# St Cousair: Foreign Direct Investment Case Study

#### Business Oregon & Oregon Dept. of Agriculture November 28, 2018

# **Business Oregon FDI work**

- Office in Tokyo since 1980s focus on FDI and Oregon exports
- Representatives for Germany (OCO Global) hired in April 2017 with focus on FDI
- Nearly 150 Japanese companies are located in Oregon today, based in large part to efforts of Business Oregon's Japan office
- Oregon's FDI focus today also includes Korea, Taiwan, Canada and UK
- FDI includes new corporate investments creating employment in the state as well as M & A activity

# **How Business Oregon helps**

Our team helps companies looking to relocate or expand into the state by:

- Identify sites that meet size, utility, distribution, infrastructure and workforce requirements
- Discuss client needs with all of the players state and local governments and private utilities
- Identify business incentives, financial resources and workforce programs
- Identify potential Oregon vendors, distributors, patrons etc





#### INFRASTRUCTURE

We manage the state's infrastructure needs, providing financing for extending and upgrading physical infrastructure

#### **FINANCE PROGRAMS**

We operate a number of business finance programs backed by lottery dollars and include direct loan and loan guarantees

#### **TAX INCENTIVES**

We offer globally competitive incentives to encourage business expansion

## St Cousair – FDI project overview

- Project lead came to Business Oregon via Japanese Consulate
- Site search began in Q4 2016
- Search led to purchase of existing food processing company in April 2017
  – Berry Noir, Newberg
- Significant investment in upgrades were made upon purchase, Governor Brown and BizOR supported project with SRF award
- Production and shipments of products to St Cousair store in Japan began in Q2 2017

## **Oregon Department of Agriculture**

#### Supports economic development for food and agriculture

- Connections to farmers, ranchers & fisheries
- Knowledge of food processing and products
- Technical knowledge of ag regulations
- Food Safety expertise

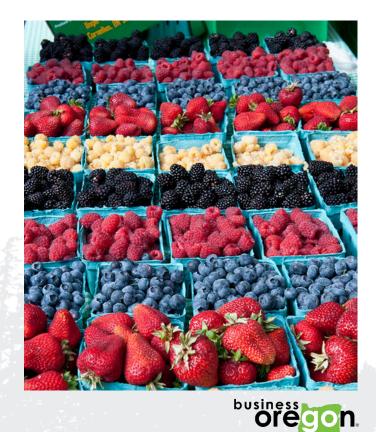


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# **Oregon Department of Agriculture**

#### Support of St. Cousair project

- List of interested frozen fruit companies
- Information about M&E exemption
- ODA Food Safety about licensing
- Continue to support as Oregon ag



# Thank You!

#### **Questions/Follow Up – please contact:**

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