



# DOUGLAS COUNTY INDUSTRIAL DEVELOPMENT BOARD

522 SE Washington Ave. Suite 111A  
Roseburg, Oregon 97470  
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## Minutes

February 16, 2016

10:30-11:30

Room 311

Douglas County Courthouse  
1036 SE Douglas  
Roseburg, OR 97470

### I. **Welcome & introductions**

Dave Sabala called the meeting to order and announced a quorum is present. Dave announced Alex Campbell with the Partnership has taken a new job at the governor's office as the regional solutions coordinator for the southern region. He said the Partnership's Board has replaced Alex with Wayne Patterson who has an extensive background in private economic development. He said Wayne has already started; there will be a week overlap. Dave invited the IDB and guests to Alex's going away reception from 3:30 to 6:30pm at the Brix Banquet room.

Attendees introduced themselves, see attachment A.

### II. **Approval of Minutes – January 19, 2016 meeting**

Stephen Mountainspring made a motion to approve the minutes of the January 19, 2016 meeting as presented. Melony Marsh seconded. The motion carried.

### III. **New Business:**

#### **A. Officer Elections**

Dave explained the Nominating Committee consisting of Kelly Morgan, Alex Palm and Dave Sabala met and nominate Alex Palm as Chair/President and Melony Marsh as Vice Chair/President of the IDB. Dave asked if there were any other nominations. None were forthcoming.

Stephen Mountainspring made a motion to nominate and appoint Alex Palm as Chair/President of the IDB and Melony Marsh as Vice Chair/President of the IDB. Lauren Young seconded. The motion carried.

#### **B. Possible Retention/Expansion Projects**

Alex explained there are two retention/expansion projects and wanted to see what the consensus is of the IDB regarding moving forward.

Alex said the first is M&D Enterprises purchased the Sonoco Wire Reel Plant in Oakland 6 or 7 years ago. He explained the owner has built up the business and developed new customers after their main customer, Alcan Cable closed. Their primary customer now, Carris, who they've been working with for several years, distributes transmission wire and is based out of Central California. To cut transportation costs and do more of the labor here in Douglas County, M&D bought some equipment last year with a loan through Business Oregon and hired a couple more employees. Carris approached M&D and are ready to move more of their operation up to Douglas County. They've given M&D a couple pieces of equipment and he's been on the lookout for additional equipment. Alex said there is a \$21K gap in the project. Unfortunately M&D was defrauded by their bookkeeper and are with Wicks Emmett in the process of cleaning that up. Due to this he is not in as good of a cash flow situation as he'd hoped to be when Carris approached with the deal. The project would bring 5-6 new employees immediately and possibly 2-3 shifts within a year with 5-15 new jobs

long term. Alex stated the Partnership is willing to contribute \$11K and would request \$10K from the IDB. Discussion regarding possible loan agreement terms ensued.

It was a consensus of the IDB they were in support of this project.

Alex said the second is Terra Firma, a company that installs foundation repair systems and water proofing. Their headquarters is in Roseburg and they have another facility in Tualatin. They've experienced 35-40% growth per year, up to about 100 employees in Oregon, 40 of those based out of Roseburg. They've outgrown their space at the headquarters and own property within Roseburg and think it is a logical location to build a larger facility; 15K square foot of office and 15K square foot of warehouse. Alex said he and Dave sat down with Ryan with Terra Firma and they were interested in differentials in terms of incentives for locating the project here and Tualatin; Enterprise Zone abatements, Oregon Investment Advantage, work force training, OJT program similar to what was done for North River Boats.

Dave Sabala stated there are funds available in the budget for on the job training programs.

Melony Marsh asked who would administer this program. Alex Campbell responded Umpqua Training & Employment. He stated it is similar to the on the job training program for North River Boats.

Melony Marsh stated this type of business is solid and there is a definite need for our County.

Alex Campbell explained this typically would be an 8-10 week training period and the \$20K would support 10-15 trainees for that period.

Dave Sabala said he supports this project.

Melony Marsh stated she supports this idea.

Lauren Young asked if there are 40 employees locally now. Dave Sabala responded yes, and stated there are 100 in Oregon.

Stephen Mountainspring asked if this would support employees here in Douglas County. Alex responded yes.

Alex stated he is primarily thinking of the on the job training done for North River. The company and support would be approximately the same for Terra Firma.

Discussion ensued.

It was a consensus of the IDB they were in support of this project.

### **C. Revise & Extend Realtor Contract for South Umpqua Valley Industrial Park**

Alex Campbell explained the realtor contracted to market a portion of the South Umpqua Valley Industrial Park expired March 1, 2014. The property is 5.5 acres due south of the Winco and Thuro-Built property on the East side of the South Umpqua Valley Industrial Park. An informal RFP was done and the realtor was contracted with the terms of \$2500 flat fee for listing and 3.5% selling agent fee. The realtor, Kevin Reid, experienced in agriculture industrial property, has been working on it for a number of years and the County continues to get a great deal on his time. He said the specific project Kevin is working on is for cold storage for berries and possibly a cold storage facility related to the wine industry. Alex told Kevin 6 months after the contract expired not to worry about the contract, if he brought a deal he would pay him \$2500 out of the Partnership Budget. Now that Alex is leaving he stated he doesn't want to leave with a handshake agreement he made and asked

what the appropriate action would be since the contract is expired; can we extend the contract agreement, is another search required.

Paul Meyer explained the County does not have to do a request for proposal for realtor services but it is always a desire to hire competitively.

Lauren Young made a motion to recommend to the County Commissioners to extend the realtor contract for the South Umpqua Valley Industrial Park. Melony Marsh seconded.

Discussion ensued.

Dave called the question. The motion passed unanimously.

**IV. Unfinished Business/Reports**

**A. Oak Creek Industrial Park Possible Sale Update**

Alex Campbell gave an update on the Oak Creek Industrial Park Possible Sale. He said the IDB expressed support in moving forward with the sale at \$40K per acre to Tank Parish with Key Line Construction and wanted to consider including the mitigation site in the sale. He stated the Department of State Lands clarified there was no change in the County’s obligation to maintain the mitigation site regardless if there was a change in ownership and does not benefit the County to include the mitigation site with the sale. He said a pre-app has been done with the County Planning Department and he plans to submit two boundary line adjustments. He explained it is a 45 day process and puts it in the right timeline to get the application in prior to the wetland delineation which expires this spring.

**V. Open Discussion**

Melony Marsh requested a letter of support from the IDB for the Senior Center capital campaign. *Staff was directed to draft the documents.*

**VI. Adjourn DCIDB Business Meeting**

Respectfully submitted,

Douglas County Industrial Development Board

Copy with signatures on file

Copy with signatures on file

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Brandi Whelchel, Staff

\_\_\_\_\_  
President/Vice President

## **Attachment A**

**A recording of the meeting is available at the CCD office, 522 SE Washington Suite 111A, Roseburg, Oregon.**

### **The following DCIDB members attended the meeting:**

Dave Sabala, Lauren Young, Bob Ragon, Melony Marsh, Charmaine Vitek and Steve Mountainspring

### **The following DCIDB Ex-officio members attended the meeting:**

Robb Paul, Sean Negherbon, and Kristi Gilbert

### **County Representatives:**

Chris Boice, Commissioner; Paul Meyer, County Counsel

### **Staff:**

Alex Campbell, The Partnership for Economic Development; Wayne Patteron, The Partnership for Economic Development; Satania Korpi, CCD Staff; Eileen Ophus, CCD Staff; Tracy Loomis, CCD Staff and Brandi Whelchel, CCD Staff

### **Ad Hoc Committee Members:**

Barry Robinson, Lauren Young, Alex Palm, Dave Sabala and Melony Marsh,

### **Guests:**

Loran Waldron, Land and Water Environmental Services, Inc.