

A wide-angle photograph of a massive construction site during the "golden hour" of sunset. The scene is filled with hundreds of tall, grey concrete pillars that form the skeleton of a large building. In the foreground, a grid of steel reinforcement bars (rebar) is laid out on a dark, flat surface, likely a prepared concrete slab. Several construction workers in safety gear, including hard hats and high-visibility vests, are visible throughout the site. Some are standing near the rebar, while others are positioned higher up on the structure. The sky is a mix of soft pinks, oranges, and blues, with the sun's glow creating a lens flare effect. The overall atmosphere is one of active growth and industrial scale.

GROW OUR OWN

business
oregon.

OREGON TARGET INDUSTRY GROUPS

EMERGING INDUSTRIES IN RED

Advanced Materials	Apparel & Outdoor Gear	Business Services	Food & Beverages	Forestry & Wood Products	High Technology
Upstream Metals & Machinery	Apparel & Footwear	Professional & Technical Services	Food	Forestry	Semiconductors & Electronics
Aerospace & Defense	Outdoor Gear	Beverages	Wood Products	Software & IT	
Biomedical					

OREGON I&E



- STEM/CTE
- University tech transfer
- Federal grants (SBIR/STTR)
- Prototype support



- Incubators and accelerators
- Small Business Development Centers
- Economic Development Districts
- Mentors and coaches



- Oregon Growth Board
- Angel investors and seed funds
- Venture capitalists and conferences
- Community capital

OREGON INNOVATION PROGRAMS

- Oregon Innovation Council (Oregon InC)
- Oregon Growth Board (OGB)
 - Oregon Growth Account - \$20M in 2015-17
 - Oregon Growth Fund - \$500K in 2015-17
- Regional Accelerator Innovation Network (RAIN)
- Oregon Metals Initiative (OMI)
- Northwest Collaboratory for Sustainable Manufacturing (NWCSM)

business oregon

OREGON
INNOVATION
COUNCIL

SIGNATURE
RESEARCH
CENTERS

INDUSTRY
INITIATIVES



OregonWaveEnergy
TRUST



OREGON

STORY

BOARD

A RURAL ENTREPRENEURSHIP DEVELOPMENT INITIATIVE - REDI



OFFICE OF INNOVATION & ENTREPRENEURSHIP



IMAGINE...



Every Oregon entrepreneur with easy access to the same, high-quality business development programming – for every type of businesses at any stage of development – no matter where they live or who they are – accessed near where they live.

OREGON'S ENTREPRENEURS SUFFER FROM

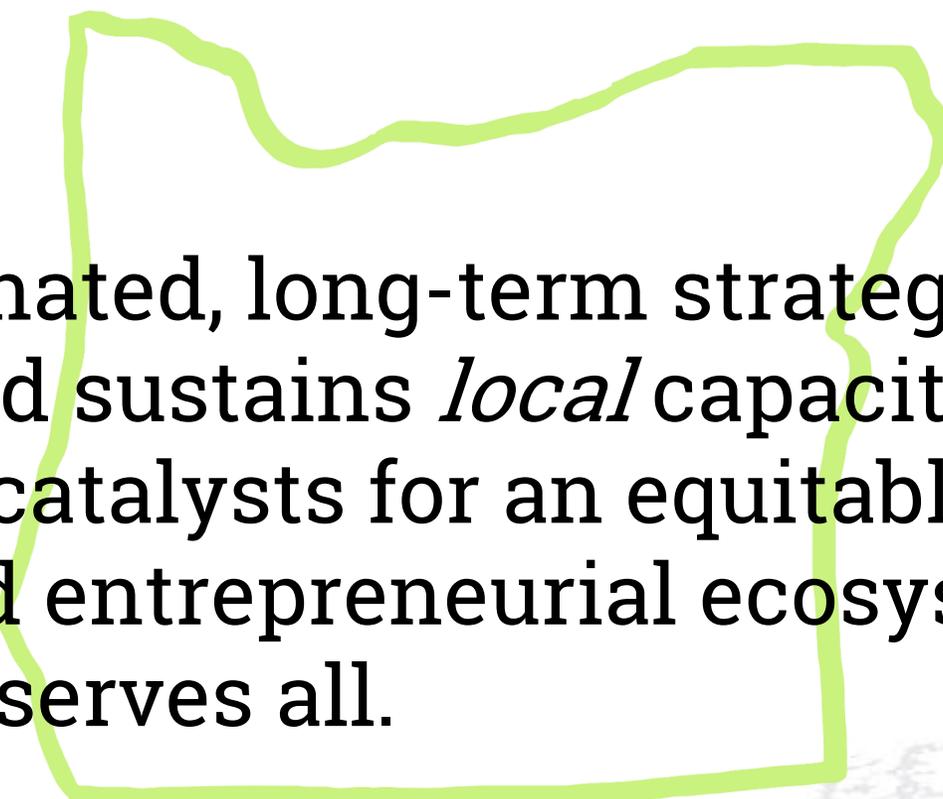
1. **Fragmented technical resource ecosystem**

Service providers lack an overall strategy to connect to

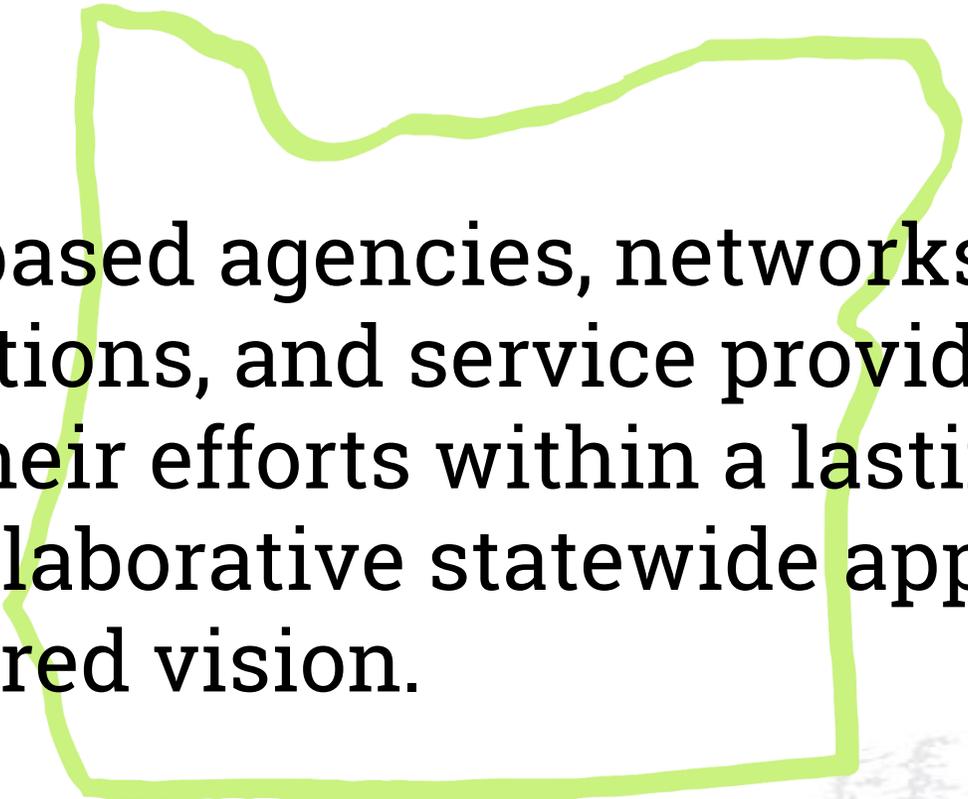
2. **System overserves some, underserves most.**

If you're Black, Native American, female, a minority, or live in rural areas, your access to entrepreneurial resources is limited, and those that do exist are stretched. Many of the needed programs simply do not exist.

AN INVITATION TO A SHARED VISION FOR OREGON

- 
- ✓ A coordinated, long-term strategy that builds and sustains *local* capacity, creating catalysts for an equitable and sustained entrepreneurial ecosystem. One that serves all.

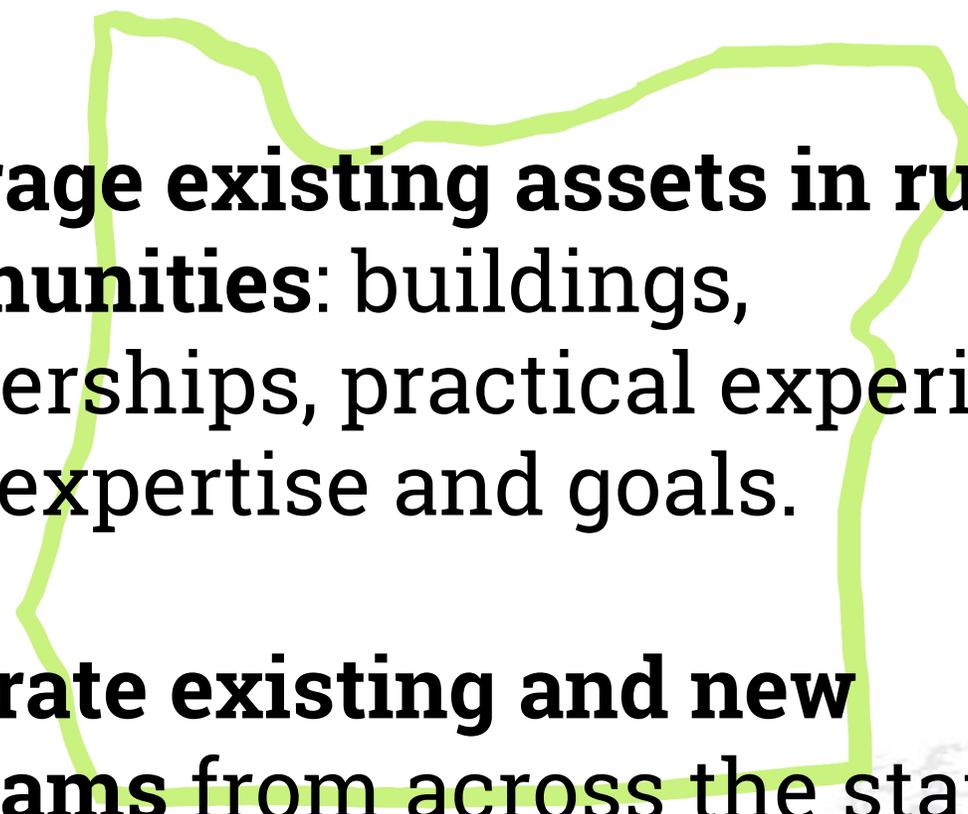
AN INVITATION TO A SHARED VISION FOR OREGON

- 
- ✓ State-based agencies, networks, foundations, and service providers align their efforts within a lasting and collaborative statewide approach – a shared vision.

AN INVITATION TO A SHARED VISION FOR OREGON

- ✓ High-quality resources that support entrepreneurial success at all stages – on a platform that leverages technology and broad statewide connectivity.

CRITERIA FOR SUCCESS

- 
- 1. Leverage existing assets in rural communities:** buildings, partnerships, practical experience, local expertise and goals.
 - 2. Integrate existing and new programs from across the state.** Everyone can participate.

THREE STRATEGIES

- 
1. Build Centers for Entrepreneurship
 2. Develop and deliver virtual programs
 3. Use technology to connect

#1. FIND OVERLOOKED LOCAL ASSET

WELCOME TO RURAL CITY, OREGON

A Center for Entrepreneurship begins with...

1. Presence (centrally located, physical space)
2. Personality (local identity, name, look and feel)
3. Partners (local & regional partners - key stakeholders)
4. Pathways (programs, activities *between* partners)
5. Programs (programs created and delivered locally)

#2. CENTERS FOR ENTREPRENEURSHIP

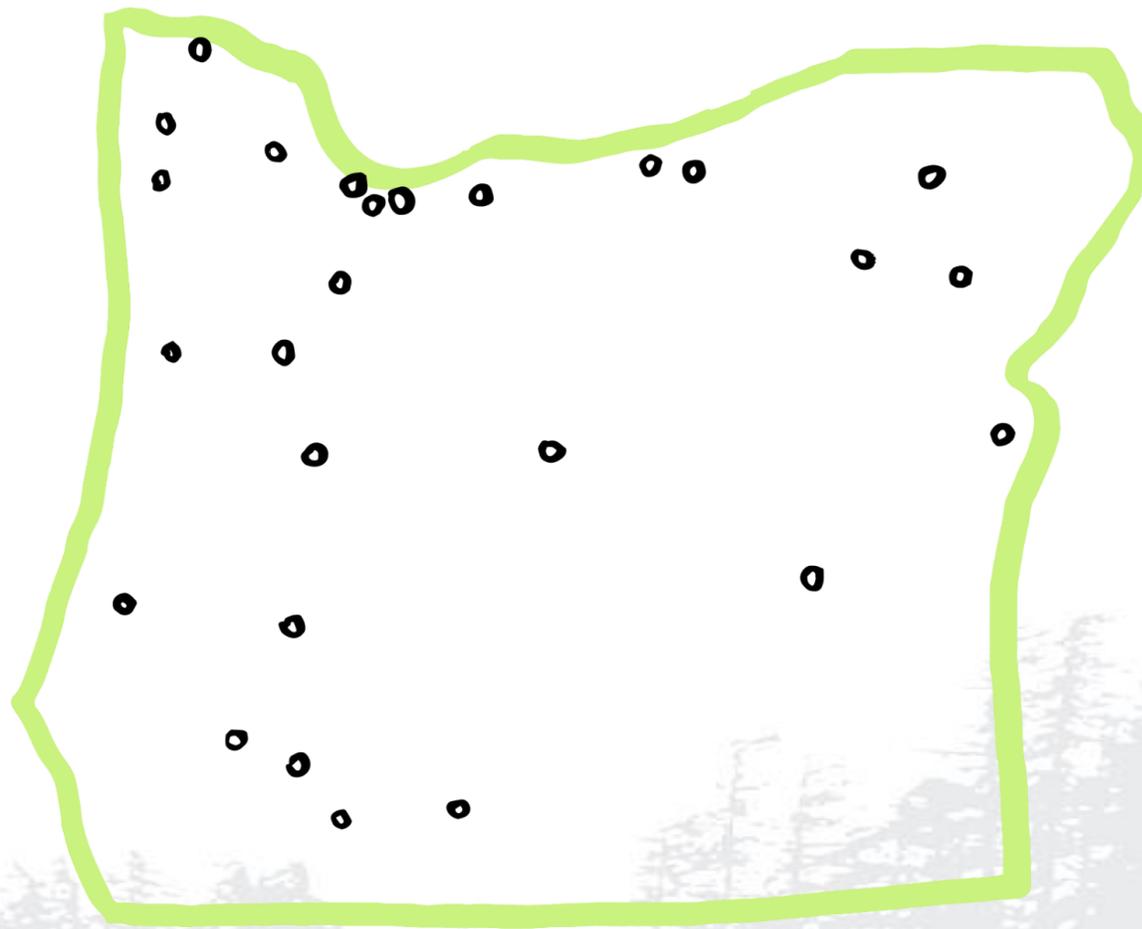
REDI NETWORK OF CENTERS

...then adds tools and resources.

6. People (staff to manage, deliver, facilitate programs)
7. Pipes (add videoconferencing technology systems)
8. Profit (sustain income, membership, fees, sponsors)
9. Publicity (local awareness, solid marketing channels)
10. Pride (leadership is proud of it, promotes it, backs it.)

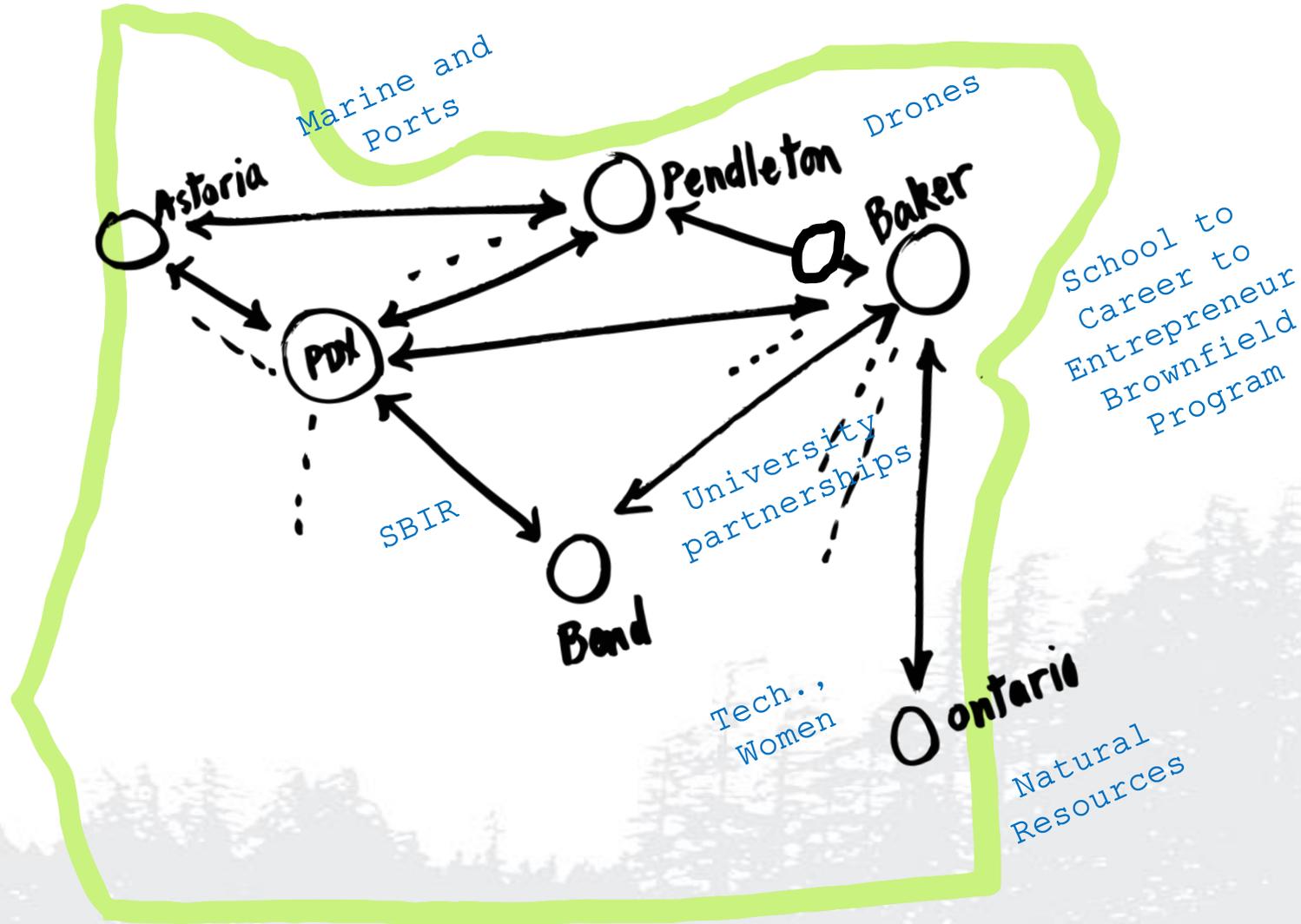
#3. IN EVERY RURAL PLACE

LEVELING THE PLAYING FIELD



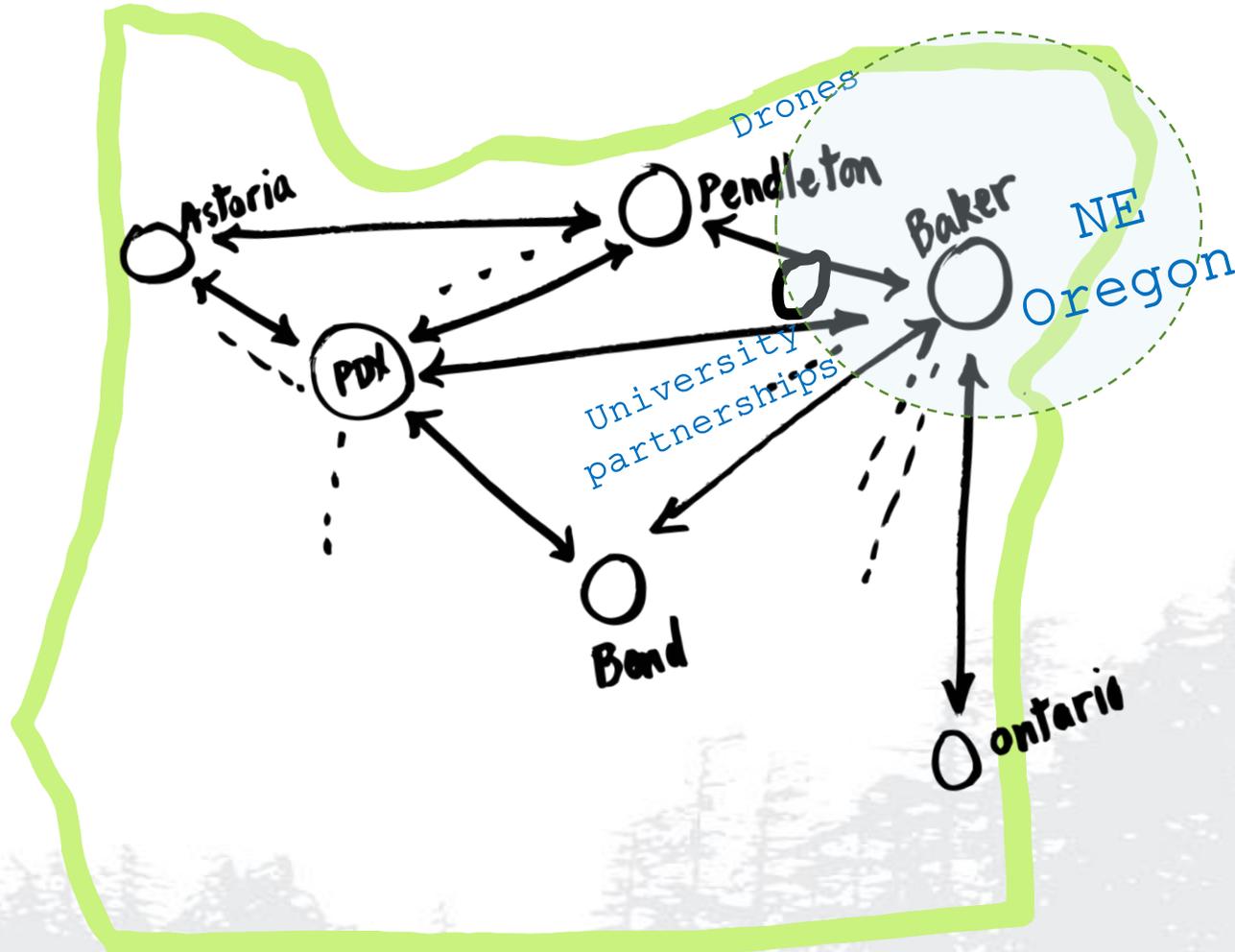
#4. DEVELOP LOCAL EXPERTISE

EXAMPLES OF WHAT COULD BE



#5. GROW REGIONAL CONNECTIVITY

MAKE REGIONS STRONGER



NEXT UP: CENTERS BECOME CATALYSTS FOR ENTREPRENEURIAL DEVELOPMENT

1. Technology is in place, now we need programs to fill gaps.
2. Built on a solid continuum of enterprise development.

#7. BUILD PROGRAMS FOR EVERY STAGE



GAPS EXIST IN PROGRAMS

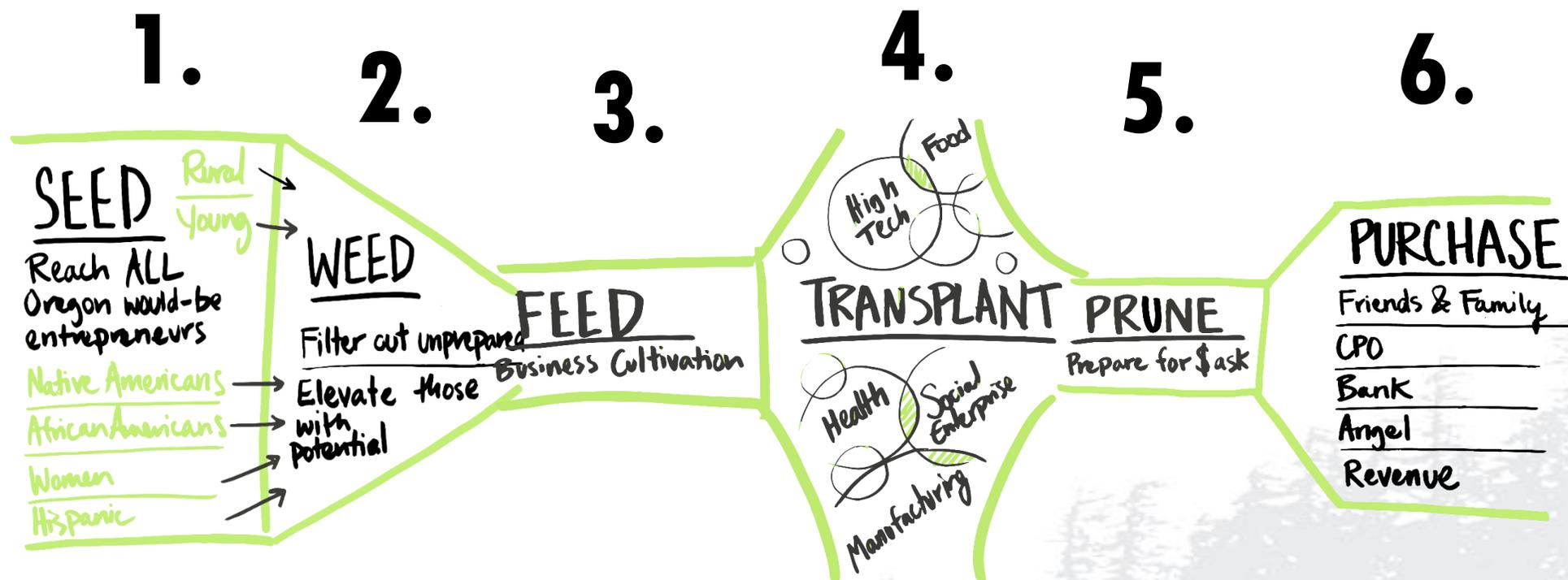
Enterprise development does not proceed along clean lines in an orderly fashion, in equal time elements or along the same path. But, we have to start somewhere with a model...

A “GROWING OUR OWN” CONTINUUM



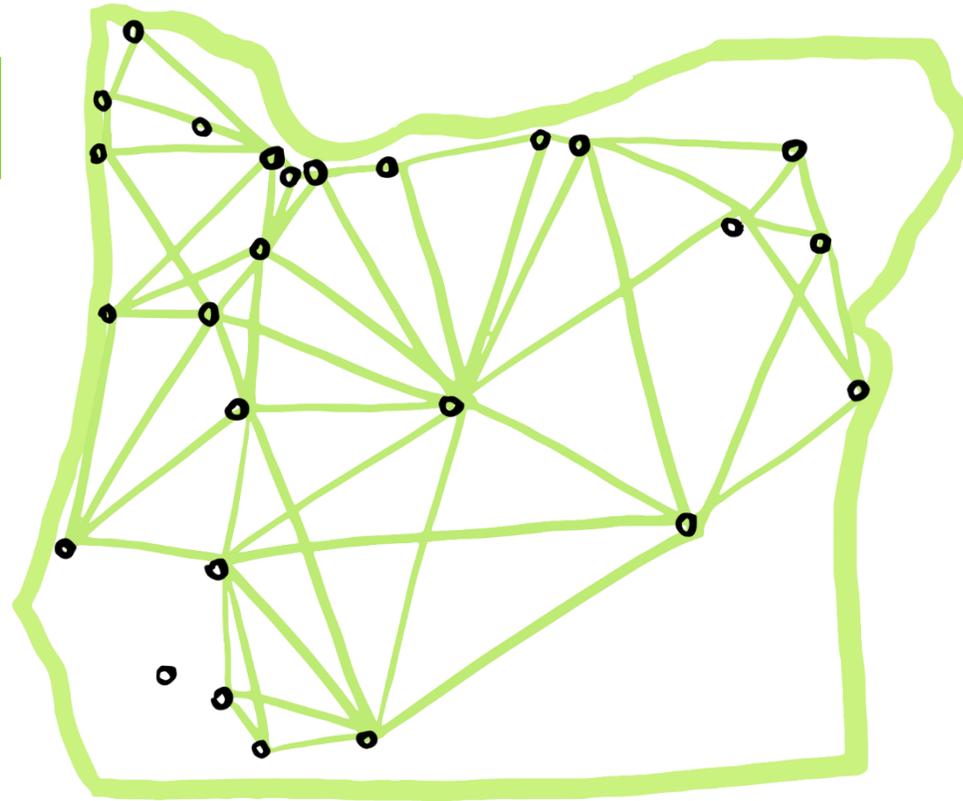
1. Start with small flats of diverse seedlings
2. Weed out struggling, allow talent to flourish
3. Feed and support over time (build plan)
4. Identify special needs – transplant into content “greenhouses”
5. Prune readiness for “sale” – (asking for money)
6. Business ready for market! (revenue, securities, bank loan, etc)

#8. "GROW OUR OWN" PROGRAM CONTINUUM



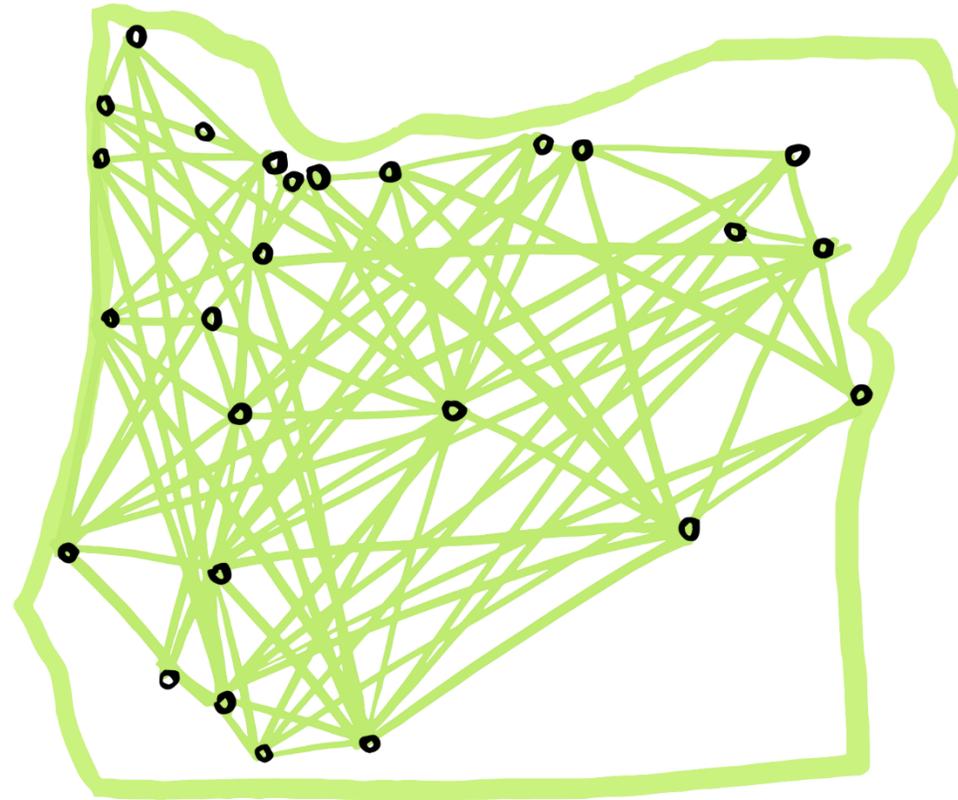
#9. DELIVER PROGRAMS ACROSS THE NETWORK

DIVERSIFIED PROGRAMMING



#10. A THRIVING ENTREPRENEURIAL ECOSYSTEM

NETWORKED
CENTERS OF
ENTREPRENEURSHIP



REDI: STATUS OF CENTERS

1. Identified Select Phase I Centers for Entrepreneurship
2. Confirming Partnerships, Adjusting Scopes of Work
3. Establish “Readiness Criteria” (partners, leaders, space)
4. Build local partnerships, leadership team
5. Identify needs to be a fully functional Center
6. Budgets for build-out, all “P”s present

REDI: STATUS OF PROGRAMS

1. Identifying best-in-class “programs” around state
2. Map on a continuum of enterprise development
3. Identify *gaps* in programming
4. Create *new* programs to fill gaps
5. Prepare programs for distribution on the Network

OUTCOMES

- 
1. Collaboration across the state
 2. Rich online library of resources will develop over time
 3. Access to a wide range of capital sources
 4. Connectivity between rural and urban, rural and rural
 5. Greater diversity of entrepreneurs and enterprises
 6. A strategy to engage other funding organizations

WHAT COULD BEND DO?

1. Think big.
2. Think regionally.
3. Think statewide connectedness.
4. Account for your local partners and expertise.
5. Make a case that will engage other funders.
6. Think long-term, plan for 3 – 5 years.



BACK-UP SLIDES

SEED

Rural
Young

Reach ALL
Oregon would-be
entrepreneurs

Native Americans

African Americans

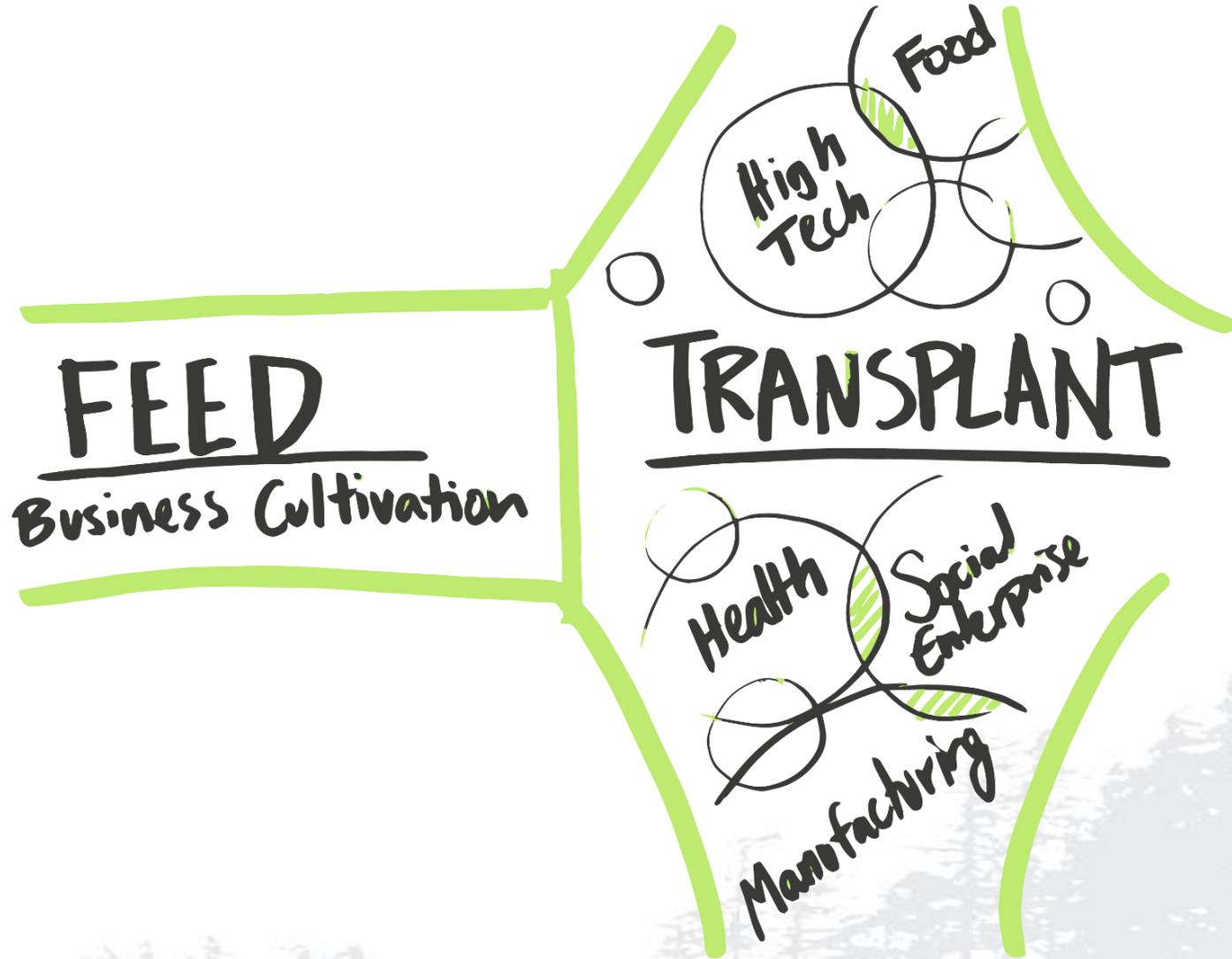
Women

Hispanic

WEED

Filter out unprepared

Elevate those
with
potential



PRUNE
Prepare for \$ask

PURCHASE

Friends & Family

CPO

Bank

Angel

Revenue



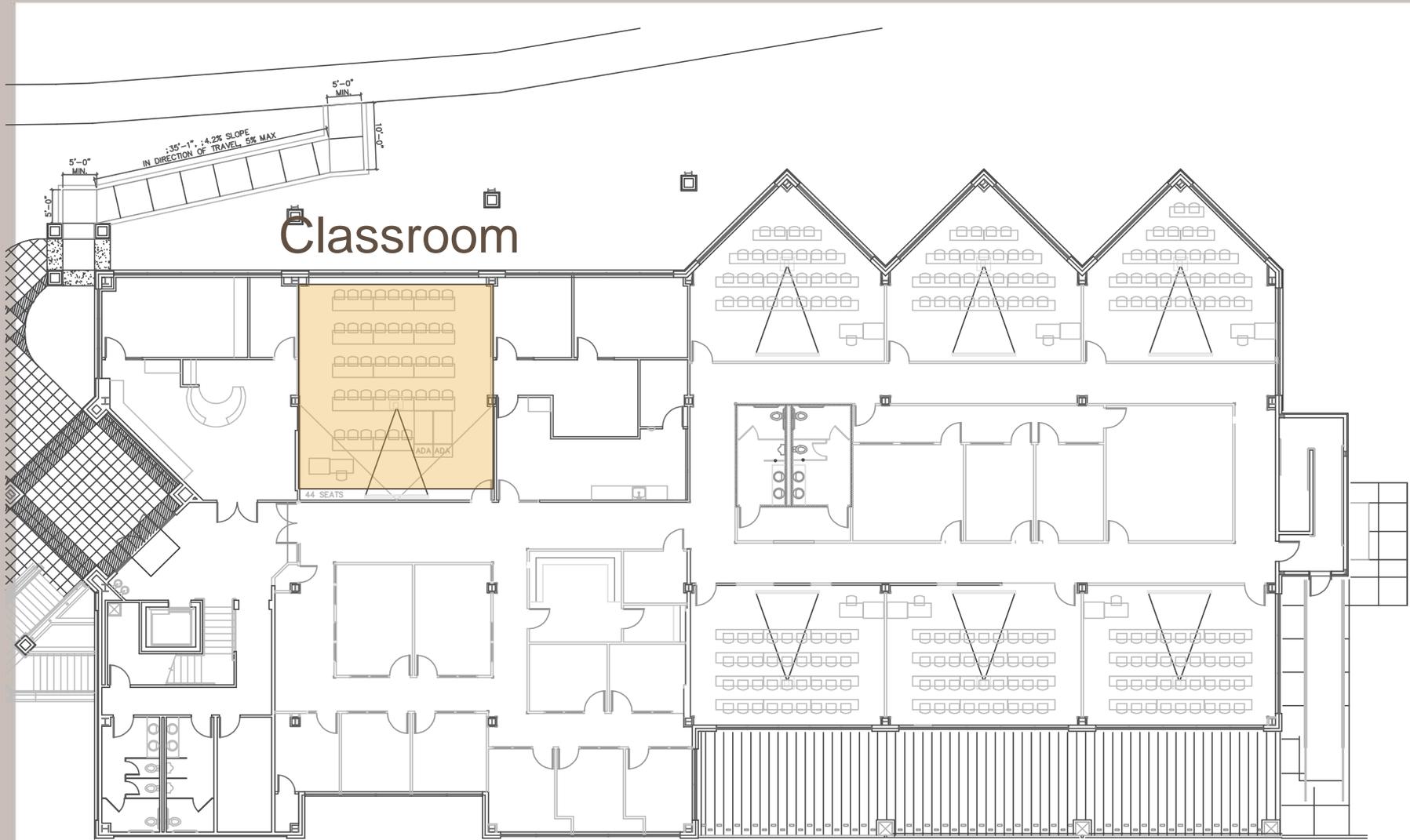
ICE

OSU-Cascades Innovation
Center for Entrepreneurs

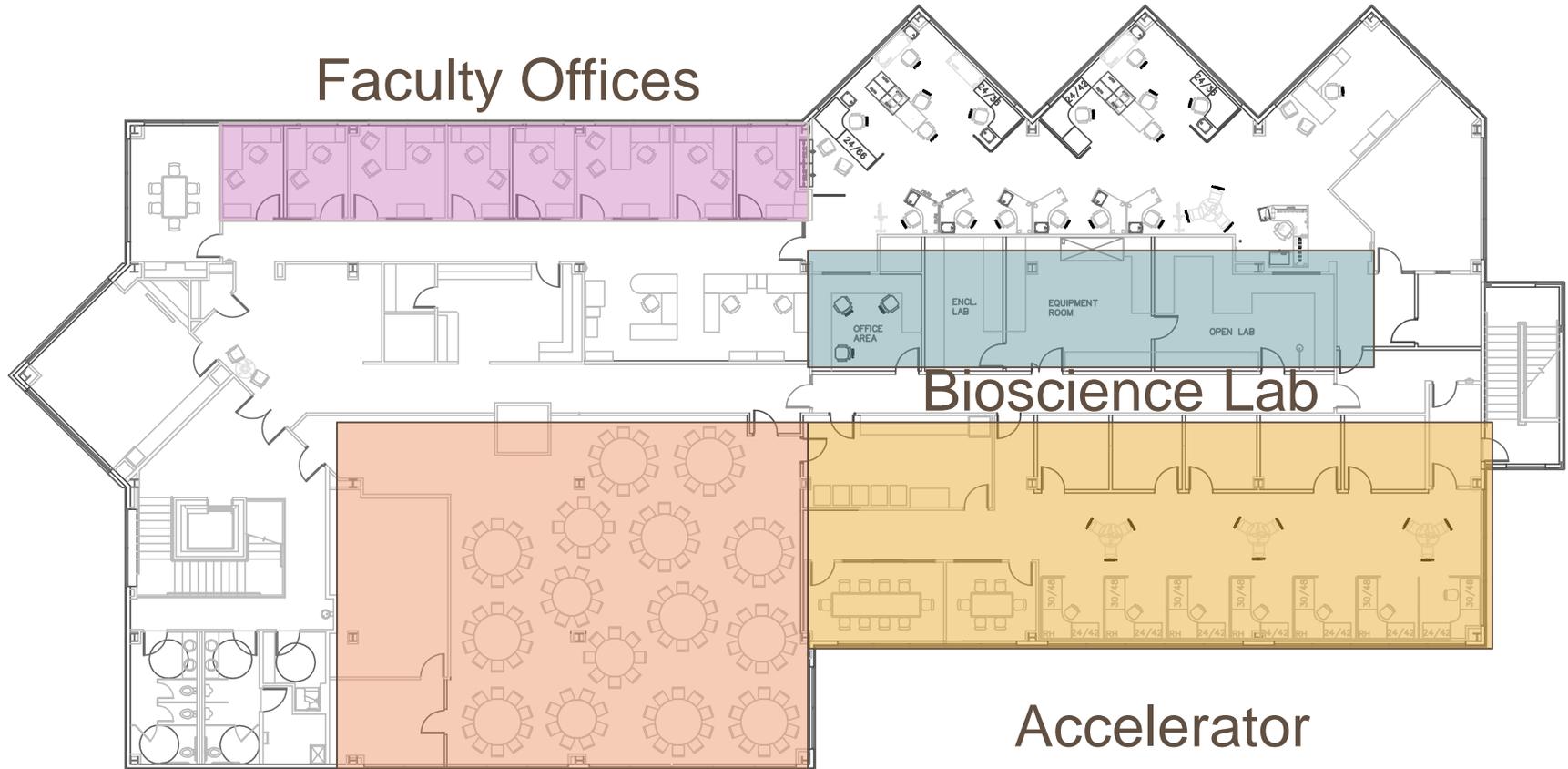
OSU | Cascades

History

- Submitted \$4mm grant proposal to EDA for separate building
- \$2mm proposal to CORSAC for remodel of GRC
- \$1mm proposal to CORSAC
 - \$400k matching from OTRADI for bioscience lab
 - \$640k for capital construction
 - \$360k for operations
 - \$310k for two years of Director's salary
 - \$40k for UO Law externs



Faculty Offices



Bioscience Lab

Accelerator

Classroom/Events

Programs and Curricula

- Overlapping courses for OSU-Cascades students, industry personnel, and emerging business owners
- Industry-specific training
 - Bootcamps
 - Professional development
- Attract faculty, students
- Create or retain 100 jobs
- Workforce development



Funding received and implications

- OTRADI - \$0; No bioscience lab
- Operations - \$0; No Director
- Capital – 82% of request = \$525k
 - 45 and 90 person classrooms/event space
 - Tech space in open configuration

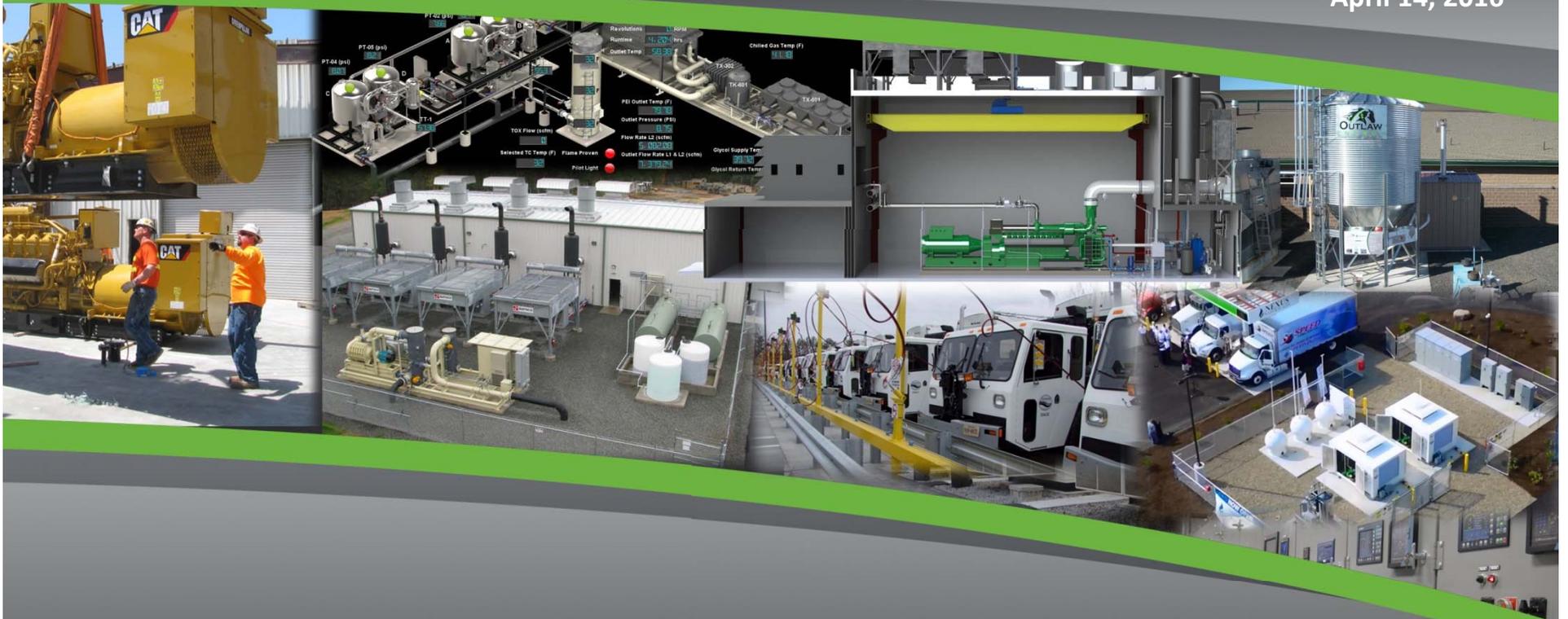
Plan for going forward

- OSU-Cascades
 - Fundraising priority
 - Allocating 0.2 FTE of new CS hire
 - Could allocate small percent of bioscience faculty
- CORSAC
 - Identify additional funding sources, e.g., foundations
 - Assist with EDA grant

Central Oregon Regional Solutions Advisory Committee

OSU Cascades, Bend, OR

April 14, 2016



Clean Fuel Projects in Central Oregon

Jeff Friesen, P.E., ESI



- Engineering & Design
 - Biogas Collection Systems
 - Biogas Cleanup and Compression
 - Biogas-to-Energy Facilities
 - High BTU Facilities
 - Thermal/Woody Biomass Projects
- Construction Management & Oversight
- Facility Operations
- SCADA/Controls Integrator

Clean Fuel Projects in Central Oregon

What?

Conversion of Central Oregon
Vehicle Fleets to Clean
Compressed Natural Gas (CNG)

Who?

Why?

When?

How?

What Next?



Clean Fuel Projects in Central Oregon

What?

Who?

Why?

When?

How?

What Next?



COIC Bus System



Bend, Redmond,
LaPine School Districts



Potential Partners

- Knott Landfill & Bend WWTP

Clean Fuel Projects in Central Oregon

It's Good for Central Oregon!



What?

Who?

Why?

When?

How?

What Next?

1. Environmental Responsibility
2. Educational Opportunities
3. Economic Timing is Perfect
4. Central Oregon Job Retention/Growth
5. Establish Responsible Central Oregon Transit Infrastructure
6. Set an Example

Clean Fuel Projects in Central Oregon

What?

Who?

Why?

When?

How?

What Next?

The Time is Now!



Clean Fuel Projects in Central Oregon

What?

Who?

Why?

When?

How?

What Next?

Capital Cost (10 Vehicle, Fossil CNG Project)	
Fueling Station (Slow Fill)	\$550,000
Vehicle Conversion	\$340,000
Total Project Cost	\$890,000
Annual Fuel Savings	\$70-\$80,000/year
Annual Excise Tax Savings*	\$2,500/yr
Grants/Incentives	
ODOE Grants (35% project)	\$248,827
Federal Fuel Infrastructure Credits*	\$30,000
Federal Fuel Excise Tax Credit*	\$38,589/yr
OR CFS Credits	\$5-\$25,000/yr (\$125-\$200,000/yr for RNG)
Federal RFS Program	(~\$155,000/yr for RNG)
Project Payback After Grants/Incentives	
Payback after Grants/Incentives	4-8 years

*May not be eligible for Tax Credit Pass-Through for Public Agencies

Clean Fuel Projects in Central Oregon

What?

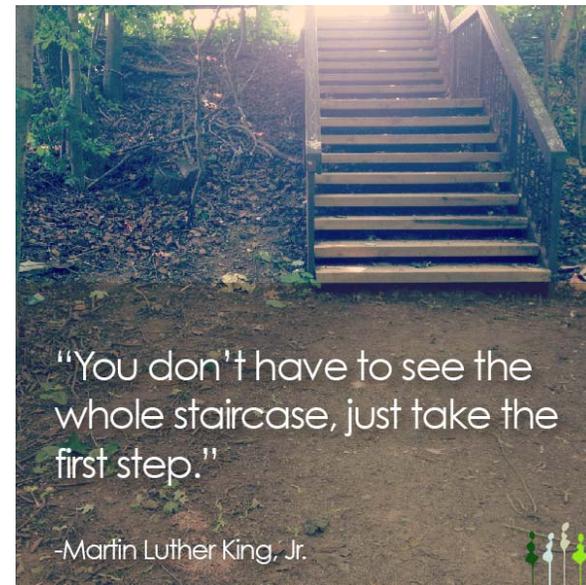
Who?

Why?

When?

How?

What Next?



1. Take A Step
2. Feasibility Study
3. Begin Communication with Potential Partners