

- **Introduce Self;**
 - Seth Sherry
 - Albany EcDev Manager/Economic Dev Policy Advisory
 - Just finished serving for two years as the president of the Oregon Economic Development Association (OEDA)
 - Semi-Conductor Task force Industrial Lands Sub Committee (since the beginning)
 - Pleasure to serve in this capacity as i was able to represent EcDev practitioners all over the state, who are on the ground level of utilizing the tools at our disposal to help companies find and develop investments throughout the state.
- Highlight; Many of the same challenges and opportunities facing the semi-conductor industry, apply to advanced manufacturing more broadly, and my comments will be in that vain.
- **Let me briefly address why advanced manufacturing jobs are important to communities ALL over Oregon**, and why they are somewhat unique as compared to non-manufacturing jobs. And why communities such as Albany, CANNOT retain and attract these jobs sufficient, on our own!
- 1. **Productivity** (traded sector) (translation to income tax)
 - i. Every Manufacturing job supports nearly 2 jobs in other industry's (Business services, healthcare, retail etc.)
 - ii. Manufacturing jobs are 42% more productive in GDP contribution than non-manufacturing sectors.
- 2. **Sticky Jobs**
 - i. Investments in manufacturing infrastructure and training make these high value jobs/facilities hard to move. (Contrast with a call center; minimal capital investment/workforce development).
- 3. **Transferable Skills** for workforce.
 - i. This translates to economic resilience
- 4. **Higher wages**
 - i. In Albany, average manufacturing job in our key cluster of manufacturing industry's is \$67k/year vs. (avg. of \$29K in Linn Co.)
 - ii. Manufacturing earnings are 17% higher than non-manufacturing related jobs (True for BIPOC community as well) - True statewide, not just for Metro.

- **Reasons for testimony**

- We (Oregon's communities) **cant create sufficient the shovel ready lands** to support the retention and creation of those impactful jobs WITHOUT support from the State.
 - Make no mistake, we are at a serious deficit of buildable job creating lands (and their natural partner, lands for affordable housing).
- In 2022, I polled BizOR and the Last 15 inbound recruitments BizOR had courted: sites 35-1000 acres, only 3 of the projects could be entertained (land found around the state), But all 3 has insurmountable infrastructure limitations that could not be solved in a reasonable timeline.
- We need **protection of the very small toolbox** of EcDev incentives we DO have. (Ezones, Strategic Investment Program (SIP) and the long term rural enterprise zone.)
 - Most communities are happy to forgo the short term tax revenue new projects create in order the see that those projects occur in the first place.
- **We need programs like the regionally significant industrial sites (RSIS)**, well capitalized. Lions share of shovel ready land costs fall to local municipalities and we cant afford it alone! RSIS is an easy way to share shovel ready land development costs with the state, who stands to benefit from this new development through payroll tax and other economic activity, with very little upfront cost.

Thank you for your attention to this critical nexus in Oregon's future.