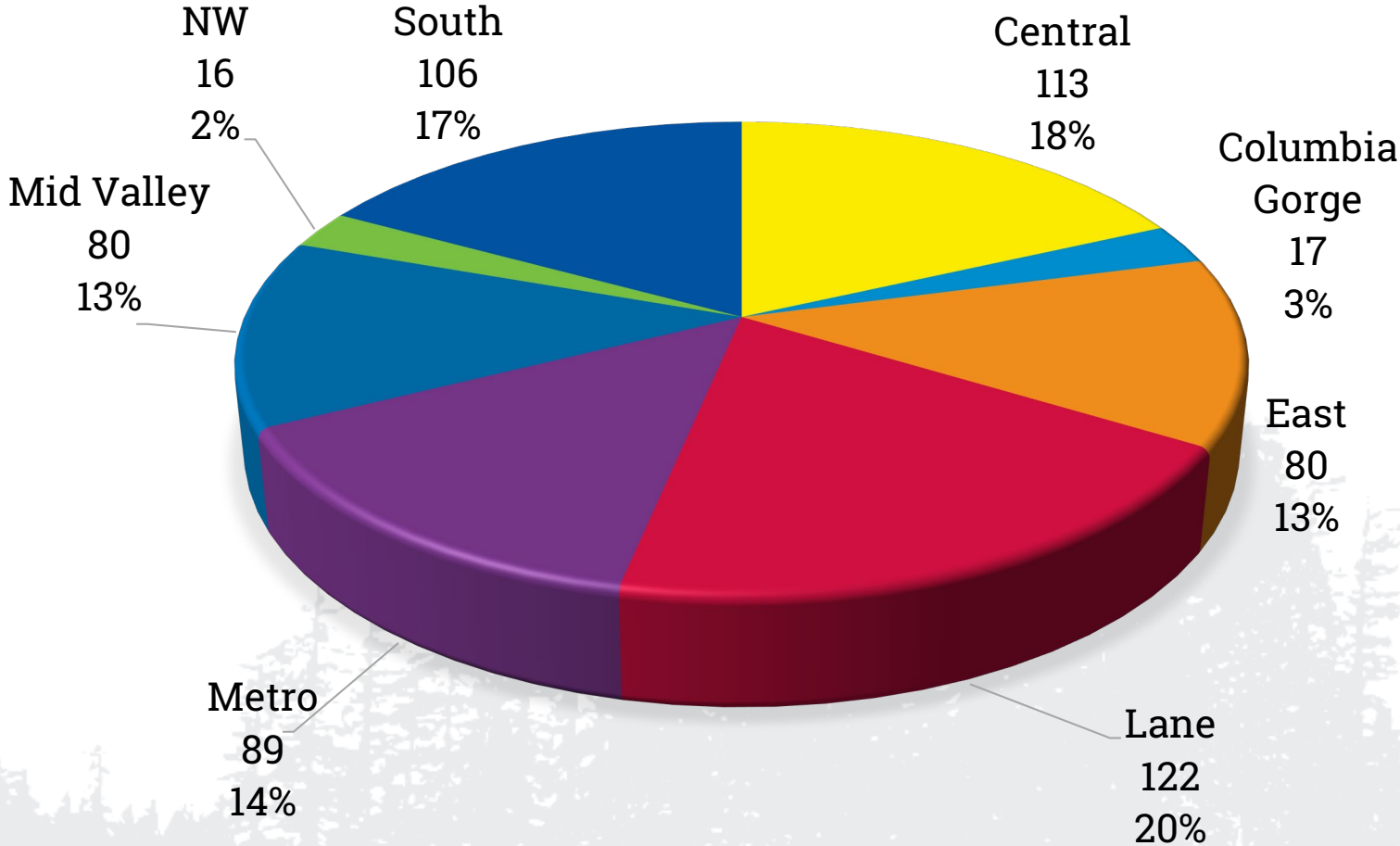
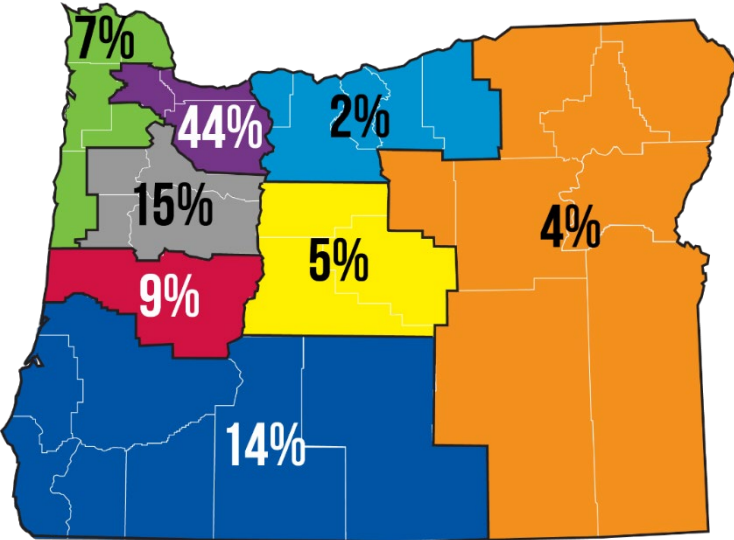
Projects by Region

(CEF, OBDF, EDLF)

\$401,074,542

Population by Region

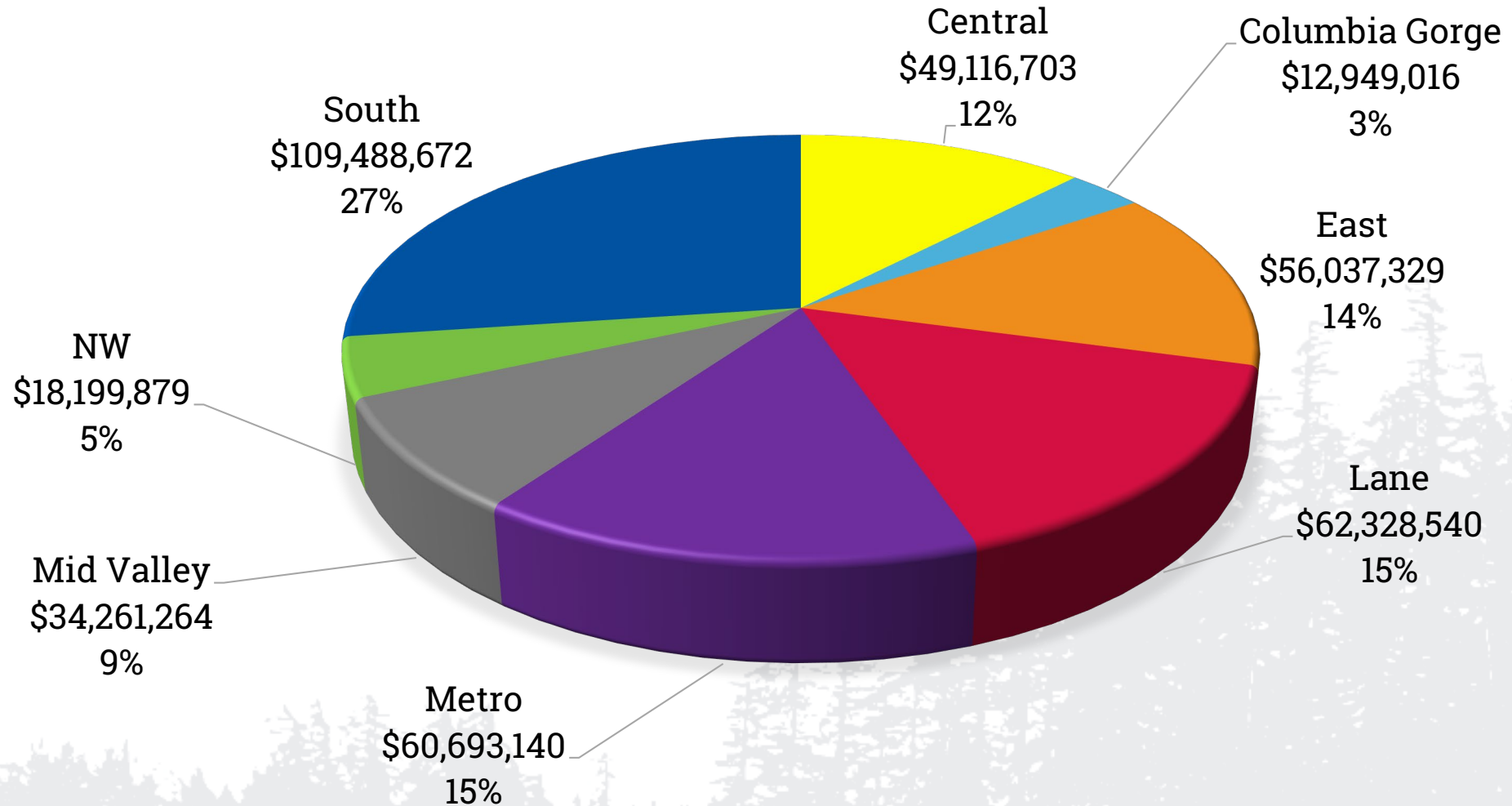
2015 Census Data (4,028,977)



\$ Leveraged by Region

(CEF, OBDF, EDLF)

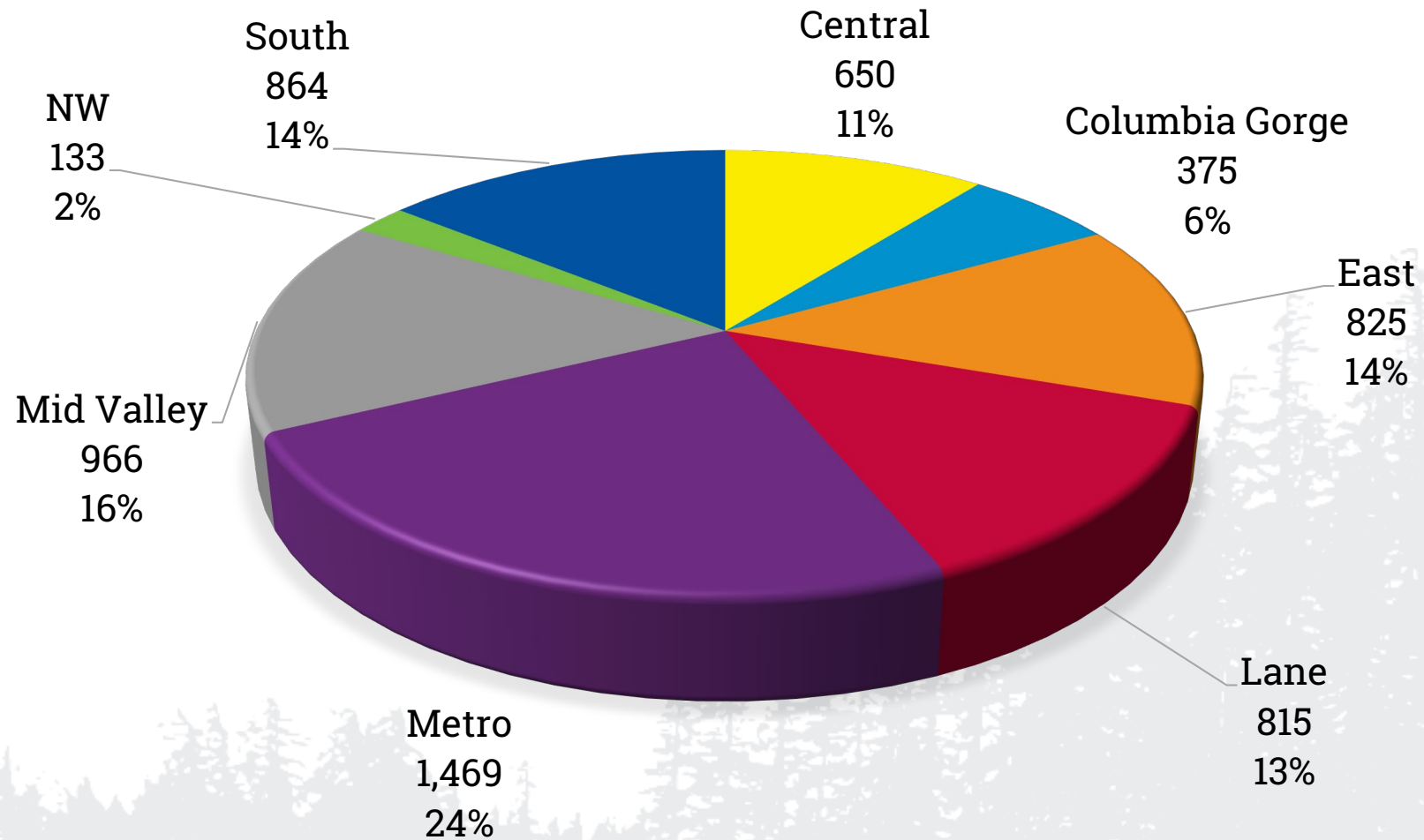
\$401,074,542



Jobs Created/Retained by Region

(CEF, OBDP, EDLF)

6,096



Cumulative Business Finance Program Capitalization

Fund	Lottery Funds	Lottery Bonds	General Funds	Federal Funds	Transfers	Total
OBDF	\$8,269,789	\$6,561,097	\$6,071,848	\$5,500,000	(\$11,700,000)	\$14,702,734
ORF					\$5,000,000	\$5,000,000
EDLF	\$1,590,000				\$3,050,000	\$4,640,000
CEF	\$3,481,283			\$12,924,704		\$16,405,987
CAP	\$2,104,326			\$317,315	\$3,650,000	\$6,071,641
Total	\$15,445,398	\$6,561,097	\$6,071,848	\$18,742,019	\$0	\$46,820,362

SSBCI Summary

Program	\$ Allocated (2011)	Adjustments (2013 & 15)	Final Allocation (2016)	\$ Allocated Final
CEF	\$10,000,000	\$2,850,000	\$74,704	\$12,924,704
CAP	\$4,016,197	(\$3,850,000)	\$0	\$166,197
OBDF	\$2,500,000	\$1,000,000	\$0	\$3,500,000
Total	\$16,516,197	-	\$74,704	\$16,590,901

Program	Approved Projects	Committed SSBCI	Leverage	Admin Expenses	Program Income	Recycled Money
CEF	163	\$12,258,079	\$142,139,140	(\$361,923)	\$1,081,529	\$911,354
CAP	88	\$143,031	\$8,549,563	(\$16,416)	\$0	\$0
OBDF	14	\$3,360,669	\$24,974,411	(\$139,331)	\$368,395	\$100,000
Total	265	\$16,279,449	\$175,663,114	(\$517,670)	\$1,449,924	\$1,011,354

SSBCI Close Out

- Federal program deployed more than **\$1.4 billion**
 - 50 states, District of Columbia and 4 US Territories
 - CAPs, Loan Guarantees, Loan Participations, Collateral Support & VC

Outcomes	Nationally	Oregon
Allocation	\$1.4 billion	\$16.6 million
Transactions Closed/Funded	21,962	265
Total New Financing	\$10.7 billion	\$175.7 million
Leverage	7.65 : 1	10.79 : 1
Jobs Created	79,193	887
Jobs Retained	161,476	809

Program Governance & Oversight

Delegation of Authority

Programs delegate specific authorities to the Oregon Business Development Commission and to the Director.

Early 1990s Commission established the Finance Committee as the complexity and diversity of the Business Finance programs continued to expand.

- Delegated authority to the Finance Committee
 - Bond Resolutions (Intent, Eligibility, Closing)
 - Direct loan awards more than \$250,000
 - Portfolio oversight (fiscal performance, risk rating, program modifications, administrative rule revisions, program efficacy)
 - Reviewing Legislative Concepts

Conduit Bond Programs

Industrial Development Bonds

Est. 1976

- Helps Oregon manufacturers grow by providing long-term financing for land, buildings and equipment through tax-exempt bonds issued by the state of Oregon.
- Lender is exempt from federal income tax on interest income and tax savings passed along to borrower.
- Not a state of Oregon obligation. Lender retains all risk and obligations.
- The **role of Business Oregon** is to ensure that the project meets the eligibility requirements of the Internal Revenue Code.

Aggie Bonds

Est. 2013

- Helps new farmers obtain lower-cost financing for land and equipment purchases through tax-exempt bonds issued by the state of Oregon.
- Lender exempt from federal income tax on interest income and tax savings passed along to borrower.
- Available to beginning farmers for depreciable agricultural property, used equipment and farmland purchases.
- Not a state of Oregon obligation. Lender retains all risk and obligations associated with loan servicing.
- The **role of Business Oregon** is to ensure that the project meets the eligibility requirements of the Internal Revenue Code.

Loan Insurance Programs

Capital Access Program

Est. 1991

- CAP helps banks and credit unions make commercial loans to small businesses for business startup or expansion
- Loan proceeds can be used for the acquisition of fixed assets and working capital
- Enrollment fee: **3% to 7%**
- Program used almost exclusively by community banks and credit unions

Capital Access Program

2015-17:

- Enrolled **44 loans** matching \$92,146 in borrower, lender fees
- Average enrolled loan is approximately \$60,000
- Leveraged **\$2,628,695 in private funding**
- Projected to create and retain **186 jobs**
- **60%** of loans made **outside Portland** metro market
- Average number of employees per borrower: **6**

Credit Enhancement Fund

Est. 1993

- Loan insurance program available to private lenders to assist businesses with loans and lines of credit
- Available to most businesses statewide regardless of industry
- Insurance fee of **1.25% to 3.5%** (1 to 15 year term)
- Covers up to **80%** of the loan with a **cap of \$2m** and **15-year** term
- Covers **up to 75%** of the lender's line of credit with a maximum term of one-year

Credit Enhancement Fund

2015-17

- Approved **64 loans** leveraging **\$30.2m** in private funding
- Projected to create or retain **707 jobs**
- **93%** of loans insured outside of the Portland MSA, with strongest demand from community and regional banks
- Average enrolled project is **\$685,000**
- Average number of employees per borrower at application: **22**

Insurance Comparison Table

	CAP	CEF
Industry Sector(s)	Retail and Service	Predominately Traded Sector
Use of Proceeds	Fixed Assets – 75% Working Capital – 25%	Fixed Assets – 70% Working Capital – 30%
Security (Collateral)	Fixed Assets, Corporate <u>and</u> Personal Guarantees	Fixed Assets, Corporate <u>and</u> Personal Guarantees
Processing Time	1-2 business days	7-10 business days
Insurance Fee	3-7%	1.5-4%
Average Loan Size	\$50-75,000	\$500-700,000
Default Rate	5-8%	2-5%

Direct Loan Programs

Oregon Business Development Fund

Est. 1983

- **Direct loans** to small businesses
- Revolving loan fund, with fixed-rate financing for land, buildings, equipment, machinery, and permanent working capital.
- Participants must project to create or retain jobs and must be traded-sector.
- Preference given to businesses located in—or that draw their workforce from—rural or distressed areas
- Up to **\$1m** and **20-year** term

Oregon Business Development Fund

2015-17:

- **21 loans** totaling **\$6.7m** approved funding
- Leveraged **\$29.5m** in private funding
- Projects projected to create/retain **363 jobs**
- **80%** of loans made outside of Portland metro area
- Average loan is **\$300,000**
- Average number of employees per borrower: **18**

Entrepreneurial Development Loan Fund

Est. 1991

- Direct loans to help start-ups and micro-enterprises expand or become established in Oregon.
- Fills a niche not typically available through traditional lending markets.
- Up to **\$75,000** and **10-year** terms
- Fixed rate loans starting at prime + 2% APR
- Includes mentorship from Small Business Development Centers

Entrepreneurial Development Loan Fund

2015-17

- **9** loans totaling **\$353,000**
- Leveraged **\$1,258,784** in private funding
- Projected to create **37** jobs
- **100%** of loans made outside Portland metro market
- Average loan is **\$35,000**
- Average number of employees per borrower: **1**

Oregon Royalty Fund

Est. 2018

- Direct loans to help traded-sector, high-growth companies grow in Oregon.
- Fills a niche not typically available through traditional lending markets providing capital typically used for sales and marketing.
- Up to **\$250,000** and **5-year** terms
- Repayment primarily based upon royalty payments that scale with company revenue growth.
- Benefits: retain ownership and control, demonstrate proof of concept, attract future equity funding, repayment aligned with sales

Oregon Royalty Fund

2015-18:

- **10 loans** totaling **\$1,979,100**
- Projected to create more than **40 jobs**
- Average loan is **\$200,000**
- **6 loans** made outside of Portland metro market

Direct Loan Comparison Table

	EDLF	OBDF	ORF
Industry Sector(s)	Retail and Service	Traded Sector	Traded Sector
Use of Proceeds	Fixed Assets	Fixed Assets	Working Capital
Security (Collateral)	Fixed Assets, Corporate and Personal Guarantees	Fixed Assets, Corporate and Personal Guarantees	Personal Guarantee, Corporate Guarantee, or Fixed Assets
Repayment Terms	Principal and Interest	Principal and Interest	Revenue Payments
Processing Time	2-3 weeks	3-4 weeks	2-3 weeks
Loan Rate of Return	1.1 to 1.2X	1.1X	1.6 to 2.0X
Average Loan Size	\$40-60,000	\$400-600,000	\$150-250,000
Default Rate	10-12%	2-5%	20-25%

INNOVATION & ENTREPRENEURSHIP

KATE SINNER



Innovation & Entrepreneurship

- Industry Innovation
- Access to capital
- Small business and rural entrepreneurial support
- Partners we fund:
 - Oregon Manufacturing Innovation Center “OMIC”
 - Small Business Development Centers “SBDCs”
 - Government Contract Assistance Program “GCAP”
 - Oregon Manufacturing Extension Partnership “OMEP”
 - InventOR

Oregon Innovation Council “Oregon InC”

- Launched in 2005 to commercialize emerging technologies born out of science and research
- Funded originally in 2007 for **\$26m** and included in 2019-21 GRB for **\$17.8m**
- Meets at least quarterly to provide guidance to Business Oregon and the Governor
- Provides recommendations for innovation program design and funding levels

Oregon InC 2019-21 Investment Areas

- **Signature Research Centers:**

Operating support focused on developing a pipeline of emerging new technology companies and management of R&D projects

- **High Impact Opportunities Projects:**

Investments in distinct innovation or R&D projects to advance the growth of emerging industries; Not to be used for organizational operating support

- **Commercialization Fund:**

Gap funding for early-stage companies

- **Federal Small Business Innovation Research (SBIR) Support Program:**

Application support to help companies be more successful at the federal level; Matching grant assistance to leverage and fill gaps in federal awards.

Oregon Innovation Council “Oregon InC”

Since 2007

- **>250** companies supported
- **\$753.3 million** in follow-on funding
- **\$99.1 million** in state investment
- **7.6 to 1** funding leverage
- **400+ firms** used Signature Research Centers’ shared labs

Signature Research Centers

- Three SRCs:
 - ONAMI: micro-technology and materials science
 - OTRADI: bioscience and digital health
 - VertueLab (formerly Oregon BEST): clean-technology
- All operate slightly differently, but common themes are:
 - Mentor entrepreneurs or researchers with new technology
 - Help access federal and/or private funding sources
 - Connected to research universities

Commercialization Fund

- Provides capital for **earliest stage businesses** emerging from science and research
- Investments are prioritized towards emerging industry sectors strategic to Oregon:
 - Digital health, bioscience, precision metals/advanced materials, chemicals/processes, apparel/outdoor gear, clean technology, agriculture technology, wood products, food/beverage

High Impact Opportunity Projects

- Support emerging and high value **industry sectors**, removing barriers, supporting product development and testing, increase technology commercialization, or advance other aspects of industry innovation.
- Last two rounds funded **10 projects**.

SBIR Support Program

- **Small Business Innovation Research (SBIR)** is a federal program to support technology commercialization
“America’s largest seed fund”
- **11** federal agencies provide over **\$2B** in grants
- Application support – small grants to researchers or other entrepreneurs pursuing federal R&D grants. **43:1 ROI** last biennium.
- Matching grants – provide funding to help fill important gaps that cannot be funded with federal dollars or further advance technology; **21 awarded** this biennium with more to come

Oregon InC 2019-21 GRB

2019-21 Oregon InC Investment Categories	Amount
Signature Research Centers	\$ 7.7m
Commercialization Fund	
High Impact Opportunity Projects	\$ 10.1m
SBIR (Small Business Innovation Research)	
Total Biennium Budget	\$ 17.8m (Lottery Funds)

Oregon Growth Board

- Created by the 2012 Legislature to improve access to capital for high-growth companies.
 - Invests in funds – venture capital, growth equity, debt funds, etc.
 - Targets capital gaps in strategic industries, company stages, geographies, and underserved entrepreneurs
 - 12-member board
- Assumed responsibility for managing Oregon Growth Account in 2014 from Treasury, also manages the Oregon Growth Fund.

Oregon Growth Account

Earns returns for education through institutional and pre-institutional investments.

- OGA invested **\$132.5M** since 2000, current value is **\$172.5M**
- **1.8%** Lottery Revenue directed to the account annually, approximately **\$10m** each year



LeadMethod



Oregon Growth Fund

- Invests in smaller funds and initiatives that are often more grassroots (like angel conferences) or brand new. Economic development and impact investing are priorities.
- 2019-21 GRB includes **\$2M** for the Oregon Growth Fund



University Innovation Research Fund POP

- **\$10M** included in Governor's Education Investment Package
- The University Innovation Research Fund will be established to increase Oregon public university competitiveness for federal research grants
- Results will be stronger universities, more invention and ultimately more jobs focused on research and science

Oregon Manufacturing Innovation Center (OMIC)

- **\$3.7m** in 2019-21 GRB
- Industry, higher education, and government partnership to address manufacturing challenges and spur innovation
- R&D Center
- Training Center

Oregon Manufacturing Innovation Center (OMIC)



Rural Entrepreneurship

- InventOR
 - Collegiate invention competition, with focus on rural schools
 - Competitors today will be the innovators of tomorrow
- Rural Opportunity Initiative
 - Works with rural communities to develop collaborative strategy focused on entrepreneurs and small business
 - Helps lift rural Oregon by elevating place-based strategies that meet each community's unique challenges

Small Business Development Center Network (OSBDCN)

- **\$4,425,220** for 2019-21 GRB
- OSBDCN is the largest business assistance provider in Oregon – with regional centers that provide advising and classes to help Oregon’s small businesses succeed, creating jobs, adding capital and enhancing communities.
- Stats (*in 2016*)
 - 5,148 clients served
 - 987 jobs created across Oregon
 - 195 new businesses started
 - \$37,646,933 in capital generated for Oregon communities

Government Contract Assistance Program (GCAP)

- **\$469K** for 2019-21 GRB
- GCAP provides procurement technical assistance services that include: understanding government procurement, strategic marketing to agencies, registration and certification, identification of business-specific opportunities, etc.
- Stats (*since 2016*), GCAP clients reported
 - More than 1,500 contract awards
 - More than \$175M in business

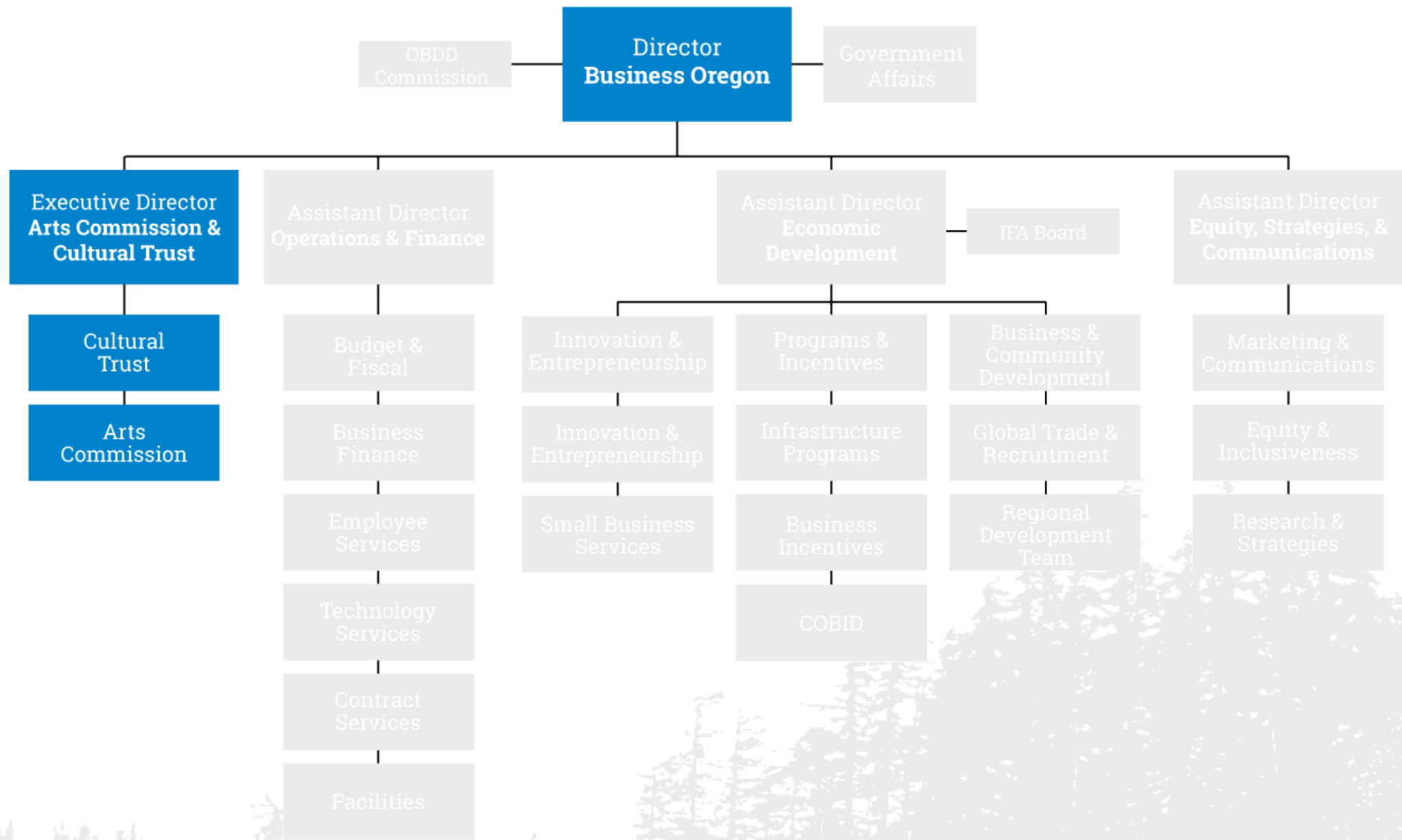
Oregon Manufacturing Extension Program (OMEP)

- **\$1.25M** for 2019-21 GRB (in ICF)
- OMEP helps Oregon Manufacturers: increase profits, deliver products on time, recruit and retain skilled workers, grow sales, and take operations to the next level
- Stats (*since 2002*)
 - 25,073 jobs created or maintained (total direct and indirect)
 - \$148M in extra cost savings
 - \$1.1B increased or retained sales

ARTS & CULTURE

BRIAN ROGERS







**OREGON ARTS COMMISSION &
OREGON CULTURAL TRUST**

Arts & Culture

- The Oregon Arts Commission provides statewide grant funding to artists, arts organizations and arts programs.
- The Cultural Trust raises public and private awareness and investment in arts, heritage, history, humanities and preservation.



- Key work areas

- Foster Oregon’s famous quality of life
- Education and lifelong learning in the arts and culture
- Promote and leverage public investments in arts, history, heritage, humanities and preservation

- Arts and Culture Provides

- Economic Drivers
- Educational Assets
- Health and Wellness
- Civic Catalysts
- Cultural Legacies



- 2019-21 GRB: **\$18.9m**

- **\$13m** Other Funds
- **\$3.9m** General Funds
- **\$2m** Federal Funds



- Economic Impact

- Total Industry Expenditures is **\$364,065,287**
- Full-Time Equivalent Jobs is **13,939**
- Generate **\$12,771,000** in state tax revenue
- **9,911,552** in total attendance at arts and cultural programs
- Total spending by attendees totaled **\$322,956,808** (excluding the cost of event admission)
- **36,750** volunteers donated a total of **1,592,988** hours

Arts Commission



- Oregon Arts Commission awarded **\$4,677,312** in 2017-19
 - In 2017-19 made **717** awards
 - Leveraged **\$238,262,423** in total arts organization budgets
 - Education programs reached **108,582** K-12 students
- Percent for Art: **22** active projects, **\$5,800,000**
- Cultural Resource grants for facility improvements: **\$1,650,000**

Arts Commission



- Funding Programs
 - Arts Learning
 - Access Reimbursement
 - Arts Builds Communities
 - Art Acquisition
 - Operating Support
 - Small Operating Support
 - Career Opportunity
 - Individual Artist Fellowship
- Services
 - Art in the Governor’s Office
 - Art in Public Places, Percent for Art Program
 - Governor’s Arts Awards
 - Arts Summit

A photograph of a well-maintained garden. In the foreground and middle ground, there are several rows of wooden planters filled with numerous small, bright yellow flowers and larger orange flowers. The background shows more lush greenery and taller plants, including what appears to be a purple-flowered bush. The overall scene is bright and colorful, suggesting a healthy and thriving garden.

Arts Build Communities
“From Soldiers’ Hospital to Arts Center”
Victory Garden – Umpqua Valley Arts Association

Arts Learning Program Lane Arts Council Arts Integrated Residencies, Oaklea Middle School



PORTLAND
TIMBERS

Love is
AMAZING

DREAM
BIG

YOU
DO
YOU

Love is kind
Love is kind

FOLLOW
your
own
heart

DREAM

Daily	
Hours Open	8:00
Self	8:05
Period 1	8:10 - 9:02
Period 2	9:05 - 9:57
Period 3	10:00 - 10:52
	10:52 - 11:12
	11:32 - 12:07
(6 th)	10:55 - 11:10
	11:10 - 11:45
	11:50 - 12:07
(7 th)	10:55 - 11:30
	11:30 - 12:05
Period 4	12:10 - 1:02
Period 5	1:05 - 1:57

154



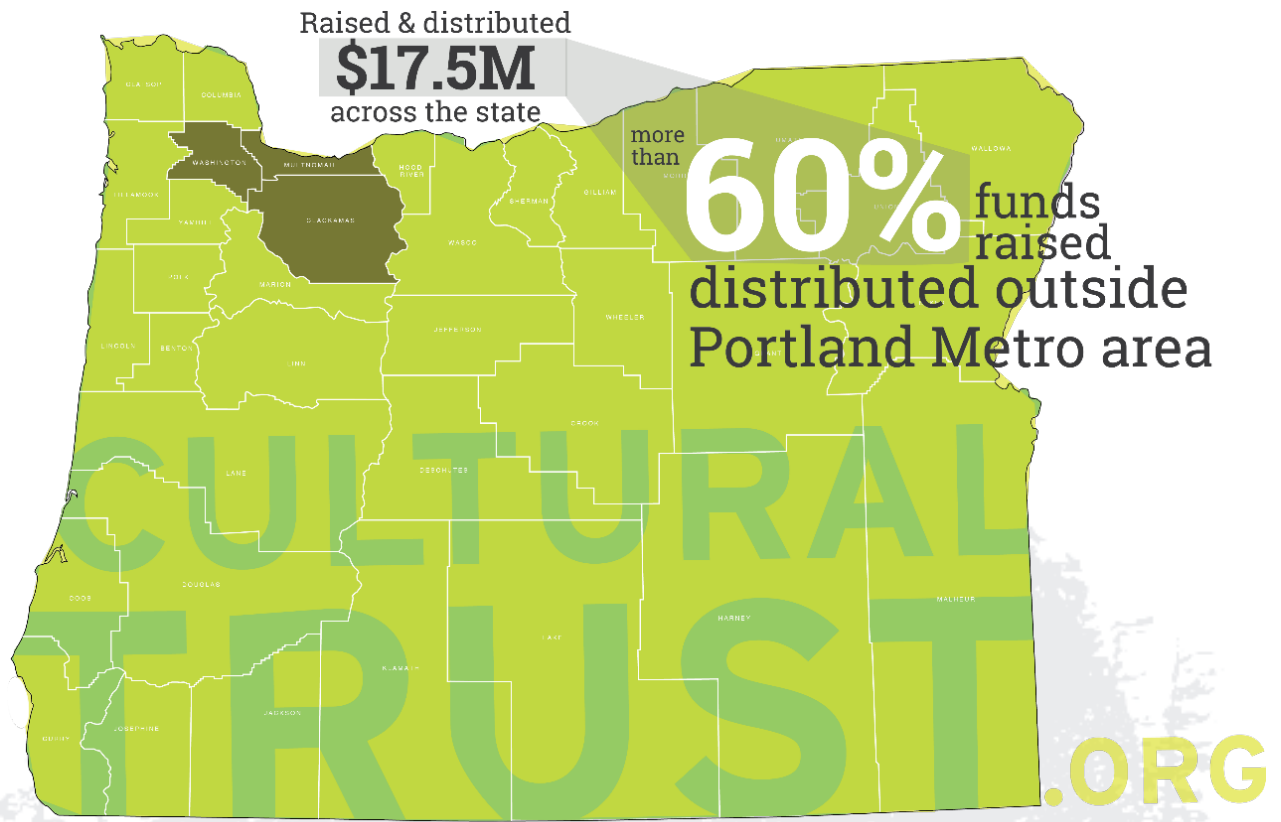
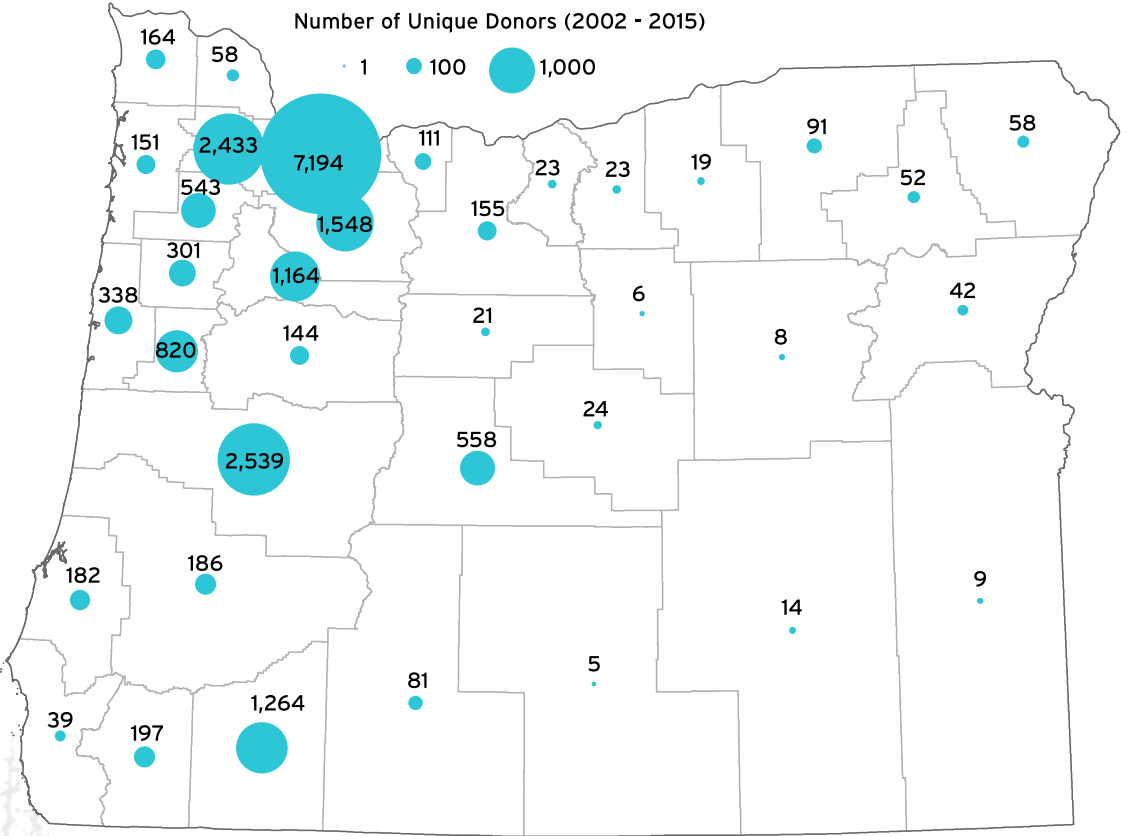
**Garrick Imatani, Lessons from a Falling Star
UO Straub Hall, Eugene Oregon**



Cultural Trust

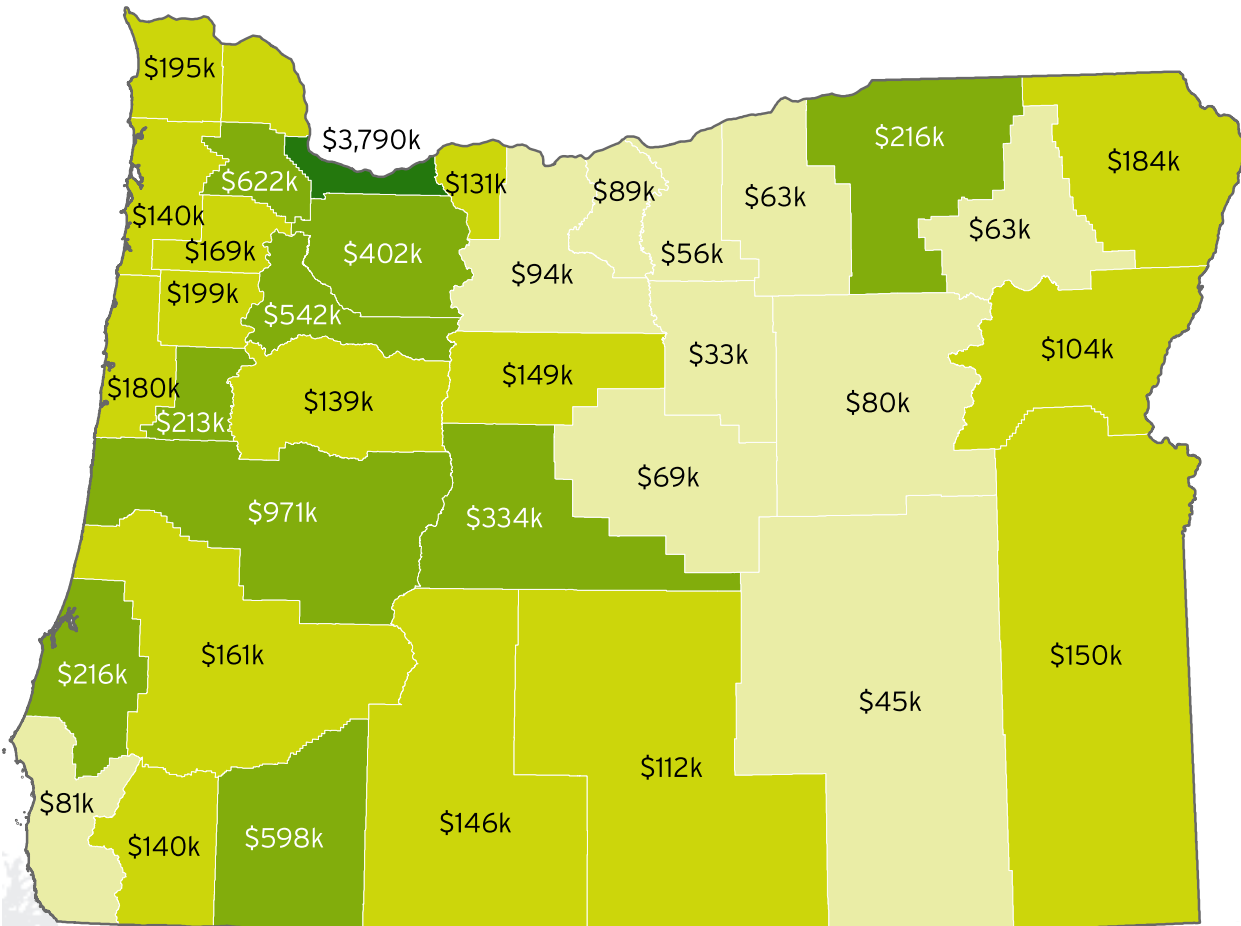
- Oregon Cultural Trust raised **\$4.5M in 2018**
 - **8,810** contributions
 - Supported **450** local projects
 - **13,169** cultural license plates issued, raising **\$374,000**
- In Fiscal Year 2019, **\$3.02M** was awarded to **183** cultural organizations
 - **45** County and Tribal Cultural Coalitions (450 local projects annually)
 - **133** direct awards in the Cultural Development Program
 - **5** Statewide Cultural Partners
- Permanent Fund added **\$1.9M** in 2018, total **\$27M**
- Services
 - Oregon State Poet Laureate
 - Organization and Professional Development

Cultural Trust Grant Donors by Location



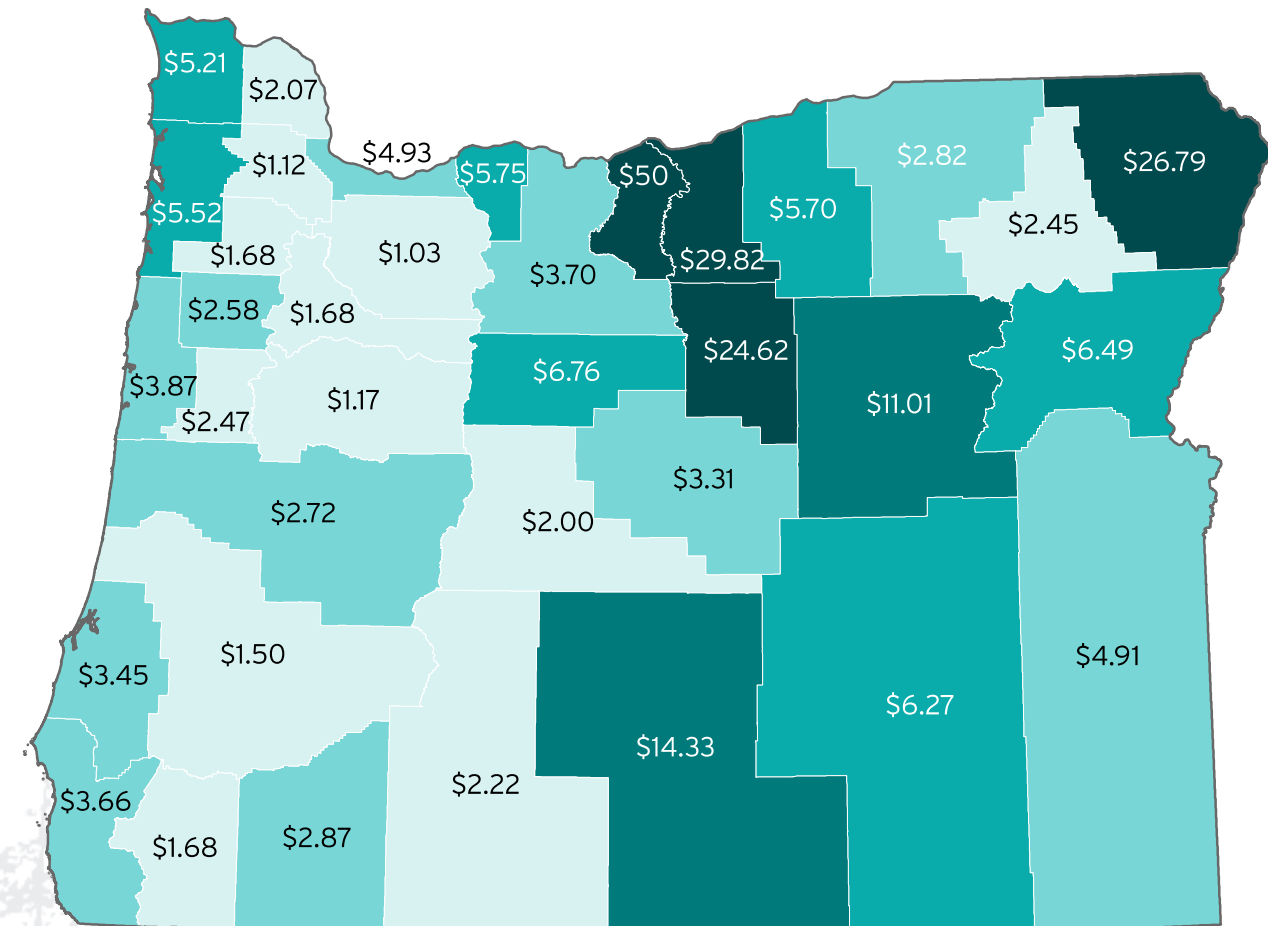
Cultural Trust donor data from 2006-2016 was used for this report.

Cultural Trust Grant Awards by County 2006 to 2016



Under \$100k
\$100k - \$200k
\$200 - \$1 million
Over \$1 million

Cultural Trust Grant Awards per Capita 2006 to 2016



Under \$2.50
\$2.51 - \$5.00
\$5.01 - \$7.50
\$7.51 - \$15.00
Over \$15.00



EMBRACING BLACK IDENTITY

The phrase "Black is beautiful" came to mean an embrace of African American culture and identity in the 1960s. While the movement affirmed natural hair and a variety of skin colors, it also called for reflection and celebration of Black achievement and emotional well-being, beauty and strength.



A Black coach on the team of University of Oregon.

I came into adulthood at a time when "black is beautiful" was the expression and it set a tone for my generation in terms of those of us who were politically active, in terms of how we view ourselves and how we view each other. Using the term brother and sister is still somewhat of a challenge.

—Charlotte Ruth
organizer and

LOCKED UP

Beginning in the 1970s, state and national politicians began to shift thinking on crime. Republican candidate Richard Stone's anti-crime and

Oregon Black Pioneers
Salem, Oregon

Athena Gem Theatre

Athena, Oregon

G E M

DIME
1909

DREAM
LAND
1911

FLOOR RAISING DAY
SAT FEB 4 8AM
BUY PAVERS

FEETLES
1916

STANDALL
1919

STA



THE HOME OF
DAKA
MOTORCYCLE
MUSEUM



IN CLOSING

CHRIS HARDER



Our work this biennium

- **505 projects** our team has worked on and ultimately financed, plus many more projects, connections, and assistance not tied to financing.
- **507 business visits** by Regional Development Officers, and **217 current project leads** being worked
- **276 export grants** to Oregon small businesses, totaling **\$1.6 million**, but driving **\$24.5 million** in new sales
- **88** business loans or loan guarantees assisting Oregon small businesses
- **7:1 funding** leveraged by Oregon InC
- Oregon Arts Commission invested **\$4,001,598**, leveraging **\$238,262,423** in total arts organization budgets

OREGON FILM

TIM WILLIAMS, EXECUTIVE DIRECTOR

Mission

The Oregon Film & Video Office (OFVO) is a semi-independent state agency, created by statutory authority under ORS 284.300 to 285.375.

The mission of the Film & Video Office is to promote statewide development of the film, video and multimedia industry in Oregon and to enhance the industry's revenues, profile, and reputation within Oregon and among the industry nationally and internationally.

2018 marks our 50th anniversary as an office.

OREGON FILM



OregonFilm.org



What We Do

Three areas of focus:

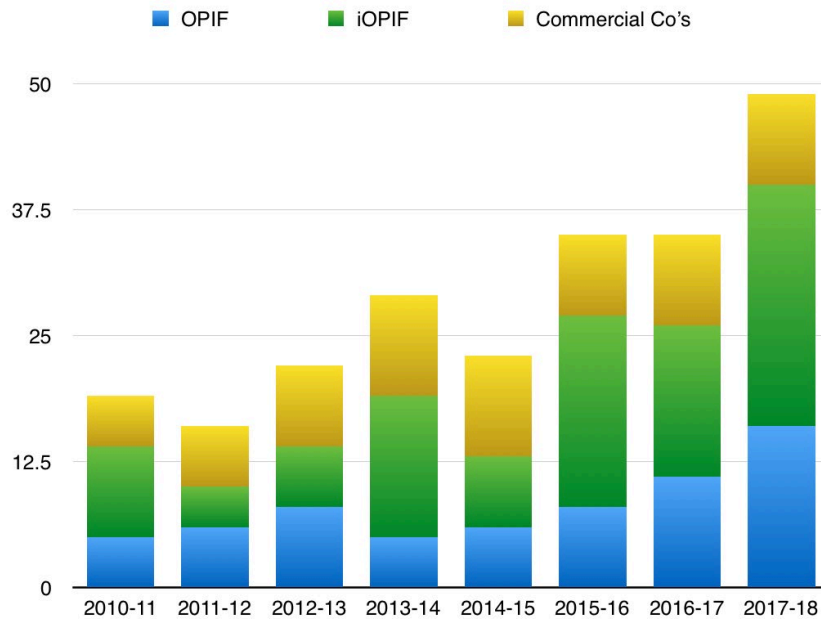
- 1) Economic Development
- 2) Community Building
- 3) Opportunity Expansion



OregonFilm.org



Economic Development: Incentives



Oregon Production Investment Fund (“OPIF”)
Indigenous OPIF
Regional OPIF

Greenlight Oregon Labor Rebate

Biennium 2015-2017
\$334M of Tracked In-State Spending
6000 Tracked Jobs
45 tracked Projects
Development of In-State Commercial Production

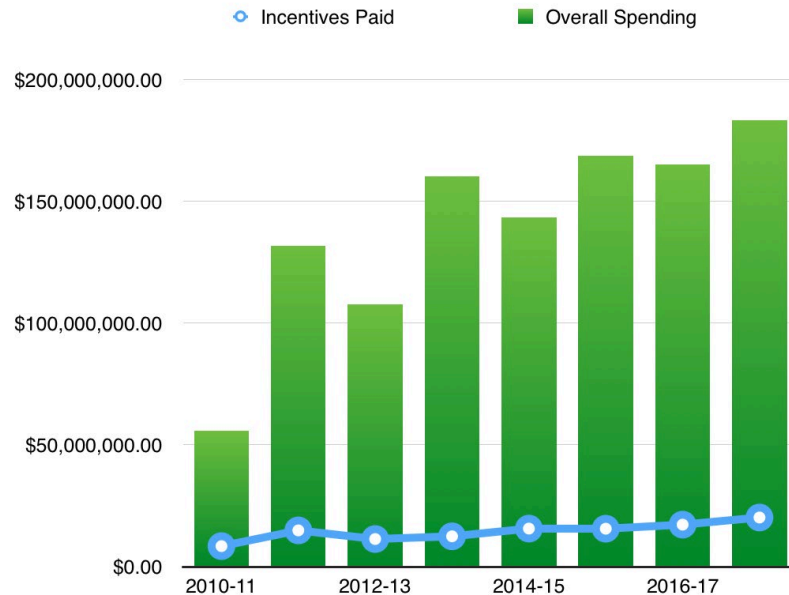
Tracked Incentivized Projects



OregonFilm.org



Economic Development: Incentives



Oregon Production Investment Fund (“OPIF”)
Capped at \$14M per FY

Greenlight Oregon Labor Rebate (“GOLR”)
Circa \$3M-5M per FY

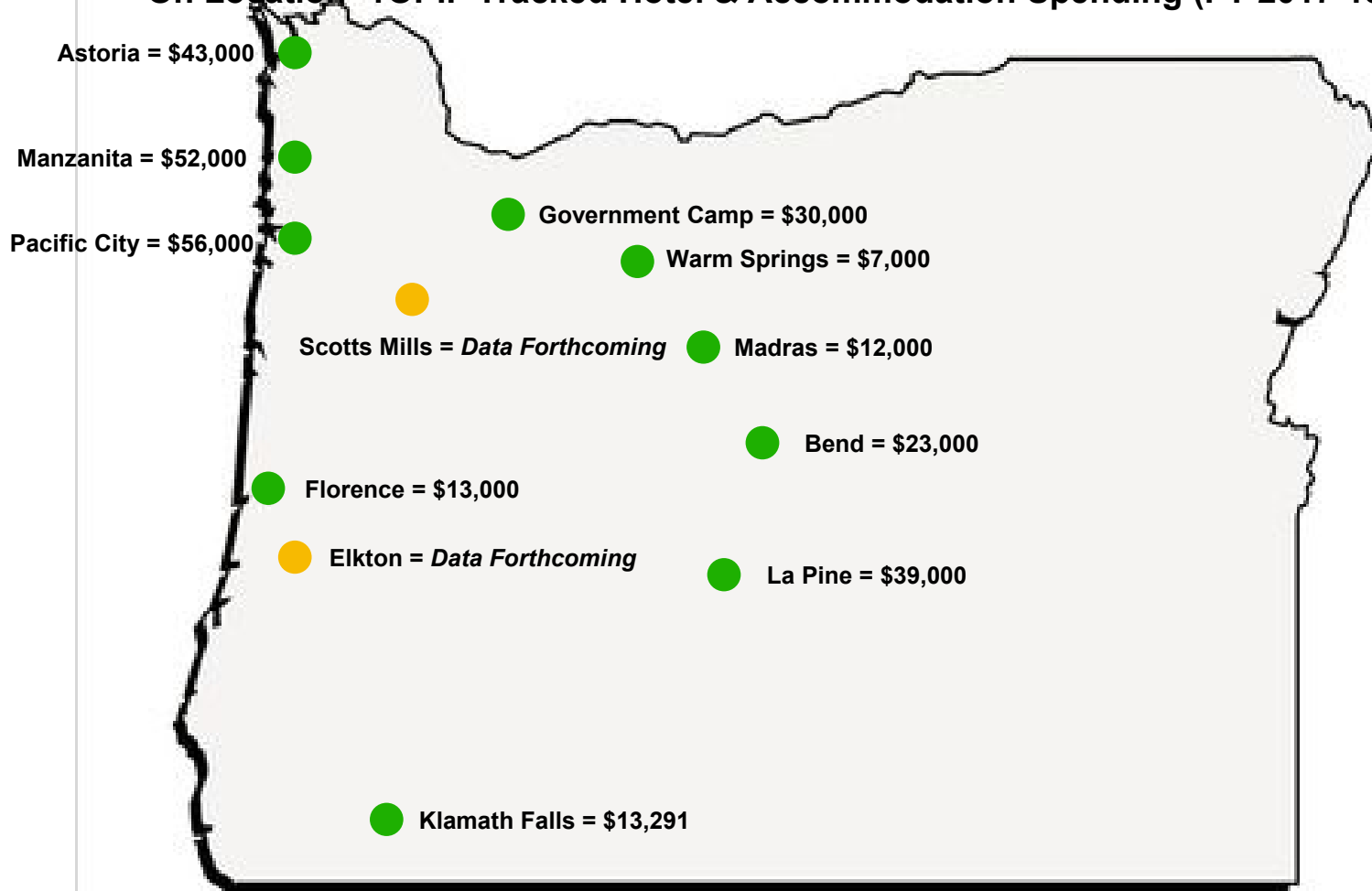
FY 2017-2018
\$185M of Tracked In-State Spending
5244 Tracked Jobs
34 tracked Projects
Development of In-State Commercial Production

Tracked Incentivized Projects

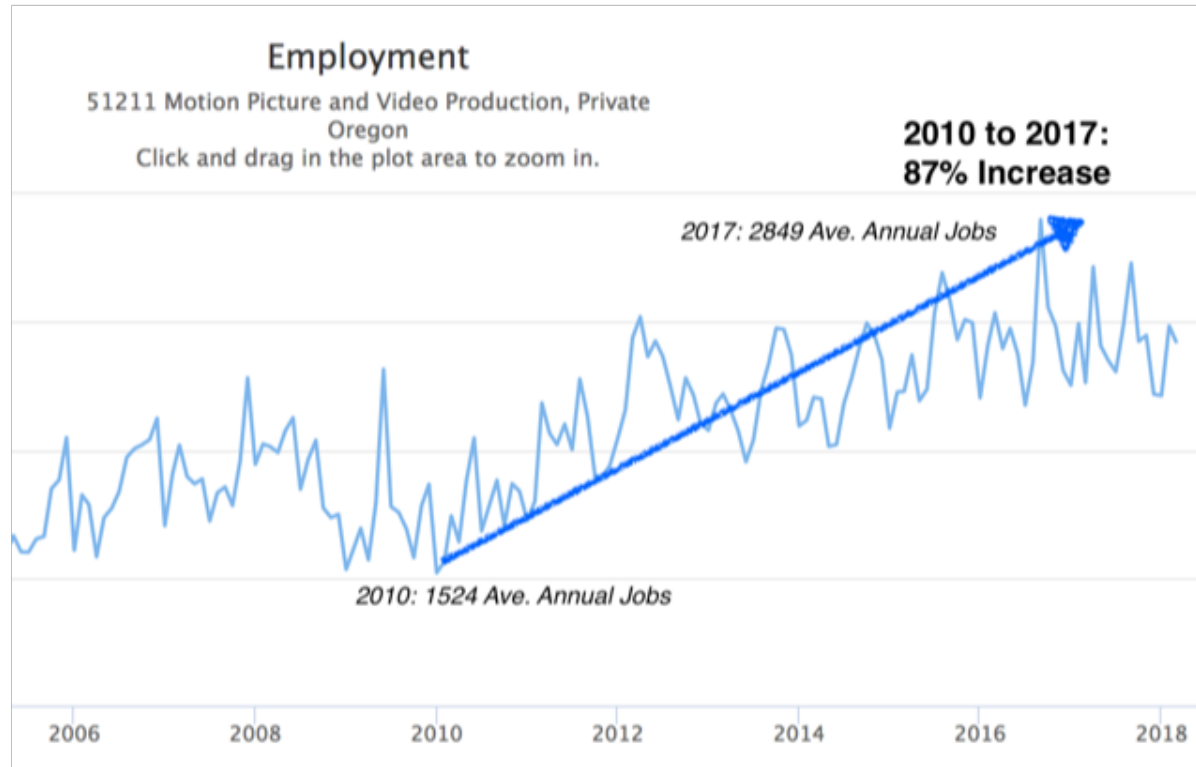


Economic Development: Regional Incentives

“On Location” rOPIF Tracked Hotel & Accommodation Spending (FY 2017-18)

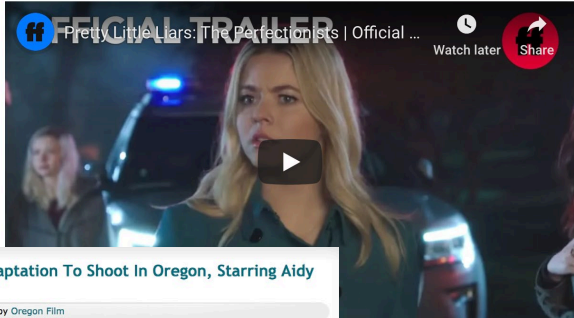


Economic Development: Jobs




Economic Development: New Projects

"Pretty Little Liars" Spinoff Will Shoot In Oregon This Fall
JUN 14TH Posted by Oregon Film



OFFICIAL TRAILER
Pretty Little Liars: The Perfectionists | Official ...
Watch later Share

"Shrill" TV Adaptation To Shoot In Oregon, Starring Aidy Bryant
JUL 10TH Posted by Oregon Film




"American Vandal" - Season 2 - Premiered September
AUG 28TH Posted by Oregon Film



NETFLIX
American Vandal: Season 2 | Official Trailer [H...
Watch later Share

OFFICIAL TRAILER


TWO #OregonMade Films on NYTimes "Best of 2018" (so far) List
JUL 4TH Posted by Oregon Film



THE BEST REVIEWED MOVIE OF THE SUMMER!
"A DEEPLY AFFECTING STORY."
The New York Times
LEAVE NO TRACE
NOW PLAYING IN SELECT THEATERS GET TICKETS

The Best Films of 2018, So Far

Update On #OregonMade "The OA"
JUN 25TH Posted by Oregon Film



NETFLIX
The OA | Coming: Part II | Netflix
Watch later Share

PART II



OregonFilm.org



Economic Development: Animation

Guillermo del Toro will make his next film, 'Pinocchio,' in Portland

Updated Oct 22; Posted Oct 22



Del Toro sets his version of the classic children's tale in Italy during the 1930s, an ominous period amid the rise of fascism and the stirrings of World War II. (Image courtesy of ShadowMachine)

HouseSpecial and Wieden + Kennedy Create A New Tourism Campaign For Travel Portland

AUG 1ST Posted by Oregon Film



"Dallas and Robo" stars Kat Dennings (2 Broke Girls) and wrestler, John Cena.



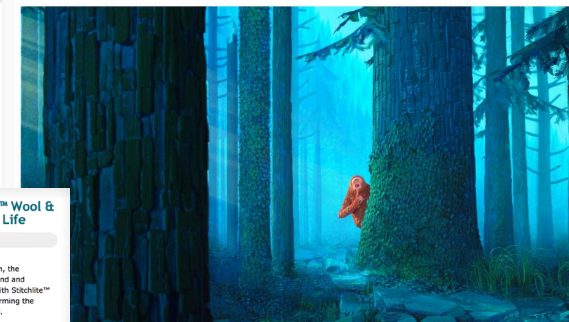
HouseSpecial Releases An Animated Investigation Into The World Of Armadillo Mating

MAY 24TH Posted by Alise Munson



Chris Butler Will Direct LAIKA's 5th Film, "Missing Link"

MAY 8TH Posted by Oregon Film



Cole Haan Introduces ZERØGRAND With Stitchlite™ Wool & Partners With HouseSpecial To Bring The Idea To Life

SEP 25TH Posted by Alise Munson



September 25, 2018 - Cole Haan, the innovative American lifestyle brand and retailer, releases ZERØGRAND with Stitchlite™ Wool - the newest style transforming the familiar to extraordinary this Fall.

Watch the spot [here](#).

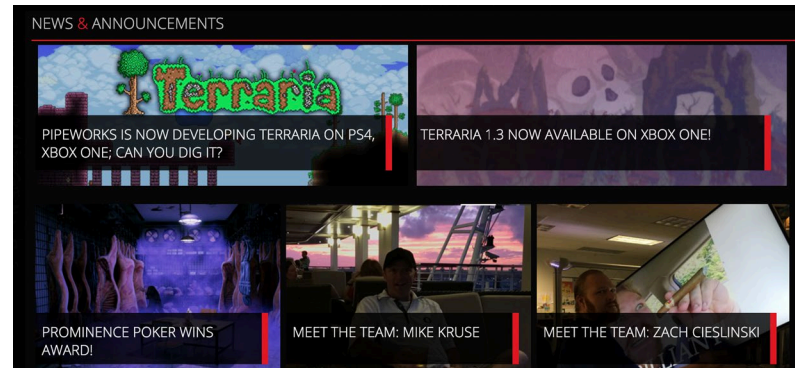
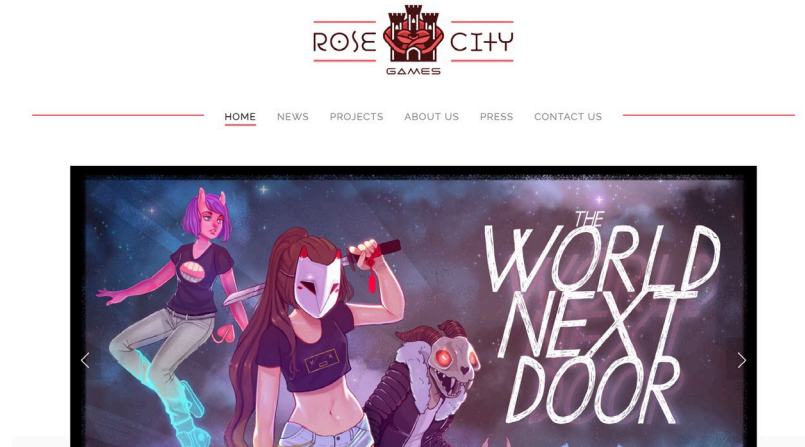
Cole Haan continues to push boundaries with ZERØGRAND with Stitchlite™ Wool, the next iteration of ZERØGRAND footwear for men and women. Like a sweater for your feet, the ZERØGRAND with Stitchlite™ Wool was designed to keep feet dry and warm throughout the colder months, making it the ultimate thermal, breathable and flexible shoe that will last all season long.



OregonFilm.org



Economic Development: Interactive



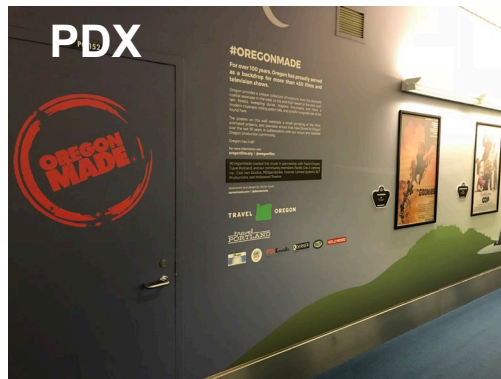
OregonFilm.org



Community Building: Celebrating the State's Film History



- **PAINT YOUR WAGON** in Baker County celebrated 50 years;
- **ANIMAL HOUSE** in Eugene and Cottage Grove, 40th anniversary;
- **PDX AIRPORT** and Travel Oregon Film History Exhibit;
- **LEAN ON PETE** Oregon premiere in Harney Co.
- **LEAVE NO TRACE** Opens BendFilm.
- **#OREGONMADE** Film Series



OregonFilm.org



Community Building: Oregon Film Trail

THE GOONIES
1985

The historic Clatsop County Jail features in the opening jail break scene. The police pursuit that follows, winds past many familiar sites and neighborhoods in Astoria and Cannon Beach. It was a working jail from 1914 to 1976.



DID YOU KNOW?

The Flavel House is the museum where Mikey's father worked as curator and is featured briefly in the film.

Oregon Film & Oregon State Parks Plant 50 Trees in Celebration of 50 Years Of Oregon Film Office (Plus The First Historic Oregon Film Trail Sign Is Installed)

SEP 18TH Posted by Oregon Film

THE HISTORIC OREGON FILM TRAIL

EXPLORE NOW

SOMETIMES A GREAT NOTION
1971

Ken Kesey's 1964 novel of the same name was adapted into a 1971 film directed by Paul Newman, who co-starred with Henry Fonda and Lee Remick. Filming took place near this spot in Kernville, as well as in Toledo, Newport...

STAND BY ME
1986

Stephen King's autobiographical short story, "The Body," inspired the movie adaptation that was written by Raynold Gideon and Bruce A. Evans. Director Rob Reiner added a layer of personal detail drawn from his own 1950's childhood, such as the notions of "pinky swear" and "two for flinching."



DID YOU KNOW?

The grassy area in front of you is the location of the film's Blueberry Pie Eating Contest which utilized nearly 100 Brownsville residents as extras. After filming, the production donated picnic tables for use in the park.



OregonFilm.org





Opportunity Expansion: #OregonMade Creative Foundation

Oregon Film has partnered with the **Charitable Partnership Fund** (a 501[c] [3]) to create a stand alone non-profit foundation focused on providing opportunity and grants for **#OregonMade** creators as part of...

THE OREGON MADE CREATIVE FOUNDATION.

Lower Boom Launches Diversity And Inclusion Initiative
AUG 2ND Posted by mattschulte

OVERVIEW
Lower Boom is launching, today, August 1st, a diversity and inclusion initiative to create opportunities for Television and Film writers.



#OregonMade #OregonMadeShows

The Portland Circuit - A Local Film Distribution Project

The OregonMade Creative Foundation has teamed up with four of the best independent cinemas located in all four of the quadrants of Portland, **Northwest Film Center**, **The Hollywood Theatre**, **Clinton Street Theatre** and **Cinema 21**, to announce a pilot program designed to give locally produced, **#OregonMade** feature length films a short theatrical distribution window in the city. Screenings will consist of a four day run, with one night at each theatre, in the four "quadrants" of Portland.

OregonMade.org

Outdoor-Adventure Film Grant

Oregon Film, Travel Oregon, Danner Boots, and the Portland Film Office at Prosper Portland partnered to bring funding for a new competitive grant, the Outdoor-Adventure Film Grant (OAFG). The OAFG will enable the selected applicant to create a short film that specifically showcases the spirit, passion, and excitement of the outdoor-adventure, or action sports film genres in the state of Oregon.

#The OregonMade Screenwriter's Residency Award

The OregonMade Creative Foundation, **Northwest Film Center** and **Playa Summer Lake** partnered for the second year on a unique residency opportunity for screenwriters and filmmakers.

This program called for proposals from screenwriters, filmmakers and related creators to work on a script/story/pitch/narrative project during an up to 4-week residency at PLAYA in Summer Lake, Oregon.

#OregonMade Animation Apprenticeship

The #OregonMade Creative Foundation partnered with **ShadowMachine** to create a unique apprenticeship opportunity in stop-motion animation. Oregon has long been at the forefront of the artistry of stop-motion with a uniquely creative history in the creation of animated content. ShadowMachine created two fully paid positions for a 3 month period on their production of AdultSwim's "**The Shivering Truth**."





OREGON FILM & VIDEO OFFICE

Legislative Briefing – Ways & Means [2017-2019 Biennium]

STATUTORY AUTHORITY AND MISSION

The Oregon Film & Video Office (OFVO) is a semi-independent state agency, created by statutory authority under ORS 284.300 to 285.375.

The mission of the Film & Video Office is to promote statewide development of the film, video and multimedia industry in Oregon and to enhance the industry's revenues, profile, and reputation within Oregon and among the industry nationally and internationally.

WHAT WE DO

With a staff of 4 FTE and a 2017-2019 biennial budget of \$1,207,545 we:

- Market Oregon as a filming location, recruit out-of-state productions, and serve as a liaison to the productions to help navigate permits, access or other production-related concerns
- Support and build on a thriving indigenous film, video, and multimedia industry
- Administrate Oregon Production Investment Fund (OPIF) and Greenlight Oregon (GOLR) incentive programs
- Support and advise the state's public and private higher educational institutions as they prepare their students for a future in the media industry
- Track and report on the economic impact of the industry and industry-related programs
- Work with other governmental entities to create and streamline filming regulations
- Build partnerships with local communities and other state agencies
- Provide consumer protection information
- Serve as a spokesperson for the industry, both within and outside of the State
- Event sponsorship, participation and promotion
- Community Development

BENEFITS TO OREGON

The film and video industry benefits Oregon in a wide variety of ways:

- **Economic Impact.** Due to increase in activity over the 2015-2017 biennium, the direct spending on film and television production has continued to rise.

Tracked Qualified Spending on Film and Media Production in Oregon for the 2015-2017 Biennium was over \$330million, we expect that number to increase to over \$350million for the 2017-2019 biennium.

This does not include many commercial productions which do not come through the incentive system and still shoot here in the state. This is estimated at more than 100 productions or various sizes per year.

- **Industry revenue is spread throughout various sectors of the economy.** The average film or television production does significant business with hundreds of local vendors per production including hotels, rental cars, lumber yards, hardware stores, office supplies, clothing stores, furniture and antique shops, grip and lighting equipment, and many more.
- **Economic impact is felt throughout the state.** With the addition of our new "regional" incentive program passed during the 2017 session, the impact of this industry is felt statewide. Productions like Netflix's *EVERYTHING SUCKS!* and *THE OA* shooting in La Pine, Fort Rock, Bend and Pacific City; TNT's *ANGIE TRIBECA* shooting an episode on Mt. Hood; ABC's pilot for *STATIES* shooting in Manzanita; and the feature film *PHOENIX, OR* shooting in Klamath Falls, are utilizing local crew, purchasing from local vendors and staying in local hotels.
- **The film and television industry provides living wage jobs with benefits.** On the television series that are in production in Oregon, the average hourly wage is over \$25/hour. A full time worker can earn health benefits for up to two years on one television production.
- **Promotional value** – The film and television industry in Oregon is now 110 years old and the projects that have utilized Oregon crews and locations still draw tourists from every part of the world. *PAINT YOUR WAGON* and *ANIMAL HOUSE!* celebrated their 50th and 40th anniversaries in 2018 and they still continue to serve as a tourist destination in Baker and Lane counties. In addition, in honor of its own 50th anniversary in 2018, OFVO worked PDX Airport and Travel Oregon to create a 160' long exhibit in the south foot tunnel that features more than 20 Oregon Made film posters and a commissioned mural that celebrates the location diversity of the state from sun-up to sundown. Newer promotional opportunities have also come from award winning features like *LEAN ON PETE* (Harney Co) and *LEAVE NO TRACE* (Estacada and Newburg).

OREGON FILM & VIDEO OFFICE

Legislative Briefing [2017-2019 Biennium] (cont.)

During the 2017-2019 biennium, the Oregon Film & Video Office has successfully recruited and assisted numerous film and television projects here in Oregon. The following are a few examples of successful projects produced throughout Oregon in the last two years:

LEAVE NO TRACE (FEATURE FILM)

The independent feature *LEAVE NO TRACE* by Oscar nominated director Debra Granik is based on a novel by Portland author Peter Rock and shot in Estacada and Newburg was released in June 2018.

BAD SAMARITAN (FEATURE FILM)

The visceral feature film starring David Tennant and directed by Dean Devin shot in Portland and Sandy and was released in 2018.

MISSING LINK (FEATURE FILM)

This critically acclaimed stop-motion animated feature is the fifth from Hillsboro-based Laika who consistently get nominated for Academy Awards.

AMERICAN VANDAL (SEASON 2)

The Funny or Die, CBS and Netflix series was the most "binge watched" program on Netflix in 2017, and the second, PNW set season was shot entirely in Oregon.

THE PERFECTIONISTS (SEASON 1)

This spin-off series from the very popular "PRETTY LITTLE LIARS" creators shot its pilot in Oregon in the Spring of 2018 and was picked up for a 10 episode season, also shooting in Oregon.

INTERACTIVE GAME DEVELOPMENT

During the 2017-2019 biennium, interactive game companies grew in clusters in places like Eugene, Oregon City, Bend and Portland. Many of these in-state headquartered companies have utilized our programs to develop and complete numerous original games leading to the growth of a permanent workforce. A total of 10 new interactive projects were incentivized - nearly \$5M of in-state spend was incentivized.

#OREGONMADE CREATIVE FOUNDATION

As part of OFVO's effort to reach individual talent that is not being directly impacted by our incentive programs, OFVO started a separate non-profit called the #OregonMade Creative Foundation. Utilizing unique partnerships to both finance and promote these specially designed programs the OMCFF has created and awarded an Outdoor Diversity Film Grant, an Animation Apprenticeship Program, a Playsa Screenwriting Residency program and a Post-Production Film grant with partners like Travel Oregon, Prosper Portland, Danner Boots, Playa Summer Lake, the Northwest Film Center and the Portland Film Office. The OMCFF has also started a unique theatrical distribution program called the Portland Circuit that gives local filmmakers a chance to show their films in a theatre on a one-week run at now expense to them - this program should soon be expended statewide. *Find out more OregonMade.org*



OREGON FILM FESTIVALS

Working closely with the Community Service Center at the University of Oregon and Travel Oregon, OFVO was able to publish a report detailing the true economic and personal impact of the many film festivals that happen across the state. OFVO travels and attends most of these festivals on an annual basis as a way to keep up with the filmmaking community in all parts of that state. This report shows the amounts of money being spent in place like Bend, Ashland, La Grande, and Klamath for accommodation, food and transport and underlines the passed-along value of the content and content creators working in and coming into the state. This report can be found on the "About Us" page on our site and also through this direct link: <https://oregonfilm.org/wp-content/uploads/2017/10/Oregon-Film-Festival-Impacts-FINAL.pdf>

COMMEMORATION OF SUCCESSFUL PROJECTS

OFVO worked with our partners at NBC, Comcast, IFC and Broadway Video to create and install several physical commemorations to celebrate the 6 years of the NBC series *GRIMM* and 8 years of the IFC/Broadway Video series *PORTLANDIA*. A special plaque was dedicated in North Portland's Pier Park with the help of the park staff, Friends of Trees and the Friends of Pier Park to recognize one of the main shooting locations for *GRIMM*. In addition, a specially designed bike rack and "Mr. Mayor" plaque was built and installed in Portland City Hall to recognize the many scenes shot in and around that location for the Emmy Award winning series *PORTLANDIA*.

ANIMATION

Oregon's leadership in world class animation continued to grow during the last biennium. Animated series from Portland based ShadowMachine included *THE SHIVERING TRUTH* and *DALLAS & ROBO*. In addition House Special continue its award winning commercial work for clients like M&Ms which included a high profile Super Bowl ad. A new PNW set animated feature from Oscar nominated Laika called *MISSING LINK* will be released in 2019.

OREGON FILM TRAIL

OFVO is working with the City of Astoria, the Oregon Coast Visitors Association and Travel Oregon to erect a series of specially designed signs commemorating the locations off films shot in and around the Astoria area - including *SHORT CIRCUIT*, *KINDERGARDEN COP* and *THE GOONIES*. In addition, OFVO has partnered with OPRD to erect a similar sign in Glenden SP along with the planting of 50 new trees to commemorate 50 years of partnership between the two agencies and the production of the Paul Newman Feature Film *SOMETIMES A GREAT NOTION* based on the book by Oregon author Ken Kesey and shot in and around nearby Lincoln City.

NEW #OREGONMADE PRODUCTIONS

During the 2017-2019 biennium OFVO welcomed several new television series to the state. These include *THE PERFECTIONISTS* (10 Episodes, Warner Horizon), *AMERICAN VANDAL* (8 episodes, Netflix), *DOCUMENTARY NOW!* (6 episodes, IFC/B), *SHIRILL* (6 episodes, Hulu), *TRINKETS* (10 episodes, Netflix), *IN THE VAULT* (6 episodes, Complex Networks), and *THE OA* (3 episodes, Netflix). We look forward to welcoming all of these ongoing series back for their subsequent seasons.

TRANSPARENCY

OFVO's budgets, economic impact reports and other data about our office can be found on our website at [OregonFilm.org/about-us](https://www.oregon.gov/oregonfilm/about-us). Data related to incentive rebates and tax credit auctions can be found on our Transparency Site - https://www.oregon.gov/transparency/Pages/Economic_Development.aspx - Oregon_Governor%27s_Office_of_Film_&_Television

For more information, visit [OregonFilm.org](https://www.oregonfilm.org).

REGIONAL SOLUTIONS

JAMES LABAR

Regional Infrastructure Fund (RIF)

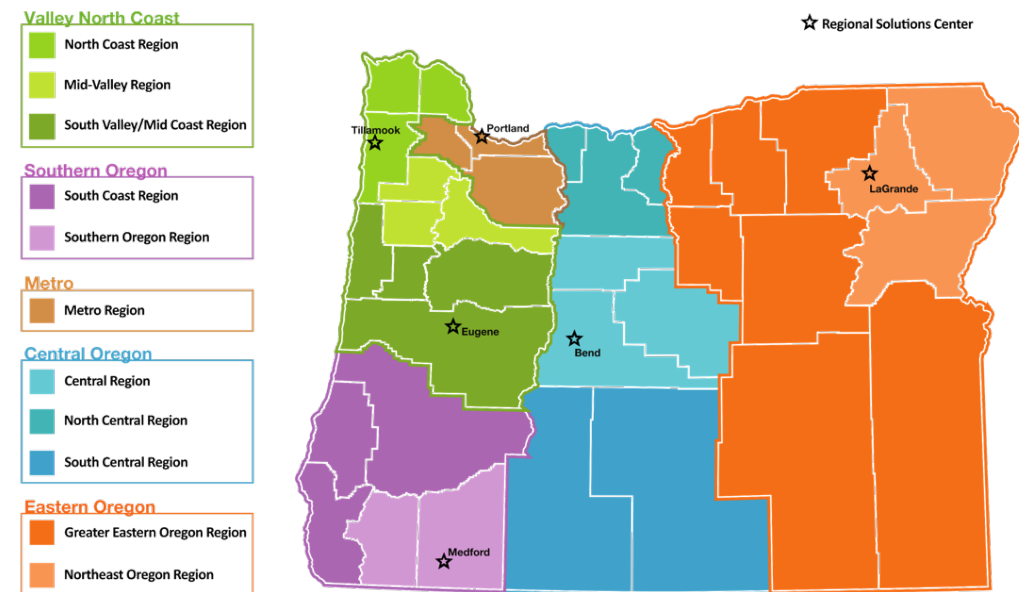
Regional Solutions (RS) is a community and economic development program operating out of the Governor's Office that recognizes the unique needs of each region in the state and works at the local level to identify priorities, solve problems, and seize opportunities to get specific projects completed.

One important tool to get to “Finally, yes.”:

Regional Infrastructure Fund (RIF): Provides grants and loans to local governments for RS implementation projects including planning and design.

Goals:

- Address regional priorities
- Support capital projects with strong economic development impact
- Align with, or leverage, other investments to retain and create jobs



Regional Infrastructure Fund (RIF)

- **2017-2019 biennium**

- \$4 million available

- \$200K minimum for each of 11 RS Regions

- 99 projects requesting \$40 million

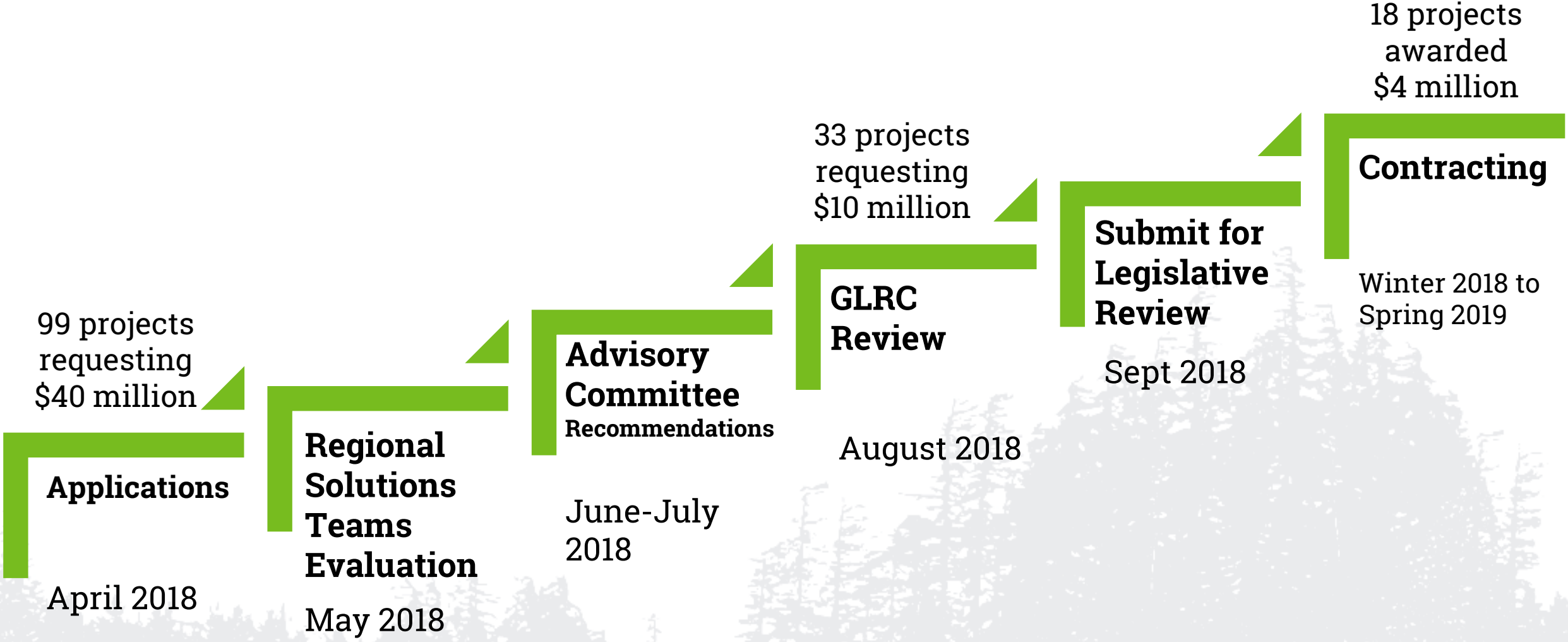
- 18 projects awarded

- Highlight from the 18:

- Awarded project match was \$84.5 million, which equals approx. \$1 million of RIF coupled with \$21 million of match



Regional Infrastructure Fund Process



Regional Infrastructure Fund Roles

- Business Oregon

- Administrative Rules
- Process Management
- Contracting
- Monitoring

- Regional Solutions

- Policy Development
- RS Team reviews
- RS Committee Reviews
- Project Development Assistance

RIF Project—South Valley/Mid Coast

- **Applicant:** City of Newport
- **Project Name:** Big Creek Dam Project—City and District Water Supply
- **RIF Investment:** \$250,000
- **Description:** The project will replace the Big Creek Dam with a structurally sound solution in advance of a seismic event. The capacity of the new dam will be built to withstand small seismic events as well as Cascadia Subduction Zone level earthquakes. The City has initiated preliminary design and environmental permitting work. This grant will initiate an environmental compliance requirements survey, start a fish waiver process, and prepare 30% of the preliminary design for the proposed solution.

RIF Project—Southern Oregon

- **Applicant:** City of Eagle Point
- **Project Name:** Historical Rebuild & Restore of Butte Creek Mill & Ice House
- **RIF Investment:** \$200,000
- **Description:** The mill, one of the last remaining water-powered flour mills west of the Mississippi, burned several years ago. The mill will be rebuilt to become fully operational (the grinding stones were not destroyed by the fire) with expanded facilities for visitors and community uses. Construction is already underway and Business Oregon accelerated contracting to make construction expenses incurred prior to sale of bonds eligible for reimbursement.

RIF Project—Greater Eastern Oregon

- **Applicant:** City of Pendleton
- **Project Name:** Pendleton UAS Test Range Hangar Rehabilitation Project
- **RIF Investment:** \$300,000
- **Description:** The Pendleton UAS test range has made huge strides over the past few years and there are now multiple large aerospace companies that are interested in making long term commitments and creating permanent jobs in the region. However, all of these large aerospace companies need space that is secure and reliable. The RIF funding will allow the city to rehabilitate an old WWII bombing hangar at the Pendleton airport so that these aerospace companies can expand and add jobs to the region. Pendleton has aggressively marketed their range with much success, making it one of the most active unmanned vehicle test ranges on the West Coast, generating considerable commerce and new, high-paying jobs in rural Oregon.

RIF Project – Metro

- **Applicant:** City of Gresham
- **Project Name:** Rockwood Rising Maker Space
- **RIF Investment:** \$300,000
- **Description:** Rockwood Rising is a Gresham Redevelopment Commission project that will include four buildings surrounding a public plaza focusing on workforce development, job training, healthcare, education, healthy food, small business development, and housing. The RIF funds will support the construction and manufacturing apprentice programs (Maker Space).

RIF Project – Mid-Valley

- **Applicant:** Chemeketa Community College (CCC)
- **Project Name:** Diesel Technician Training Program & 2 Year Associate of Applied Science Degree
- **RIF Investment:** \$200,000
- **Description:** Current local businesses can not reach their growth potential without qualified and trained technicians. Chemeketa pulled together a large advisory group that encompassed over twenty businesses to create a training program. The funds would be used for the facility to house the new program and meet industry standards so that students enter the workforce well prepared. This project is leveraging resources from RIF, CCC, and private partners.

All 18 RIF Projects

REGION	REGION NAME	APPLICANT	PROJECT NAME	Short Project Description	TOTAL PROJECT COST	REGION RECOMMEND AWARD	GLRC Recommendation	Total Recommended
								\$4,000,000.00
3	South Coast	Port of Port Orford	Site & Facility Redevelopment	Infrastructure improvements of Port facilities and site.	\$ 4,100,000	\$ 700,000	\$500,000	\$500,000
1	North Coast	Clatsop County	Restoring Westport Slough to Commercial Use	Dredging to deepen channel.	\$ 1,150,000	\$ 450,000	\$450,000	\$450,000
4	Metro	City of Gresham	Rockwood Rising Maker Space	Construction of town center on vacant 5-acre lot.	\$ 37,657,241	\$ 500,000	\$300,000	\$300,000
10	Greater Eastern	City of Pendleton	Pendleton UAS Test Range Hanger Project	Refurbish WWII hangar to protect hi-tech equipment.	\$ 6,300,000	\$ 100,000	\$300,000	\$300,000
2	Valley/Mid Coast	City of Newport	Big Creek Dam Project - City and District Water Supply	Environmental survey and design to replace structurally unsound dams.	\$ 2,643,890	\$ 250,000	\$250,000	\$250,000
6	Southern	Josephine County	Fire Suppression Water Pond Rehabilitation Illinois Valley (IV) Airport	Rehabilitate fire-suppression water pond within the IV Industrial Park.	\$ 350,000	\$ 250,000	\$250,000	\$250,000
8	Central	Central Oregon Intergovernmental Council	Old Commissary Small Business Incubator	Relocate and renovate historic structure in Warm Springs.	\$ 1,782,666	\$ 250,000	\$250,000	\$250,000
5	Mid Valley	Chemeketa Community College	Diesel Technician Training Program & 2 Year Associate of Applied Science Degree	Facility to house diesel mechanic training program.	\$ 2,150,000	\$ 200,000	\$200,000	\$200,000
6	Southern	City of Eagle Point	Historical Rebuild & Restore of Butte Creek Mill & Ice House	Installation of electrical and fire suppression systems.	\$ 2,755,000	\$ 200,000	\$200,000	\$200,000
7	North Central	Sherman County	Sherman Cities Broadband Initiative	Installation of fiber connections within cities.	\$ 634,000	\$ 200,000	\$200,000	\$200,000
9	South Central	Klamath Community College	Apprenticeship and Industrial Trades Center	Construction of industrial shop space for training.	\$ 7,820,000	\$ 500,000	\$200,000	\$200,000
4	Metro	Columbia Corridor Drainage Districts Joint Contracting Authority	Levee Ready Columbia	Evaluation and remediation of levee system.	\$ 6,888,230	\$ 167,314	\$167,314	\$167,314
5	Mid Valley	Yamhill County	Bernau Estate Biodynamic Wine & Ag Experience	Landscaping construction of gardens.	\$ 10,660,000	\$ 300,000	\$150,000	\$150,000

All 18 RIF Projects cont'd...

REGION	REGION NAME	APPLICANT	PROJECT NAME	Short Project Description	TOTAL PROJECT COST	REGION RECOMMEND AWARD	GLRC Recommendation	Total Recommended
								\$4,000,000.00
9	South Central	Lake County	Airport Utility Replacement	Sewer, water, electric infrastructure replacement.	\$ 165,000	\$ 165,000	\$150,000	\$150,000
11	Northeast	City of Joseph	West Industrial Area, Utility Extension Improvements	Water, sewer, electric extension to 15-acre industrial parcel.	\$ 661,260	\$ 100,000	\$145,000	\$145,000
11	Northeast	City of Baker City	Elkhorn View Industrial Power Development	Electric extension to each parcel in industrial park.	\$ 167,200	\$ 100,000	\$121,183	\$121,183
3	South Coast	City of Reedsport	Levee Vulnerability Assessment & Repair	Detection and repair of voids in levee.	\$ 137,500	\$ 100,000	\$103,125	\$103,125
7	North Central	Dee Irrigation District	Dee Irrigation District Modernization	Flow meter hookups installation.	\$ 2,746,483	\$ 63,378	\$63,378	\$63,378
8	Central	* 1. City of Prineville DBA City of Prineville Railway	Freight Depot Bitumen Transfer Yard	Track infrastructure improvements.	\$ 142,600	\$ 122,600	\$0	\$0
10	Greater Eastern	* 2. City of Milton-Freewater	Wine Production Facility	Rocks District facility planning, design, and construction.	\$ 2,000,000	\$ 800,000	\$0	\$0
6	Southern	* 3. Josephine County	Grants Pass Airport Facility Upgrade for Southern Oregon Air Academy (SOAA)	Renovation of training campus.	\$ 350,000	\$ 250,000	\$0	\$0
1	North Coast	* 4. City of Astoria	Tongue Point Road Truck Access Improvements (Design)	Road improvements design.	\$ 85,000	\$ 85,000	\$0	\$0

* Alternates, in ranked order, if others are not funded.

DAS CFO ANALYST

PUBLIC TESTIMONY