



## **Staff Report**

For City Council Meeting - 1/5/2022

### ***Subject - Visitors - Kevin Leahy - CEDR - Update Presentation***

**Synopsis:** CEDR (Clatsop Economic Development Resources) is the regional Economic Development Organization for Clatsop County, and is the “one stop” business resource in the region for business recruitment, retention and expansion.

CEDR collaborates with local, state, and federal partners, including the cities of Astoria, Cannon Beach, Gearhart, Seaside, Warrenton, Clatsop County, and is aligned with Clatsop Community College. CEDR also works closely with Business Oregon, the economic development agency of the state of Oregon, and Col-Pac EDD (Economic Development District), federally designated.

CEDR is a paid membership organization, with many private sector members and a Board of Directors from both the Public and Private Sector. CEDR Executive Director is also the Clatsop County Enterprise Zone Manager.

Both Mayor Cockrum and Councilor Warren regularly attend CEDR Board meetings. Tonight, CEDR’s SBDC Director, Kevin Leahy, will be giving the Council a powerpoint presentation to share what they’ve been working on.

**Recommended Motion:** N/A

**Legal Analysis:** N/A

**Financial Analysis:** N/A

Respectfully submitted,



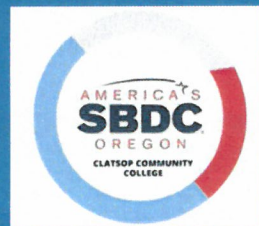
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# City of Gearhart

## CEDR Presentation

January 5, 2022



**Clatsop  
Community  
College**



# CEDR 2021-Priorities

## **Small Business Grants.**

Working on American Rescue Plan to ascertain grant opportunities from Cities, Clatsop County, Business Oregon, SBA Programs (Restaurant Revitalization Program) and other programs.

Regional Solutions & CEDS (Comprehensive Economic Development Strategy) CEDR supporting the funding prioritization for regional and infrastructure projects related to Economic Development, workforce training and getting employment back to pre-Covid levels.

## **EDA Funding, Col-Pac**

- Finalized Col-Pac CEDR & Clatsop SBDC Capacity Building Funding Two year funding of \$37,500 per year

## **Addressing the Labor Shortage in our Region**

- CEDR is focused on workforce training and development programs in partnership with Clatsop Community College, COL-PAC - EDD, and the Workforce Investment Board to provide education, internships, and opportunities to build our local workforce.

## **Enterprise Zone.**

- Buoy Beer & The Scoular Company Enterprise Zone Applications approved. \$18,500,000 investment between the two projects.

## **Covid-19 Committees.**

- Kevin serves on the Governors Regional Solutions North Coast Economic Recovery, North Coast Regional Equity in Recovery Council and Economic Development & Workforce Partners committees chaired by Jennifer Purcell- North Coast Regional Solutions Coordinator.
- Led weekly (now monthly) ZOOM meetings with County & City Managers (All Clatsop & North Tillamook County), Business Oregon, Col-Pac, SEPR, SETD, Port of Astoria & Regional Solutions participants



- Worked on the Clatsop County Strategic Plan as the lead Economic Development organization in Clatsop County. Also a member of ALL IN Warrenton Economic Development Strategy Advisory Committee. Both launched in 2020.

- CEDR served as the Economic Recovery lead designated by SBA through Clatsop County.

- Kevin continued as a member of the CFEDC and was elected Vice Chairman for 2021. (Served as Chair 5 of the last 6-years.)

## **Clatsop WORKS**

- Had 14 interns and 12 employers for the summer of 2021—(Future slides give more detail)

## **CEDR Annual Awards Event was held May 20<sup>th</sup>, 2021**

- It was a highlight of the year for the Clatsop County business community.

## **Tourism Focus**

- Kevin continues to serve as a member of the North Coast Tourism Network "Champion Tourism/Marketing Committee"

## **Clatsop County Childcare Advisory Committee**

- CEDR has been designated as a primary member



## CEDR BUDGET



Revenue	Baseline	Pct
County Sponsorship	\$70,000	17%
City/Port/SETD	\$39,000	10%
CCCSupport-Required "Cash Match"	\$42,000	10%
Private Sector Sponsorship (2019 level)	\$20,800	5%
Federal/SBDC Grants	\$104,150	26%
Carryover into FY	\$125,499	31%
<b>Total Revenue</b>	<b>\$401,449</b>	<b>100%</b>
<b>Expenses</b>		
Wages & Fringe	\$266,493	66%
Rent (South County)	\$9,000	2%
Contracted Consultants/SBDC Coun.	\$37,000	9%
G&A/Advertising/Travel/Supplies/Misc.	\$33,722	8%
Unallocated (Carry into next FY)	\$55,234	14%
<b>Total Expense</b>	<b>\$401,449</b>	<b>100%</b>

**Confirmed Revenue: Clatsop County \$70,000. Cities of Astoria \$12,000, Seaside \$12,000, Warrenton \$7,500, Cannon Beach \$3,000, Sunset Empire Transportation District \$500,**

**Requested Funding: Gearhart \$3,000 (Did not renew. Requesting reconsideration.) Port of Astoria \$1,000.**

**Clatsop Community College: \$42,000 Cash "Match"**

**Private Sector Sponsorship: \$20,800. 2019 Levels. Note 2021 was \$25,900**

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

**CEDR Signed a five year contract with Clatsop County; \$70,000 per year for five years.**



## We'd like to thank our CEDR Members for supporting the work we do!



### Underwriter (\$5000)

Pacific Power

### Sustaining (\$1000)

Astoria-Warrenton Chamber of Commerce  
Bank of the Pacific  
Buoy Beer Co. & Pilot House Distilling  
Columbia Memorial Hospital  
Craft3  
Georgia-Pacific Wauna Mill  
Hampton Lumber Mills, Inc  
Lewis & Clark Bank  
NW Natural Gas Company  
Providence Seaside Hospital  
Seaside Chamber of Commerce  
Versa Corp

### Sponsor (\$500)

Bornstein Seafoods  
Bree & Associates  
Columbia Bank  
Columbia Hospitality  
Fort George Brewery + Public House  
Hyak Tongue Point LLC  
Lewis & Clark Timberlands

### Advocate (\$250)

High Life Adventures  
M & N Workwear

### Business (\$100)

Arbor Care Tree Specialists  
Astoria Brewing Co.  
Astoria Vintage Hardware  
Baker, Monaghan & Assoc.  
Bayview Asphalt, Inc.  
Bowpicker Fish & Chips  
Bridgewater Bistro  
Brim's Farm & Garden  
Bussert, Law, & Associates, LLP  
Campbell & Popkin, LLC  
Cannon Beach Chamber of Commerce  
Cannon Beach Vacation Rentals Coherence  
Coherence Consulting, LLC  
Dan Bartlett  
Darlene Warren Insurance  
Dr. Roof  
Emmons Design  
Encore Dance Studio LLC  
Englund Marine & Industrial Supply  
Fishhawk Fisheries  
Fultano's Pizza-Astoria  
Greensmith Landscapes  
Gimre's Shoes Astoria, Inc.  
Helligso Construction  
Inn at Seaside  
KABOJO Foods Inc.  
Knutsen Insurance  
Lucy's Books  
Lum's Auto Center

Mai Thai Food LLC  
N. Landwehr Financial Planner  
Ohana Media Group  
P & L Johnson Mechanical  
Pig N Pancake, Inc.  
Pro-Nurse Press  
Reach Break Brewing  
Rickenbach Construction, Inc.  
Rohne's Brownsmead Island Farm  
Seaside Temps  
Senator Betsy Johnson  
Sundial Travel Services  
Ter Har's Inc  
The Astorian  
The Sharpening Doc  
The Wine Shack  
Warrenton Kia  
WWC Business Solutions

### Supporter (\$50)

Cann Lawyers PC  
Da Yang Seafood  
Linda Dugan Insurance

### Public Sector Partners

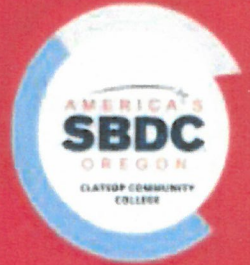
Cities of:

- Astoria
- Cannon Beach
- Gearhart
- Seaside
- Warrenton

and

Clatsop County  
Clatsop Community College  
Business Oregon  
SBA - Small Business Administration  
Sunset Empire Transportation District  
Port of Astoria





# 2021 YTD UPDATE

Clatsop Small  
Business  
Development  
Center



# Strategic Planning

## Mission

We help Clatsop County business owners and entrepreneurs build and strengthen their businesses through expert advising and education.

## Vision

The Clatsop SBDC strive to deliver the resources that our community's entrepreneurs and business owners need to thrive.



# Economic Impact

	2021
Capital Infusion	\$1,054,819
Business Starts	7
Jobs Created	32.5
Jobs Retained	59
Increased Sales	\$1,306,814





# 2021 YTD

	2021 YTD	2020 Total
1:1 Advising		
Clients Served	243	279
Counseling Hours	1106	1301

The SBDC has 13 active Gearhart clients.

Thirty-eight Gearhart residents took sixty-six SBDC workshops over the last three years.

Workshops	2021	2020	2019
Training Events	36	69	43
Attendees	1,238	2,380	337





# Staffing Changes & Notable Achievements

- SBDC Accreditation was an Exceptional Success!
- SBDC New Staffing:
  - Jim Mejias, Marketing Specialist
  - Ian Reid, Small Business Management Program Facilitator
  - Rocío Lizarraga Simmons, Latino Business Advising & General Advising
  - Eric Stromquist, SBM Program & General AdvisingThese positions are 100% grant funded.
- Launched first Spanish-language courses with more to come!
- The Signature SBM Program for the Clatsop SBDC started November, 17.







*Paid, professional internships for students 16+*

**Summer 2021 Host Employers**

*City of Seaside, Clatsop County, Coastal Restoration, Hampton Lumber, Helligso Construction, Lower Columbia Preservation Society, OSU Extension, Rickenbach Construction, Haystack Rock Awareness Program, Pelican Brewing Company, Sunset Empire Park & Recreation District, The Harbor*

Year	2018	2019	2020	2021
Host Sites	11	12	12	12
Interns	17	22	18	14

**And a big thank you to Gearhart's own Coastal Restoration!**

**Weekly Professional Development Workshops**

*Creating a Personal Budget & Building Credit- Wauna Credit Union  
Careers in Local Government- Clatsop County  
Healthcare Careers Panel Discussion- Columbia Memorial Hospital  
Careers in Hospitality- Columbia Hospitality  
Diversity, Equity, and Inclusion in the Workplace*

