

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**
- **More than one dozen employees retained, employment has more than doubled since St Cousair took over Newberg facility**

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



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:

colin.sears@oregon.gov

tyoshioka@oda.state.or.us