

1 **Clatsop County Board of Commissioners**  
2 **Work Session**  
3 **April 28, 2010**  
4

5 Vice Chair John Raichl called the meeting to order at 5:02 p.m. in the Judge Guy Boyington  
6 Building, 857 Commercial St., Astoria, Oregon. Also present were Commissioners Patricia  
7 Roberts, Dirk Rohne and Dr. Robert Mushen. Chair Hazen was delayed, so didn't arrive until  
8 later in the work session.  
9

10 Staff Present:

11 Duane Cole County Manager  
12 Heather Reynolds County Counsel  
13

14 Work Session Topic:

15 Clatsop Economic Development Resources (CEDR) presentation  
16

17 Cole introduced CEDR Executive Director Rick Gardner and President Skip Hauke. Gardner  
18 reminded that it had been almost 2 years since they'd come to the Board and proposed creation  
19 of CEDR and asked for funding. At that time, it was established that they would return to the  
20 Board at the 2-year mark to outline their progress and see if the organization deserved future  
21 funding. He outlined their mission, goals and accomplishments of the past 2 years from a  
22 prepared presentation, a copy of which is on file at the County Manager's office. He reviewed  
23 the 25-member board of directors and bylaws. He said they aim for diversity when bringing  
24 members on. He feels they've successfully demonstrated their ability to work effectively across  
25 organizations, and he used their leadership in the National Oceanic and Atmospheric  
26 Administration fleet recruitment as well as facilitating the countywide economic stimulus project  
27 prioritization last year as examples. They've provided extensive training, business counseling  
28 and hope to expand their services to accessing financing, making it easier for businesses to  
29 access capital. Regarding financing, they've hosted meeting which served to connect businesses  
30 with loan sources.  
31

32 In their role as a provider of workforce training and acquisition service, they brought in about  
33 \$36,000 in training fund grants to our county to help 4 county businesses. Roberts asked what  
34 types of training was received, and Gardner said each training was geared at a specific business  
35 with a specific need. One criterion for the grant was family-living wages, and as a result, most  
36 of the companies that accessed this money were manufacturing oriented. Hauke added that  
37 Carruthers was saved by the training funds.  
38

39 Gardner talked about the financial crisis that occurred soon after they started, and said they  
40 provided seminars and resources to small businesses in the area addressing current challenges  
41 and issues. As just one example, Gardner said that when a survey revealed that local business  
42 owners were interested in learning Quickbooks, CEDR was able to provide training. They're  
43 working with ShoreBank, Clatsop Community College and OSU Extension Office to look at how  
44 to reopen the Seafood Center. The approach is to incorporate classes and programs, and they're  
45 optimistic. He said he's heard from many community members in Seaside that the Seafood

1 Center is an asset they'd like to preserve. Roberts asked if they'd considered renting it out as a  
2 certified kitchen, and he said yes.

3  
4 They're looking at a federally grant funded contracting program, which would certify 5 local  
5 contractors to provide weatherization to low-income renters and rentals, because the work is  
6 currently being provided by contractors from the Portland area. It is a collaborative effort in that  
7 Community Action Team lines up grants and provides training, Shorebank puts together loans so  
8 the contractors can get the necessary supplies, and CEDR comes in from a business standpoint.  
9

10 Mushen asked if any of the contractors work in the HUB Zone. Gardner said there is one zone in  
11 Seaside with hotels and homes that is not likely to provide federal contracting. The second area  
12 is near Tongue Point, which appeared to have more potential from the outset, but they learned  
13 that there is also a requirement that 35% of employees also live within the HUB Zone and they  
14 couldn't meet the qualification. Raichl asked if we would lose our current HUB Zones with the  
15 2010 census, and Gardner said he thought we would.

16  
17 Gardner advised that thirty years ago, the average wage was roughly 93% the average state  
18 wage, but now it has decreased by about 20%. Twenty years ago, the industry was  
19 manufacturing based, but now it is tourism/hospitality, so we've lost the higher wage jobs that  
20 help everything. We need to attract higher wage jobs to diversify the area.

21  
22 Gardner identified the top 20 businesses in the county, and reported they'd contacted 19 of those  
23 to offer assistance.

24  
25 One direction they're heading is developing a historical preservation cluster and leveraging the  
26 heritage, the history and the assets of our region, emphasizing restoration and creating an  
27 atmosphere that attracts people and ultimately businesses. The new college restoration program  
28 has helped to this end. They're on the verge of kicking off a craftsman guild based on historical  
29 preservation that will have 12 initial members. They're combining the guild with a website so  
30 they can begin marketing the region as an area offering expertise in craftsmanship. Hauke said  
31 they're trying a similar approach regarding the maritime industry.

32  
33 They're on verge of being able to offer to their commercial brokers "Zoom Prospector", an  
34 online database system specifically geared toward commercial real estate. They'll work with  
35 local brokers to populate the system, then users can put in the attributes of their available  
36 property (vacant land, retail space, etc.) then through queries, people can sort by attribute to see  
37 what is available. They're coordinating with Col-Pac to get it off the ground, and will provide  
38 the service free of charge. It will be geared toward those moving or starting a business.

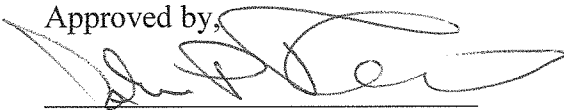
39  
40 They're currently working with staff to implement a plan for the North Coast Business with the  
41 strategy of attracting higher wage jobs, but what they don't have a lot of ready to use facilities to  
42 offer prospective businesses. They've also recently begun working with county staff to look at  
43 reinvestment opportunities for some enterprise zones in East County. They've had one session  
44 with the Westport community, and now they're actively trying to apply more substance to about  
45 5 specific proposals, most oriented towards economic development in that specific region. He  
46 thinks they'll have a strong grassroots belief in what is being accomplished.

1  
2 Raichl said he thought the county was characterized by industries that were seasonal and  
3 cyclical, and as a result we have an underutilized work force in the area with down periods, and  
4 he asked what could be done to help fill in the valleys of time when people were out of work.  
5 Gardner said he'd suggest looking into solutions like shared facilities and cooperative  
6 agreements that would lower operating costs based on seasonality, and his experience it's worth  
7 looking into, but also difficult. Hauke said he thinks people in our area are better trained to  
8 weather hard times, because they are accustomed to experiencing it every winter.

9  
10 While he thinks there are things they can do to broaden their strategy, he also thinks they've  
11 accomplished what they set out to do. He summarized that they are nearing the 2-year mark  
12 initially set, and said they'd like to have continued support and funding from the county. Raichl  
13 said he thought the Board supported their effort and would put the matter on the agenda for the  
14 regular meeting. Cole said he'd included CEDR fees in the upcoming budget documents, and  
15 that staff is also looking at CEDR becoming a contract agency for grant writing assistance.

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17 **Adjournment: 5:47**

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19 Approved by,

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22 John P. Raichl, Vice-Chairperson