MADE IN

YAMHILL COUNTY

2020

Keeping the Light On
Manufacturers flex operations in response to pandemic
What started in 1985 as one man’s vision to keep used tires out of a local landfill has evolved into a leading manufacturer of recycled rubber flooring, tiles, mats, EPDM granules and other products. Today, Ultimate RB is one of the largest and most technically advanced tire recyclers in the world with the ability to make quality products that contain up to 96% post-consumer waste.

As the only manufacturer in the world producing its own tire crumb, EPDM granules and urethane binder, Ultimate RB is uniquely positioned to offer consistent quality and value to customers in a broad range of industries.

904 NE 10th Avenue • McMinnville, OR 97128 • (503) 472-4691 • www.ultimaterb.com
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 2020 programming and marketing efforts centered around our 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 has implemented a formal BR&E program which will act 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 critical 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 BIESE 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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Local industry retools to fight Coronavirus

By TOM HENDERSON

Located in the McMinnville Industrial District

- Certified shovel ready in 180 days.
- Build to suit/ lease to own and divisible.
- Zoned general industrial (M-2).
- Rail spur possible

RP Advanced Mobile Systems of McMinnville designs utility-terrain vehicles for professional and recreational use. St. Cousair Inc. of Newberg produces apple cider vinegar drinks, jams, sauces and other grocery items. Alexonet of McMinnville supplies computer support for medical facilities.

But in 2020 all three — and many others — found themselves in the same business: manufacturing tools to combat the coronavirus pandemic. RP Advanced uses ultraviolet technology to address the COVID-19 virus, while St. Cousair makes hand sanitizer, and Alexonet makes face shields.

Yamhill County's manufacturing sector is celebrated for its flexibility, diversity and innovation. All three have been on full display during the local response to the COVID-19 outbreak.

Terry Wilmeth, co-owner of RP Advanced on Highway 99W, said his company made face masks but changed direction in May. Lamps, wands and other devices using ultraviolet light have proved remarkably effective in cleaning surfaces that might have been infected with the virus, Wilmeth said.

He was aware of the possibilities of the technology for years, he added. He was involved in studies with the federal government when the SARS-1 virus hit China in 2002, and the MERS virus struck the Middle East in 2012.

"It's proved to be quite effective against MERS and SARS-1," Wilmeth said of UV technology. "MERS and SARS didn't have much effect on the United States, but the data was still relevant."

Researchers at Pennsylvania State University and the University of Minnesota concluded earlier this year that personal, handheld devices emitting high-intensity ultraviolet light are a viable (if somewhat complicated) means for disinfecting surfaces contaminated with COVID-19.

"We did some of our own bacterial tests in-house," Wilmeth said. "After all was said and done, we realized our product could do the job."

The light renders the virus inactive, he added. "Does it kill anything?" he said. "No. It literally, by definition, inactivates the virus."

Yamhill County uses UV technology to disinfect incoming ballots. Medical personnel use it to clean examination rooms. It's also used on public transportation.

"What we've seen is a significant ramping up, and we're trying to keep ahead," Wilmeth said.

The company's technology isn't available to the general public because it requires specialized training to use safely. With high demand, Wilmeth said he must also take care that he can keep up with supply.

"This is what we should be doing during this unprecedented time."

Sam Avendano of McMinnville Commercial Cleaners sterilizes a work station using an ultraviolet wand produced by RP Advanced. The technology is also used to disinfect election ballots in the county.

Amity Fire Chief Scott Law inactivates any possible germs on equipment in the cab of a fire engine.

"This is what we should be doing during this unprecedented time."

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The virus cannot grow, multiply or infect.

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“A lot of people say yes to everything, but that’s not very realistic,” he can fill up to 200 orders per week, he added. Doubles that figure would be a challenge.

Xeorgan Barney, the CEO of Xeorgan in McMinnville, said his company was never in the manufacturing business. It has provided computer services for health-care facilities and financial institutions for the past 20 years. Then computer executives bought 3-D printers from Creativity3D. Now, with up to six printers, they can crank out a new face shield every 34 minutes. They supply the masks to their health-care clients and others requiring additional protection.

As computer technology enthusiasts already, Barney said, the folks at Xeorgan enjoy the 3-D technology. “Without a doubt, it’s pretty exciting for all of us,” he said. “Opening into other avenues, we’re seeing this an opportunity to create a new service for our customers.”

Barney said the company is more interested in helping out than generating profits with the shields. In fact, he added, he would like to see small hospitals and local medical providers make the shields.

“They’re able to make their own,” he said. “We feel like it’s a really easy thing, and we’d like to eventually sell these up for other companies.” With the 3-D printers now costing as little as $150, he estimated the unit price for shields is roughly $5.

The shields feature a unique design, Barney said. “It’s a little different. They’re almost like a pair of glasses. They fit snugly right around your glasses line.”

At the outset of the pandemic, executives at A-dec in Newberg announced they would begin making personal protective equipment, or PPE.

A-dec usually makes dental office furniture and equipment. In fact, it’s one of the largest dental equipment makers in the world, and with more than 800 employees, it’s Newberg’s largest employer.

“For more than 55 years, A-dec has lived by the principle of prioritizing concern for people above all else,” said Scott Parrish, A-dec president and CEO, in a press release.

“As a family-owned Newberg manufacturer, A-dec is proud to bring much-needed PPE to Oregon’s health-care workers,” he said. “This is what we should be doing during this unprecedented time – working together to solve problems and take care of communities.”

Over the course of just over a week, Parrish said the company converted several of its manufacturing areas to produce masks, gloves, shields and other equipment for local health-care providers and emergency responders.

St. Cousair Inc. in Newberg makes Kuze Fuku & Soms food and drinks, and now produces alcohol-based hand sanitizer for personal and professional use. According to the company, making the sanitizer is a way for the company to show appreciation to the community and the American people for welcoming the company when it arrived from Japan in 2017.

“People’s ability to make their own shields is important,” Parrish said. “And it’s a way to bring a community together.”

“Making shields is one of the best things we could do during a pandemic,” said Noel Taylor, president of Forinno LLC in Newberg, about producing much-needed face shields.

“Many other local businesses were able to rotate their day-to-day operations to produce materials suddenly needed worldwide, including plastic extrusion company Freelin-Wade making medical-grade tubing for ventilators produced by General Motors Co., and Excel Tech producing electronic assemblies for respirators and boards for digital thermometers.

The sanitizer is produced within the guidelines of the Food and Drug Administration and World Health Organization, according to the company website.

“As we all work together during this difficult time, we at St. Cousar realized we had the means to give back to the community by producing much-needed hand sanitizer using our own facility, equipment, and staff in Newberg,” the company states.

“We really started up by making them for the local Providence Hospital and local food-processing companies,” Taylor said. “It’s completely business to business.”

Taylor said he and his employees are pleased they can offer something on a local level to combat the global pandemic. “We’re really happy to help out however much we can,” he said.

Many other local businesses were able to pivot to produce masks, gloves, shields and other equipment to help communities. “Forinno manufacturing components used in biomedical devices. However, the company found itself getting requests from its customers.

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Strategic Collaboration

During this time of uncertainty our region’s most unique and vital industries need partners. They need support and guidance to keep our economy moving forward.

With the nature of work changing and markets changing more rapidly than ever before, industries need an organization with vision.

Believing in the importance of fostering economic development to assist businesses in achieving their goals, Yamhill County established a partnership with SEDCOR in 2018. For more than 37 years, SEDCOR has worked with public and private partners to successfully retain, grow and attract high value jobs and capital investments to Oregon’s Mid-Willamette Valley.

Through collaboration, Yamhill County and SEDCOR leverage their resources and abilities to serve traded-sector companies including those in agriculture and food/beverage manufacturing, aviation and aerospace, distribution and transportation, manufacturing, technology, and wood products/forestry.

Yamhill County and SEDCOR partner with traded-sector companies to find strategic solutions for growing or retaining their businesses, benefiting the local economy and fostering a quality of life for all to enjoy.

If you are a traded-sector company looking to grow or relocate, contact SEDCOR Yamhill County Business Retention and Expansion Manager Abisha Stone to arrange a meeting.

Carrie Martin
Yamhill County Grants/Special Projects Manager
(w) 503-474-4991  
(c) 971-241-1007  
martine@co.yamhill.or.us

Abisha Stone
Yamhill County Business Retention & Expansion Manager
CELL: 503-507-4175  
EMAIL: astone@sedcor.com

“Investing in economic development creates opportunities for our businesses to receive the support they require to grow and prosper. When our businesses are successful, it benefits every citizen in Yamhill County.”

RICK OLSON  
YAMHILL COUNTY COMMISSIONER

Hampton Lumber
1000 SW Willamina Creek Road  
Willamina, OR  
503.876.2322  
hamptontimber.com

Hampton Lumber has been operating the Willamina sawmill for nearly 80 years, providing direct and indirect family wage jobs in Yamhill and Polk Counties. The Hampton Sawmill in Willamina is one of the largest family-owned sawmills in North America, proudly producing green and kiln-dried Douglas fir dimension lumber for customers all over the world. In addition to fundraising and donations, Hampton employees give back by contributing thousands of volunteer hours in the community. Recipients include the Grand Shenarima Food Bank, Sheridan Nite Court, Juliette’s House, the Tina Miller Center, Henderson House, local FFA programs and a variety of local youth sports.

Hampton is headquartered in Portland, Oregon, employing roughly 1,800 people in Oregon, Washington, and British Columbia. Hampton owns over 140,000 acres of Pacific Northwest timberland, managed and certified through the Sustainable Forestry Initiative (SFI).

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In-Yard Pick-Up · Delivery · Blower Truck Service · Compost · Soil Blends · Bark · Rock
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Converting people’s everyday yard trimmings and food scraps into earth-friendly, nutrient rich soil amendments. So instead of ending up in landfills, these diverse natural resources can serve their best and highest use, feeding the earth from which they once came.

“...a world without waste...”

A world without waste...
As the world’s leading manufacturer of dental chairs, delivery systems, and dental lights, A-dec provides reliable dental equipment solutions to better the lives of dentists and their patients worldwide. From right here in Newberg.
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, signage, 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.

Recology sees a world without waste. Our compost and bark products demonstrate our commitment to the best and highest use of all resources by utilizing mixed organics that are diverted from landfills to produce nutrient-rich soil amendments. Recology products are created from diverse feedstocks made to meet the needs of individual growers. We also provide consultation services to customers who wish to optimize their soil amendment blend with minerals and other supplements. Browse our website or contact Recology to obtain more information about the products and consulting services we provide.

“Our compost promotes healthy plant life in vineyards, nurseries, farmland, gardens and yards all over the county,” said Nick Olheiser, operations supervisor at Recology. “We produce some of the highest quality compost in the valley.”

Recology composts are manufactured to the highest standards of the U.S. Composting Council Seal of Testing Assurance program (STA) and the Organic Material Review Institute (OMRI).

Join us in growing economic vitality in our community.
At Oregon Lithoprint, our mission is superior quality and exceptional service. We produce large-run newspapers, catalogs, books, digests and more, serving clients throughout the Northwest and beyond.

When properly managed, wood is an excellent sustainable and renewable resource, providing both healthy environments and an exceptional building material. With this in mind, Elk Creek Forest Products is committed to providing lumber and timbers from many of the Northwest’s finest sawmills.

Launched in 2001 by Brett Slaughter as Elk Creek Sales, a single-person operation, it quickly grew and in 2007 Brett Slaughter and Mark Kelly founded Elk Creek Forest Products. Under their direction, the business has grown into a well-respected local company, employing over 90 staff. Elk Creek Forest Products is a full service distribution and lumber processing merchant with a yard and processing facility stocked with over 20 million board feet of premium lumber and timbers. The company’s product line ranges from green framing lumber to carefully kiln dried timbers and is available FSC certified.

Elk Creek stocks full units of most traditional sizes of lumber in both Full Sawn Rough (FSR) and Surfaced (S4S) textures and has extensive experience in providing custom net sizes. Certified graders ensure that grades and quality are consistent throughout while sales and production staff service both national and international accounts.

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In early March, the McMinnville Economic Development Partnership launched a soft introduction of its new retention and expansion campaign. Aimed with a set of survey questions developed in house, we set about conducting a round of on-site visits, tours and interviews.

But the COVID-19 pandemic cut that short. We had to find new ways to continue our work.

We conducted our first informational visit on Thursday, March 12. The next day, we had our initial meeting with officials in the governor’s office on restrictions being imposed on business activity to limit the spread of the virus.

As you can no doubt appreciate, routines changed for all of us in those next few days — at MEDP in the business community and in the larger community. Now, more than ever, we recognize that retention and expansion must be our priority.

We serve more than 80 trade-sector companies. Together, they account for 15% of McMinnville’s overall employment.

Local economy is resilient; it will surge back to health

By SCOTT COOPER
Executive Director, McMinnville Economic Development Partnership

Economic developers figure existing firms generate up to 80% of net new jobs and capital investment in any economy. And in Oregon, that figure may be even higher.

According to Alisa Pyszka, president of Bridge Economic Development in Portland, 3% of new job creation and capital investment in Oregon comes from out-of-state relocation, 11% from out-of-state expansion and 86% from local startup and expansion.

Of course, business attraction efforts remain a vital component of a well-rounded economic development strategy. But the COVID-19 pandemic is, I am confident, spurring a resurgence of innovation and creativity. Out of it, new opportunities will arise.

First, there is the surging determination to support our local business community. It will foster a new, more resilient business culture. It will strengthen our business community's ability to recover and thrive when they are needed most.

Second, pandemic conditions have transformed us all. We have all been forced into an endurance mode. Everyone shifts into an endurance mode. And under the weight of a pandemic, many return to familiar settings with new strengths.

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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.

2601 Crestview Drive
Newberg, OR
503.539.9471
a-dec.com

A-dec
PRODUCTS AND DESIGN
DENTAL ROOM
"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.

Type A Press / The Bindery
628 NE Fourth Street
McMinnville, OR
chelsey@typeapress.com
971.237.1400
typeapress.com

MCMINNVILLE CLOTHING
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McMINNVILLE CLOTHING

In McMinnville you’ll find:
• An award winning school district, main street & wine region.
• The lowest combined utility rates in Oregon.
• A multitude of businesses & industries hiring skilled workers
• Quirky festivals & events.
• Small town charm with big city amenities

There is a certain magic about our community you just can’t put your finger on.

Sponsored by:

Established in 1891, CalPortland proudly celebrates over 129 years of providing “Quality Unsurpassed” in the concrete, cement and construction aggregate industry. Serving six U.S. states and two Canadian provinces, we can handle the most difficult and sophisticated technical projects such as dams, airports, buildings, highways, schools and hospitals—and the more common projects to most of us like residential foundations, insulating concrete form walls, patios, driveways and sidewalks. No project is too large or too small for our professionals, who provide the best customer experience in the construction industry.

CalPortland proudly serves the communities of McMinnville and Newberg as well as Yamhill County. Our employees are part of the local community fabric which makes this area such a great place to live and work. Our high-quality, environmentally-friendly products are produced and delivered locally with a focus on employee and public safety, implemented through our corporate safety program, “Zero Accidents for Life.” Ask us about beautiful color concrete options!

At CalPortland, we are concerned about our environment as we prepare to pass it to future generations. Resource management is important to us and we strive to be conscious of the impact our business will have on the future. We use alternative fuel sources and, whenever possible, we recycle industrial waste byproducts during production of cement and concrete. This helps to conserve the extraction of virgin raw materials and minimizes waste that might otherwise end up in a landfill, serving a higher purpose. That’s why we are proud to accept our sixteenth consecutive U.S. EPA Energy Star® Partner of the Year award, a feat unmatched by any other U.S. building materials company.

“Expect More... We Deliver!”
Three well-known cakes, marketed all over the country, are made right here in the Yamhill Valley.

Since 1982, the Trappist Abbey has created delicious fruitcakes, date nut cakes and tropical dessert cakes that retail in many fine food catalogs. Trappist Abbey fruitcakes are traditional dark old-style cakes packed with pineapple, cherries, walnuts and pecans. 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.

When you bank with us, your money is invested here and stays here, working for you and giving back to Yamhill County.
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