

A stylized graphic illustration of a landscape. In the foreground, there are dark green silhouettes of trees and bushes. In the middle ground, a city skyline with several buildings is visible. In the background, a large, light-colored mountain with some blue shading on its slopes rises against a blue sky. The entire scene is framed by a dark red border.

Oregon's Proven Certified Industrial Sites Program

**Renate Mengelberg - Clackamas County, Oregon
PNEDC Conference - July 17th, 2007**

OPEN FOR BUSINESS

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www.co.clackamas.or.us/dtd/buserv/

Overview:

Preparing and marketing industrial sites

Coordinated local, county, region and state efforts

- ☞ Clackamas County Premier Sites Program
- ☞ Oregon Certified Sites Program
- ☞ Portland Region Sites Program
- ☞ Oregon Prospector
- ☞ Successes to date
- ☞ Challenges

CLACKAMAS COUNTY

Premier Industrial Sites



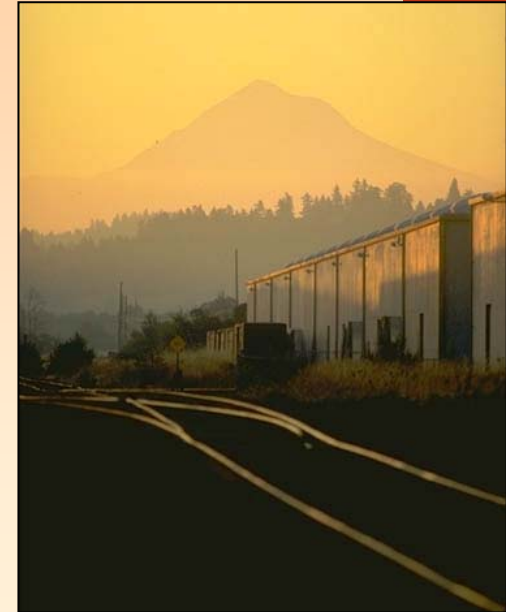
Why?

- ☞ Gives a competitive edge for promoting sites.
- ☞ Provides in-depth site information
- ☞ Reduces risks
- ☞ Eliminates construction delays
- ☞ Saves development time and lowers costs



The Problem ...

- ☹ Severe lack of ready to develop larger industrial sites in the county and region.
- ☹ Limited local and property owner resources.
- ☹ Fear of regulatory hurdles.



The Benefits ...

- ☹ Certification proves commitment to promoting and expediting economic development.
- ☹ Technical assistance.
- ☹ Financial support.

Clackamas Program Highlights

- 🌀 Clackamas County program for promoting strategic industrial sites.
- 🌀 Value added research and web promotion.
- 🌀 Streamlined approach based on the Oregon Certified Site Program.
- 🌀 Linked to regional and state websites.
- 🌀 Sites listed in private multiple listing service

Portland Regional Partners Industrial Lands Program

- Region wide listing of developable sites
- Common look and format for all site listings
- Linked to regional state and private sector websites
- Part of proactive joint marketing campaign

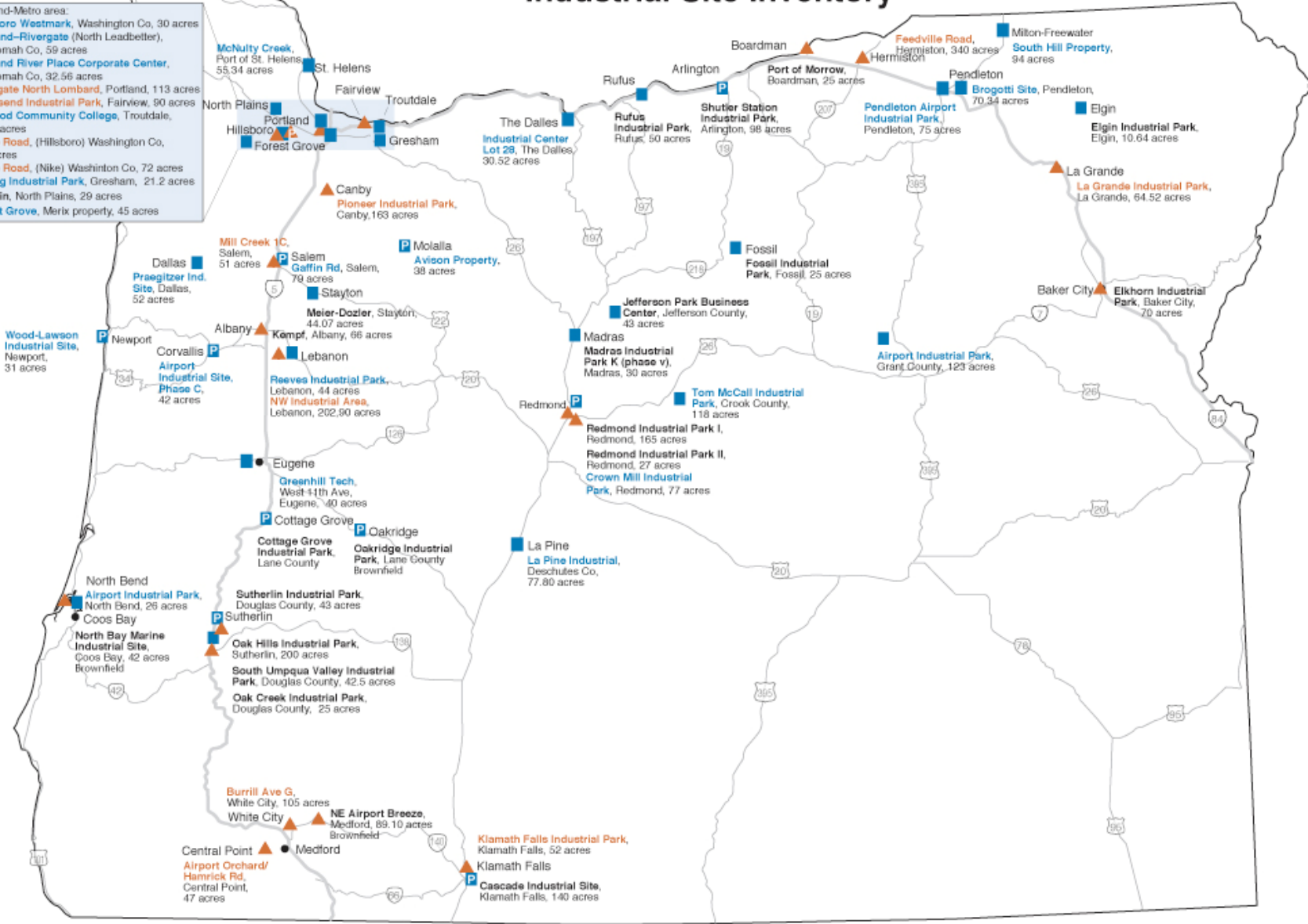


Oregon Certified Sites Program Overview



Oregon Economic and Community Development Department Industrial Site Inventory

- Portland-Metro area:
- Hillsboro Westmark, Washington Co, 30 acres
- Portland-Rivergate (North Leadbetter), Multnomah Co, 59 acres
- Portland River Place Corporate Center, Multnomah Co, 32.56 acres
- ▲ Rivergate North Lombard, Portland, 113 acres
- ▲ Townsend Industrial Park, Fairview, 90 acres
- Mt Hood Community College, Troutdale, 38.41 acres
- ▲ Shute Road, (Hillsboro) Washington Co, 203 acres
- ▲ Shute Road, (Nike) Washington Co, 72 acres
- Boeing Industrial Park, Gresham, 21.2 acres
- Conklin, North Plains, 29 acres
- Forest Grove, Merix property, 45 acres



- Standard Certified Sites
- Standard Pending Sites
- ▲ Opportunity Certified Sites
- ▲ Opportunity Pending Sites

February, 2007

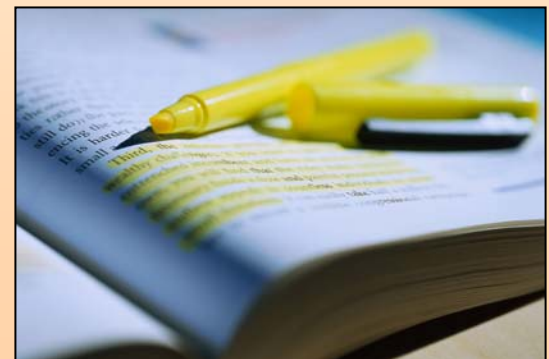
Oregon Certified Sites Program.. Guarantees

- ☞ Sites are available immediately
- ☞ Site ownership clear & price set
- ☞ Terms and conditions of sale/lease established
- ☞ Utilities in place or have installation plans, including costs and source of funds, within 180 days



Certified Sites Bring Certainty!

- 🌀 Extensive Environmental work completed
 - Wetlands Delineations
 - Brownfield's phase 2 site assessments
 - Archeological surveys
 - Maps of utilities, zoning and transportation access
 - Local government guarantees on permit times
 - Details on infrastructure capacity
- 🌀 Average investment per site: \$60,000



Oregon Certified Sites Program Successes

- 47 sites totaling 3,321 acres
- 18 sites currently under development
- 2,500 projected jobs created for Oregon
- \$34,000 average annual wage
- \$6 million annual income tax revenue



State and Regional Industrial Site Marketing

- 🌀 Oregon Prospector
- 🌀 Linked to many Economic Development Websites and promoted by practitioners
- 🌀 Outreach/promotion to site selectors
- 🌀 Great press on this pioneering program



Oregon Prospector

6 properties were found in Clackamas County .

	<u>Address</u>	<u>Type</u>	<u>Minimum Size</u>	<u>Maximum Size</u>	<u>City</u>	<u>County</u>	<u>Certified Property</u>
1.	PIONEER INDUSTRIAL PARK 	land	1.00 Acres	225.00 Acres	Canby	Clackamas	yes
2.	19426 S BEAVERCREEK RD 	land	21.10 Acres	21.10 Acres	Oregon City	Clackamas	no
3.	300 S REDWOOD ST	land	4.40 Acres	4.40 Acres	Canby	Clackamas	no
4.	310 S REDWOOD ST	land	1.94 Acres	1.94 Acres	Canby	Clackamas	no
5.	16641 CHAMPION WAY	land	0.03 Acres	0.25 Acres	Sandy	Clackamas	
6.	SE 37th and HWY 224	land	1.05 Acres	1.05 Acres	Milwaukie	Clackamas	

OregonProspector Statistics

- ☞ OregonProspector.com ranks number one on Google searches for industrial buildings and lands"
- ☞ 429 land sites and buildings listed
- ☞ 48 sites in Certified Industrial Lands program.

Oregon Prospector is a very well used site...

Average Sessions Per Day	52.35
Average Pageviews Per Day	230.82
Average Hits Per Day	1,182.46

Successes

- Coordinated statewide industrial site inventory is a proven powerful marketing tool
- Significant jobs and assessed value brought to communities throughout the state
- Spurred development in long vacant rural sites
- Led to collaboration and expedited service by regulatory agencies

Challenges

- ☹ The easy sites are already in the program
- ☹ Remaining sites have extensive environmental issues
- ☹ Funding constraints
- ☹ Property owner patience
- ☹ Coordination between state and local agencies





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