



Staff Report

For City Council Meeting - 07/11/2018

Subject - Visitors - CEDR - Kevin Leahy

Synopsis: Kevin has asked to speak during the visitors section to discuss the mission and program description for Clatsop Economic Development Resources.

Recommended Motion: None

Legal Analysis: None

Financial Analysis: None

Respectfully submitted,



Chad



Mission:

Deliver business-driven economic development services to create, grow and retain Clatsop County Businesses.

Vision Statement: Thriving communities and quality jobs for Clatsop County residents.

CEDR's Core Priorities: 2018-2020

- Strengthen traded sector and large employer business growth.
- Attract business relocation
- Support small and mid-tier business growth and entrepreneurial development.
- Workforce development
- Organizational growth



Clatsop Community College

2017 Totals:

Counseling Clients: 153 (FREE AND CONFIDENTIAL)
 Counseling Hours: 1,038
 Long Term Client: 56 (5+Hours of advising)
 Training Events: 40
 Training Attendees: 319
 Total Jobs Created & Retained: 61
 Capital Formation: \$1,848,200
 Business Starts: 13

2018 YTD Totals:

Counseling Clients: 134 (FREE AND CONFIDENTIAL)
 Counseling Hours: 728
 Long Term Client: 51 (5+Hours of advising)
 Training Events: 25
 Training Attendees: 274
 Total Jobs Created & Retained: 5
 Capital Formation: 110,000.00
 Business Starts: 3

Program Description:



The Clatsop WORKS program was developed to provide local youth, ages 16 and up, with exposure to professional paid internship opportunities in Clatsop County, with the goals of community building, economic development, promoting local opportunities and retaining local talent.

Program Update:

- 17 interns have been placed at host employers throughout Clatsop County.
- Weekly professional development workshops have started and will continue through mid-August, hosted by our Clatsop Works employers. The first session, hosted by Englund Marine, was a huge success.
- Partnerships continue to build throughout Clatsop County with the goal of developing a stronger work-force, training and retaining local talent.

For more information about **CEDR** or our **CCC SBDC** free and confidential business advising , Small Business Management cohort, or workshops please email sbdc@clatsopcc.edu or call 503-338-2402.

CEDR 2018 Budget (July 2018-June 2019)

7-1-18 through 6-30-19

Revenue	Baseline	Pct	Actual	Pct
County Sponsorship	\$70,000	23%		0%
City/Port/SETD	\$34,500	11%		0%
CCCSupport-Required "Cash Match"	\$40,000	13%		0%
Private Sector Sponsorship	\$23,000	8%		0%
Federal/SBDC Grants	\$104,150	34%		0%
Carryover into FY	\$35,000	11%		0%
Total Revenue	\$306,650	100%	\$0	0%
Expenses				
Wages & Fringe	\$226,646	74%		0%
Rent (South County)	\$9,000	3%		0%
Contracted Consultants/SBDC Coun.	\$34,000	11%		0%
G&A/Advertising/Travel/Supplies/Misc.	\$27,222	9%		0%
Unallocated (Carry into next FY)	\$9,782	3%		0%
Total Expense	\$306,650	100%	\$0	0%

Projected Revenue: Clatsop County \$70,000. Cities of Astoria \$10,000, Seaside \$10,000, Warrenton \$7,000, Cannon Beach \$3,000. Gearhart \$3,000, Port of Astoria \$1,000. Sunset Empire Transportation District \$500

Clatsop Community College \$40,000 Cash "Match"

Private Sector Sponsorship \$23,000.

Federal/SBDC funding: SBA \$32,150. OBDD/Business Oregon \$72,000. Total= \$104,150

Checking Balance Carryover into new year- \$35,000

Expenses

Wages & Benefits for Kevin Leahy, Jessica Newhall & 25% of Admin. Assistant

CEDR pays \$750/month to maintain an office in Seaside

Contracted Consultants- Estimated is CCC SBDC PT business advisors

G& A Breakdown:

Advertising/Marketing

Memberships- Country Club, Seaside Rotary, Misc.

Estimated Travel & Business Expenses \$500/month

Accounting Fees (Bussert & Law/ Debbie Eddy)

Misc. (Business Filing, Misc.)

Liability Insurance

TOTAL

14,000 Review Option of New Website \$9,000 (Not Included)

3200

6000

1850

1300

872

27,222