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2020

Keeping the Light On

Manufacturers flex operations
in response to pandemic



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ON THE COVER

Counter COVID light systems created by RP Advanced Mobile Systems are being used locally and throughout the nation to safeguard against infected touch surfaces.

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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 2020 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 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 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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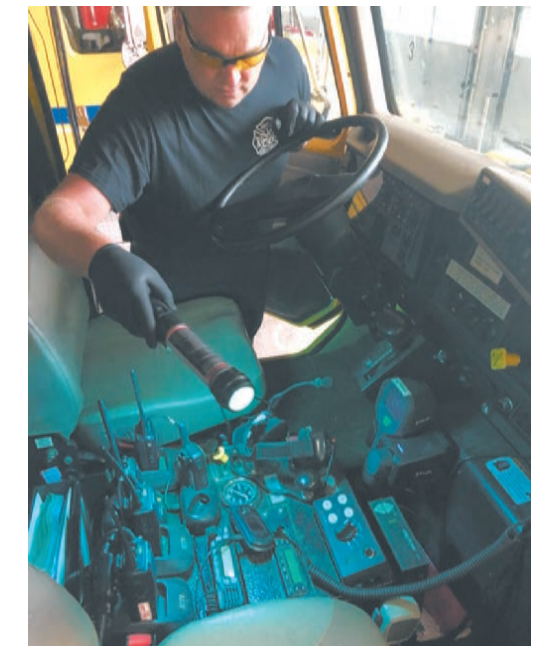


Local industry retools to fight Coronavirus

By TOM HENDERSON



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. *Submitted photo*



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

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."

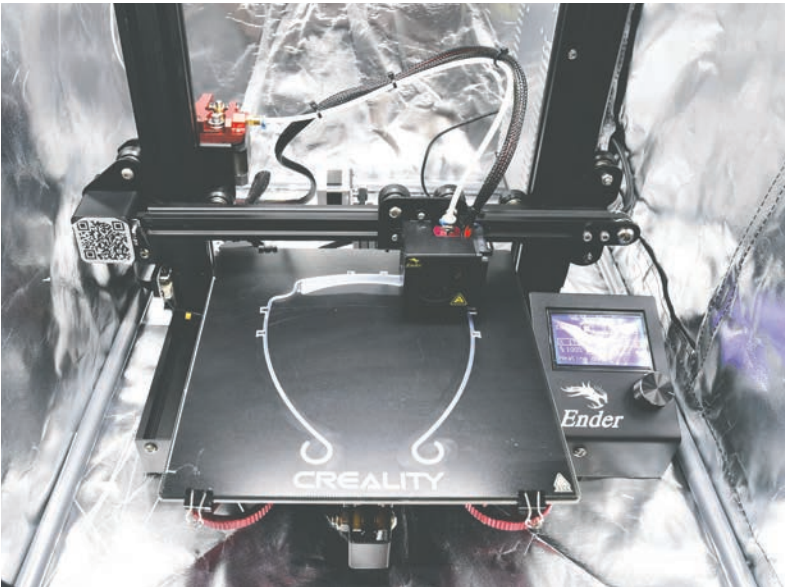
“ This is what we should be doing during this unprecedented time ”

The light renders the virus inactive, he added. "Does it kill anything?" he said. "No. It literally, by definition, inactivates germs." The virus cannot grow, multiply or infect.

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.

CONTINUED >>>



A 3-D printer at Alexonet creates a frame for a face shield. With six printers, the McMinnville company can make a new shield every 24 minutes. *Photo by Marcus Larson*



McMinnville RP Advanced Mobile Systems workers put together face shields to be used as personal protective equipment. *Submitted photo*

“ We’re really happy to help out however much we can ”

“We have to be very limited,” he said. “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. Double that figure would be a challenge.

Keegan Barney, the CCO of Alexonet 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 Creality3D. 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 Alexonet 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 set 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 & Sons food and drinks, and now produces alcohol-based hand sanitizer for personal and professional use.

According to the company website, 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.



Employees at A-dec continued to work safely through the COVID-19 pandemic by utilizing strict guidelines including social distancing on the manufacturing floor, enhanced cleaning equipment, sanitizing stations and mandatory face coverings. *Submitted photo*

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.Cousair 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.

Noel Taylor, president of Forinno LLC in Newberg, said gratitude to the community motivated his company to produce face shields. Forinno manufactures components used in biomedical devices. However, the company found itself getting requests from its customers.

“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 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.

SEDCOR, Yamhill County’s contracted economic development team, in May launched a directory on its website to connect large-scale buyers of PPE with local manufacturers.

SEDCOR president Erik Andersson said the state has a similar service, but they were hearing from local businesses that it was not generating many orders. “We didn’t want to recreate the wheel, but if businesses were investing and retooling, we wanted to be able to help out,” Andersson said.

He said the project unveiled a lot of good stories of how local manufacturers have adapted quickly.

“It shows off the entrepreneurial — I always use the word scrappy — nature of businesses here,” he said. ★

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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, benefitting 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
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martinc@co.yamhill.or.us



Abisha Stone
Yamhill County Business Retention &
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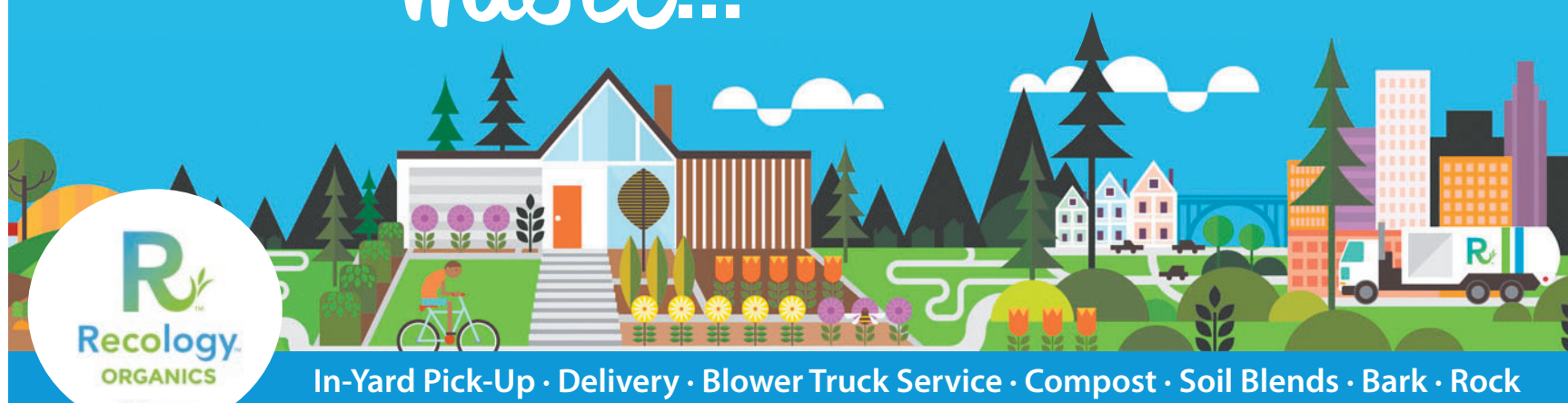


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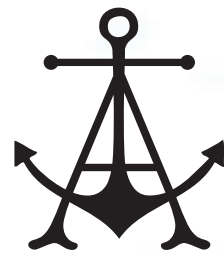
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With a solid infrastructure, innovative education initiatives, and reliable workforce, our county is well-suited to support diverse business growth. Further, our collaborative local governments are eager to work with your business, connecting you to resources and a thriving network of industries. Yamhill County is bringing schools, community, and business together providing the skills needed to drive regional economic growth.

Companies are also recognizing the many benefits of doing business in Yamhill County. The State of Oregon offers many globally competitive incentives to encourage business expansion, and Yamhill County has programs and organizations that can help businesses locate or expand in our region. That's the Yamhill County difference. Along with an unbeatable quality of life, Yamhill County is an unequalled destination for business success!

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Local economy is resilient; it will surge back to health

By **SCOTT COOPER** Executive Director, McMinnville Economic Development Partnership



Freelin-Wade worker Rick Drahiem finishes up a spool of reinforced polyurethane tubing on the manufacturing line. The company began making medical-grade tubing this year for ventilators produced by General Motors Co. *Photo by Marcus Larson*

In early March, the McMinnville Economic Development Partnership launched a soft introduction of its new retention and expansion campaign. Armed 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.

Their owners and managers possess a unique and valuable perspective on the local business environment — one that extends well beyond their own market niche.

During our retention outreach, we hear about opportunities and challenges companies are facing long before they reach the public eye. The more knowledge we have about individual companies and their functions, the better we can help them meet their needs and assist them in making new business connections.

By listening to existing businesses and responding to their needs, we can help them survive when things aren't going well and thrive when they are. Positive actions to mitigate business challenges can help them grow and develop more effectively.

That is why it is vital for economic development organizations to know and advocate for the interests of actual businesses.

Companies already established in

Yamhill County are in the best position to create new jobs and help fortify the local tax base. What's more, how supportive they perceive our community to be for local business can influence the decision making process for outside companies looking to relocate to or expand into our community.

Attracting a new business is like hitting a home run in baseball. Retention and expansion successes more resemble singles. They are easier and far more frequent.

Fewer than 500 expansions or relocations across state lines are launched in a given year. And with more than 15,000 economic development agencies vying for them, odds of success aren't high.

However, given our stable base of existing companies, a well-conceived, well-managed business retention and expansion program — we call them BRE programs in the trade — can significantly improve the odds. It certainly has the potential to spur new investment in the economic well-being of our community.



“ It speaks to the resilience and creativity of our local businesses ”

Left: David (Bill) Felty of New Energy Works in McMinnville works on refining timber to be used in home building. *Photo by Rusty Rae* Top right: A-dec employees assemble pieces of equipment while wearing protective gloves and a face mask. *Submitted photo* Bottom right: Applied Physics Technologies employee Jose Cano uses a micro drill to shape a tiny crystal for use in electron microscopes. *Photo by Marcus Larson*



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 program, as new dollars flowing in will always be necessary. However, a holistic economic development strategy includes a combination of all four of our strategic goals.

The economy in any given location is ever-changing and evolving. Ignoring existing companies to pursue new ones represents a lost opportunity to help the local business community thrive and grow.

And under the weight of a pandemic,

everyone shifts into an endurance mode. Now, more than ever, our businesses need someone working with them, reaching out for them and making an effort on their behalf.

BRE programs assist companies with technical issues, financing, regulations and permits, sales and marketing, planning and zoning, building code issues, strategic planning, operational management, workforce recruitment and development, even succession planning. Their forte is sound, reliable, value-added information.

When the situation permits, they also assist with relocation and expansion needs. They help with the identification and preparation of new sites, expansion of current sites and development of new facilities.

Over the last several weeks, we have seen our business community pivot and adapt in the face of challenging new circumstances.

Yamhill County companies have developed an increased online and social media presence. New collaborations

have been emerging and innovative new solutions have been popping up.

Some local firms have even begun making equipment for ventilators or retooling to make personal protective equipment for first responders. It speaks to the resilience and creativity of our local businesses.

As we continue to deal with the impact of COVID-19 on our community, we must focus on where we are now and what we will need moving forward.

The adversity our businesses have endured in 2020 will, I am confident, spur a resurgence of innovation and creativity. Out of it, new opportunities will arise.

Displaced workers will help fuel a new surge of entrepreneurship. New efficiencies will be discovered out of necessity. New partnerships will be forged through business-to-business connections.

The current situation will not define our business culture. It will foster a new, more resilient one. ★

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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.

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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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628 NE Fourth Street
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chelsey@typeapress.com
971.237.1400
typeapress.com

“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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RUBBER PRODUCTS

Ultimate RB

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With its west coast operations in McMinnville, Ultimate Rubber has emerged as a global leader in recycled rubber technologies. 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.

Among the applications of Ultimate RB's products: Equine, canine and pets, athletic, commercial, playground and track, cargo and truck mats, acoustical underlay, ballistic tiles along with custom rubber products. And we do it with an eye to the environment: we're 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 percent post-consumer waste.

Ultimate RB is a Carlisle Company with production facilities in the east and west, enabling us to easily serve customers nationwide. To learn more about our growing company, visit us on the web at www.UltimateRB.com.

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our primary focus. We aim to provide superior banking products and services, and to promote home ownership and business vitality by reinvesting in Yamhill County.

First Federal is proud to contribute to local nonprofit organizations through charitable giving programs. Our Community Rewards and Customer Ballot programs put the decision making in the hands of our customers to choose which organizations receive funds. We also sponsor Community Grants, High School Scholarships, and Linfield College Internships. First Federal also promotes financial literacy by teaching financial education to elementary classrooms and provide digital financial education courses in high schools.

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MONASTERY CAKES

Trappist Abbey



9200 NE Abbey Road
Carlton, OR
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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.



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