

Greater Portland Inc

Regional Economic Development

Multnomah County
July 16, 2015

WHAT TO EXPECT



- **Overview of GPI**
- **2015 Work Plan**
- **GPI Services**



OVERVIEW



Regional Public-Private Partnership

Established in 2011
to coordinate a
transparent
approach to
economic
development

Greenlight Greater Portland now Greater Portland Inc.

Jun 29, 2011, 1:31pm PDT

Merger between publicly funded
Regional Partners and privately driven
Greenlight Greater Portland

Marketing

Recruitment

Retention
and
Expansion

OVERVIEW



Dynamic Metro: One Region

- 2.3+ million people
- 2 states
- 7 counties
- Population expected to grow by 400,000+ in next 20 years



Why a regional approach?



- Site selectors look at regions when considering a new location for their clients
- Companies and talent do not pay attention to regional boundaries
- Marketing the assets of the entire region is a far more compelling story
- Regional boundaries align with the regional workshed

2015 Work Plan



UNITING REGIONALLY TO COMPETE GLOBALLY

Build cross-border and cross-sector collaboration that leverages the region's assets, engages leadership and aligns efforts to compete in the global market.



STAY AND GROW IN GREATER PORTLAND

Develop tools and services that support local community partners in their ongoing efforts to retain and grow existing traded-sector companies in the region



CHOOSE GREATER PORTLAND

Create targeted awareness of the regional value proposition as a place for business; grow the recruitment funnel to bring traded-sector expansion and relocation projects to the region.



UNITING REGIONALLY TO COMPETE GLOBALLY

Build cross-border and cross-sector collaboration that leverages the region's assets, engages leadership and aligns efforts to compete in the global market.



TACTICS:

- Greater Portland 2020 Plan
- Convene Region's Civic & Business Leaders
- Regional Communications

2015 Work Plan



STAY AND GROW IN GREATER PORTLAND

Develop tools and services that support local community partners in their ongoing efforts to retain and grow existing traded-sector companies in the region



TACTICS:

- Greater Portland Global
- Business Retention & Expansion
- Economic & Fiscal Analysis

CHOOSE GREATER PORTLAND

Create targeted awareness of the regional value proposition as a place for business; grow the recruitment funnel to bring traded-sector expansion and relocation projects to the region.



TACTICS:

- Large Site Strategy
- Industry Reports & Market Analysis
- Regional Marketing
- Lead Generation

GPI SERVICES



Providing expertise
and resources to
local partners within
the region



Business Development



Marketing



Research + Analysis



Connectivity

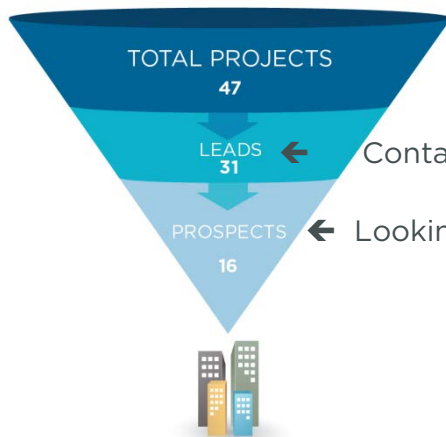


Regional Competitiveness



Business Development

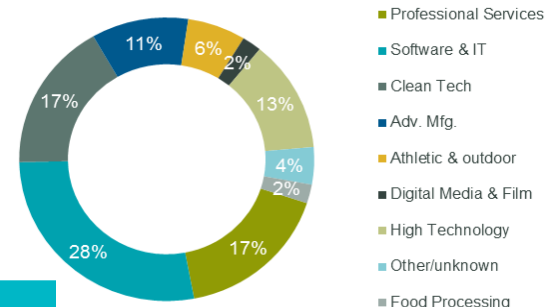
1. Metal & Machinery
2. Clean Tech
3. Athletic & Outdoor
4. Computer & Electronics
5. Software/Media
6. Health Science & Technology



← Contacted us but has not viewed specific sites

← Looking at options and has likely been on a site visit

2014 GPI WINS = 4
2014 REGIONAL WINS = 7



Projects by Industry	
Professional Services	8
Software & IT	13
Clean Tech	8
Adv. Mfg.	5
Athletic & outdoor	3
Digital Media & Film	1
High Technology	6
Other/unknown	2
Food Processing	1
Total	47

GPI SERVICES



Marketing

the
Greater Portland
region
is the
perfect balance
of
talent & value

COMMUNITY PROFILE
City of Canby

A charming, pro-business community with abundant resources to offer a variety of development needs (see, above information, attractive use of all doing business and resources to help businesses succeed).

1 PORT OF VANCOUVER
2 PORT OF PORTLAND
3 FOR INTERNATIONAL AIRPORT

COMMUNICATIONS
Canby provides exceptional high-speed internet service, telephone and digital television at affordable rates. Canby has a local newspaper, offers 1 Gigabit commercial internet connections to Canby customers not currently offered anywhere else in the region.

ELECTRICITY
Canby Canby is a locally owned utility that provides ample capacity, capacity and reliable and responsive service. Rates are generally 20-30 % lower than surrounding areas.

RAIL AND AIR FREIGHT
The local Oregon Pacific Railroad connects to and serves the Union Pacific network. The service also is available. The Boeing General Aviation Airport, 5 miles away, has two runways, three fixed base operators and provides for business and

FREIGHTS
Canby boasts two freeway entrances onto I-5 within 5 miles. Interstate 205 is 10 miles away on the east side highway 99B that runs through town. Canby is just 20 miles from the Port of Portland and 25 miles from Astoria/Portland.

“Canby is an ideal location for Shredco. The convenient proximity to the Port of Portland facilities is essential to our success. Canby and Clatsop County were great partners in Shredco’s 2002 expansion that enabled our facility.”

—LOIS BRANDED, VICE PRESIDENT OF OPERATIONS, SHREDCO USA
Community Profile: The City of Canby 1

INDUSTRY

Industry	% of community
Advanced Manufacturing	22.2%
High Technology	10.7%
Manufacturing, Inc. High Technology	10.7%
Advanced Manufacturing	9.9%

SECTORS

Sector	% of community
Health	10.7%
Education	10.7%
Food Services	9.9%

WATER
In beauty and a rich history of innovation, Canby is a world-class community and life. The Greater Portland region is a state-of-the-art community, offering the most affordable environment on the West Coast. With access to abundant water and water, and a lot of talent, the region continues to attract big and small businesses to the area.

CONTACT
Greater Portland Inc.
1111 Columbia Street, Suite 100, Portland, Oregon 97201
503-445-0545
www.greaterportlandinc.com

Community Profile: The City of Canby 2

GREATER PORTLAND'S EMERGING BIOSCIENCE HUB

LOCATION ESSENTIALS

The **OHSU Knight Cancer Institute** is aggressively moving to end cancer as we know it. Inspired by Mike Chairman Phil Knight and his wife Penny, the Knight Cancer Challenge will deploy \$1 billion to transform the field of cancer research. This unique investment is already generating interest from industry leaders around the world as a **Bioscience Innovation Hub** begins to emerge. Greater Portland is well positioned to advance the **Bioscience Industry**. The region serves as a place of convergence where existing robust software, and computer and electronics industries are aligning with a growing bioscience need, propelling a highly innovative industry into the future.

For more information, contact alisa.pyshke@greaterportlandinc.com

If your client wants to be part of this emerging opportunity contact Alisa Pyshke, VP of Recruitment at:
alisa.pyshke@greaterportlandinc.com
503-445-0545

About Greater Portland Inc
Greater Portland Inc is the economic development regional partnership helping companies expand and relocate to the Greater Portland region.
For more information, visit us at www.greaterportlandinc.com

Follow Us
f t in

Copyright © 2013 Greater Portland Inc.
Our address is 1111 Columbia Street, Suite 100, Portland, Oregon 97201, USA.
If you do not wish to receive future email, unsubscribe@greaterportlandinc.com
(This can also be sent by request to Customer Care at the street address above.)



Research & Analysis

SAMPLE ANNUAL BUSINESS OPERATING COSTS

Metro Area	Employee Payroll	Fringe and Mandated Benefits	Utilities	Building / Lease Payments	Property Tax	Total Operating Cost
Portland	\$36,236,800	\$10,296,539	\$245,328	\$375,969	\$170,011	\$47,324,647
Denver	\$36,842,650	\$9,951,295	\$219,967	\$342,805	\$335,923	\$47,692,640
Riverside-San Bern.	\$37,587,100	\$10,700,837	\$326,530	\$399,822	\$152,379	\$49,166,668
San Diego	\$37,959,450	\$10,807,498	\$397,673	\$428,478	\$154,772	\$49,747,872
Seattle	\$38,605,650	\$12,001,622	\$255,159	\$413,241	\$159,852	\$51,435,525
San Jose	\$43,481,700	\$12,361,185	\$401,016	\$542,023	\$180,694	\$56,966,618

See detailed tables for sources.

The annual estimated business operating costs table summarizes the annual cost of labor, utilities and facilities for selected metropolitan areas.

Detailed calculations and source of costs of doing business for labor, utilities and facilities are provided in the following tables, which include costs such as worker's comp, unemployment insurance, health insurance, gas and electricity, annual real estate (lease or purchase) and taxes.

GPI SERVICES

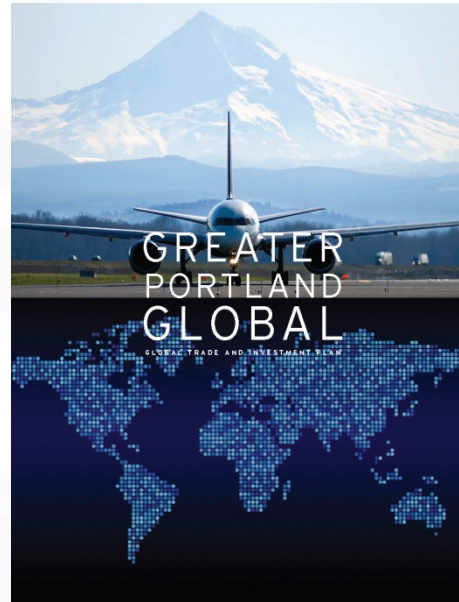


Connectivity





Regional Competitiveness



Thank You!