

Columbia River Economic Development Council

Annual Meeting - January 13th, 2015



GROW CID Bio-Science



RELOCATE Fisher Investments



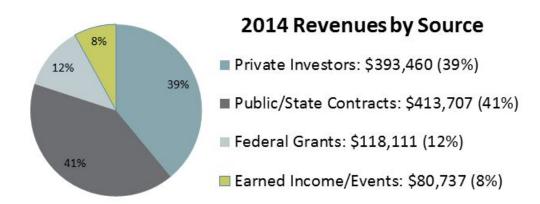
INNOVATE Christensen Shipyards



START UP Healers PetCare

Accelerating Business Growth and Innovation

2014 Year End Review



- Over 90% retention of private investors
- 100% retention of public partners
- Over \$22,000 of new investment
- Over 100 companies consulted and more than 20 successful projects





















Thank You Investors and Strategic Partners!

Chairman's Circle

\$25,000+

City of Camas

City of Vancouver

Port of Vancouver

Southwest Washington Workforce

Development Council

Umpqua Bank

CEO Council

\$15.000-\$24.999

Clark Public Utilities District

Legacy Salmon Creek Hospital

Mackenzie

PacTrust

The Columbian

President's Circle

\$10.000-\$14.999

Columbia Bank

Columbia Credit Union

C-TRAN

DeWils Industries

Dick Hannah Dealerships

Evergreen School District

Heritage Bank

Kaiser Permanente

Port of Camas/Washougal

Sharp Microelectronics of the Americas

Growth Partners

\$5,000-\$9,999

BergerABAM

CenturyLink

City of Ridgefield

City of Washougal

Clark College

Columbia Machine. Inc.

Corwin Beverage

Educational Service District 112

Eric Fuller & Associates, Inc.

Fort Vancouver National Trust

Frito-Lav Inc

Harder Mechanical Contractors

Growth Partners Cont.

\$5.000-\$9.999

JH Kellv

Landerholm, P.S.

Linear Technology

MacKay Sposito

MetroMetals Northwest. Inc.

Miller Nash LLP

NW Natural

PeaceHealth Southwest Medical Center

Perkins & Co.

Phoenix Industrial, Inc.

Port of Ridgefield

R.S. Holdings, LLC

Rebound Orthopedics & Neurosurgery

Riverview Community Bank

Schwabe, Williamson & Wyatt

SEH America

Tapani Inc.

Thompson Metal Fab

Vancouver Business Journal

Vancouver Public Schools

WaferTech

Washington State University Vancouver

Investor Leaders

\$2.500-\$4.999

AHA!

Banner Bank

City of Battle Ground

Farwest Steel Corporation

Fort Vancouver Regional Library

Gravitate Design

IBEW Local 48

Jordan Ramis PC

Norris, Beggs & Simpson

Rotschy Inc.

RSV Building Solutions

Silicon Forest Electronics

Stewart Title

Underwriters Laboratories

Vancouver Energy

Vancouver Housing Authority

Community Colleagues

\$1,500-\$2.499

Barrett & Company PLLC

Barrett Business Services

Biggs Insurance Services

Brian H. Wolfe. Attornev at Law

CalPortland

Capacity Commercial

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Clark County Title

CID Bio-Science, Inc.

David Evans & Associates

Davidson & Associates Insurance

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Employers Overload

Entek Corporation

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Horenstein Law Group

International Air and Hospitality Academy

iQ Credit Union

JP Morgan Chase

Jones Lang LaSalle

Killian Pacific/Columbia Business Center

LSW Architects

Marriott Residence Inn

Maul Foster Alongi, Inc.

Mekos Corporation

Neil Jones Food Company

NuStar Energy - West Region

Olson Engineering

Peterson & Associates, P. S.

Renewable Energy Composite Solutions

Rvlander & Associates PC

Schlecht Construction, Inc.

Sego's Herb Farm

SGA Engineering & Design

SKANSKA USA Building Inc.

Strategic Workplace Solutions

Tetra Pak Materials LP

Trupp HR

WRK Engineers

Friend of CREDC

Under \$1.500

Boles Company

Boyce Financial Group, LLC

Cascade Planning Group

Clark County Association of Realtors

Clark Regional Wastewater District

ControlTek, Inc.

Edward Lynch Company

Foster Wealth Advisors

Frumenti, Lander & Wallace, P.S.

GarageGames

Heathman Lodge

Hilton Vancouver

Port of Portland

Quad Investments

Robert Schaefer, Attorney at Law Samantha Codi Digital Marketing

Scott Horenstein Law Firm

Southwest Washington Regional

Transportation Council

Sunmodo Corporation

Terra Design Photography Turbo Leadership Systems

Business Support Partners Camas Washougal Economic Development

Association Cowlitz Economic Development Council

Greater Vancouver Chamber of Commerce

Identity Clark County

Vancouver's Downtown Association Vancouver USA Regional Tourism Office

Washington Council on International Trade



Welcome New Investors, Partners, & Friends! (2014 & 2015)

CEO COUNCIL

\$15,000-\$24,999

*PacTrust

PRESIDENT'S CIRCLE

\$10,000-\$14,999

*Columbia Bank

DeWils Industries (2015)

GROWTH PARTNERS

\$5,000-\$9,999

*Washington State University Vancouver

INVESTOR LEADERS

\$2,500-\$4,999

Vancouver Energy



Welcome New Investors, Partners, & Friends! (2014 & 2015)

COMMUNITY COLLEAGUES

\$1,500-\$2,499

Capacity Commercial (2015)

*Frumenti, Lander & Wallace

GeoDesign, Inc.

Olson Engineering

Rylander & Associates PC

Strategic Workplace Solutions

WRK Engineers

FRIENDS OF CREDC

Under \$1,500

GarageGames

Samantha Codi Digital Marketing

Terra Design Photography

Turbo Leadership Systems

BUSINESS SUPPORT PARTNERS

Washington Council on International Trade



Thank You to Our Entire 2014 Board of Directors!

OFFICERS

CHAIR - Tim Schauer, MacKay Sposito
VICE CHAIR - Greg Seifert, Biggs Insurance Services
IMMEDIATE PAST CHAIR - Bill Dudley, Landerholm, P.S.
TREASURER - Lance Barrett, Barrett & Company
SECRETARY - Colleen Boccia, Columbia Credit Union

BOARD DIRECTORS

Jeff Ahner, Frito-Lay

Ben Bagherpour, SEH America

Dave Bennett, Rebound Orthopedics & Neurosurgery

Jeanne Bennett, SWWDC

Shane Bowman, City of Battle Ground

LeAnne Bremer, Miller Nash

Sandra Day, City of Ridgefield

Kathy Dean, PeaceHealth

John Deeder, Evergreen Public Schools

Chris Denzin, CenturyLink

Leonard Felix, CID Bio-Science

Brian Fleetwood, Heritage Bank

Joe Foggia, Christensen Yachts

Keith Forrester, Kaiser Permanente

Lisa Goecke, Perkins and Company

Rick Goode, Columbia Machine

Brent Grening, Port of Ridgefield

Sean Guard, City of Washougal

Jeff Hamm, C-TRAN

BOARD DIRECTORS CONT.

Byron Hanke, Clark Public Utilities

Betsy Henning, AHA!

Scott Higgins, City of Camas

Steve Horenstein, Horenstein Law Group

Andrew Jones, PacTrust

Robert Knight, Clark College

Mark Lampton, Port of Camas-Washougal

Tim Leavitt, City of Vancouver

John Marck, Sharp Microelectronics of the Americas

Mel Netzhammer, WSU Vancouver

Jeff Parker, Linear Technologies

Ralph Parker, Underwriters Laboratories

Jim Proulx, Harder Mechanical Contractors

Kathy Sego, Sego's Herb Farm

Jim Spinelli, Legacy Health Systems

Jeanne Stewart, Clark County

Joe Storm, Umpqua Bank

Kevin Tapani, Tapani Underground

Brian Wolfe, Port of Vancouver

Casey Wyckoff, LSW Architects

DIRECTORS EMERITUS

Helen Devery, BergerABAM

Eric Fuller, Eric Fuller & Associates

Lisa Lowe, Schwabe Williamson & Wyatt

John McDonagh, Vancouver Business Journal



2014 Board Awards



Colleen Boccia
Columbia Credit Union
Secretary
2013-2014



Perkins & Co
Board of Directors
2009-2014



2014 Board Awards



Byron Hanke
Clark Public Utilities District
Board of Directors
2013-2014



John Marck
Sharp Microelectronics
of the Americas
Board of Directors
2009-2014



2014 Board Awards



John McDonagh

Vancouver Business Journal

Director Emeritus
2013-2014



Ralph Parker
Underwriters Laboratories
Board of Directors
2012-2014



Jim Spinelli
Legacy Salmon Creek Hospital
Board of Directors
2013-2014



2015 Board of Directors Nominees

FOR APPROVAL

Proposed First Term Appointment:

Amy Davis, Columbia Bank Helen Devery, BergerABAM Lisa Lowe, Schwabe, Williamson & Wyatt Tracy Wilson, DeWils Industries

Proposed Second Term Reappointment:

Dave Bennett, Rebound Orthopedics
Bryce Helgerson, Legacy Salmon Creek Hospital
Steve Horenstein, Horenstein Law Group
Joe Foggia, Christensen Shipyards
Andrew Jones, PacTrust
Jim Proulx, Harder Mechanical
Kathy Sego, Sego's Herb Farm

Proposed Directors Emeritus:

Colleen Boccia, Columbia Credit Union
Eric Fuller, Eric Fuller & Associates
Lisa Goecke, Perkins & Co
John Marck, Sharp Microelectronics of the Americas

Permanent Position Representatives:

Jeanne Bennett, SWWDC
Sandra Day, City of Ridgefield
John Deeder, Evergreen School District
Brent Grening, Port of Ridgefield
Sean Guard, City of Washougal
Jeff Hamm, C-TRAN
Scott Higgins, City of Camas
Philip Johnson, City of Battle Ground
Robert Knight, Clark County
Mark Lampton, Port of Camas-Washougal
Tim Leavitt, City of Vancouver
Mel Netzhammer, WSU-Vancouver
Jeanne Stewart, Clark County
Jane Van Dyke, Clark Public Utilities District
Brian Wolfe, Port of Vancouver

Thank You Nominating Committee:

Tim Schauer, MacKay Sposito
Bill Dudley, Landerholm, P.S.
Steve Horenstein, Horenstein Law Group
Joe Storm, Umpqua Bank
Casey Wyckoff, LSW Architects



2015 CREDC Full Board As Proposed

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Amy Davis, Columbia Bank

John Deeder, Evergreen Public Schools

Chris Denzin, CenturyLink Helen Devery, BergerABAM

Leonard Felix, CID Bio-Science

Brian Fleetwood, Heritage Bank

Joe Foggia, Christensen Shipyards, Ltd.

Keith Forrester, Kaiser Permanente

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Andrew Jones, PacTrust

Robert Knight, Clark College

Mark Lampton, Port of Camas-Washougal

Kimberly Leathley, PeaceHealth

Tim Leavitt, City of Vancouver

Lisa Lowe, Schwabe, Williamson & Wyatt

Mel Netzhammer, WSU Vancouver

Jeff Parker, Linear Technology

Jim Proulx, Harder Mechanical Contractors

Kathy Sego, Sego's Herb Farm

Jeanne Stewart, Clark County

Kevin Tapani, Tapani Inc.

Jane Van Dyke, Clark Public Utilities

Tracy Wilson, DeWils Industries

Brian Wolfe, Port of Vancouver

Casey Wyckoff, LSW Architects

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Eric Fuller, Eric Fuller & Associates

Lisa Goecke, Perkins & Co

John Marck, Sharp Microelectronics of the Americas



Meet the Team



Mike



Denise



Kimberly



Max

PresidentMike Bomar

Vice President,
Director of Business Recruitment and Expansion
Denise McCarty

Director of Communications and Strategic PartnershipsKimberly Pincheira

Business Development Manager
Max Ault

Senior Project Manager Elizabeth Scott

> Office Manager Susan Pagel

Fiscal Administrator
Kim Cheatley



Elizabeth



Susan



Kim



Mission and Goals

ACCELERATING BUSINESS GROWTH AND INNOVATION

• Our mission is to develop a strong, innovative Clark County, Washington business environment in collaboration with our private and public sector partners

ADO CONTRACT

- CREDC is the designated Associate Development Organization (ADO) for Clark County, charged with supporting and coordinating economic development related services to relocating and existing business in Clark County
 - CREDC is nearly complete with the current 2013-2015 biennial contract with the WA State Department of Commerce (expires June 30th, 2015)
- The team met or exceeded all 2014 goals set out in the ADO contract:
 - 128% of goal on business recruitment activities
 - 100% of goal on trade shows attended
 - 310% of goal on business retention/expansion activities
 - 104% of goal on business referrals to partners
 - 170% of goal on business start-up assistance
 - 100% of goal on lands for jobs activities



CREDC's Role

Job Opportunities

Accelerate Economic Impact Projects

Leverage Assets & Resources to Attract New Business

Prioritize Existing Business Needs & Challenges Preventing Growth

Convene Community Leaders from Public & Private Sector for Consensus



Target Industries & Clients





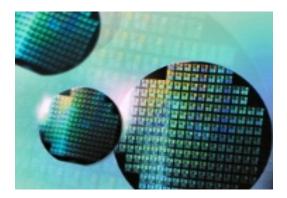
Technology Services
Technology Products
Wealth Management
Agricultural Processing
Logistics and Distribution







75 Annual Business Visits:





Advanced Technology/Manufacturing
Professional Services
Industrial Manufacturing
Wholesale/Distribution



Clark County Economic Development Plan

CREDC's scope of work is guided by the Clark County Economic Development Plan completed by TIP Strategies and ratified by the CREDC board of directors in 2011

STRATEGIC GOALS OUTLINED IN ECONOMIC DEVELOPMENT PLAN:

- Establish Clark County as a regional center of growth and innovation in the Information Technology sector
- 2. Greatly expand the economic development influence of WSUV and Clark College
- 3. Make Clark County a hub for international investment in the Pacific Northwest
- 4. Enhance business vitality through targeted recruitment, expansion, and entrepreneurship efforts
- 5. Invest in the infrastructure and amenities needed to attract new businesses and talent

WORK PLAN

INITIATIVES:

- 1. Business Growth
- 2. Business Recruitment& Expansion
- 3. Entrepreneurship & Innovation
- 4. Lands for Jobs & Infrastructure



2014 Year in Review





















2014 BUSINESS GROWTH OVERVIEW:

- Visited over **100** traded sector companies
- 11 growth and expansion wins across multiple sectors and varying stages of company maturity
- Assisted **5** new-to-market companies
- Provided first composites strategic planning and growth session
- Facilitated over \$100,000 in industry-specific use and deferral waivers for capital equipment and R&D expenditures from May through December











Case Study 1

TRAIL TECH

PROJECT OVERVIEW:

- Growing Battle Ground company involved in advanced manufacturing
- Manufactures telemetry and data readout products for direct global distribution
- Provides Original Equipment Manufacturer products for international Powersports giants including KTM Sportmotorcyle AG & Polaris
- Began permitting of 40,000 sf of expanded headquarters for 2015 in the City of Battle Ground

PROJECT IMPACTS:

- Expansion & addition of engineering and manufacturing jobs in North Clark County
- Product diversification into OEM automotive market globally
- Increased R&D and product innovation



WSU Vancouver Engineering - early stages of creating internship & project sharing program





Case Study 2

PROJECT OVERVIEW:



- Growing Clark County engineering solutions, critical clean, and materials application business expanding from 12,000 sf to 53,000 sf
- New facility to include dedicated engineering lab and LEAN certified floor plan and product flow
- Expanded production, maintenance, engineering, and R&D capacities for new & existing hi-tech clients
- Client-certified production and maintenance facilities and processes for expanded direct contracting services
- ISO9001 Certified Quality Management; forthcoming ITAR certification for defense contracting
- Expanded hiring of certified technical employees

PROJECT IMPACTS:

- Additional 55 FTE benefited employees in the next year
- Expanded and diversified local and international supply chains
- Large capital investment within the Vancouver Tech Campus
- Open and on-site engineering services for the regional hi-tech industry

PROJECT PARTNERS:

- WorkSource Vancouver
- Southwest Washington Workforce Development Council
- Pacific Northwest Defense Coalition



2014 Highlights

2014 BUSINESS RECRUITMENT & EXPANSION OVERVIEW:

- Assisted 9 companies with relocation to Clark County and 1 successful expansion project
- Upon completion these projects are anticipated to create:
 - •Over **\$140 million** in capital investment
 - •Over **1,300 jobs**













Case Study



PROJECT OVERVIEW:

- Relocating HQ from Portland to Vancouver in 2015/16
- 17-acre custom built campus in Columbia Tech Center

PROJECT IMPACTS:

- 560 employees to start
 - 670 projected by year 5 and 950 by year 15
- Average wages and benefits approximately \$125,000
- Estimated capital investment \$48-67 million in real property and \$10-14 million in personal property

PROJECT PARTNERS:

- City of Vancouver
- WA St Dept. of Commerce
- Greater Portland, Inc.
- WSUV

- Clark College
- Clark PUD
- ESD 112 Southwest WA Childcare Consortium
- Vancouver Public Schools
- Evergreen Public Schools
- PacTrust
- Landerholm





2014 Highlights

CLARK COUNTY PUBTALK:

Held 5 PubTalk networking events to accelerate entrepreneurial success in SW WA

BUSINESS GROWTH MAP ALLIANCE:

 Forged new partnership with WSUV to bring local small business and entrepreneurs together to learn from each other, local industry experts, and WSUV's business faculty to develop a strong collaborative and innovative business community

VANCOUVER TECH PROJECT

 Co-founded the Vancouver Tech Project (#vantechy) with Eric Preisz, CEO of Garage Games, an afterhours forum that brings together innovators in our local technology and coding community to network, contract, and collaborate

INNOVATION PARTNERSHIP ZONE

- Collaborated with the City of Vancouver to meet with over 25 applied digital technology companies to launch formal IPZ networking events to spur industry clustering and growth among our startup and growing tech firms
- Launched outreach to applied digital technology and manufacturing firms in the 192nd corridor



Case Study

PROJECT OVERVIEW:

- Growing downtown Vancouver applied tech startup focusing on mobile point of sale retail systems
- Innovating and pairing existing technology to provide tailored retail systems that can be used anywhere in the world, wirelessly
- Adidas and Reebok largest clients (sole provider of point of sale systems for merchandise at the CrossFit Games & Boston Marathon)
- Assisting with initial intellectual property rights, marketing, and funding strategy
- CREDC facilitating Angel investor networking and investment pitches

PROJECT IMPACTS:

- Connected with WSU Vancouver CMDC program, resulting in the funding of a "ShopBox fellow" for the fall 2014 semester
 - Paid student position to develop website and marketing campaign
- Referred and accepted into WSU Vancouver Business Growth Mentor Analysis Program for 2015





CO WHERE VALID HOTE





2014 Highlights

ADVOCACY & EDUCATION

 Ongoing efforts to ensure that improvements are made in the physical infrastructure, amenities, policies, and regulations required to support economic development in Clark County

2014 ACCOMPLISHMENTS

- Restructured the committee's subcommittees into a single working group: Pre-Permitting Subcommittee
- Worked on a transportation package with RTC and community partners
- Worked with cities and Clark County to prepare for comprehensive plan update to allow for more industrial land





EVENTS HIGHLIGHTING EDUCATION

- CREDC Q1 Education Panel focused on how to strengthen partnerships and opportunities for collaboration between education and the business community
 - Featured panel included WSUV, Clark College, Vancouver Public Schools, Evergreen Public Schools, SEH America
- Partnership on #nextchapter project, including keynote luncheon with Cathy Davidson
- Business Growth MAP Alliance

ONGOING EFFORTS TO PROMOTE EDUCATION

- Joint education/business connections for workplace learning/internships, R&D opportunities, business recruitment projects
 - Direct involvement of higher education in applied digital technology industry
 - Growing workforce pipeline that includes direct partnership with Washington State University Vancouver and Clark College
- Education boards/committees serving on:
 - Southwest WA STEM Network (Governance Board and Steering Committee), WSUV Alumni Advisory Board, WSUV Creative Media and Digital Culture Program Advisory Committee, Clark College Worker Retraining Advisory Committee, Vancouver Public Schools Management Task Force, Clark County Career and Technical Education General Advisory Committee

Regional Initiatives: JIAC Grant Project

JOBS AND INNOVATION ACCELERATOR CHALLENGE – CLEAN TECH ADVANCE PROJECT

- Goal: Grow clean tech supply chain in Southwest Washington
 - CREDC worked with over 20 manufacturers in 2014 to grow the clean tech supply chain in Southwest Washington
 - Contracted for clean tech database project to enable CREDC to track engagement with the clean tech sector and growth of the industry once completed
- Goal: Improve energy efficiency and energy savings for manufacturers
 - CREDC referred 11 companies to local utility providers for electricity, gas, and water savings opportunities
- Goal: Assist companies with getting clean tech products to market
 - CREDC and PDC finalized a contract with Intertek to provide product certifications for clean tech companies to ease the financial burden of getting new products to market. At least two Clark County companies have already expressed interest in pursuing the opportunity in 2015



Regional Initiatives: AMJIAC Grant Project

INNOVATIONS IN ADVANCED MATERIALS AND METALS MANUFACTURING PROJECT

- Goal: Grow regional manufacturing supply chain
 - PNDC, PDC, and Impact Washington held two supply chain events with over 100 participants in 2014
 - A follow-up seminar will be held in 2015 due to the overwhelming success
 - The grant's travel allotment offered CREDC the opportunity to attend two
 international trade shows to promote the region's diverse manufacturing and
 business supply chain opportunities Hannover Messe Industrial Trade Fair and the
 JEC Asia Composites Show and Conference
- Goal: Work with local universities to develop internship program
 - Two WSUV engineering students were given internships at regional businesses and two Clark County companies, Sunmodo (Vancouver) and CID Bioscience (Camas), both received two engineering and two business student interns
- Goal: Improve energy efficiency in manufacturing facilities
 - Two large-scale energy efficiency projects were completed at Kyocera Industrial Ceramics with technical assistance provided by Cascade Engineering through the Dept. of Energy portion of the grant
 - Two additional projects are expected to be completed in 2015 at AIG in Ridgefield



Regional Initiatives: CREDC Marketing Efforts

INDUSTRY MARKETING EVENTS

- Japan A Resurgence Worth Considering
 - Roundtable with Japan External Trade
 Organization and Portland MSA regional partners (Import-Export Opportunities)
- Japan Electric Vehicle Industry Roundtable
 - Japan External Trade Organization and Portland MSA regional partners
- Hannover Messe Industry Trade Show
- JEC Asia Composites Show and Conference



COMMUNICATIONS & MARKETING

- Website redesign to make it a better resource for new and existing companies
- Expanded newsletter and social media presence
 - Resource for investors and partners to share communications with broad network
- Collaboration with GPI on outbound recruiting and the Greater Portland 2020 Plan





We can help your business...



CREDC is your dedicated business concierge

Our mission is to develop a strong, innovative Clark County, Washington business environment in collaboration with our private and public sector partners. CREDC is your dedicated business concierge connecting you with resources to accelerate your business relocation, growth, and innovation.

The Year Ahead

CURRENT ACTIVITY

- Over **24** active Business Growth projects in the pipeline
- 17 active Recruitment and Expansion projects in the pipeline
 - Corporate Headquarters, Foreign Direct Investment, Bioscience / Life Science, Advanced Technology/ Manufacturing, Medical Service, IT Software
 - 1 Recruitment win already in 2015

INDUSTRY CONFERENCES

- P3C Public Private Partnership Conference Dallas TX
 - Jointly presenting with Ports of Camas-Washougal, Ridgefield, and Vancouver
- Paris Air Show
- JEC Europe Composites Show and Conference

EVENTS

- **Grow: Clark County** coming March, 2015: An exciting new networking and showcase forum for Clark County entrepreneurs
- Quarterly luncheons to focus on Public Private Partnerships, technology in education
- Continuation of Business Growth MAP Alliance
- Launch of new Business After School program connecting students and industry in partnership with SWWDC, Clark College, WSUV, GVCC, and Cowlitz partners
- Golf Classic July 24, 2015



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