

Letter From the President

Dear KCEDA Members and Partners,

Thank you for attending this evening's event as we all gather to celebrate the noble, dedicated efforts of KCEDA and this community. I am tremendously proud of KCEDA. It is an organization that speaks to Klamath's greatness, representing the collaborative and hard-working spirit of this county through its commitment to economic vitality. This year's success, and the organization's continued growth, is undeniably a product of your support as members. All of you invest your time, talent, and resources to help position this community for great success. It wasn't that long ago that KCEDA was made up of a small board and even smaller staff, but we have come a long way in a short time. Klamath County is open for business, and the amount of activity that has occurred over the last year is nothing but promising; our staff, members and partners are working together to put this area on the map.

Recently, we had a visit from Joe Max Higgins. You may not know much about Mr. Higgins, but he comes from the Golden Triangle of Mississippi where he has been recognized nationally as one of the most successful economic developers in the country. Last month, KCEDA had the pleasure to feature Mr. Higgins at a Speakeasy event. Although we were not sure what he would talk to us about, my hope was that he would be able to reinforce that KCEDA is on the right track. He did just that. He gave our staff rave reviews and told us to keep up the good work. He was impressed with our available opportunities and the problem solving solutions we have been able to produce for our clients, making evident that KCEDA approaches economic development efforts with creativity, precision and passion. His visit was one of many profound experiences this year that has given us affirmation that we are on the right path.

KCEDA has been a transformation, and we should take comfort in the fact that what seemed to be a leap of faith at the time is now paying dividends. This evening, please enjoy yourselves, and take a moment to appreciate the efforts you have put in along with your colleagues and peers.

Thank you for your continued support,



Lauren Jespersen
KCEDA President

Thanks

2017-18 KCEDA Members & Partners

OFFICERS

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Lauren Jespersen*
Edgewood Ranch, Inc.

Vice President

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Coldwell Banker

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Molatore, Scroggin,
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Kingsley Field

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Southtowne Commerce
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Oregon Institute
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Klamath Tribes

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Bullet Rental & Sales

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Jamie Jackson
Rocky Mountain
Construction

Kelley Minty-Morris
Klamath County
Board of Commissioners

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Credit Union

Al Pranghofer
Knife River

George Rogers
Running Y Ranch

Terry Scroggin*
Molatore, Scroggin,
Peterson & Co., LLP

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Jenine Stuedli
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Greg Thede
Klamath County
School District

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Windermere Real Estate

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Kinsman Construction

Cindy Schmeck
Winema Electric

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Engineering, LLP

Chris O'Grady
Basin Fertilizer
& Chemical Co.

Tom Powley
Powley Plumbing, Inc.

Dennis Winn
Iberdrola
Renewables, Inc.

REGULAR MEMBERS

Ken Brown
Oregon Technology
Innovation Center

Bill Castle
Lewis and Clark Bank

Anna Hawkins

John Driscoll

Rob Jellested
Klamath Basin
Brewing Co.

Lauren Jespersen*

Edgewood Ranch, Inc.

Robert Kingzett

Kay Neumeyer
City of Malin

Ron Moe
REACH, Inc.

Bryan Phillips
U.S. Bank

Richard Schmerbach
Linkville Roofing
& Siding, LLC

Albert Wedam*

STRATEGIC PARTNERS

Nico Pucci
EDF Renewable Energy

EX-OFFICIO MEMBERS

Jim Chadderdon
Discover Klamath

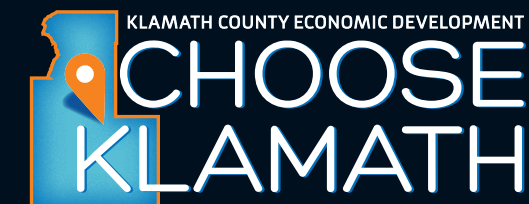
Larry Holzgang
Business Oregon

Betty Riley
South Central Oregon
Economic Development
District (SCOEDD)

Kat Rutledge
Small Business
Development Center
(SBDC)

Heather Tramp
Klamath County
Chamber of Commerce

.....
* Executive Committee
Member



2017 Annual Meeting

WELCOME!

KCEDA
Klamath County Economic Development Association

chooseklamath.com

205 Riverside Drive, Suite E
Klamath Falls, OR 97601 | 541.882.9600

BRIGHT HORIZONS

Agenda

2017 KCEDA Annual Meeting

Tuesday, July 18, 2017

5:00 – 7:00 p.m.

Oregon Tech CU Crater Lake Complex
Mount Mazama/Scott Room

5:00 p.m. Social Time - No Host Bar

5:30 p.m. Buffet Dinner

5:45 p.m. Welcome

Emcee Kelley Minty-Morris - Klamath County Board of Commissioners

5:50 p.m. Keynote Address: *"Impactful Partnerships"*

Dr. Nagi Naganathan - President, Oregon Institute of Technology

6:10 p.m. Announcement of New Officers & State of the Corporation

Lauren Jespersen - Owner & CFO, Edgewater Ranch, Inc.
President, KCEDA

Andrew Stork - Special Projects & Communications Manager, KCEDA

6:30 p.m. Special Acknowledgments

Greg O'Sullivan - Executive Director, KCEDA

6:45 p.m. Closing & Adjourn



Keynote Special Guest

Dr. Nagi Naganathan

President
Oregon Institute of Technology



After a nationwide search, Oregon Institute of Technology's Board of Trustees selected Dr. Nagi Naganathan as the 7th President of the university on November 16, 2016. Dr. Naganathan previously served as the dean of the College of Engineering at The University of Toledo (UT) in Toledo, Ohio. In addition to his work as the dean of engineering at UT, Dr. Naganathan was also UT's interim president.

Over the course of his career, Dr. Naganathan has received a number of prestigious awards, including elevation to Fellow of the American Society of Mechanical Engineers, UT Outstanding Teacher Award, UT Outstanding Researcher Award, SAE Ralph R. Teetor Educational Award, ASME Outstanding Regional Faculty Advisor Award, and TST/TSPE Engineer of the Year.

Dr. Naganathan earned his bachelor's degree with honors in mechanical engineering from the National Institute of Technology at Tiruchirappalli (formerly known as Regional Engineering College, Tiruchirappalli), University of Madras, India, a master's degree in mechanical and industrial engineering from Clarkson University, New York and a Ph.D. in mechanical engineering from Oklahoma State University.

KCEDA & The Economy

KCEDA 2016-2017 FY Recruitment & BRE Impact Report

Based on active recruitment and business retention/expansion files.



Job Creation

3,356.8 Total
2,170.0 Direct
1,186.8 Spin-off



Salaries

\$42,536 Average
\$42,857 Direct
\$41,948 Spin-off



Capital Invest.

\$2.47b
Buildings + FF&E



Residential Dev.

188.8 Homes
1,258.8 Relocations

10 Years Net Benefits

County	\$52,201,171
City	\$119.71m
School District	\$86,421,631
Other	\$16,452,844
Total	\$274.78m

10 Years Net Benefit for Klamath County

Net Benefits

Present Value

\$52,201,171

\$38,393,755

Real Property Taxes. \$48,274,690

FF&E Property Taxes. \$0

New Residential Property Taxes. \$646,428

Miscellaneous Taxes and Licenses. \$2,027,160

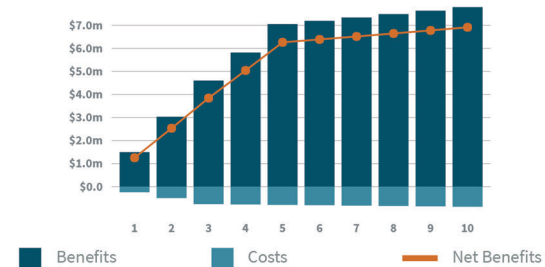
Charges for Services. \$656,011

State Intergovernmental Revenue. \$7,872,128

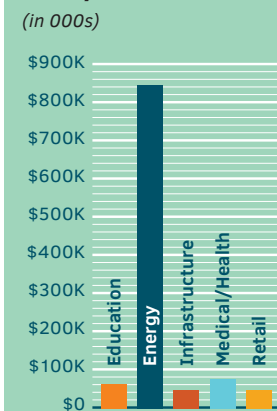
Benefits Subtotal \$59,476,416

Cost of Government Services (\$7,275,245)

Costs Subtotal (\$7,275,245)



Construction Projects by Cost/Investment* (in 000s)



* O'Sullivan, G. (2016). Prediction: Construction is leading a recovery for Klamath [Abstract]. 1-4.

Klamath County Unemployment Rate

2016 Average: 6.9% May 2017: ▼ 5.1%

Klamath County Non-Farm Employment Growth

▲ Up 830 Jobs from Previous Year*

Klamath County Identified Growth Industries



* Provided by the Oregon Employment Department for the period of May 2016 - May 2017

Looking Forward: KCEDA's Top 20 Goals for 2017-2018 FY

1. Recruit a company that will create a minimum of 150 new jobs and bring in a capital investment of over \$100M.
2. Achieve 30+ new open files within the business retention/expansion program (BRE) for the upcoming year.
3. Establish active, on-going open files with 30+ business attraction projects.
4. Have BRE record 150+ new customer visits or connections within the year.
5. Engage in six special projects (every two months) that include industry tours, business luncheons, cluster forums and more.
6. Acquire buyers/investors for the downtown Safeway building and have it occupied within 12 months.
7. Create and execute a plan to unite primary/secondary education and industries in the community—identifying gaps, in addition to aligning and promoting consistent communication.
8. Increase our number of leads by continuing to work our current lead sources and by adding new ones; KCEDA's goal is to generate over 300 leads for the upcoming fiscal year.
9. Aid in the creation, development and execution of legislation that is aimed toward positioning opportunities for local as well as outside business.
10. Produce a 12-month multimedia/video promotion campaign, profiling businesses and projects throughout the area, simultaneously increasing KCEDA's video content and reach.
11. Continue website enhancement by adding content and features that allow ChooseKlamath to be a place of engagement and intel for both members and clients.
12. Boost advertising and direct mail campaigns in parallel with lead generation efforts, extensively targeting our primary industry sectors: Advanced Manufacturing, Agriculture/Food Tech, Aviation and Defense, Back-Office Operations, Med Tech and Renewable Energy
13. Implement programming which allows the organization to identify and capitalize on additional revenue sources (such as grants, contracts for services and more) so that KCEDA may dedicate increased resources to advance its objectives.
14. Develop a strategy in close collaboration with public and private sector partners to address the anticipated workforce needs as they relate to Klamath's forecasted construction growth.
15. Acquire and help manage an e-commerce zone with SCOEDD.
16. Assist public and private sectors by establishing and implementing a set standard of ready incentives for business attraction prospects and local expansion opportunities.
17. Facilitate an area-wide online reputation and community image campaign that will help improve Klamath's public perception by influencing online information/content.
18. Further strengthen and extend our relationships with agencies and resource providers across the state.
19. Work with developers and resource providers to do an extensive analysis on area housing, and implement a strategy that addresses housing issues.
20. Continue to gather and promote data about Klamath County's available sites and buildings inventory; establishing KCEDA as a central intelligence source for area assets and business activity.