



## **DOUGLAS COUNTY INDUSTRIAL DEVELOPMENT BOARD**

744 S.E. Rose Street - Roseburg, Oregon 97470  
(541) 672-6728 Fax (541) 672-7011

### **Douglas County Industrial Development Board (DCIDB)**

#### **Meeting Minutes**

**March 16, 2010**

**Douglas County Courthouse**

**Room 310**

**1036 SE Douglas**

**Roseburg, OR 97470**

#### **Welcome**

Norm Gershon called the meeting to order. Please refer to Attachment A for the list of members and guests that attended the meeting.

#### **New Business**

##### **Approval of Minutes**

Norm asked if there were changes or corrections for the February 16, 2010 minutes. None were forthcoming.

Norm requested a motion to approve the minutes of the February 16, 2010 Board meeting. Gary Waggoner moved to approve the minutes. Perry Murray seconded. The motion passed unanimously.

##### **Chabin Targeted Industry Analysis and County Strategic Development Plan Update Funding Request**

Helga Conrad of the Partnership explained that the existing Douglas County Strategic Development Plan was 10 years old and needed to be updated to help the County target economic development plans. She explained that the Partnership had sought an RFP for updating the economic development section of the strategy plan.

She explained that, after reviewing the RFP's and interviewing references, Chabin Enterprises had presented the best scope of work and demonstrated knowledge of the area. Helga explained that the contract for updating the Economic Development Strategic plan would be \$25,000 and asked the DCIDB to partner with her by funding \$12,500 of the cost of the update.

Discussion ensued. Helga explained that the focus of the update would be to identify emerging sectors of industry to strengthen, expand and diversify the Douglas County economy. She explained that the focus would be industrial type growth that would bring new dollars to the area.

Ron Doan motioned that the IDB recommend to the Commissioners that the IDB support the project by contributing \$12,500. Dave Sabala seconded the motion.

Discussion regarding the economic development groups to be involved ensued. It was determined that Good Governance, RATT and other groups would definitely be included in the appropriate portions of the process.

Norm called the question. The motion passed unanimously.

### **Qualified Lead Generation Funding Request**

Helga explained that a new process was developing in the economic development process. This process is qualified lead generation. The goal of the process is to use an independent third party that will identify y and areas strengths and then match companies that are expanding or moving, and have the capital to do so, with the economic development person.

Helga discussed the proposals she had received during her RFP process and explained that Research On Investment (ROI) had the best referrals and proposal. She explained that this project would platform well with the economic strategy update to maximize the potential benefits of both projects.

Helga explained that the initial contract would be for 15 guaranteed leads for \$18,000 and explained that this would be a “test drive” of the benefits of adding this tool to the economic development process. She asked the IDB to support the project by providing \$9,000 funding for the contract.

Discussion regarding timing and what a qualified lead represented ensued.

Lynn Herbert made a motion that the IDB support this project with a \$9,000 commitment of DCIDB funds for the pilot project and that they use ROI. Gary Waggoner seconded. The motion passed unanimously.

### **IDB Expenditure Committee Recommendations**

Perry Murray presented the recommendations of the Expenditure Committee for a total \$882,700 for FY2010-2011.

He explained that the IDB had committed \$150,000 to support the Airport Expansion Project and had \$575,000 in planned Industrial Park Improvements. He said that there was an anticipated \$225,000 grant that would offset a portion of the Industrial Park expenses.

Discussion of the industrial park projects leading to shovel ready sites ensued.

Ron Doan asked Susan Morgan if this was a realistic budget. Susan explained that funding for economic development is an exclusive item and not embedded in the Safety Net program.

Ron Doan motioned that the IDB approve the \$882,700 budget. Lauren Young seconded the motion. The motion passed unanimously.

## **Reports**

### **Avista Capacity – Kris Ransom, Avista**

Norm Gershon introduced Kris Ransom of Avista Utilities.

Kris gave a presentation discussing natural gas capacity and limitations that affect industrial development in Roseburg, Douglas County and the State of Oregon. She explained that some of the restrictions involve regulations, some are related to gas availability and some are determined by pipe size and capacity. She said that, in Oregon, the current set up meant that it was not possible to guarantee no “delivery interruption” during peak demand times and inclement weather.

**Discussion**

Norm announced that IDB would no longer be providing lunch for its members and that Tania would be contacting members to determine a new time to meet.

**Adjournment**

There being no further business, the meeting adjourned.

Respectfully submitted,

Douglas County Industrial Development Board

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Tania Korpi,  
Staff

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Norm Gershon, President

## **Attachment A**

### **A Tape Of The Meeting Is Available At The CCD Office.**

#### **The following is the list of DCIDB members who attended the meeting:**

Norm Gershon, Lauren Young, Lynn Herbert, Gary Waggoner, Dave Sabala, Kelly Morgan, Perry Murray

#### **The following is the list of attending DCIDB Ex-officio members:**

Eric Swanson, Robb Paul, Charmaine Vitek, Aaron Cubic, Betty Stanfill, Paul Mather, Carl Patenode, Scott Somers

#### **County Representatives:**

Commissioner Susan Morgan

#### **Staff:**

Tania Korpi, CCD; Tracy Loomis, CCD; Helga Conrad, The Partnership; Liz Thomason, The Partnership;

#### **Guests:**

Kris Ransom, Avista; John Ayer; Mickey Beach, Umpqua CDC; Steve Vincent, Avista