

W. 7. b.

Memorandum Date: October 22, 2008

Board Order Date: November 5, 2008

TO: Board of County Commissioners

DEPARTMENT: CAO/Economic Development Standing Committee

PRESENTED BY: Mike McKenzie-Bahr, Community and Economic Development Coordinator

AGENDA ITEM TITLE: ORDER/IN THE MATTER OF AWARDING CONTRACTS FOR STRATEGIC INVESTMENT PROJECTS SELECTED THROUGH THE 2008 ECONOMIC DEVELOPMENT RFP INITIAL PROPOSAL CYCLE AND AUTHORIZING THE COUNTY ADMINISTRATOR TO SIGN PROJECT CONTRACTS

I. MOTION

Move to award video lottery contracts to the following companies and authorize the County Administrator to sign project contracts:

Board Order - Option 1 list of companies:

- Earth Lab dba Wise Woman Herbals: \$45,300
- Beau Delicious! International, LLC (BDI) dba Café Yumm!: \$63,272
- Emerald Valley High Performance Enterprise Consortium, Inc.: \$50,000

Board Order - Option 2 list of companies:

- Earth Lab dba Wise Woman Herbals: \$45,300
- Beau Delicious! International, LLC (BDI) dba Café Yumm!: \$63,272
- Emerald Valley High Performance Enterprise Consortium, Inc.: \$50,000
- Arma International, Inc for \$20,000
- Oakridge Upbeat for \$31,000

II. AGENDA ITEM SUMMARY

The Lane County Economic Development Standing Committee (EDSC) has completed reviewing and ranking proposals received in the 2008-09 Economic Development Request for Proposal Initial Proposal Cycle.

The EDSC has made the following recommendations regarding the spending of video lottery funds:

- 1) Allocate \$45,300 from FY08-09 economic development strategic investment funds to Earth Lab dba Wise Woman Herbals, for the creation of 5 new jobs;
- 2) Allocate \$63,272 from FY08-09 economic development strategic investment funds to Beau Delicious! International, LLC (BDI) dba Café Yumm! for the creation of 8 new jobs;
- 3) Allocate \$50,000 from FY08-09 economic development strategic investment funds to Emerald Valley High Performance Enterprise Consortium, Inc. to train 12 to 20 local businesses.

The total amount of video lottery funds the EDSC is recommending for award is \$158,572.

As per Lane county Manual 4.110, 2 (e), "Allocations shall be made by the Board upon the advice of the Economic Development Standing Committee, after review and comment by the Lane Economic Committee.

The Lane Economic Committee (LEC) also recommended the above three projects for funding. In addition they recommended two other projects:

- 4) Allocate \$20,000 from FY08-09 economic development strategic investment funds to Arma International, for the creation of 3 new jobs;
- 5) Allocate \$31,000 from FY08-09 economic development strategic investment funds to Oakridge UPBEAT to work with 10 local businesses.

The total amount of video lottery funds the LEC is recommending for award is \$209,572

The total amount of video lottery funding currently available is \$1,200,000, comprised of \$200,000 in the strategic investment fund and \$1,000,000 in the strategic opportunity reserve fund.

Under the Initial Proposal Cycle RFP rules, the strategic investment funds are initially allocated in the following categories of development in these amounts: Business Development, \$100,000; Workforce Development, \$100,000. In addition, the strategic opportunity reserve account funds may be awarded at anytime in fiscal year 2008-09. Funds in the strategic opportunity reserve account, and any strategic investment funds not awarded in the initial proposal cycle, may be awarded in the upcoming Open Proposal Cycle, if the Board so wishes. (The Open Proposal Cycle will begin once the awarding of funds is completed in this cycle).

III. BACKGROUND/IMPLICATIONS OF ACTION

A. Board Action and Other History

Each year, the Board of Commissioners makes video lottery funds available through the Strategic Investment fund for job creation and work force development projects.

On July 6, 2008, the Economic Development Standing Committee to the Board of Commissioners released a request for proposals (RFP) to implement the Economic Development Strategic Investment Program, as described in Lane Manual Chapter 4.110(2).

The RFP includes instructions on how the money is to be used, how to prepare a project application, how project applications will be scored and how to file a protest to the RFP procedures.

Outreach was undertaken to notify local businesses and organizations about the available funding. Outreach included direct contact to more than 50 local organizations, press releases that generated at least two newspaper stories, information on the county web site and notices in the Register Guard. There was an information session held in August at the County Public Service Building.

The county received 7 project proposals requesting a total of \$594,606.

- Earth Lab dba Wise Woman Herbals: \$45,300,
- Beau Delicious! International, LLC (BDI) dba Café Yumm!: \$63,272
- Emerald Valley High Performance Enterprise Consortium, Inc.: \$50,000
- Arma International, Inc for \$20,000
- Oakridge Upbeat for \$31,000
- Feeney Wireless: \$244,000
- Alliance Housing: \$78,760

The projects proposals were reviewed by the EDSC, leading to three of the projects receiving funding recommendations:

- Earth Lab dba Wise Woman Herbals: \$45,300,
- Beau Delicious! International, LLC (BDI) dba Café Yumm!: \$63,272
- Emerald Valley High Performance Enterprise Consortium, Inc.: \$50,000

The EDSC's recommendations were reviewed by the Lane Economic Committee as per Video Lottery Policy in Lane Manual. The LEC agreed with the EDSC's recommendations. In addition, the LEC voted to recommend to the BCC that two other projects receive funding, as follows:

- Arma International, Inc for \$20,000
- Oakridge Upbeat for \$31,000

If the Board chose to fund the five projects as recommended by the LEC, the total award amount would be \$209,572

B. Policy Issues

The Board has the following policy issues to consider:

- 1) Where all of the projects scored fairly and in an unbiased manner? And if not, should just the two projects that protested, or should all projects, be reconsidered?
- 2) Should all of the projects be funded as recommended by the EDSC?

C. Board Goals

The awarding of video lottery funds for job creation and training meet the Board's goal to "Work for a strong regional economy to expand the number of family-wage jobs available in Lane County."

D. Financial and/or Resource Considerations

The total amount of video lottery funding currently available is \$1,200,000, comprised of \$200,000 in the strategic investment fund and \$1,000,000 in the strategic opportunity reserve fund.

If the Board of Commissioners chooses to fund the projects in this agenda item, as recommended by the EDSC, it would leave \$41,428 in the strategic investment fund and \$1,000,000 in the strategic opportunity reserve fund.

If the Board of Commissioners chooses to fund the projects in this agenda item, as recommended by the LEC, it would leave \$0 in the strategic investment fund and \$990,000 in the strategic opportunity reserve fund.

E. Analysis

This section is divided into two categories: 1) Summary of EDSC Recommended Projects and 2) LEC additional recommendations.

Summary of EDSC Recommended Projects

The County received a lot of good project applications. Some clearly met the goals of the funds better as evidenced by the scorers' recommendations.

The EDSC scored the projects in nine different categories:

- 1) Addresses Lane County Strategic Plan economic development goals (30points)
- 2) Increases work readiness (15 points)
- 3) Readiness to proceed (15 points)
- 4) Opportunities for future development (15 points)
- 5) Leverage of other funds (15 points)
- 6) Partnerships (10 points)
- 7) Budget presentation (10 points)
- 8) Audit and accounting adequacy (10 points)
- 9) Promotes sustainable use of resources and energy (10 points)

Proposals were rated and ranked against other proposals submitted in the same category. A project had to receive at least 104 points (80% of the 130 points possible) to be considered for a funding recommendation.

Three projects met the 104 points/ 80% threshold: Earth Lab dba Wise Woman Herbals, Beau Delicious! International, LLC (BDI) dba Café Yumm! and Emerald Valley High Performance Enterprise Consortium, Inc.

Proposal Title / Organization	Amount Recommended for funding	POINTS	Job Impact
Earth Lab dba Wise Woman Herbals	\$45,300	112	3-5

Wise Woman Herbals is preparing to produce a complete line of over the counter drugs, suppositories, salves, drops, and spray compounds. It is not possible to manufacture these products unless they are manufactured in an FDA pharmaceutical regulated facility. This grant represents the opportunity for them to purchase equipment and improve their manufacturing facility.

Upon completion of this project and FDA approval, this will improve Lane County's employment factors by the addition of 3 to 5 jobs and retention of family wage jobs in rural Creswell, Oregon. The present jobs are in the Life Technologies industry cluster, along with partner businesses in small farming and the Natural Resources Cluster.

Wise Woman Herbals' total grant amount request is \$45,300. Their company match is \$169,466. Wise Woman Herbals operates its facilities and organization

devoted to sustainable methods and principles. The product lines for OTC (over the counter) products are designed for efficient use of resources.

Proposal Title / Organization	Amount Recommended for funding	POINTS	Job Impact
Beau Delicious! International, LLC (BDI) dba Café Yumm!	\$63,272	107	8-12

Grant funding will cover the purchase and installation of new equipment and construction costs related to the expansion of centrally located, downtown warehouse facilities.

Café Yumm! expects to create 8-12 full time positions directly related to this area of growth over the next four years. This project will secondarily benefit additional job growth in other areas of their operations. As part of workforce development, B.D.I. LLC will train current employees for advancement opportunities and new employees for newly created entry level jobs.

Café Yumm!'s total grant amount request is \$63,272. Their company match is \$282,590. This project encourages business growth and investment in a traded-sector industry business (natural resources – natural foods).

Proposal Title / Organization	Amount Recommended for funding	POINTS	Job Impact
Emerald Valley High Performance Enterprise Consortium, Inc.	\$50,000	105.75	22

This project supports the Lane County Strategic Plan goals by providing workforce development that contributes to a strong regional economy, retains, and expands family wage jobs. The project will provide training in Lean and High Performance Manufacturing/Training within Industry: Job Skills Coaching, and Train the Trainer to workers in a consortium of local manufacturers.

By supporting the consortium companies to be globally competitive through workforce training, the businesses will retain jobs and expand by twenty-two (22)

family wage jobs. The project will be a strategic investment in traded sector manufacturers that represent diversified and targeted industry clusters.

Emerald Valley High Performance Consortium's total grant amount request is \$50,000. Their company match is \$104,587. The project will connect and link a rural area of the County (Junction City & Country Coach) to the metropolitan area (the other consortium members) through the flow of innovation and best practices in lean/high performance workforce development.

LEC additional project recommendations:

As per Lane county Manual 4.110, 2 (e), "Allocations shall be made by the Board upon the advice of the Economic Development Standing Committee, after review and comment by the Lane Economic Committee.

The projects proposals were reviewed by a subcommittee of the LEC on October 3, 2008. The subcommittee used the following criteria to judge projects:

- 1) **Potential Economic Impact** – How many jobs will be created or workers trained? What is the quality of the jobs? Are there other ancillary economic benefits for the County?
- 2) **Likelihood of Success** – Does the applicant have the experience to achieve the goals of the application? Are there other factors which may impact the applicant's ability to achieve the goals of the application?
- 3) **Need for Lane County Funds** – Are funds available from other sources such as conventional bank financing or venture capital? Are funds from Lane County critical to the success of the proposed project?
- 4) **Importance to the Community** – Will the project provide an economic stimulus to an economically distressed community or target population? Will the project help the County to achieve community goals?

As mentioned above the subcommittee agreed with the EDSC on recommending funding for three projects and, in addition, recommended funding for two other projects.

Arma International, Inc.: \$20,000 and Oakridge UPBEAT: for \$31,000 (1 year funding) of the \$93,274 (3 years funding) requested.

The subcommittee recommendations were brought to the full LEC on October 20, 2008. The LEC voted to recommend all five projects to the BCC for funding.

The LEC's full comments are attached, but the summary is as follows:

Arma International: "Project appears to have good economic benefits and appears to meet relevant criteria. Project assists secondary goals for manufacturing & exporting equipment."

A summary of the Arma International project is as follows.

Arma International Inc. (Arma Coatings) is expanding their operations to include the purchase of an existing facility in West Eugene. To complete this expansion beyond the property and facility purchase, the company needs to purchase some new equipment for the manufacturing component which enables the company to build and distribute the product delivery systems from their headquarters in West Eugene.

New jobs that will be created include three machinists who will earn in the range of \$14 to \$18 per hour including benefits. The Company anticipates creating another two jobs in the next 2 – 3 years that will pay between \$14 and \$18 per hour with benefits.

Regarding Oakridge UPBEAT, the LEC found that there is "Good historical performance by the applicant. Provides economic benefit to a disadvantaged area of Lane County. Stimulates and assists small entrepreneurial businesses... Recommend that funding cover one year only in order to further monitor performance measures. Recommend that future years receive funding if performance measures continue to be met."

A summary of the Oakridge UPBEAT project is as follows.

UPBEAT operates under the Sirolli Institute's Enterprise Facilitation model, under which a large Board of Resources is formed and an Enterprise Facilitator is hired. UPBEAT's Enterprise Facilitator, Jenifer Hood, meets with clients who request her assistance in opening a new business or improving an existing business. Sometimes this involves intensive help with a business plan, funding or personnel issue; others times clients only need another viewpoint on an idea they have. When required, Ms. Hood seeks the resources of her Board in finding the right match for her clients' needs. In addition, Ms. Hood works closely with Lane Microbusiness, Lane Community College, Lane SBDC, Lane Council of Governments and other local, regional, state and federal resources that may be of assistance to her clients. Clients are referred to these agencies as well as business support services in Oakridge, Eugene and Springfield, including accountants, bookkeepers, web designers, graphic artists, marketing firms, financial institutions and other relevant retail and service providers.

UPBEAT currently serves 100 clients in a variety of industries, some of which directly involve tourism and the use of natural resources. Of these clients, 22 are existing businesses; six of which have expanded and five have been retained, resulting in the **retention of 17 jobs**. Twenty of the remaining 77 clients have opened new businesses resulting in **43 new jobs**.

Given the success of the program to date, UPBEAT believes that within the next two years another ten new businesses will be opened from the current client base. The nature of those businesses indicates that this would translate to approximately 22 more living wage jobs. Projections also indicate the expansion and retention of another seven existing businesses, which will translate to another seven to ten jobs. If interest in the program continues and outreach efforts remain successful, it is possible that in the coming year 25 more entrepreneurs would approach Ms. Hood for help with their business idea, and five businesses and seven more jobs will be added.

F. Alternatives/Options

The Board may:

- 1) Approve ORDER awarding grants as recommended by the EDSC, or
- 2) Approve ORDER awarding grants as recommended by the EDSC and the LEC,
- 3) Determine to award only some grants, at either reduced or full funding levels or
- 4) Decide not to award strategic economic development funds at this time.

IV. TIMING/IMPLEMENTATION

Upon Board approval of funding for projects, staff will work with project applicants to get contracts in place. Once prepared, contracts will be sent through County Counsel review process and prepared for signing by the County Administrator.

V. RECOMMENDATION

The EDSC recommends awarding funding to three projects:

- Earth Lab dba Wise Woman Herbals: \$45,300,
- Beau Delicious! International, LLC (BDI) dba Café Yumm!: \$63,272
- Emerald Valley High Performance Enterprise Consortium, Inc.: \$50,000

The LEC recommends awarding funding to five projects:

- Earth Lab dba Wise Woman Herbals: \$45,300,
- Beau Delicious! International, LLC (BDI) dba Café Yumm!: \$63,272
- Emerald Valley High Performance Enterprise Consortium, Inc.: \$50,000
- Arma International, Inc for \$20,000
- Oakridge Upbeat for \$31,000

VI. FOLLOW-UP

Lane County Community & Economic Development Staff will keep the EDSC updated on all project elements. Any issues needing Board attention will be brought to the Board in a timely manner.

VII. ATTACHMENTS

A: Board Order Option 1 awarding grants to 3 projects for a total of \$158,572.

B: Board Order Option 2 awarding grants to 5 projects for a total of \$209,572

C: Economic Development Strategic Investment Program RFP Scoring Sheet

D: EDSC RFP Scores

E: LEC review & comments

F: LEC Criteria exhibit

Note: The full RFP, announcement publication notice and the seven (7) applications received in the Initial Proposal Cycle are in a binder available from the Board Secretary for review.

IN THE BOARD OF COUNTY COMMISSIONERS, LANE COUNTY, OREGON

**ORDER NO.) ORDER/IN THE MATTER OF AWARDING \$158,572
) IN CONTRACTS FOR STRATEGIC INVESTMENT
) PROJECTS SELECTED THROUGH THE 2008
 ECONOMIC DEVELOPMENT RFP INITIAL
 PROPOSAL CYCLE AND AUTHORIZING THE
 COUNTY ADMINSTRATOR TO SIGN PROJECT
 CONTRACTS.**

WHEREAS, the Lane County Board of Commissioners established a policy for distributing video lottery economic development funds that is adopted in Lane Manual Chapter 4, and

WHEREAS, the Lane County Board of Commissioners authorized release of a request for proposals (RFP) for the Economic Development Strategic Investment Program, and

WHEREAS, the Economic Development Standing Committee has completed rating and ranking of proposals received in accordance with the RFP, and

WHEREAS, the Lane County Board of Commissioners has reviewed the ranked list of projects and determined those that are in the public interest to fund, now, therefore,

IT IS HEREBY ORDERED that the following Lane County Strategic Investment Projects are awarded in the amounts indicated:

Earth Lab dba Wise Woman Herbals: \$45,300
Beau Delicious! International, LLC (BDI) dba Café Yumm! \$63,272
Emerald Valley High Performance Enterprise Consortium, Inc. \$50,000

FURTHER ORDERED that the County Administrator is authorized to sign the contracts authorized under this Order.

Signed this 29th day of October, 2008.

APPROVED AS TO FORM

Date 10/29/08 Lane


County
OFFICE OF LEGAL COUNSEL

Faye Stewart, Chair
Lane County Board of Commissioners

IN THE BOARD OF COUNTY COMMISSIONERS, LANE COUNTY, OREGON

ORDER NO.) ORDER/IN THE MATTER OF AWARDDING \$209,572
) IN CONTRACTS FOR STRATEGIC INVESTMENT
) PROJECTS SELECTED THROUGH THE 2008
 ECONOMIC DEVELOPMENT RFP INITIAL
 PROPOSAL CYCLE AND AUTHORIZING THE
 COUNTY ADMINSTRATOR TO SIGN PROJECT
 CONTRACTS.

WHEREAS, the Lane County Board of Commissioners established a policy for distributing video lottery economic development funds that is adopted in Lane Manual Chapter 4, and

WHEREAS, the Lane County Board of Commissioners authorized release of a request for proposals (RFP) for the Economic Development Strategic Investment Program, and

WHEREAS, the Economic Development Standing Committee has completed rating and ranking of proposals received in accordance with the RFP, and

WHEREAS, the Lane County Board of Commissioners has reviewed the ranked list of projects and determined those that are in the public interest to fund, now, therefore,

IT IS HEREBY ORDERED that the following Lane County Strategic Investment Projects are awarded in the amounts indicated:

Earth Lab dba Wise Woman Herbs: \$45,300
Beau Delicious! International, LLC (BDI) dba Café Yumm! \$63,272
Emerald Valley High Performance Enterprise Consortium, Inc. \$50,000
Arma International, Inc: \$20,000
Oakridge Upbeat: \$31,000

FURTHER ORDERED that the County Administrator is authorized to sign the contracts authorized under this Order.

Signed this 29th day of October, 2008.

APPROVED AS TO FORM
Date _____ Lane _____
County _____

OFFICE OF LEGAL COUNSEL

Faye Stewart, Chair
Lane County Board of Commissioners

**Economic Development Strategic Investment Program
RFP Scoring Sheet**

Project Name: _____

Reviewed by: _____

Evaluation Criteria		Points Available	Points Awarded
1)	Addresses Lane County Strategic Plan economic development goals and Oregon economy benchmark(s) - Measures the degree to which the project will improve Lane County's net job growth, per capita income, wages, and employment factors.	30	
2)	Increases work readiness - Measures degree to which the capacities of workers will be enhanced and improved to work in the changing economy.	15	
3)	Readiness to proceed - Measures whether the project will begin immediately upon funding award.	15	
4)	Opportunities for future development - Evaluates the degree to which the results of the program will promote future development of industrial, commercial, and residential facilities, expands global economic opportunities, produces local products, increases the tax base, and reduces future responsibilities of government.	15	
5)	Leverage of other funds - Measures the commitment of other agencies and organizations to work towards the project goals by the degree to which they are willing to commit funds and other resources to the project.	15	
6)	Partnerships - Evaluates how many public or private sector organizations are working in partnership to develop new and innovative ways of accomplishing economic development goals, and the relevance of the proposal to strategic plans or regional economic development goals to create or retain jobs.	10	
7)	Budget presentation - The budget, and budget narrative, thoroughly discuss the project costs and the budget is reasonable and consistent with the proposal as a whole.	10	
8)	Audit and accounting adequacy - Measures the extent to which the applicant accounts for project funds separately from other programs, minimizes overhead costs, and provides a clear method of reporting project expenses and related results.	10	
9)	Promotes sustainable use of resources and energy - Develops employment in industries using renewable resources and energy, and/or emphasizes reduced carbon production and more efficient use of resources.	10	
Total Points		130	

Proposal Title / Organization	Amount Requested	Reviewer	Addresses Strategic Plan and Oregon benchmark(s)	Work Readiness	Readiness to Proceed	Opportunities for Future Development	Leverage of Other Funds	Partnerships	Budget	Audit and Accounting Adequacy	Sustainability	Total	%
Arma International, Inc. (Arma Coatings)	\$20,000		30	15	15	15	15	10	10	10	10	130	80
		Stewart	25	5	15	15	15	10	2	0	5	92	
		Mackey	20	8	5	0	15	8	0	0	5	61	
		Forster	20	0	15	5	15	10	0	0	5	70	
		Dwyer	10	10	5	5	5	5	5	5	5	55	
		Spickard	10	5	0	2	10	0	0	0	5	32	
		Total	95	48	40	47	60	33	7	15	25	310	47.69%
Café Yummi Warehouse Expansion	\$63,272		25	13	15	15	15	6	10	10	9	118	
		Stewart	25	15	15	15	15	10	10	10	10	125	
		Mackey	30	15	15	15	5	10	10	5	10	115	
		Forster	15	10	10	10	5	2	5	5	5	67	
		Dwyer	20	12	15	12	15	7	10	10	10	111	
		Spickard	15	15	15	15	15	35	45	40	44	536	82.46%
		Total	115	65	70	67	65	67	45	40	44	536	
Earth Lab Pharmaceutical process equipment	\$45,300		28	15	15	15	13	9	10	10	10	125	
		Stewart	25	15	15	13	12	8	10	10	10	118	
		Mackey	30	15	15	15	10	10	10	10	10	125	
		Forster	15	10	10	10	5	5	5	10	5	75	
		Dwyer	25	10	15	15	12	8	10	10	10	115	
		Spickard	13	15	15	15	12	40	45	50	45	558	85.85%
		Total	123	65	70	68	61	62	45	50	45	558	
Feeney Wireless Vehicle Analytics Device Project	\$244,000		25	0	15	15	0	0	10	10	10	85	
		Stewart	20	0	5	12	0	5	8	5	10	65	
		Mackey	20	5	5	15	0	0	10	10	10	75	
		Forster	10	5	5	10	10	5	5	5	5	60	
		Dwyer	15	5	15	10	12	2	10	5	10	84	
		Spickard	90	15	45	62	22	12	43	35	45	369	56.77%
		Total	90	45	45	62	22	12	43	35	45	369	
Oakridge UPBEAT	\$93,274		20	15	15	15	12	10	10	10	7	114	
		Stewart	20	10	15	12	12	10	8	10	7	104	
		Mackey	25	6	15	10	15	10	10	10	0	101	
		Forster	10	5	2	5	5	5	5	5	5	47	
		Dwyer	20	5	15	7	5	2	5	10	2	71	
		Spickard	95	41	62	49	49	37	38	45	21	437	67.23%
		Total	95	41	62	49	49	37	38	45	21	437	
Alliance Housing	\$78,760		10	10	10	8	5	8	10	10	0	71	
		Stewart	15	10	10	12	10	10	8	8	10	93	
		Mackey	20	5	5	10	5	5	5	5	5	65	
		Forster	5	5	0	5	5	2	10	3	0	35	
		Dwyer	60	30	25	35	25	25	33	26	15	264	50.77%
		Spickard	60	30	25	35	25	25	33	26	15	264	
		Total	60	30	25	35	25	25	33	26	15	264	

Emerald Valley High Performance Enterprise Consortium	\$50,000	Stewart	25	15	13	15	12	10	10	10	10	120		
		Mackey	25	15	15	13	10	10	10	10	10	118		
		Forster												
		Dwyer	20	10	10	5	5	5	5	5	5	5	70	
		Spickard	25	15	15	10	15	10	10	10	5	115		
		TOTAL	95	55	53	43	42	35	35	35	30	423	81.35%	
		Total Funds Requested \$ 594,606		81.35%										

Total above minimum scr. **\$158,572**

Lane County Strategic Investment Program			
LEC Review & Comment			
2008 Applications			
Name of Project	Company	Amount Requested	LEC Amount Proposed
Recommended Projects			
Arma International, Inc	Lane Metro Partnership	20,000.00	20,000.00
Café Yumm	Café Yumm	63,272.33	63,272.33
Pharmaceutical process equipment	Wise Woman Herbals	45,300.00	45,300.00
Oakridge UpBeat	City of Oakridge Emerald Valley High	93,274.00	31,000.00
Lean Mfg and Job Instruction	Performance enterprise Consortium, Inc.	50,000.00	50,000.00
Total			209,572.33
Not Recommended			
Alliance Housing	Alliance Housing	78,760.00	
Vehicle Analytics	Feeney Wireless, LLC	244,000.00	
		Comments	
		Project appears to have good economic benefits and appears to meet relevant criteria. Project assists secondary goals for manufacturing & exporting equipment. Recommend analysis of need for County funds versus other potential sources of financing. Recommend that applicant submit information regarding budget, need for funds and proposed benefits.	
		Company is growing and adding jobs. This project will lay the groundwork for additional growth by establishing a stronger distribution center in Eugene to serve additional franchisees. Increases potential for export of products outside Lane County. Applicant has generated match funding from several sources. Recommend further evidence of ability to meet ambitious expansion goals.	
		Good potential economic impact. Project is important to business success. Equipment upgrade is necessitated by new regulatory requirement. Woman-owned business. Business is in rural area. Recommend confirmation that proposed match funding is part of project	
		Good historical performance by the applicant. Provides economic benefit to a disadvantaged area of Lane County. Stimulates and assists small entrepreneurial businesses. Recommend some further analysis regarding the connection between the UpBeat program and ultimate job creation. Recommend some further analysis regarding the quality of jobs created. Recommend that funding cover one year only in order to further monitor performance measures. Recommend that future years receive funding if performance measures continue to be met.	
		Good support from business community. Project will train people for high-wage manufacturing jobs. High likelihood of success.	
		Difficult to assess success of proposed business plan. Some uncertainty regarding the proposed use of funds. Uncertain market for the service. Project will provide social benefits but may not be an economic development project.	
		Difficult to assess success of proposed business plan. Sounds more like a request for venture capital. The application would fund new product which has apparently not undergone market testing.	

2008 Lane County Strategic Investment Program
Proposed LEC Evaluation Criteria
October 3, 2008

1. **Potential Economic Impact** (10 points) – How many jobs will be created or workers trained? What is the quality of the jobs? Are there other ancillary economic benefits for the County?
2. **Likelihood of Success** (10 points) – Does the applicant have the experience to achieve the goals of the application? Are there other factors which may impact the applicant's ability to achieve the goals of the application?
3. **Need for Lane County Funds** (10 points) – Are funds available from other sources such as conventional bank financing or venture capital. Are funds from Lane County critical to the success of the proposed project?
4. **Importance to the Community** (10 points) – Will the project provide an economic stimulus to an economically distressed community or target population? Will the project help the County to achieve other community goals?