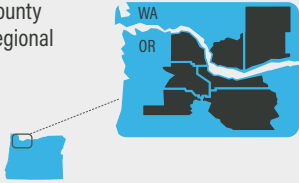


Local, Regional and State Economic Development Roles



Scope	Statewide focus with programs to support public infrastructure finance, business finance and traded sector business growth 	Focus on 7 county region and regional coordination 	Primary focus on City of Portland; some interaction with regional firms 	
Annual Budget & Staff	6 business development FTE focused on 3-county region; RDO, Trade, Recruitment and other SMEs 	\$1.5M 3 business development FTE 	 \$2.7M Operating (General Fund) \$4.5M Financial Assistance (TIF, non-TIF) \$7.2M 8 business development FTE on Business Advancement Team + other SMEs 	Example Partner Organizations
Retention / Expansion	Business visits targeting Oregon traded sector companies Direct and referral assistance	Coordinate intra-region retention/expansion projects Additional support as needed or upon request	350+ annual business visits to traded sector companies Direct and referral assistance	Port of Portland Worksystems
Recruitment	Coordinate statewide response to recruitment RFPs Coordinate out-bound recruitment trips to trade shows Proactive business recruitment Limited discretionary incentive funding (SRF) to support job creation investments	Coordinate and track regional responses to business recruitment projects Attend trade shows, expos, conferences, and events serving regional recruitment goals Organize inbound familiarization tours for site selection consultants Plan and execute market visits for business executives and active projects Build and maintain relationships with real estate professionals, tenant representatives, and consultants	Coordinate City response to recruitment RFPs Proactive business recruitment Recruitment RFPs Coordinate site or property tours	Real Estate Brokers Utilities
Industry Initiatives	Semiconductor industrial lands loan program; Oregon CHIPS program; Small Business Sustainability Fund grants (target, traded sector gap funding); Oregon Manufacturing Extension Partnership subsidy (traded sector outside UGB); OTPP Export Assistance (traded sector industry); Business Retention Services TA Grant (traded sector industry) Sales & Market Access, Talent, Mentoring, Capital, Networking	Industry advocacy via workgroups and task forces Lead or support growth of industry clusters as identified in the CEDS	Lead cluster programming to support growth of City priority clusters as identified in Advance Portland	Technology Assn of Oregon Oregon Manufacturing Extension Partnership Traded Sector Companies
Entrepreneurship & Innovation	SBIR/STTR matching grants Regional Innovation Hubs grants Centers of Innovation Excellence grants (CIE) Commercialization Gap Fund	Lead or support growth of entrepreneurship and innovation as identified in the CEDS	Industry-specific entrepreneurship programming as identified in Advance Portland Office of Small Business Entrepreneurship & Community Economic Development programming	Inclusive Business Resource Network Partners
Exports	Organize international trips to trade shows and conferences Manage state-level trade agreements and partnerships Manage state trade representatives overseas	Convene Greater Portland Global regional partners	Implement Portland International Trade Strategy for Portland businesses Provide direct export assistance to Portland businesses	US Commercial Service JASO Port of Portland World Oregon
Foreign Direct Investment	Organize targeted foreign business recruitments Manage state trade representatives overseas	Lead a regional soft-landing program (Soft Land Portland) to attract FDI Host international delegations and businesses Build and maintain relationships with foreign consulates	Lead City Foreign Direct Investment Opportunities	Port of Portland JASO World Oregon
Financial Assistance	Various tax incentives and loan products Infrastructure Finance Authority OMEP Grants for rural areas	N/A	Portland Enterprise Zone Tenant improvement and working capital loans Tenant improvement grants Business Loan Programs OMEP Grants	Private lenders Craft3
Marketing & Branding	Biz.Oregon.gov Earned media outreach on behalf of state Feature industry stories, press releases	Industry marketing campaigns and direct business outreach Paid digital advertising and earned media Media partnerships Strategic public relations Familiarization tours Search engine optimization	Social and earned media Prosper Portland website: Prosperportland.us/BAT Industry-specific websites	Travel Portland