

Annual Boards & Commission Dinner

ECONOMIC DEVELOPMENT COMMISSION

Economic Development Commission Members

Elena Uhing – City Council Liaison

| | | | |
|-----------------|------------------------|---------------------|----------------------------|
| Howard Sullivan | Chamber of Commerce | Steve Krautscheid | Tuality Healthcare |
| Mike Hundley | Chamber of Commerce | Jon-Michael Kowertz | Small Bus Dev Center |
| Lois Hornberger | Pacific University | Justin Norman | Woodfold Mfg. |
| Mike Mallery | Pacific University | Tim Budelman | Norris-Stevens CRE |
| John Hayes | FG School District | Guy Storms | Henningsen Cold Storage |
| Kelly Marks | PCC | Mike Henningsen Jr | Henningsen Cold Storage |
| Bruce McVean | New Season Foods | Zack Barrer | McMenamins |
| George Cress | FG Power & Light | Nicolette Kaestner | McMenamins |
| Eduardo Corona | Adelante Mujeres | Brian Wilbur | Pacific Insurance Partners |
| Tom Steele | Viasystems | Hope Kramer | Power Systems Plus, Inc. |
| John Schwan | Viasystems | Mark Nakajima | Citizen At Large/ACE Hdw |
| Mark Frandsen | Industrial Prop. Owner | Don Jones | Bank of the West |



Accomplishments

- Monthly Meeting & 3 Active Subcommittees
 - Tourism, Industrial/Infrastructure, & Small Business/Retention
- Marketing/Business Recruitment
 - Recruited new companies: Chaucer and Summit Foods now operating
 - Completed/Updated Four Local Business Success Profiles
 - Marketing with OPB Radio, Travel Oregon and Oregon Business Magazine
 - Regular Mailings to Portland metro area brokers
 - Recruited at Food Processing & Tourism Trade Shows, Farmers Market
 - Vacant site profiles listed on statewide Oregon Prospector & GPI database
- Small Business Development
 - Partnered with Small Business Development Center for business counseling
 - Small Business Initiative: Start-up guide, funding, counseling, training resources
 - Provided Small Business Management Training for 3 local businesses

Success Stories

BUSINESS SUCCESS STORIES

Sisters Fruit Co./ Summit Foods

Crisp, juicy apples. We nearly take them for granted in the orchard-rich Pacific Northwest. But for Mark Smith, the fruit offered a ripe opportunity for innovation. Already the founder of a successful industrial fruit processing company, Smith knew there had to be a better way to preserve apples than the oil-fried chips or pulpy dehydrated nuggets found on retailers' shelves. His "aha" moment came in 2013 – a unique drying process that maintains quality and taste – and Sisters Fruit Co. was born.

Named for his daughters, Hannah and Heidi, who are enthusiastic marketers of their product, the company's apple chip business posed another challenge, however. Smith's successful Summit Foods business was already outgrowing a second plant site acquired just five years earlier.

Fortunately, the company didn't have to look far for its third site.

In January 2014, Summit Foods moved into a 31,000-square-foot former water bottling site on B Street in Forest Grove. Given that land costs can be at a premium in the Portland metro area, the company was thrilled to find a reasonably priced, compatible building, says Jeff Schultz, Summit's Technical Director. Additionally, city staff was welcoming and supportive. With some renovation, the site now houses Sisters Fruit as well as additional Summit Foods production facilities, employing about 10 (plus or minus, depending on the season).

Besides the advantage of proximity to Summit's other two plants, the Forest Grove location offered several other benefits. Water and power are essential components to fruit processing, so the city's pristine water supply and reliable electrical network are major bonuses, Schultz says. Plus, the city's water and electricity rates are among the lowest in the area.

As a frequent shipper, Summit has found the city's transportation infrastructure more than adequate. "The streets are easy to navigate and the trucks have no problems finding us," says Schultz. "Public transportation access in Forest Grove is also a huge plus for our employees. The bus schedule and stop locations are perfect for our plant location."

Given the long legacy of agricultural processing in the area, the company sees itself as a "new wave" of ag processors setting up shop in Forest Grove and the surrounding area, Schultz says, and to be among a growing number of environmentally minded, community-oriented businesses locating here.



A place where business and families thrive.

For information about operating a business in Forest Grove, contact the Forest Grove Economic Development Partnership, (503) 992.3293 or (503) 357.3006, or email jkjg@forestgrove-or.gov



At a glance

Sisters Fruit Co. is the first retail brand for Summit Foods, an 18-year-old Washington County fruit processor with additional plants in North Plains and Cornelius. Summit was established when food scientist Mark Smith developed a proprietary drying process that stabilizes and enhances fruit for the baking industry. Nearly two decades later, the company now supplies bakeries and snack food manufacturers nationwide with its uniquely processed fruits and berries.

Through the new Sisters Fruit brand, the company now also produces bags of crisp Red Delicious and cinnamon apple chips that are fat and preservative-free. In the first 12 months of sales, the product has expanded into nearly two dozen stores, including New Seasons markets and other gourmet retailers in the Portland metro area. (Orders are also taken through the Sisters Fruit website.)

In addition to the Summit Foods/Sisters Fruit primary products, both companies provide raw material for a third Smith endeavor – Summit Natural Energy – which converts the plants' waste fruit juice (and ag waste from other sources) into ethanol. "Thunderbolt" fuel is sold to local race car enthusiasts.

**SISTERS FRUIT CO./
SUMMIT FOODS**
1940 B Street
Forest Grove, OR 97116
tel. (503) 992.1557
www.sistersfruitco.com

BUSINESS SUCCESS STORIES

Viasystems

In the late 1970s, with demand for printed circuit boards (PCBs) climbing steadily, the grandfather of Washington County's electronics industry, Tektronix, had growing pains. As a result, it relocated its PCB division to nearby Forest Grove – the western edge of what would become the Northwest's "Silicon Forest" cluster of high-tech companies.

Using the latest technology, the company developed 250,000 square feet of manufacturing and 60,000 square feet of office space on a pristine 75-acre campus off Highway 47, taking residence in 1981. By 1994, when PCB technology and demand was making meteoric leaps, the company went public and Merix was created. In the following decade it would add facilities in the U.S. and Asia, tripling its workforce and manufacturing space, before merging in 2010 with Viasystems.

The local power company provides reliable... service that's vital to high-tech manufacturers like us.

Viasystems' Forest Grove site produces technologically advanced PCBs for use in a diverse range of products, including telecommunications, medical, military and defense equipment, as well as automotive and consumer electronics.

With a sizable campus that houses up to 1,200 employees, Viasystems depends heavily on Forest Grove utilities and public services. "The local power company provides reliable and cost effective electricity and responsive customer service," says General Manager Tom Steele. "That's vital to high-tech manufacturers like us." Equally crucial is the assistance provided by the local fire department to assure Viasystems' facilities meet rigorous standards of health and safety for employees, he says.

The company attracts many of its highly-skilled employees from the local community, while others are drawn from the rest of the Portland metropolitan area. A number of Viasystems managers live in Forest Grove because of the quality of life it has to offer.

Viasystems prides itself on being an engaged part of this vibrant small town. With staff serving on the board of the local chamber of commerce and on the Forest Grove Economic Development Commission (EDC), the company remains dedicated to the needs and growth of local commerce, says Marilyn Stowers of Viasystems' Staff Administration. And through donations and volunteer work, it supports a variety of events to showcase the many special traits of Forest Grove.



At a glance

Based in St. Louis, Missouri, Viasystems Group, Inc., is a leading global manufacturer of printed circuit boards (PCBs) and provider of an extensive range of related products, including backplane assemblies, cabinets and enclosures, racks, and more. By acquiring Forest Grove-based Merix in 2010, the company was able to further diversify its served markets and customer base, expanding its manufacturing footprint in China and acquiring specialized PCB "quick turn" capacity in the U.S.

More recently, the acquisition in 2012 of DDI Global allowed Viasystems to dramatically expand its manufacturing capabilities. In total, Viasystems now operates 12 dedicated PCB facilities in North America and Asia, leveraging both leading edge technology and high volume capacity locations to provide customers with an array of products and possibilities. Through its Electro-Mechanical Solutions division, it also operates three dedicated manufacturing locations in Asia and Mexico. Viasystems' quality products can be found in telecommunications, medical (e.g., CT, MRI), military and defense equipment, as well as automotive and consumer electronics. The company employs 14,000 worldwide.

VIASYSTEMS
1521 Poplar Lane
Forest Grove, OR 97116
tel. (503) 359.9300
www.viasystems.com



A place where business and families thrive.

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Accomplishments

- Resource Programs & Network Building
 - Viasystems Plant Tour & Product update
 - Presentation and Discussion with four major Forest Grove companies
 - Presentation on Portland Community College programs/resources
 - Presentations & Discussion with Elected Officials, Clean Water Services, Westside Economic Alliance and Pacific University Business School
- Business Tools & Incentives
 - Extended Business Incentive Program which reduces costs for businesses that occupy vacant space
 - Enabled 8 companies to expand or locate in Forest Grove through use of Enterprise Zone (3) and Business Incentive Program (6)
 - Participated in Establishment of Urban Renewal District

Accomplishments

City of Forest Grove Local Dining & Wine Bars

2014



FOREST GROVE
Where Oregon pinot was born

■ Tourism Development

- Maintained Tourism Stakeholder Committee
- Distributed Tourism Brochure throughout state
- Developed Dining Guide
- Initiated Farms, Food & Drink Promotion Project

■ Recommendations to Council on Economic Issues/Ordinances

- Times Litho Redevelopment
- Urban Renewal
- Business Incentive Program for Vacant buildings

2015 Goals

CITY OF FOREST GROVE
ECONOMIC DEVELOPMENT COMMISSION
STRATEGIC PLAN 2015-18



- Business Recruitment Marketing
- Complete EDC Strategic Plan/Mission Statement Update
- Initiatives to support Small Business & New Start-ups
- Tourism Development
- Networking & Coordination w/Public Entities & Businesses
- Support Re-Use/Redevelopment of Times Litho site