



# MADE IN ★ YAMHILL COUNTY

2021

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# MADE IN ★ YAMHILL COUNTY 2021

## ON THE COVER

An employee at New Energy Works in McMinnville works on a piece of lumber that will be refinished for an upcoming framing job. / Courtesy New Energy Works & Pioneer Millworks

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# MANUFACTURING THE FUTURE

A.R.E. Manufacturing, Inc.



518 South Springbrook Road  
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A.R.E. Manufacturing, Inc. (A.R.E.) is a family-owned contract machine shop specializing in the manufacture

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Three well-known cakes, marketed all over the country, are made right here in the Yamhill Valley.

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Soaked in fine brandy and perfectly aged, these cakes are full of flavor. Date nut cakes are a rich cake made from tree-ripened California dates, fresh walnuts, pecans, cashews and ginger, soaked in fine brandy and aged to perfection.

The abbey's tropical dessert cakes are rich, old-world flavored rum cakes, textured with papaya, mango, pineapple, almonds and macadamia nuts. In addition to its beloved cakes, the abbey also features Monastery Creamed Honey, a book bindery and commercial wine warehousing services.

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## ABISHA STONE

**SEDCOR**  
Yamhill County Economic Development Manager



626 High Street NE Suite 200  
Salem, OR  
503.588.6225  
[sedcor.com](http://sedcor.com)

Abisha Stone's strategy is to ask questions, listen and take into consideration what is best for each individual traded-sector business. Her position was created after SEDCOR was awarded a contract by Yamhill County to provide economic development to the county and its 10 cities. Before starting at SEDCOR, Abisha was the production manager for Oregon Cherry Growers; the vice president of operations for Marion-Polk Food Share and the Contract Packing Relations Manager for Truitt Bros. Inc. She is the Treasurer on the executive committee for Oregon Aglink, a private, nonprofit volunteer membership organization dedicated to growing agriculture in Oregon through education and promotion and bridging the gap between urban and rural Oregonians. She also serves on the Execute Committee for the Board at Cascade Capital Funding, a Certified Development Company that offers 504 loan programs for small businesses in Oregon. She is eager to assist traded-sector companies all over Yamhill County through her holistic approach to problem-solving.

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SEDCOR supports the Willamette Valley's most unique and vital industries so that families, communities, and cities all over our region can thrive. These industries are known as the traded sector and include agriculture, food production and storage, technology (hardware and software development), distribution, and logistics.

By listening and understanding the problems and opportunities of those industries, we help them transform good ideas into realities. We also work with local governments and state agencies to attract and keep businesses in our region; these businesses will provide good jobs and stable tax revenue for many years. Plus, we connect with numerous partners to foster the next generation of homegrown entrepreneurs.

Right now, we are very excited about the work we're doing to connect our region's ag industry with technology developers from around the world through our NW Ag Innovation Hub. As a nonprofit organization, we rely on the support of our members and partners. But, you do not need to be a member in order to connect with our team. We are always ready to listen! Learn more and connect by visiting [sedcor.com](http://sedcor.com).

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# Local Manufactures Continue to Navigate Ups and Downs

By OSSIE BLADINE Of the News-Register



A.R.E. Manufacturing

For many manufacturers in Yamhill County, life since the onset of the COVID-19 pandemic has never been less predictable. It's also never been so busy.

While the initial shutdown in the spring of 2020 led to sales losses and layoffs, the local traded sector has rebounded in a major way.

Abisha Stone, who acts as Yamhill County's economic development manager through a contract with SEDCOR, said there have been more banner years lately as far as profits go. But the process for many has been exhausting, as pent up demand has coincided with a shortage of workers and supply chain issues that owners have never faced before.

Alvin Elbert, owner of A.R.E. Manufacturing in Newberg, said he expects the second best year ever for his machine shop that he started in a garage in 1980. At the onset of the pandemic, orders came to a halt. Like many, he received a PPP loan to keep employees on the payroll. But he had to initiate a round of layoffs last summer after the program ended and work had still not returned.

Things started to pick back up in October, he said, and they suddenly had more work than they could handle.

"I was surprised by how quick the recovery was," he said. "We had to buy more equipment to meet the new demand."

Unfortunately, about half of the 15 or so employees that were laid off had moved on to new positions by then, and Elbert has struggled to find new workers to fill those positions.

He has the benefit of a close relationship with Newberg High School's for-profit machine shop, Tiger Manufacturing, which Elbert helped create. The program has become a continuous source of interns and employees for A.R.E. He said hiring out of Tiger Manufacturing is always his first choice — he currently has six employees who came from the school's shop. And he often takes what he can get, having some work part time while they attend college.

Stone said many manufacturers are increasingly hiring teenagers into staff positions — part of the nontraditional

workforce that also includes retirees helping fill a shortage of workers. Those employees, however, may only work one day a week, and that creates stress on a company's HR and management, Stone said.

Large employers are finding different ways to attract new workforce, Stone added, including investing in childcare options and workforce housing.

But many industries, predicting a reduced workforce going forward, are also shifting toward more automation, something Elbert said he now must embrace.

"We've never done robots, but we're probably going to step in and do more robots if we can't get people hired," he said, adding that cobots (robots used within a shared space of a human operator) have become less expensive and less glitchy in recent years, making it easier to take steps in that direction.

Stone said the move toward more automation creates a significant need for Oregon to adopt a new incentive structure.



Applied Physics Technologies

## In 40 years of being in machining, I've never had a situation like this."

Alvin Elbert, A.R.E. MANUFACTURING

"Most incentives for partners in Oregon are around employment -- if you employ this amount of people you get incentives," she said. "That incentive will not work anymore. These businesses are having to automate because they cannot find employees. ... If a company is growing in size but can't hire people, and the state says it will only incentivize if they hire more people, that doesn't work."

She said some businesses last year were forced to pay money back to tax incentive programs because of the workforce shortage. "That's the reality we're in."

Stone also noted a need to protect smaller manufacturers in the scenario that a major corporation enters the area with seemingly unlimited resources.

"If we have Amazon build a distribution center and employ 1,800 people, that used to be a great thing. It produces taxes, industrial use, jobs, all the economic drivers," she said. "Now, if an employer like that comes into an area, people freak out. The concern is, how do we support that business without cannibalizing that employee base from established, loyal,

Straw said his customers seem to be considering those realities as well, as he's seen a major uptick in bookings recently — three to four times more than normal. "I think because people are getting orders in while there are not any major issues."

He said they are in close communication with their suppliers, and have branched out to some other machinists — all of whom are "slammed" with work. But given the custom nature of APTECH's products and the materials needed to make them, there's only so much they can do in preparation for supply chain and inflation issues — "Just have to roll with the punches," Straw said.

Elbert has been doing just that in 2021. A lack of materials and the consequential increase in prices has forced A.R.E. to redo pricing on most of their products.

"We have material that's more than doubled in the past year," he said, noting a piece of steel tubing that once cost \$12 a foot now comes in at \$40 a foot. "I don't think it'll come back down."

He said parts that used to take four to six weeks now take four to six months to receive. Some raw materials are nearly a year out if he reorders now. In one instance, he said he'll have to temporarily stop making a \$20,000 product for a customer because a \$40 part is delayed. It won't affect his shop much, as there's plenty of other work orders coming in, but Elbert said he hates to let his customer down.

"I thought I was doing what I needed to do, giving it about nine weeks," he said. "In 40 years of being in machining, I've never had a situation like this."

As those types of scenarios become more common throughout the traded sector, Stone predicts there will be an intentional movement back to being more localized.

"At one time in our lives, it was all about expanding our horizons and becoming a worldwide economic force and pulling from every region," she said. She noted that the pandemic, social riots, massive fires and major ice storms have all caused disruptions in transportation of materials. "Now we have local food processors that have never locally sourced from a farmer, but they're doing it now because their distribution chain has been disrupted. ... From suppliers to warehouses, anything can happen along that chain."

local businesses?"

Marcus Straw, president and CEO of Applied Physics Technologies in McMinnville, said they have managed to keep all staff throughout the pandemic, but there have been multiple "close calls" of people changing jobs. However, the company has been forced to juggle positions on the fly as employees at times were required to stay home due to COVID exposure.

"We had to split a lot of shifts," he said, "but we did get better at being more efficient and productive from the experience."

Looking forward, inflation and supply chain issues are two of the largest concerns for local manufacturers. Straw said APTECH, which designs and manufactures precision parts for scientific research, has just begun to deal with those issues in summer of 2021.

"We've had to delay some deliveries this month because of raw material availability. We're worried we'll see more of it," Straw said. That scarcity will likely lead to an increase of costs, too, he added.





# Variety of Local Wood Product Makers Achieve Global Impact

By STARLA POINTER Of the News-Register



Pioneer Millworks

Vineyards and wineries, nurseries with long rows of ornamental plants, cattle, sheep and huge fields of wheat, clover and grass seed crops line the roads of Yamhill County. All are important to the area's agricultural economy.

So is wood, although its harvesting and manufacturing isn't always as obvious as that of other crops.

Log trucks traverse the roads of Yamhill County, carrying freshly cut trees to Hampton Lumber's large sawmill in Willamina and to other manufacturers and distributors inside and outside the county. Several smaller or specialized mills operate here, as well, mostly in the West Valley.

Myers Woodline/Pacific Fir at 355 S.W. Mill St. and Sheridan Lumber at 20510 Highway 18 operate in the Sheridan area.

So does Monroe Oak, 2100 N.W. Chip Yard Road, a family-owned mill that specializes in processing hardwood, doing custom dry kiln work and making custom cuts. For more information, call Monroe, at 503-843-5353.

Pacific Wood Preserving, 22125 Rock

Creek Road, Sheridan, specializes in treated lumber, plywood and other wood products such as railroad ties, fire retardant wood and telephone poles. It's a leading supplier of such products. For more information, call 503-843-2122.

With 250 employees, the biggest wood products company in the county is Hampton's Willamina plant. Its two mills, planer and dry kiln produce a full range of timber products, from dimensional lumber to panels and molding to chips and sawdust. Company buyers and engineers also have offices at the site at 1000 Willamina Creek Road.

Willamina is one of 10 facilities owned by the Hampton family. Other Oregon mills are in Tillamook, Warrenton and banks, and the main office and sales facility is in Portland. Mills in Washington and British Columbia round out the company's properties.

The company's export division, Trans-Pacific Trading, has offices in Portland, British Columbia and Tokyo. It ships almost 3.5 billion board feet of lumber worldwide. It also ships more than 300 million square feet of plywood and

oriented strand board products to 21 countries.

Hampton has more than 1,700 employees companywide, according to its website.

The Willamina mill hires local people to fill positions that range from software developer and electrical technician to cleanup worker, planer or millwright. Employees often advance from one job to another, all while earning family wages, insurance benefits and retirement funds.

Applications can be made through the Hampton website, [www.hamptonlumber.com](http://www.hamptonlumber.com). For more information about the Willamina mill, call 503-876-2322.

In McMinnville, Elk Creek Forest Products specializes in Douglas fir, buying green wood and custom drying it for sale to custom stocking distributors and wholesale dealers.

The company's distribution yard at 2700 Orchard Avenue, just off Lafayette Avenue, is stocked with more than 15 million board feet of premium products. Elk Creek also offer resawing services.



Elk Creek Forest Products

It's products run from green lumber for framing houses and other buildings, to kiln-dried to seasoned timbers that will be exposed and admired in finished projects.

Pressure and fire-treated timbers, custom sizes and patterns, precision end trimming and hand-hewn timbers also are on its list.

Elk Creek was founded 20 years ago by Brett Slaughter, now president, and Mark Kelly, now vice president of operations.

They set the company's core values: leadership, excellence, relationships and faith.

Over the years, Elk Creek has grown steadily, moving to progressively bigger lumber yards. In 2014, it acquired its current site, which comprises more than 20 acres.

It now employs about 80 people.

Elk Creek Forest Products can be reached at 503-474-4446 or through its website, [elkcreekforest.com](http://elkcreekforest.com).

Across the road from Elk Creek are sibling companies New Energy Timberframers and Pioneer Millworks, 2675 NE Orchard Ave.

New Energy Works, with shops in McMinnville and Farmington, New York, designs and crafts heavy timber projects across the United States.

Pioneer Millworks, is a leader in the reclaimed wood industry. The company employs a full-time acquisitions team to "rescue" antique wood from dilapidated structures around the country. Once reclaimed, the wood pieces are given new life as paneling, flooring, fixtures and more in commercial and residential spaces.

For more information, visit [pioneermillworks.com](http://pioneermillworks.com) or [newenergyworks.com](http://newenergyworks.com).

Another type of wood products mill sits just on the southwest edge of McMinnville. UFP Industries, 1726 SW Highway 18, specializes in supplying lumber to the manufactured housing industry.

The McMinnville mill is one of 170 sites in the US and several other countries owned by a Michigan company. Founded in the late 1950s, UFP also has mills in Woodburn and White City in Oregon and several other locations in the Northwest.

Nationwide, more than 14,000 employees work for the growing company. Sales total \$5.2 billion a year, according to its website.

For more information about UFP, go to the website [www.ufpi.com](http://www.ufpi.com) or call the McMinnville mill, at 434-5525.

Slaughter, Elk Creek's president, said that people's notions about wood products are often limited to walking down a lumber aisle at the local hardware store. However, "what we do has a global impact," he said, speaking of his own business, but providing a message that fits the local timber and lumber industry as a whole. "We're really employing the people locally, using local product and letting that product tell its story across the country and world."

He added, "We're dealing with a resource and using it wisely. I'm hoping we can be part of an industry that's going to continue to grow education without a political bent. Because wood is the most renewable, greenest and environmentally-friendly materials for most projects."



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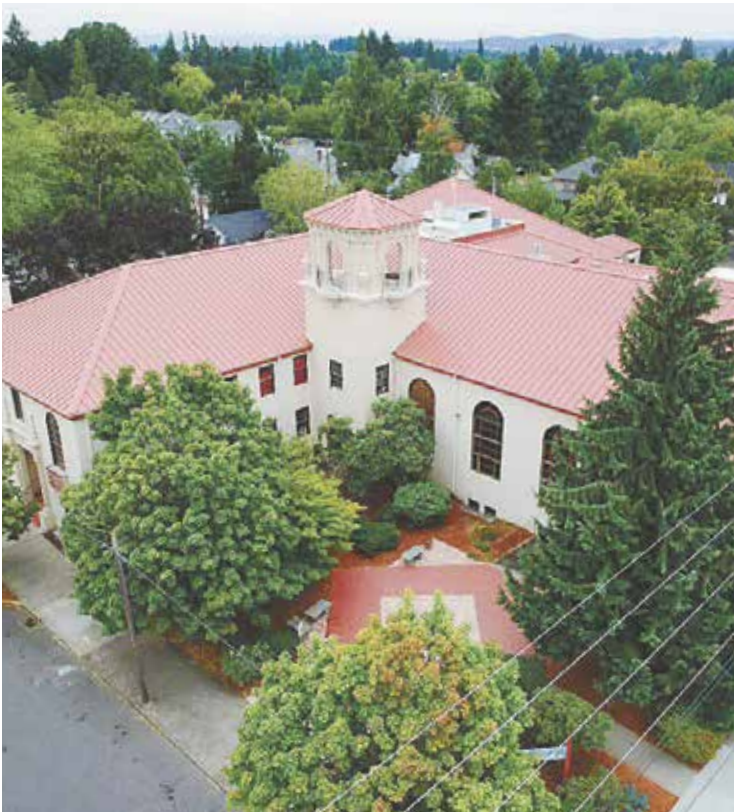
If you need something custom-made from metal, chances are Solid Form can help. On an average day at the McMinnville firm, the customer service team can be found consulting with architects, wineries, manufacturers, and contractors while the drafting/design team transforms everything from napkin sketches to engineered drawings into flawless CAD renderings.

The waterjet will be busily cutting while material is machined, formed, fabricated, and finished into countertops, railing, signs, furniture, range hoods, gates, stairs, and sinks for on-site fabrications, installations, and deliveries. The Paolo brothers attribute their success to a commitment to involve Solid Form craftsmen at every stage of each project from initial consultation to completed installation, ensuring that finished products always exceed the customer’s expectations.

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DCI



DCI

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John and Janelle Spencer founded DCI, a dental equipment company in their home, in 1983. They started with an idea for an improved syringe, and with the help of their children, Jason and Amy, the family business has become the world's largest dental parts manufacturer.

DCI Edge Dental Equipment is the fastest-growing dental equipment brand in the nation. Yet this industry leader's focus remains the same as it always has been: care and concern for customers. The Newberg company is passionate about building reliable equipment that gives dentists and dental workers the freedom to focus on delivering a comfortable patient experience.

HAMPTON LUMBER



1000 SW Willamina Creek Road  
Willamina, OR  
503.876.2322  
hamptonlumber.com

Hampton Lumber has operated the Willamina sawmill for nearly 80 years, providing year-round family wage jobs in Yamhill and Polk Counties. Our Willamina Mill is one of the largest family-owned sawmills in North America, proudly producing green and kiln-dried Douglas Fir dimensional lumber for customers near and far. Our employees give back to the community by raising money for schools and special projects and donate thousands of volunteer hours. We're proud supporters of the Grand Sheramina Food Bank, Sheridan Nite Court, Juliette's House, the Tina Miller Center, Henderson House, Boy Scouts, and local FFA programs and youth sports. Headquartered in Portland, OR, Hampton operates nine sawmills in Oregon, Washington, and British Columbia and markets wood products all over the world. All of Hampton's forestlands are certified by the Sustainable Forestry Initiative (SFI), an independent, non-profit organization that promotes sustainable forest management. SFI certified forests play an important role in water conservation, wildlife habitat, and climate solutions.



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[a-dec.com](https://a-dec.com)

Ken and Joan Austin founded A-dec with an invention and a dream: to better the world of dentistry.

More than 50 years later, A-dec continues supporting dental teams with a complete line of award-winning chairs, delivery systems, lights, monitor mounts, dental furniture, handpieces, and maintenance products—and the peace of mind that comes with the name.

Today, A-dec serves dentists in more than 100 countries, yet still designs and manufactures products right here in Newberg. We support community and philanthropy all across the state of Oregon, with beneficiaries including libraries, arts organizations, and perhaps most significantly, schools.

So next time you visit your dentist, look for the A-dec logo. It will always signify our intent to make a difference, around the world, and right here in Yamhill County.

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"I have always loved paper and ink," Chelsey Nichol says. Chelsey's family business is printing. In 2010 she started her personal business, Type A Press, a letterpress printing operation.

Her letterpress business was born from her family business. "We had a letterpress sitting in our warehouse for decades, and I always thought it would be neat to learn to use it," Chelsey says.

She built her skills, and discovered a gift for setting type. Chelsey and her press produce custom pieces of art in the form of letterpress greeting cards, invitations and business cards—anything with paper and ink. That love of paper and ink includes consuming as well as producing.

As a youngster, she wanted to be a book editor or own a bookstore. As an adult, she reads whenever she can.

Type A Press has now expanded with a gift and clothing line inspired by Chelsey's love of her hometown. The products are designed locally and printed by Chelsey and her husband Brent.

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# A City Built on Foresight

By TAYLER BRISBIN Communications Coordinator, McMinnville Economic Development Partnership



McMinnville High Vocational Technical Center

We all know the expression “hindsight is 2020”, and over the last 16 months or so there has been a lot of speculation and conversation about the year that no-one saw coming. But global pandemics aside, McMinnville is a place that was founded on innovation and thinking about what’s next, and as a result we are positioned for a very bright future. Henry Ford said that “patience and foresight are the two most important qualities in business.” We tend to agree, with the caveat that the third most important quality is an engaged and supportive community.

With a diverse group of manufacturers, tech startups, agriculture, food and beverage production, aerospace, and more, McMinnville and the surrounding areas are an attractive location to start and grow a business. With available industrial land, one of the lowest combined utility rates in the state of Oregon, reliable broadband, a skilled workforce, not to mention an award-winning main street, amazing restaurants, and a sense of community, McMinnville has it all. Thanks to the foresight and planning of community leaders like McMinnville Industrial Promotions, McMinnville Water and Light, the Economic Vitality

Leadership Council, our local and regional partners, and the leadership within the City, McMinnville is a community where industry, creativity, and people thrive.

McMinnville was the first city in Oregon to operate a municipally owned water and electric light plant. In 1888, we became the first city in the Pacific Northwest to supply electricity to every building. In 1905, the McMinnville Water & Light (MW&L) Commission was created and began making decisions that impact us still today. For example, in 1925 the commission adopted a resolution that laid out the steps to create a watershed that would protect the city’s water supply from contamination.

“At McMinnville Water and Light we are always thinking 20-30 years to the future or farther. As a utility municipality we need to be responsive to the needs of the community. We’ve had leaders in place for over 130 years who have had the foresight to look to the future, and that has helped ensure that our community has reliable, low cost, water and electric service. We also pride ourselves on serving the community and that means

having excellent customer service.” -John Dietz General Manager McMinnville Water & Light

And it’s not just our water and light leaders who are looking at the big picture and thinking about the future needs of our community.

“The City continually invests in infrastructure improvements through forward thinking Master Planning of its wastewater facilities, conveyance systems, and transportation systems.” says Larry Sherwood, Engineering Services Manager for the City of McMinnville.

The economic and social health of our community is also strongly supported by access to broadband, and OnlineNW has been committed to bringing this service to Yamhill County for more than twenty years.

Kathy Tate, the CEO of Online NW said “We understand that in an increasingly digital world, residents in rural areas are at risk of being left behind. Broadband enables residents to work remotely, run businesses effectively and connect to global markets, even enabling individuals



Solid Form Fabrication

to start and grow businesses even in a down economy. This past year especially, we rose to the occasion to help make remote schooling for k-12 to college accessible in our service area. We love that our customers can utilize e-commerce easily, stay connected to friends and family, access online entertainment and use new tools for smart homes and smart agriculture that wouldn’t otherwise be possible.” In support of all this, OnlineNW is currently building fiber in Amity and Carlton and expanding their wireless coverage in part with grant money received from the County along with their own investment. With more local, state and federal funding opportunities, the elimination of the digital divide seems achievable, particularly in Yamhill County. OnlineNW is committed to being a strategic partner with our schools, government and business community for the long-term economic development of our region.

Speaking of long term commitments, McMinnville Industrial Promotions (MIP) has been devoted to supporting the industrial growth and stability of our community for over 60 years. This group of dedicated local leaders purchase, develop, own, sell, and lease industrial properties in McMinnville, and they have been a key partner in attracting new industries

and businesses. The volunteer board of directors freely shares their expertise and insight on behalf of a strong and more stable economic climate for all. Perhaps best known for their “9 in ‘69” campaign, where they single handedly recruited nine new industries to McMinnville, including Cascade Steel Rolling Mills and Skyline Mobile Homes. Their recent projects include the road extension of Colvin Ct. in the Industrial District, building improvements at Meggitt, and they have several parcels of industrial land available for sale and development.

One of the benefits of being in a community built on planning and foresight is that it gives us the stability to focus our attention on what is coming next. With strong infrastructure already in place, we are excited to see new developments, business relocations and our core companies being able to expand to meet their growing needs right here in our community. One such concept MEDP, the City, and our Economic Vitality partners are eager to explore is the development of an Innovation Center.

McMinnville Economic Vitality Leadership Council, an advisory board formed to focus on near and long term high-impact strategies outlined in the Mactown 2032 Economic Development Strategic Plan,

and the McMinnville City Council adopted planning and implementation of this Innovation Center concept as a priority economic development project in 2021 and 2022.

The IC, as we’ll call it, is intended to be an approximate 120-acre industrial campus that serves as a host for research and development, craft industrial entrepreneurial initiatives and Class “A” office space, adjacent to the McMinnville Airport. This project is meant to fill a hole in McMinnville’s economic development landscape for this type of campus that promotes high density living-wage jobs.

“The development of an Innovation Center is such an exciting opportunity for McMinnville.” said Heather Richards, Planning Director with the City of McMinnville. “It’s an idea that really helps us to build upon all of the great efforts and traits of our business community that thrive on entrepreneurship and community stewardship.”

This local Innovation Center project is very complementary to the 10 Year Innovation Plan, recently released by the State of Oregon. It’s focus is on innovative traded sector industries and nurturing a robust entrepreneurial ecosystem that supports cutting edge technologies, products and processes, and marketing Oregon as having an unparalleled quality of life. It’s almost like this State-wide plan was crafted with McMinnville specifically in mind.

Our community already has a variety of industries and innovators, a collaborative business climate, and room for new companies to grow. We are home to a number of tech startups who are tackling issues like digital forensics, and developing open source Enterprise Resource Planning. We have manufacturers who creatively pivoted and developed UVC sterilization lights to help fight the spread of COVID in schools, and the world leader in recycled rubber technology is based right here in our community. Many of our businesses figured out early that our positive business climate + livability = a place where innovation can thrive. At MEDP, we are always striving to support the needs of our companies, and support the healthy growth and sustainability of our economy, but we couldn’t do this work alone. When you do business in McMinnville you are part of an extended family, and we look forward to welcoming you with open arms.

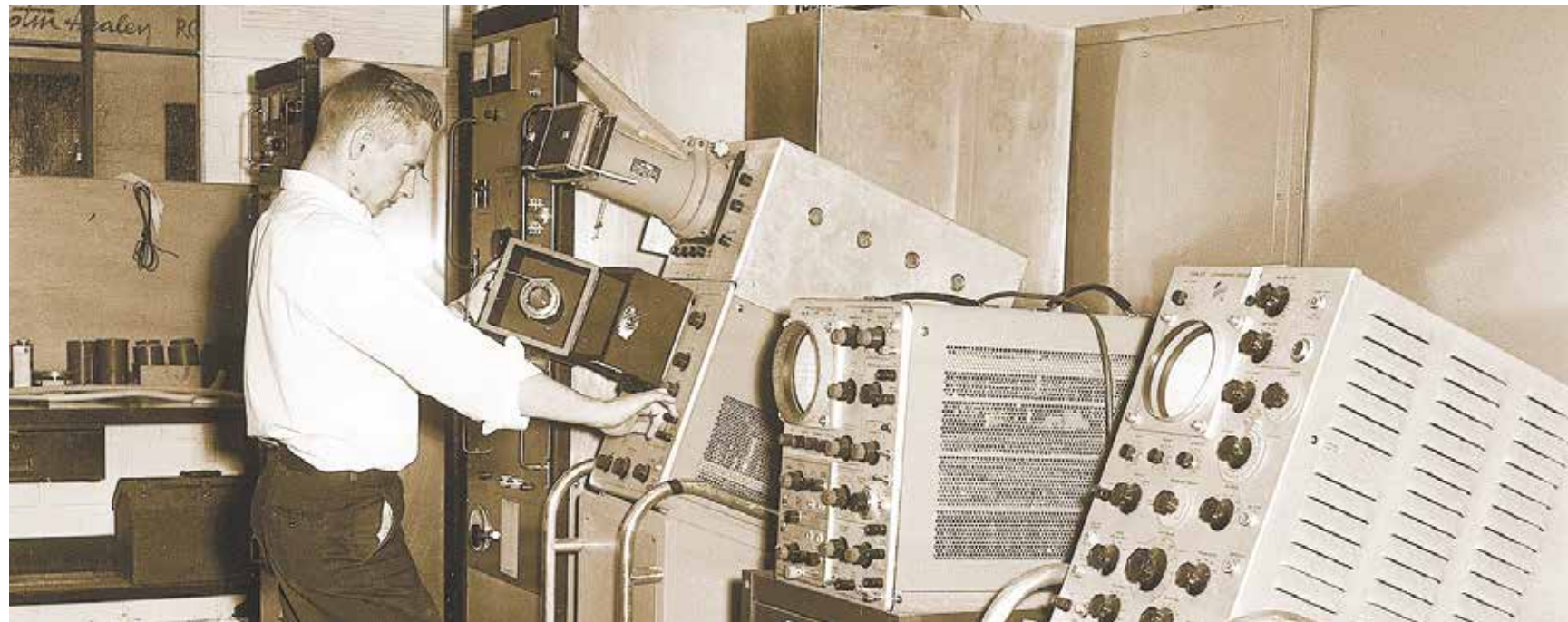




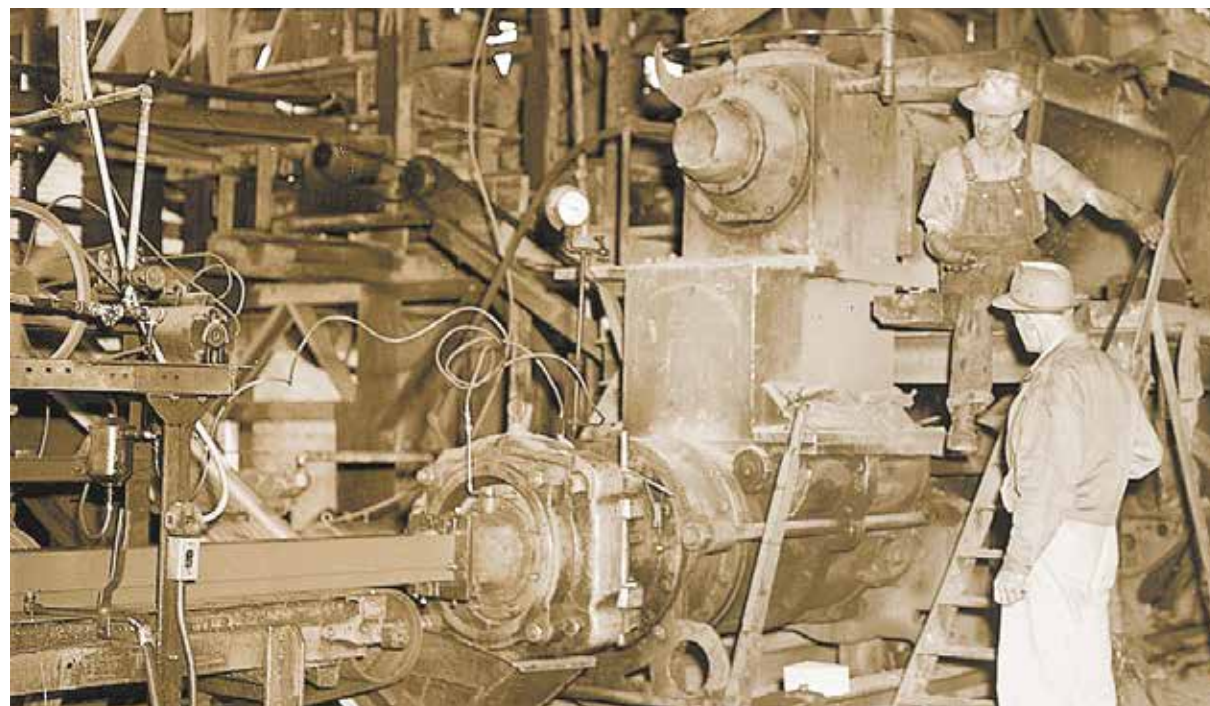
# Manufacturing Through the Generations

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**February 3, 1961** Jerry Cannon, electronics test engineer for Field Emission Corporation, stands before control panels used with stations for testing X-Ray tubes and pulsers manufactured by the company. This is a part of the corporation's new location on Third Street.



**June 25, 1959**

Willamina Clay Products, started in 1907, is one of the county's oldest and most stable industries. Manager Gerald Edwards, Lawrence Baker and Carl Hold watch clay feeding through brick-making machine. The industry employs 30 year-round with annual product valued at about \$350,000.



**January 24, 1968**

First mobile home manufactured in the new Rex Mobile Homes plant came off the production line this week and was picked up by Dean Carter (right) of McMinnville Trailer Sales, Inc. Carter also received the first Rex Mobile home manufactured in Plant No. 1 in September of 1957. Handing Carter the keys is Rex General Manager Jack Paul, as Production Manager James Weaver (left) and Sales Manager Harvey Fortney look on. Carter has been in mobile home sales for about 20 years.



**June 14, 1969**

Christening of the first completed Nomad Travel Trailer of Skyline Corporation's second facility in its new two plant complex, the Nomad Travel Trailer Division, was performed by 1969 Yamhill County Dairy Princess Janet Hess of Dayton Wednesday afternoon with a glass bottle of milk amid the workers who produced the first recreational vehicle for the firm. The unit is the first of a proposed four trailer line production schedule for the McMinnville plant. In addition to the Nomad line of recreational and travel trailers, three more lines will be built before the year ends. When under full production, Nomad is expected to employ about 100 employees and produce 35 units per day.



**September 11, 1968.**

Currently under construction at 2125 Lafayette Avenue in McMinnville is a new machine shop service which is due to open in the next few weeks. Ore-Land Industries is a partnership of three brothers from California and will design and manufacture tools and dies for local and state industries. Outside the new shop building are (l-r) Vern, Bill, and Harry Landgraf and Mrs. Bill Landgraf. Plant is expected to employ about 10 people when operation begins.



**May 20, 1962**

Sewing gloves in the big Portland Glove Co. plant in Carlton is explained to a group of McMinnville Chamber of Commerce members Thursday by E.O. Ostrin, treasurer and plant manager, (back to table) during the chamber's tour of the industrial plant.





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# How McMinnville Economic Development Partnership is working for you.

The work we do helps bring new businesses to town, creates more living wage jobs, and helps sustain economic vitality in the community. At **MEDP**, we are marketing and talking about our city to potential businesses looking to relocate, helping support our businesses who are expanding and working with entrepreneurs who are just starting.

Our doors are open to anyone with a question about starting, locating, expanding, or running a business in McMinnville. A majority of our 2021 programming and marketing efforts center around four strategic goals to help ensure that McMinnville remains a great place to grow. Give us a call today to learn more about what we do, and how we can help.

## MEDP’S STRATEGIC GOALS:



**BUSINESS RETENTION & EXPANSION:** A critical element of any economic development plan is a healthy business community that includes both existing active businesses plus opportunities for new businesses to establish. In 2020, MEDP implemented a formal BR&E program which acted as a catalyst for our other strategic goals. Research has shown that when the existing business community functions effectively it can be responsible for as much as 80% of new employment in the community.

**WORKFORCE DEVELOPMENT:** One of the most important goals for a city should be to develop and grow its workforce from within. Our internship programs McMinnville WORKS and Career Bound connect local businesses to talented young professionals through project based internship opportunities. These unique programs also focus on professional development opportunities, networking, and civic engagement to help young professionals discover why McMinnville is a great place to grow.

**BUSINESS ATTRACTION:** The attraction of new businesses and investment is significant to all Cities’ economic vitality and fiscal sustainability. New business and investment attraction to McMinnville is necessary to offset cyclical changes in our economy. Our business attraction efforts will be driven by both our targeted industries and our BR&E efforts. We want to attract businesses into the community that will enable our current businesses to thrive.

**INNOVATION DEVELOPMENT:** To succeed in a global economy, cities and regions must provide necessary support to create a strong innovation environment. New business formation or creation is now seen as a necessity of modern economic development. MEDP can assemble a strong support network of services for small businesses, startups, and entrepreneurs.

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It started in 1985 as one man's vision: Ron Bogh wanted to keep used and discarded tires out of landfills. An inventor had come up with an experimental process to make matted products out of recycled tires, and Bogh purchased it, and from there launched a company that quickly became a leading manufacturer of equine matting.

A decade later, the company developed the molding process used to make playground safety tiles that have dramatically reduced school injuries. Today, Ultimate Rubber is uniquely positioned to offer consistent quality and value to customers in a broad range of industries.

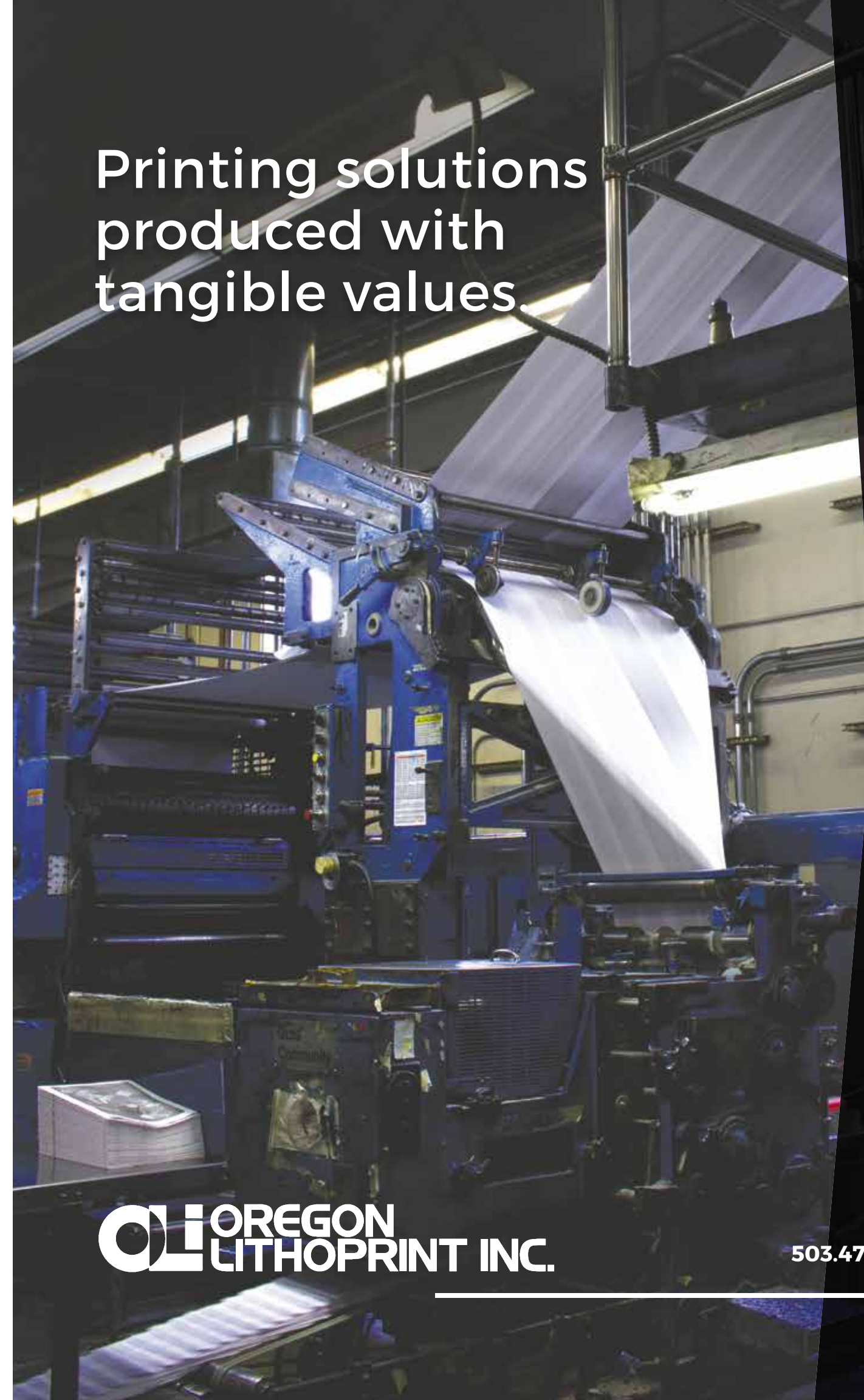
As the only rubber manufacturer in the world producing its own tire crumb, EPDM granules and urethane binder, Ultimate Rubber is a leading producer of recycled rubber flooring, tiles, mats, EPDM granules and other products customers depend on. With full control over the production of materials during manufacturing, Ultimate RB offers quality control and reliability that no competitor can match.

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