

EDCO

Presentation

4.1.26



Board of Commissioners



EDCO's mission is to strengthen communities by creating opportunities that generate new revenue and family-wage jobs by:



MOVE. We guide employers outside the region through the relocation process as a resource for regional data, incentives, talent, site selection, and more.



START. We mentor and advise scalable young companies from concept to exit on issues such as access to capital, critical expertise and strategy.



GROW. We work with local traded-sector companies (those that export goods/services out of the region and import wealth back into the community) to help them grow and expand.

Outline For Today:

- 1) Mission and Strategy
- 2) Target Industries
- 3) Economy
- 4) Move, Start Grow Activity
- 5) Pending Projects
- 6) Industry Interest
- 7) Table Setting
- 8) National Recognition
- 9) Budget Request

The Team



Jon Stark
CEO



Erin Chalet
COO



Larry Holeman
Senior Director of Revenue



Wendy Morgan
Venture Catalyst



Megan Kantrim
Director of Events &
Community Relations



Ellen Wayte
Director of Marketing &
Communications



Ben Hutchins
Admin Coordinator

The Team



Steve Curley
REDI Director



Eric Strobel
Sisters Director



Kelsey Lucas
Senior Director,
Prineville/Crook County



Brenna Fulks
Jefferson County
Director



Mary Knight
REDI Assistant



Jessica Nicewonger
REDI Admin Coordinator



Patricia Lucas
Sunriver / La Pine Director



Don Myll
Bend Area Director

GOAL 1: Champion Business Growth and Industry Diversification

Continue our work of identifying and responding to industry needs. Connect businesses to resources, whether they are moving, starting or growing.

- Action 1:* Evolve Business Retention & Expansion (BRE) to a Regional Scaling Strategy
- Action 2:* Sharpen Industry Cluster Focus and Support
- Action 3:* Provide High-Value Technical Assistance and Connection

GOAL 2: Foster a Thriving Innovation Ecosystem

Lead the Central Oregon Innovation Hub by fostering a dynamic entrepreneurial culture and expanding the capital, programs and spaces that fuel innovation and startup development.

- Action 1:* Establish EDCO as the Long-Term Leader for the Central Oregon Innovation Hub
- Action 2:* Facilitate Cultivation and Attraction of New Sources of Capital
- Action 3:* Monitor and Engage the Remote Worker Economy

GOAL 3: Proactively Address Barriers to Business Growth

Lean into targeted efforts to remove barriers to business growth that align with our vision, mission and expertise, particularly around infrastructure, land use and regulatory complexity.

- Action 1:* Implement a Formal Advocacy and Engagement Framework
- Action 2:* Develop and Execute a Unified Regional Messaging Strategy

GOAL 4: Enhance Organizational Excellence and Sustainability

Strengthen organizational health and capacity through improved governance, sustainable revenue strategies and greater operational efficiency.

- Action 1:* Redesign Board Governance for Strategic Engagement
- Action 2:* Design and Implement a Financial Sustainability Strategy
- Action 3:* Optimize Internal Systems and Communication

OUR VISION

To be the catalyst for economic prosperity for all.

OUR MISSION

We strengthen communities by creating opportunities that generate new revenue and family-wage jobs.

Central Oregon Industry Clusters

EDCO focuses primarily on traded-sector employers, which are companies that sell a majority of their goods or services outside the region. As these businesses export their products and services, they simultaneously import wealth into our Central Oregon communities, helping grow the economy and promoting opportunity.

Management of Companies and Admin Support
Headquarters and business support services



Scientific
Bioscience, medical device and nutraceuticals manufacturing



High Technology
Data centers, semiconductors, electronic, software and hardware development



Advanced Manufacturing
Building products, aviation/aerospace and metallurgical manufacturing



Lifestyle Products
Outdoor and apparel products, food processing, brewing, distilling, and other beverage manufacturing



750	\$200M	3,400
JOBS	CAPITAL INVESTMENT	EVENT ATTENDEES

Strategic Plan
FY 22/23 - FY 24/25



STRATEGIC PLAN
FY 25/26 - FY 27/28

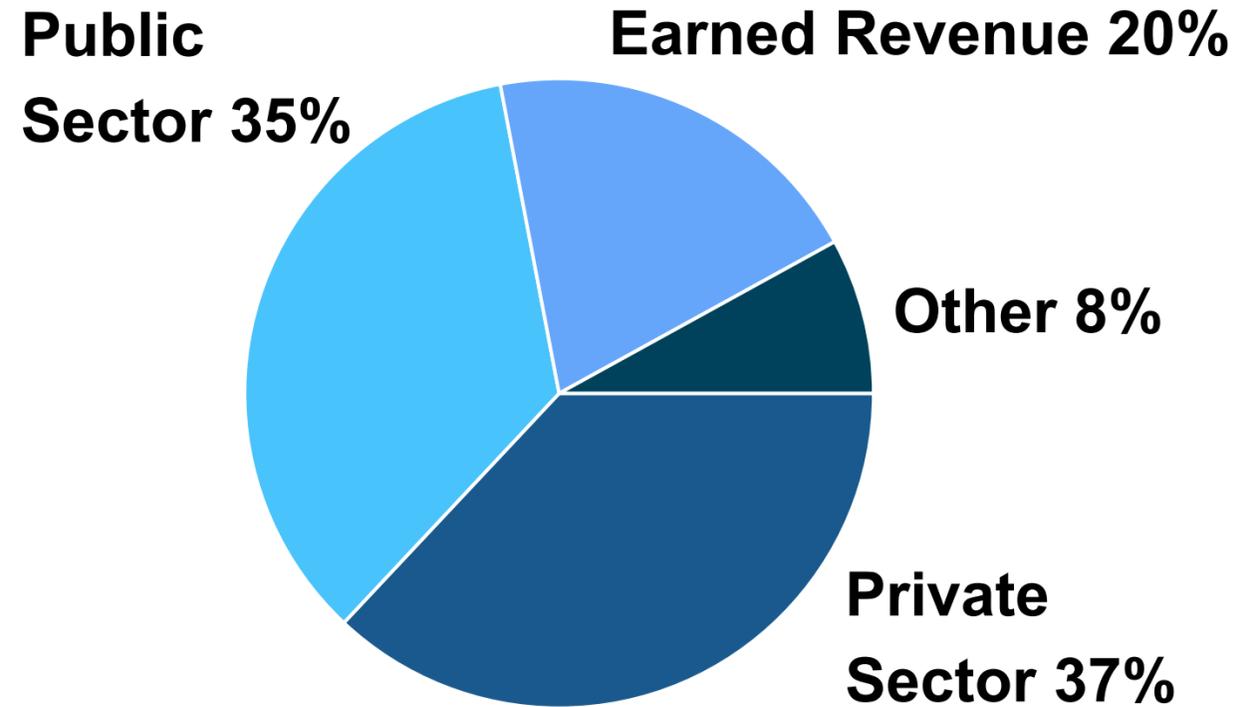
FY 2025/26 New Private Membership

Sample of New Members

EDCO's FY 25/26 Funding Mix

Goal: \$83,945

Actual: \$7,550



EDCO continues to identify new funding sources and increase engagement to further diversify revenue streams while being prudent and accountable with stakeholder dollars.

Budget Request

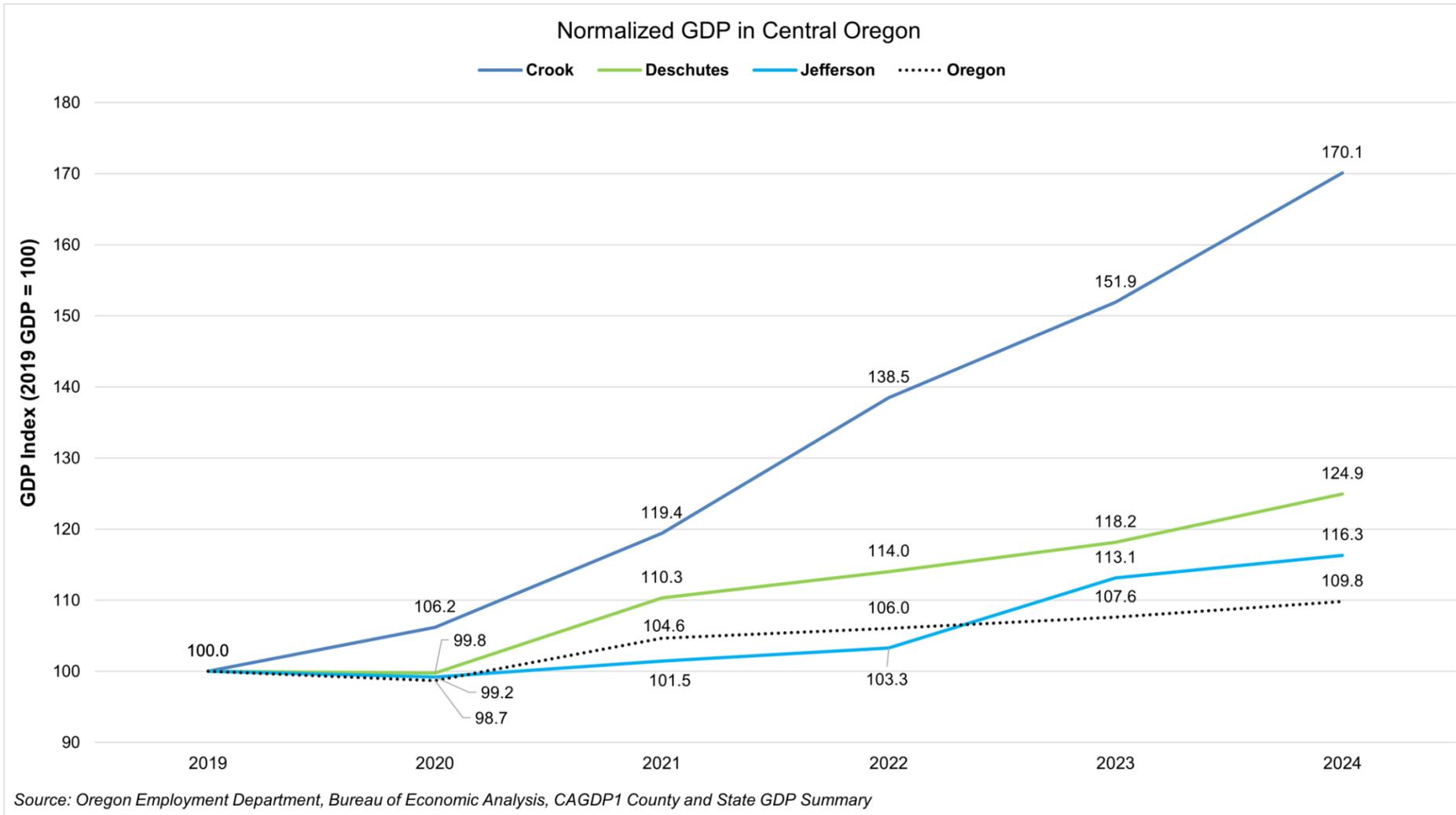
Program	Deschutes County FY 2025-2026 Contracted Amount	Proposed 3% Increase	EDCO Program Support - Deschutes County FY 2026-2027 (proposed 3% increase)
Sunriver-La Pine	\$39,200	\$1,176	\$40,376
Sisters Country	\$38,655	\$1,160	\$39,815
Redmond (REDI)	\$17,534	\$526	\$18,060
Bend	\$16,657	\$500	\$17,157
Venture Catalyst	\$44,176	\$1,325	\$45,501
Regional Office	\$153,819	\$4,615	\$158,434
Total:	\$310,041	\$9,301	\$319,342

EDCO would like to thank the BOCC for recognizing our efforts with a slightly higher amount of \$324,517 as proposed to the budget process and for Committee review and pending approval. We appreciate each of you and staff for your continued endorsement of our work.

- 3% increase over FY '25/'26 for Operations
 - ✓ Increases to contract services costs (CRM, accounting, IT)
 - ✓ Escalating benefits cost (17% for medical/dental/vision)
 - ✓ Increased materials cost (office Eq., travel, meetings)
 - ✓ Modest COLA (CPI is 2.4%)
- No longer Includes Annual Luncheon table sponsorships
- **REQUESTED INCREASE OF \$9,301 for all programs**



AREA GDP



- Area GDP continues to grow post-pandemic faster than the state
- Crook County leads the area and the state with an astonishing 70% growth over the last 5 years
- Deschutes ranked 4th among Oregon's 36 Counties and is 2 1/2 times the state's GDP growth over this period
- Deschutes County makes up 85% of the region's total GDP.

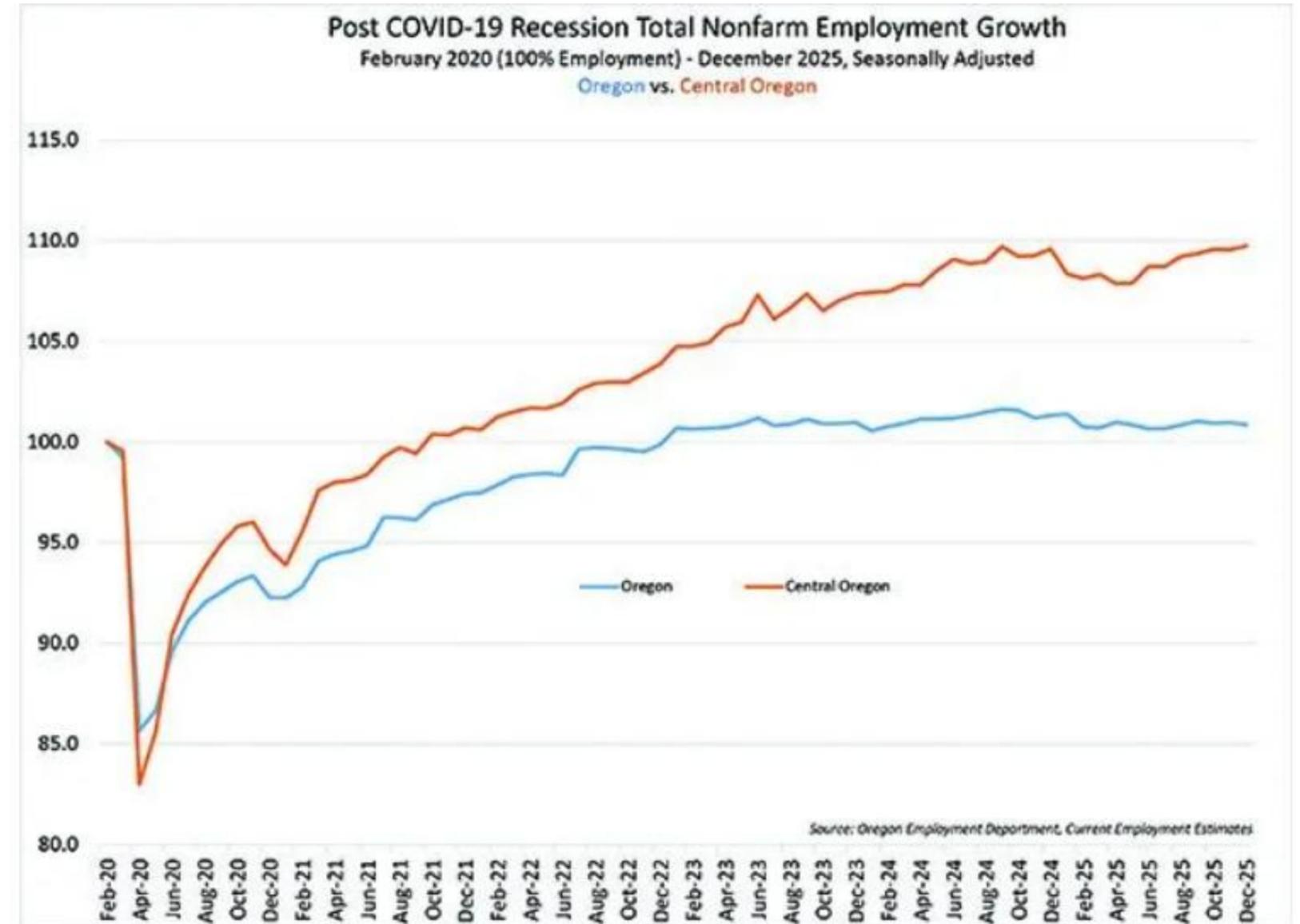
*Bureau of Economic Analysis/OED



Area Employment Growth

- **Central Oregon is bucking the statewide trend.**
- **This began to flatten out or see minimal growth around mid-2023.**
- **While there has been some slight upward movement, for the most part, state-level employment has not changed much.**

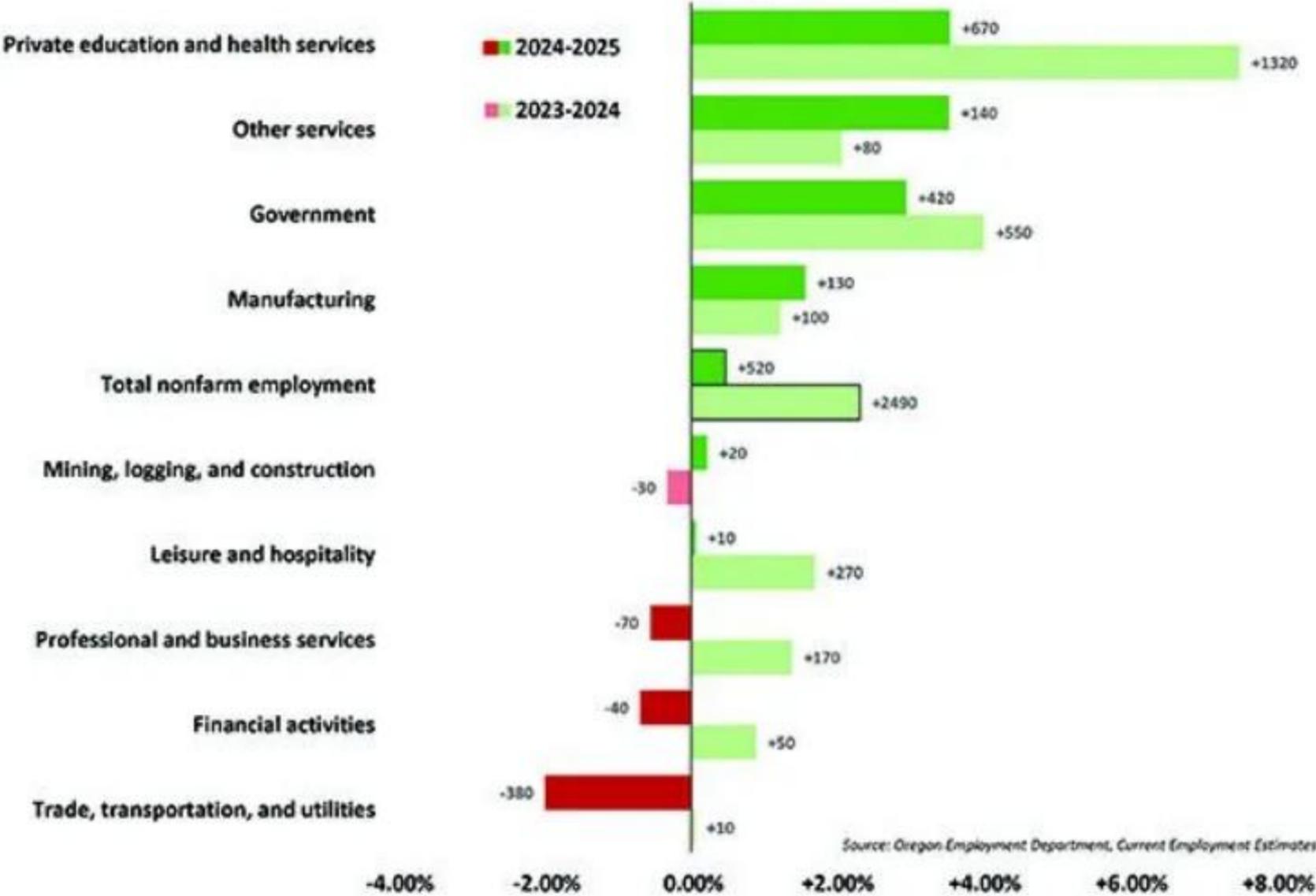
*OED



Employment

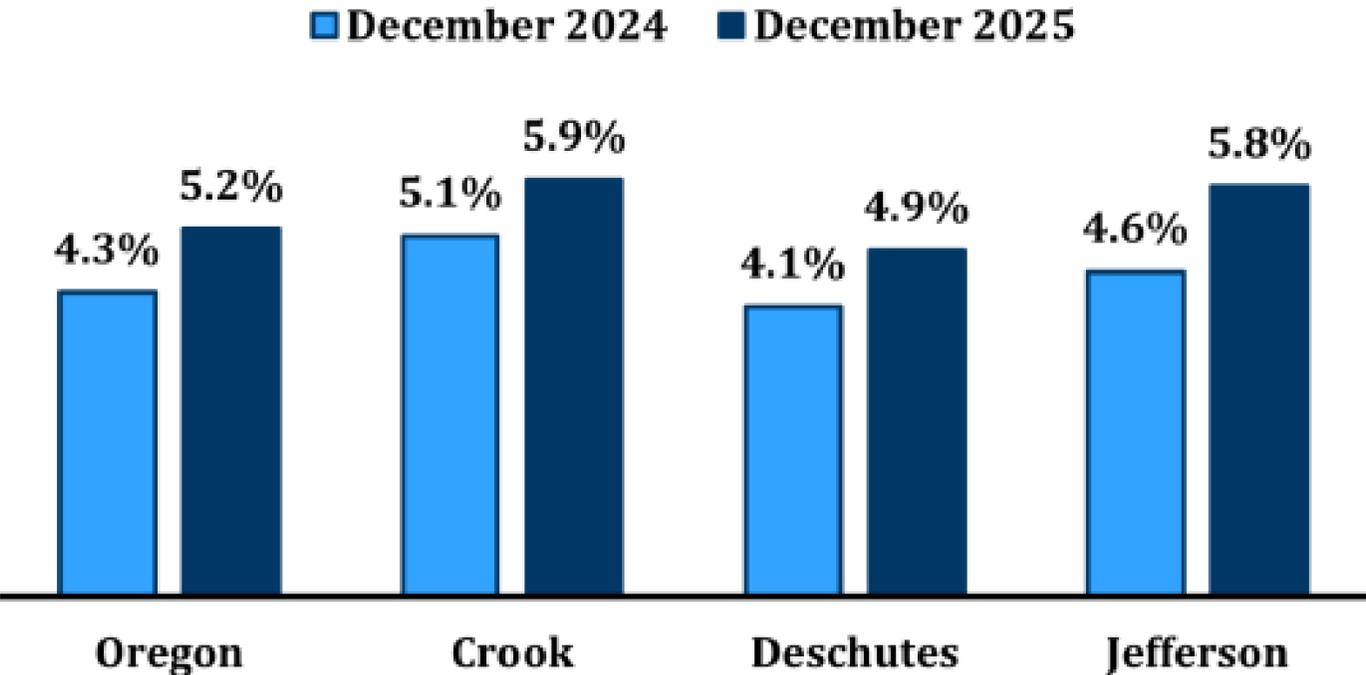
- What was growing in 2023 and 2024 has slowed or even declined
- Not ideal when government and health services lead employment growth
- However, manufacturing doesn't have to be at the top

Average Yearly Total Nonfarm Employment Growth by Industry
Central Oregon, 2025 vs 2024



Unemployment

Local Area Unemployment Rates (Seasonally adjusted)



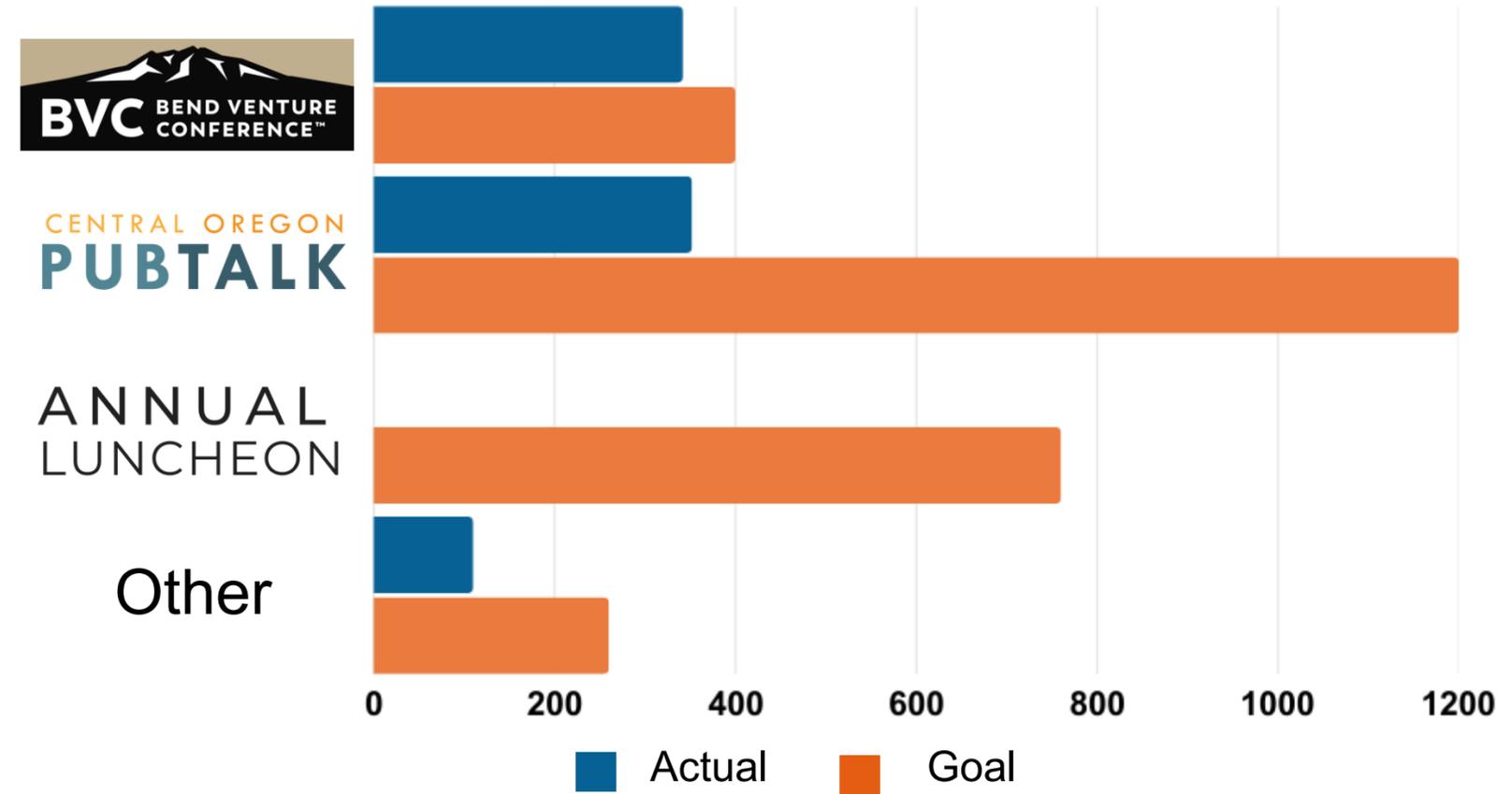
- Unemployment continues to rise across the region
- Deschutes County still on the YOY+ side by 820 jobs (Dec '25), while others have shed jobs (-340 Crook; -190 Jefferson)
- Full employment is 6%, meaning a balanced labor market – EDCO Perspective
- Job postings are down, while employment office activity is up.
- Stronger labor pool

*Worksource OED





FY 2025/26 Actual vs. Goal Event Attendance

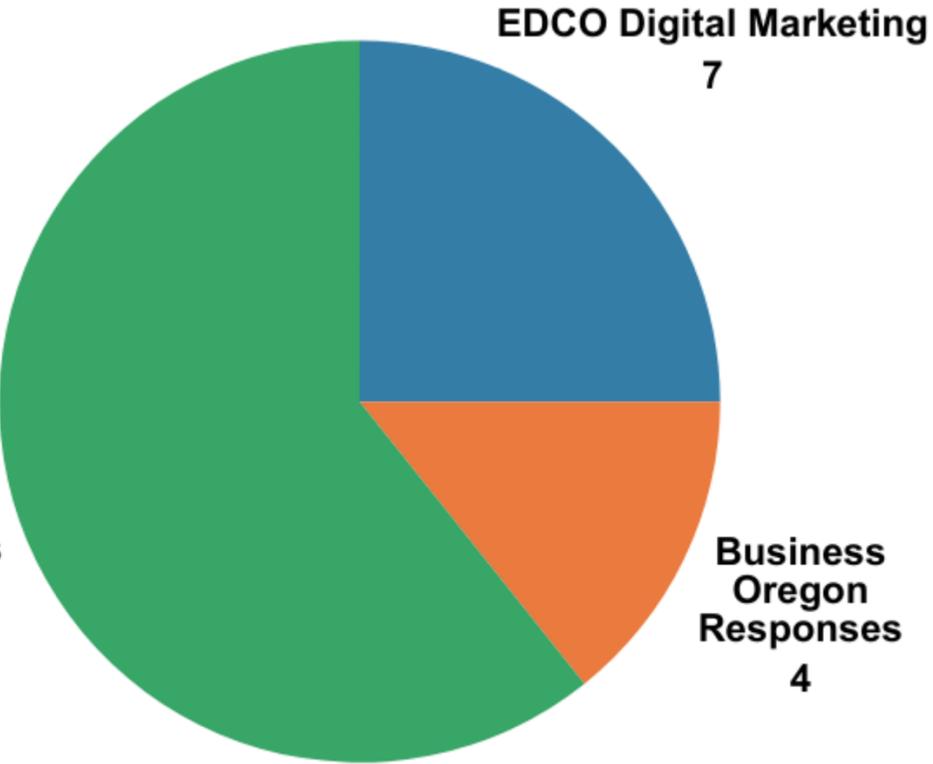


Connecting the local business community through conversation, networking and new ideas.

Regionwide Leads Generated by Lead Source: FY 2025/26



EDCO MOVE
START
GROW

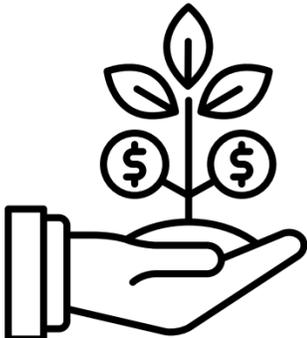
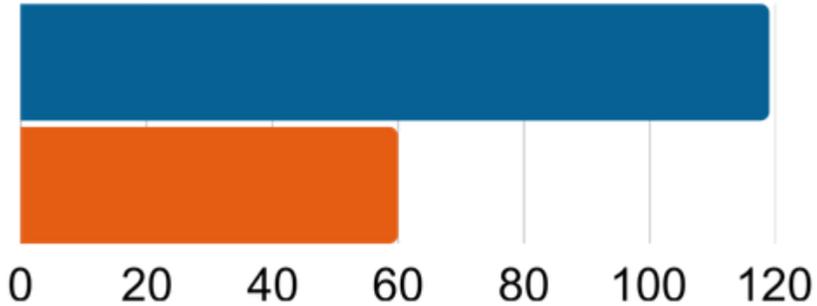


Attracting and guiding outside employers through the relocation process as a resource for regional data, incentives, talent, site selection, and more.

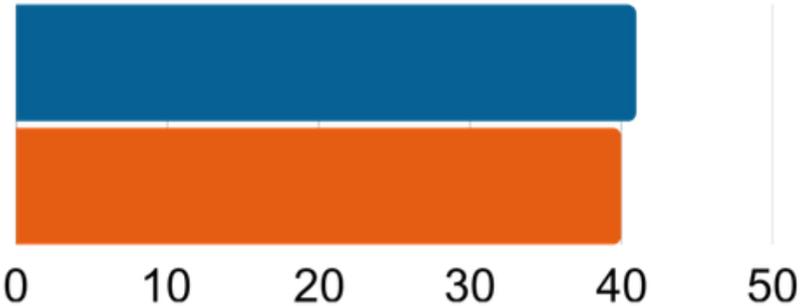
Results: FY 2025/26 “Start” Activity



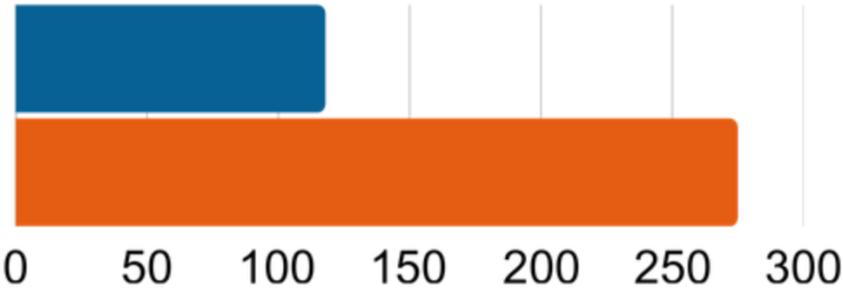
Active Portfolio Companies



Investors Engaged:



Cumulative Coaching Sessions



\$6,330,000

Total funding committed in FY 2025/26 to support EDCO’s portfolio of early stage companies.

Actual Goal



At the center of the region’s growing entrepreneurial network, EDCO mentors and advises promising, scalable young companies with support from concept to exit on issues such as access to capital, critical expertise and strategy.

2025 Bend Venture Conference



8
Winners

342
Attendees

2
Winners from
Central Oregon

\$278,000
Invested

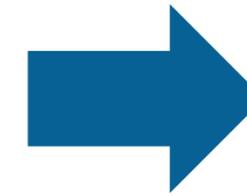
75
Companies
Applied

\$25,700
Cash
Awarded



Goals

- Optimize the Start-up Ecosystem
- Create Entrepreneur Resource Network (ERN)
- Broaden Entrepreneur Programming and Training
- Identify Gaps and Needed Resources
- Locate a Sustainable Funding Source

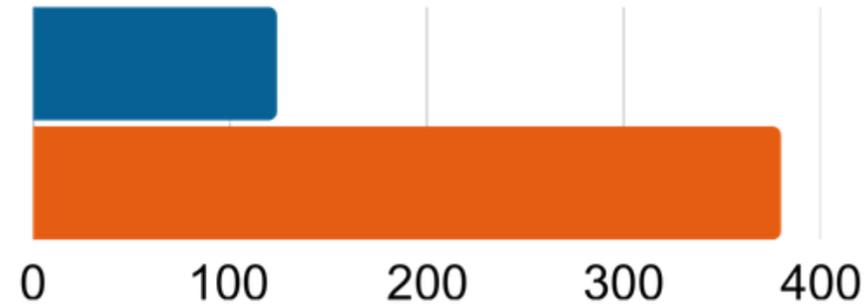


The Central Oregon Innovation Hub's mission is to unify, coordinate and collaborate efforts to strengthen the region's capacity to launch and scale innovation-driven, traded-sector companies.

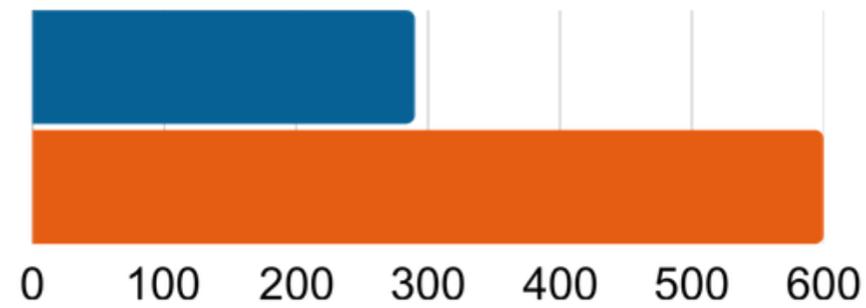


Cumulative Results: FY 2025/26 “Grow” Activity

Outreach Visits



Assists & Referrals



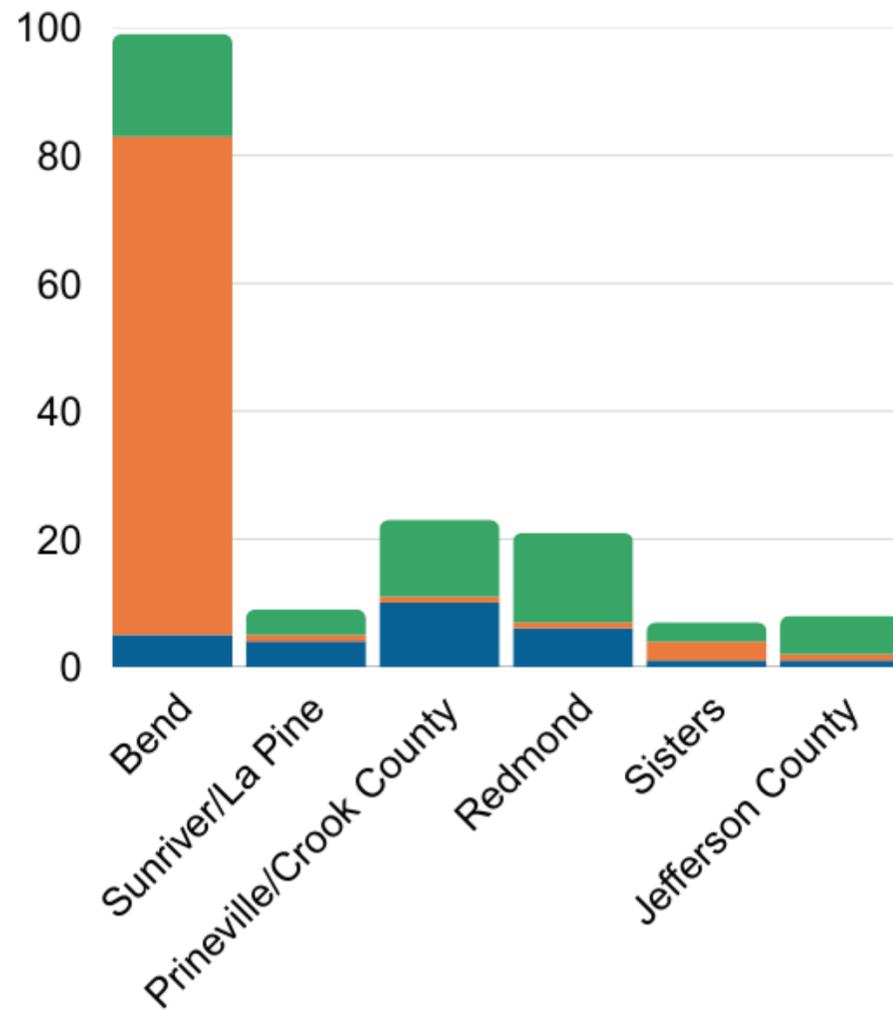
■ Actual ■ Goal



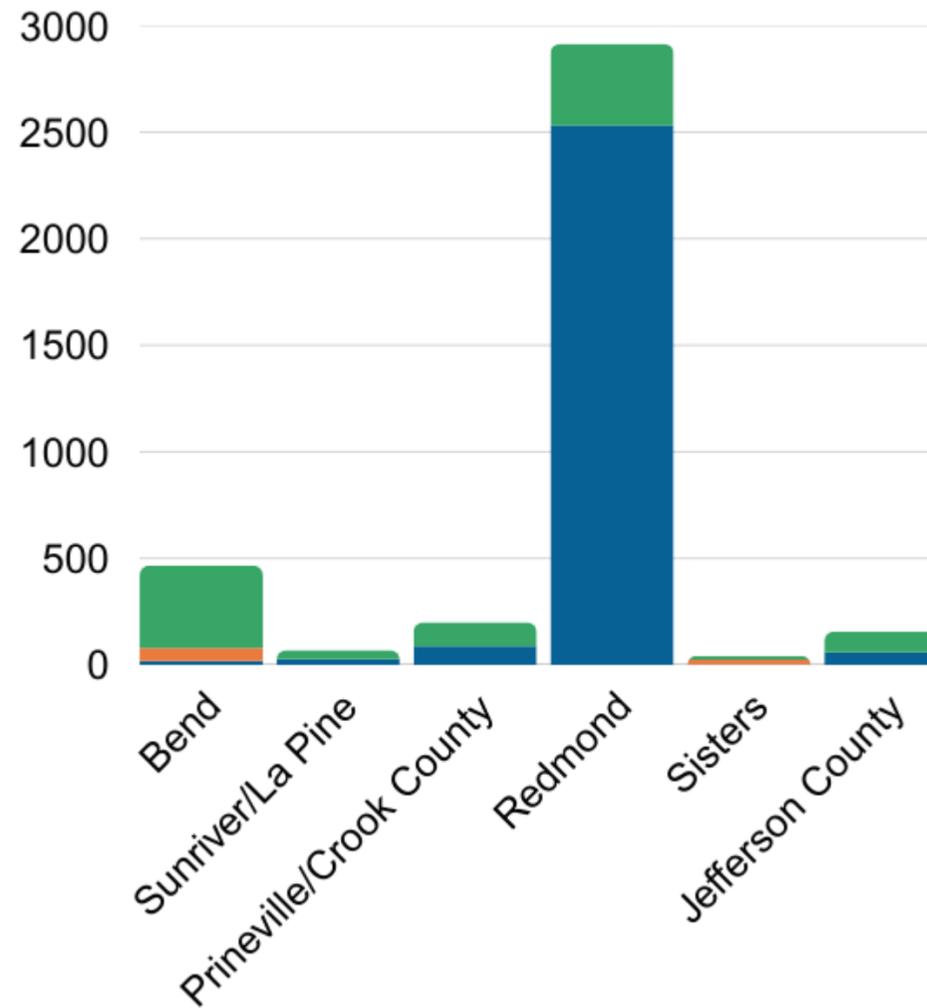
Our existing businesses are the job engine of the region’s economy. EDCO’s Area Directors are positioned across Central Oregon communities to partner with and advocate for local companies as they grow and expand.

Pending Projects: FY 2025/26, Q2

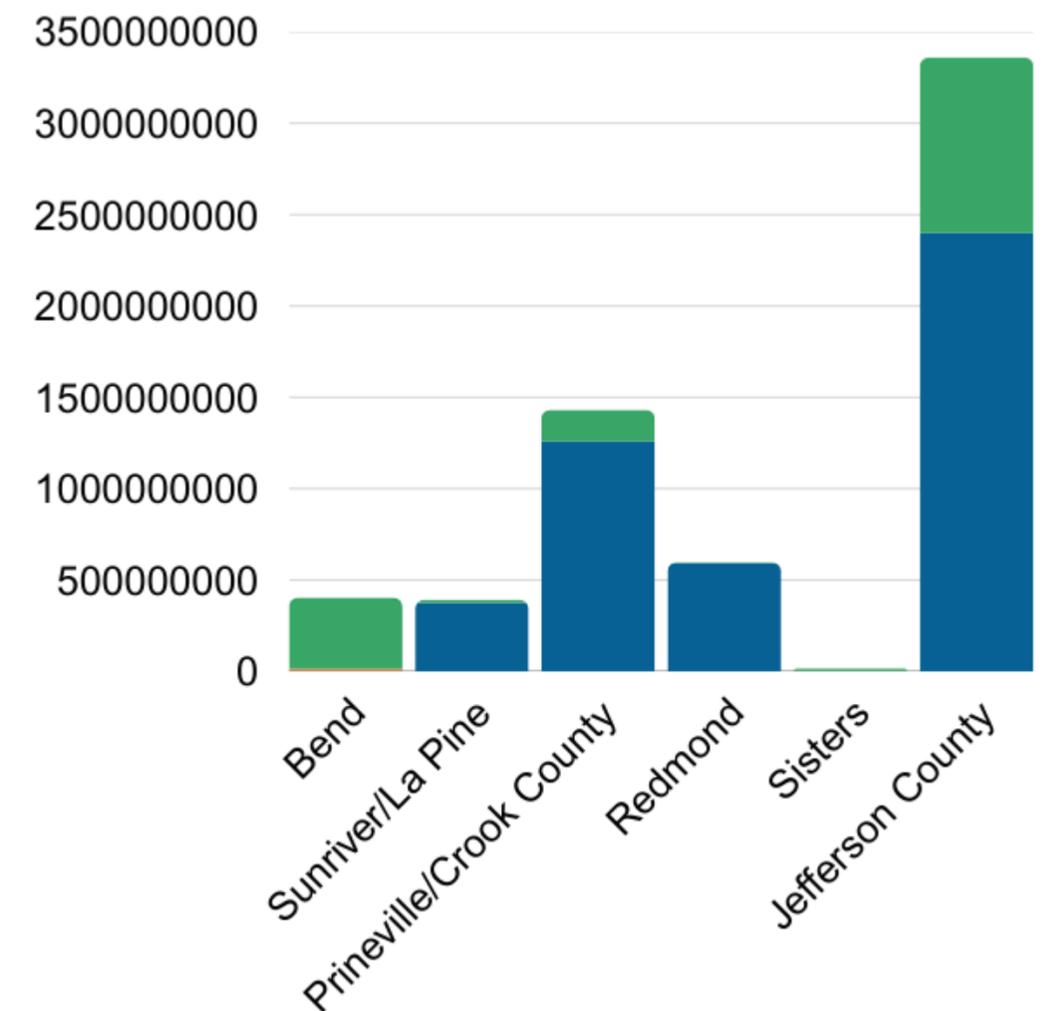
Total Projects by Community



Anticipated Jobs by Community



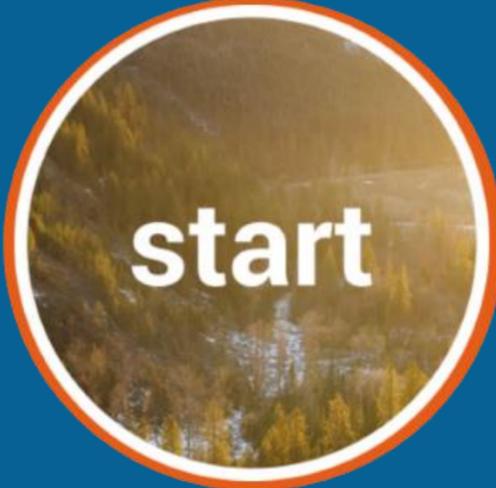
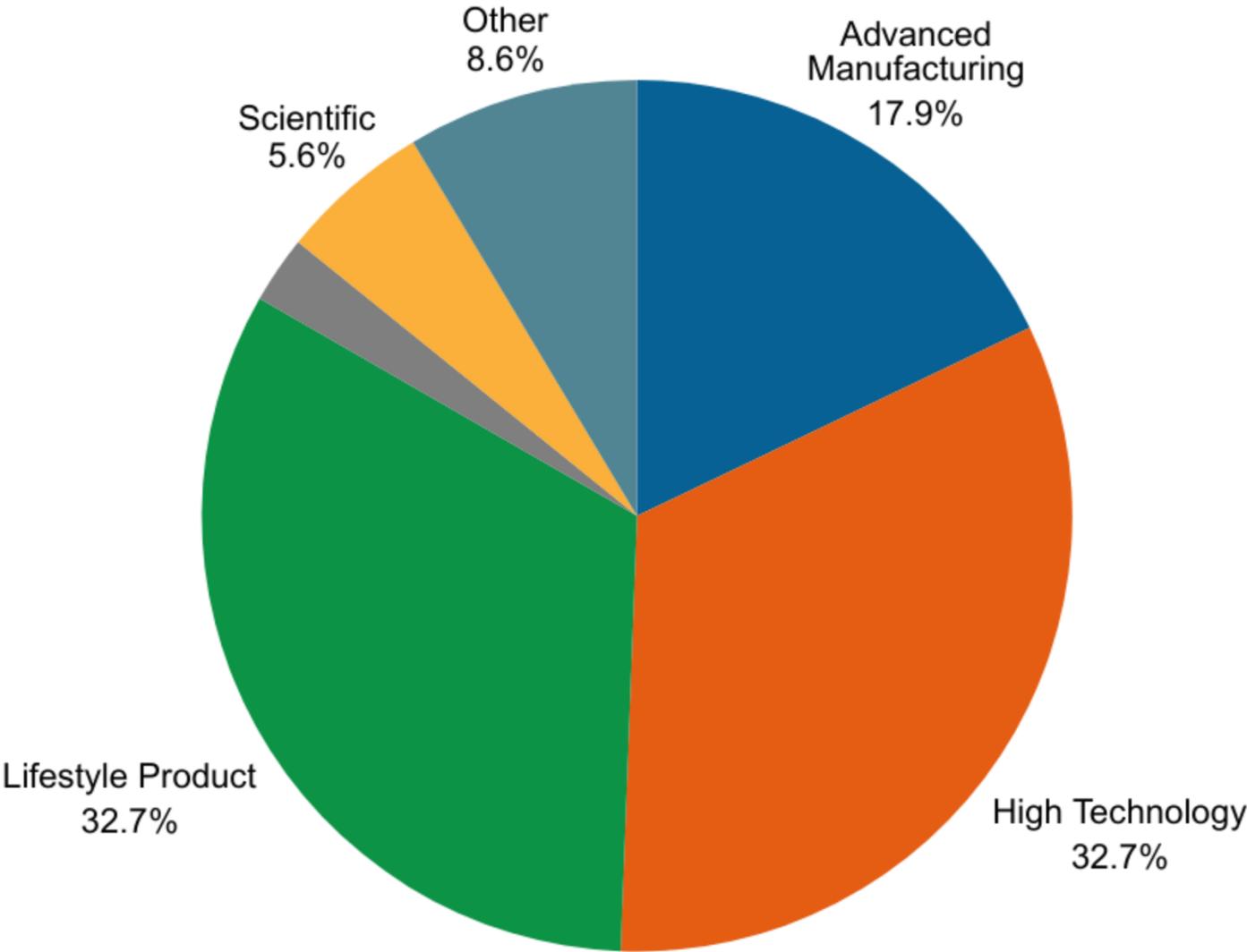
Anticipated Capital Investment by Community



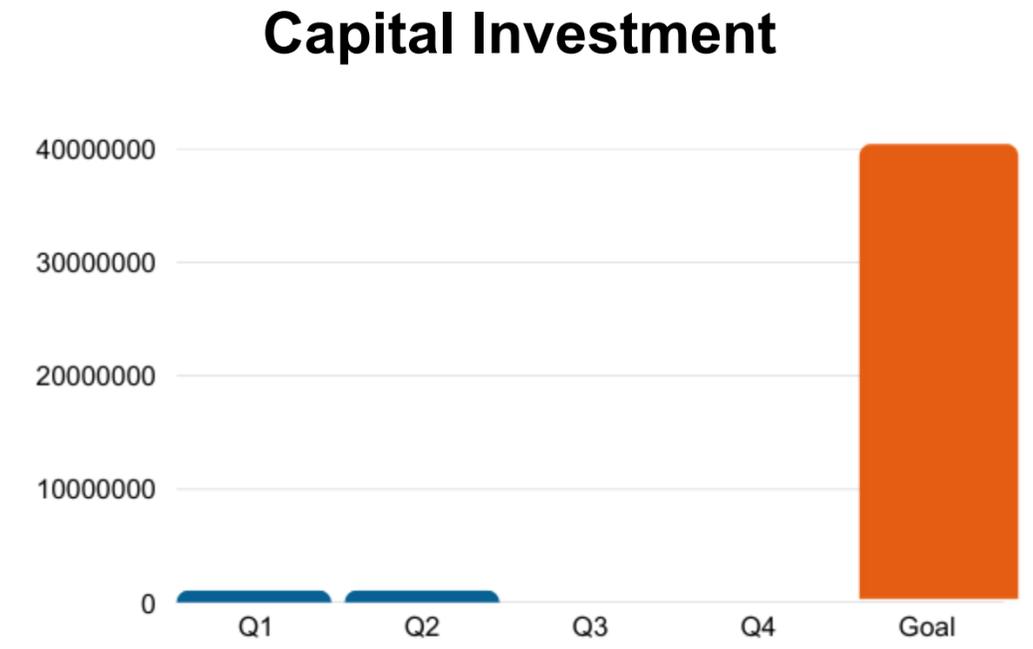
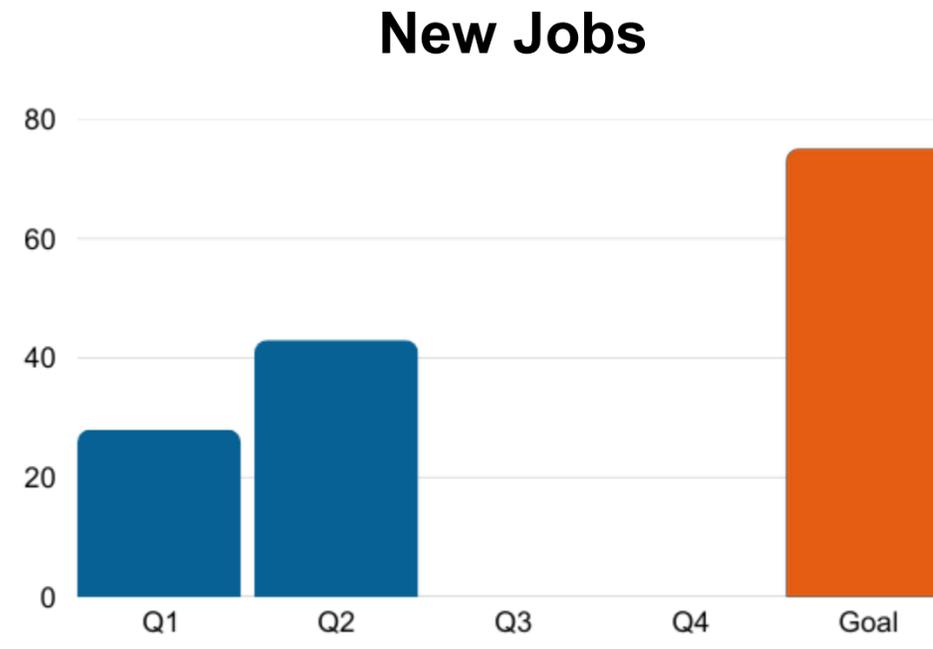
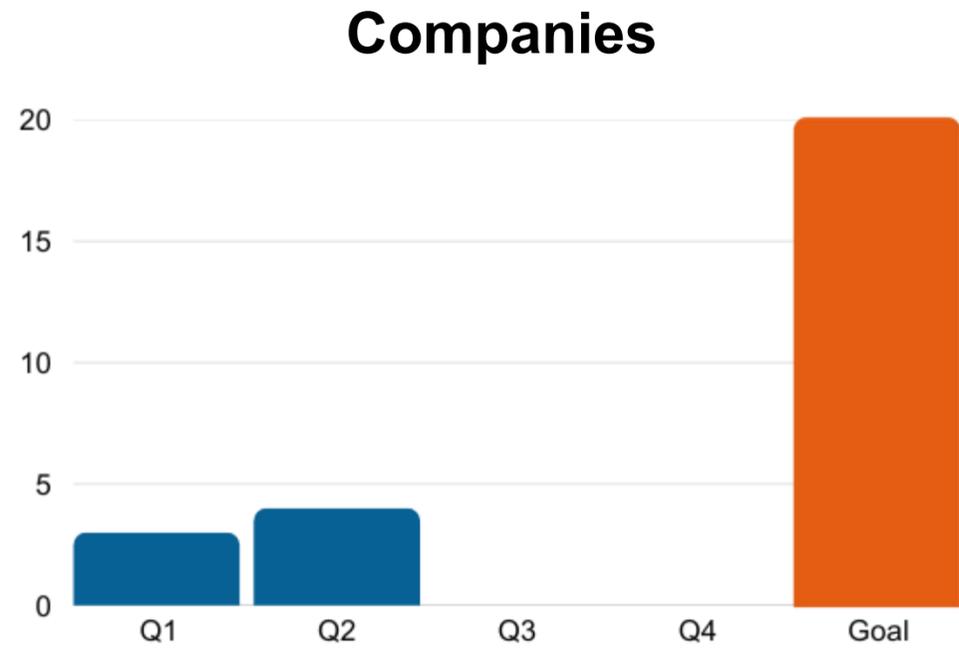
■ Move
 ■ Start
 ■ Grow

Pending Projects by Industry: FY 2025/26, Q2

- The regional pipeline is close to evenly split between Lifestyle Products and High Technology with Advanced Manufacturing close behind
- High Technology activity resides primarily in Bend and Prineville
- Lifestyle Products industries are represented across all Central Oregon communities
- Scientific activity is occurring mainly in Bend



Cumulative “Move” Done Deals FY 2025/26



Actual Goal

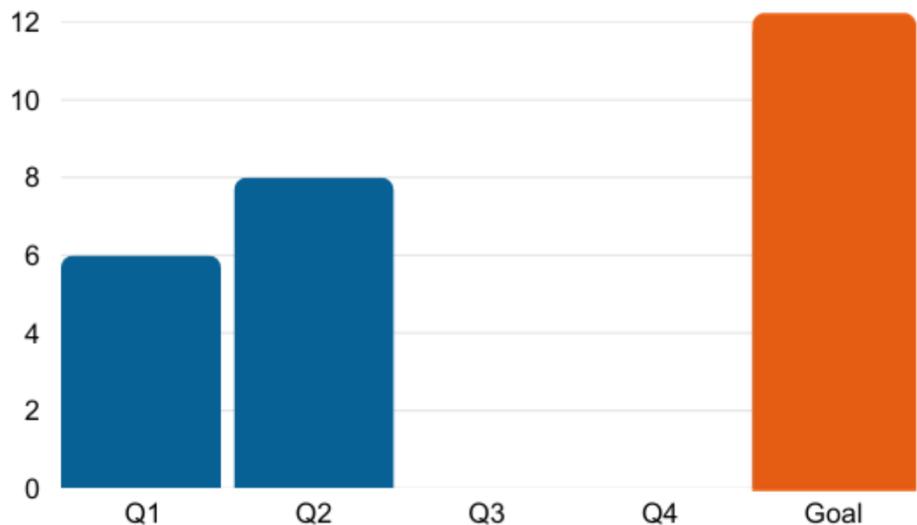


Some of the Companies

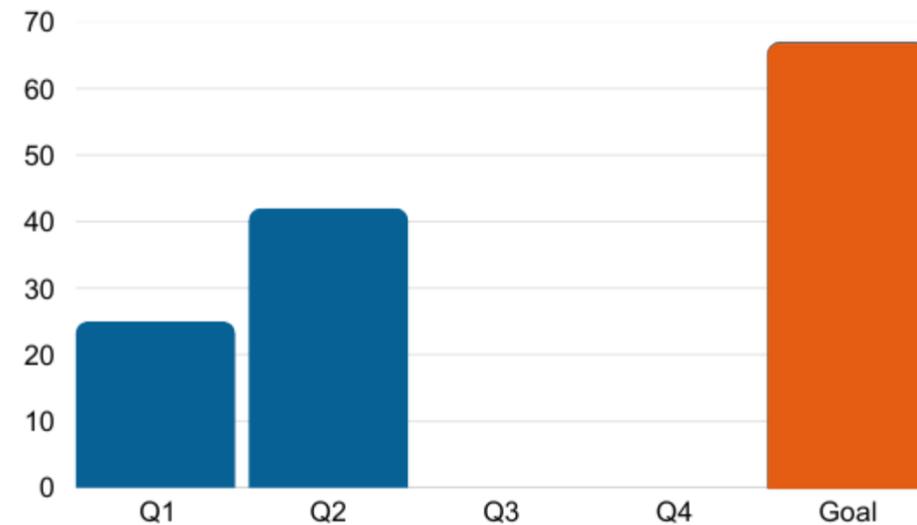


Cumulative “Start” Done Deals FY 2025/26

New Ventures Started



Jobs Created by New Ventures



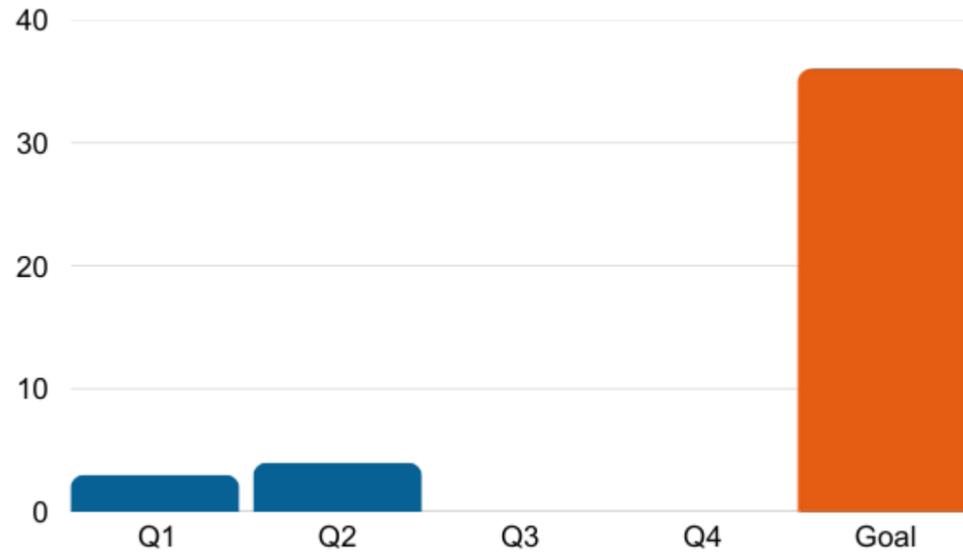
Actual Goal

Some of the Companies

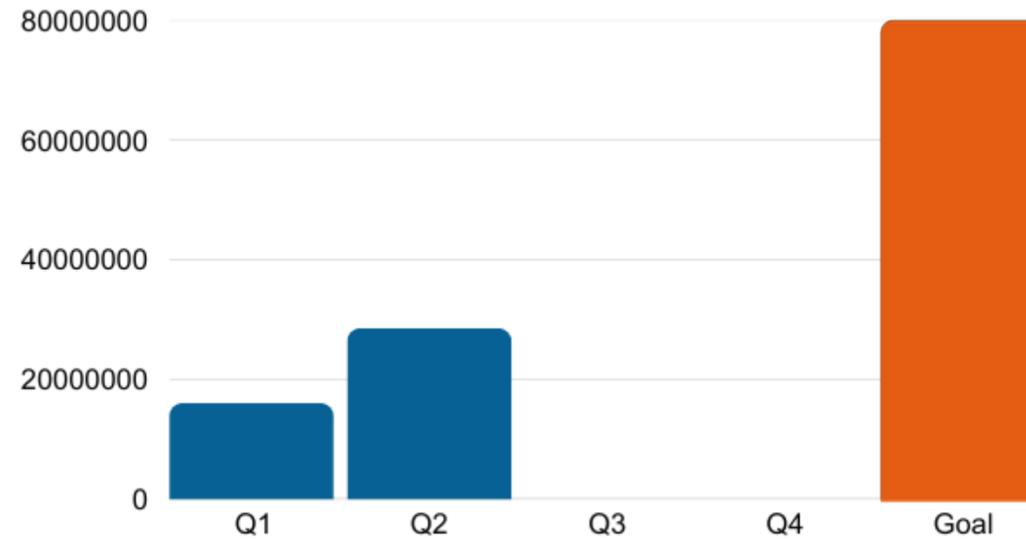


Cumulative “Grow” Done Deals FY 2025/26

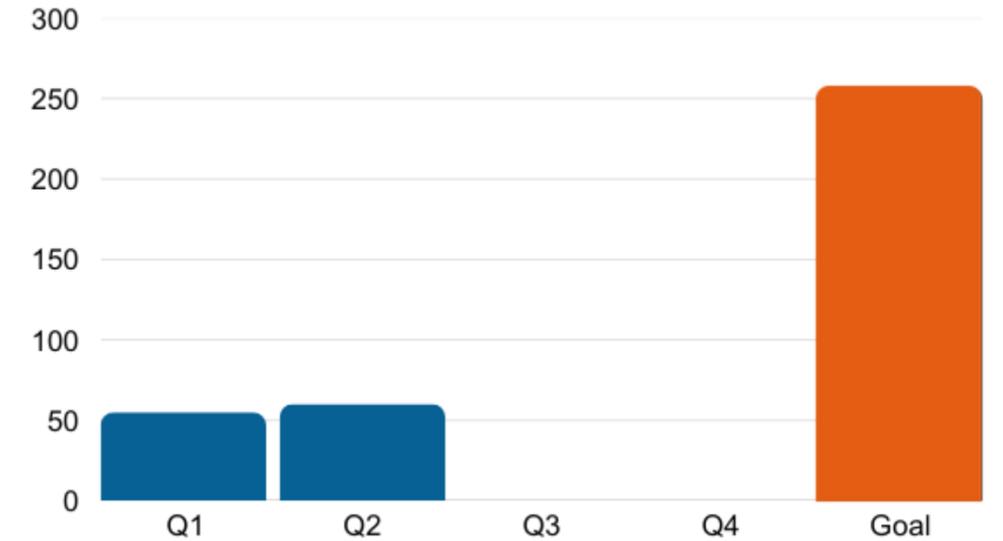
Companies



Cumulative Capital Investment:
Progress to Goal



Jobs Created by
Grow Companies



Actual Goal

Some of the Companies



HAYDEN
HOMES

BLACKSTRAP

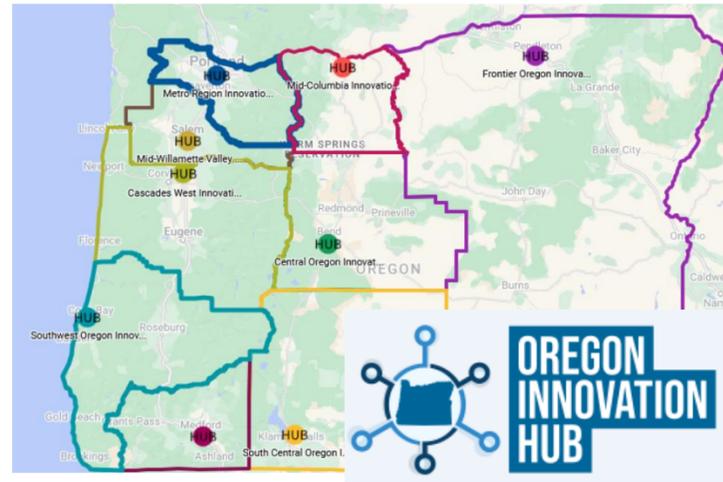


GFP RESPONSE

K&E
EXCAVATING
INCORPORATED

EDCO **MOVE
START
GROW**

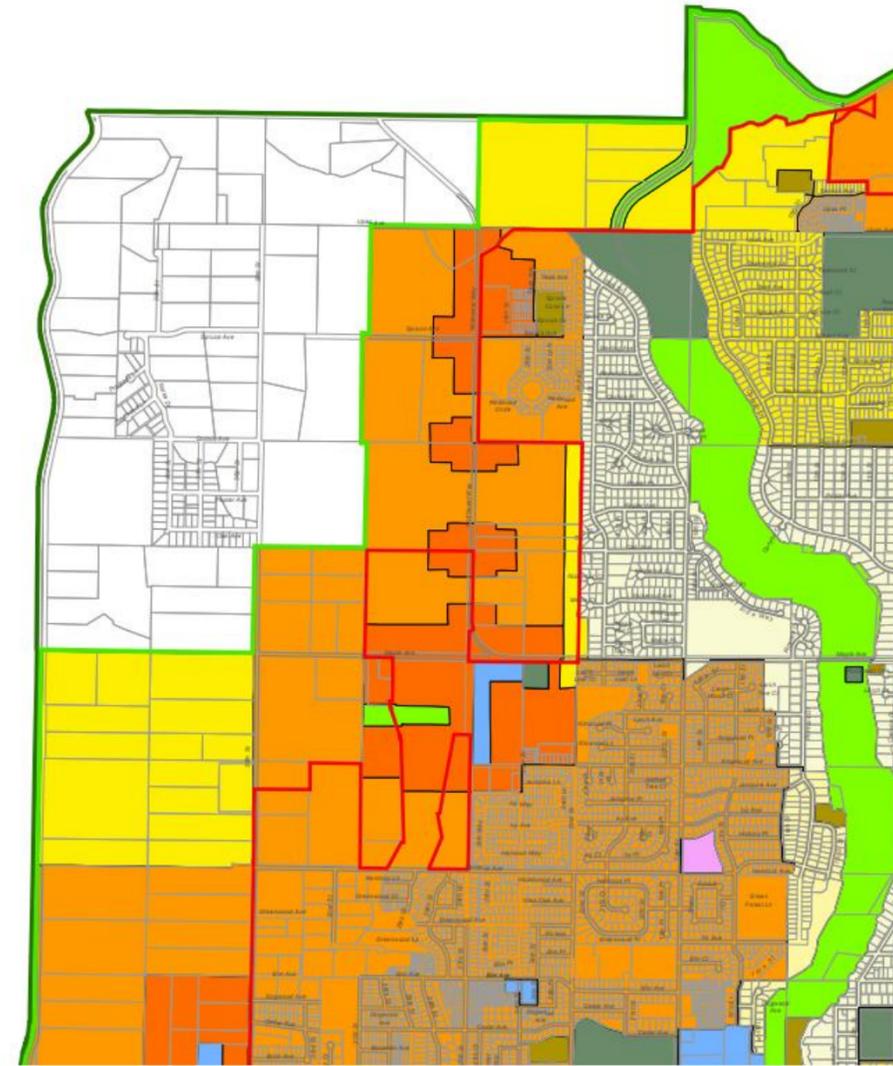
“Table Setting” and Advocacy Efforts



Central Oregon Innovation Hub



Central Oregon Air Service Team



Land Use Think Tank
Employment and Housing Supply

- Innovation
- Air Service Development
- Advocacy
- Land Use
- Strategic Planning

“Table Setting” and Advocacy Efforts

Prineville manufacturing plant closing resulting in massive job losses

Published 4:00 pm Wednesday, June 25, 2025

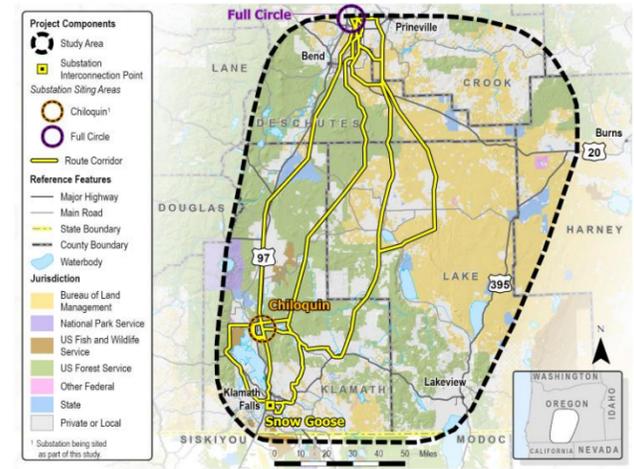
By Jason Chaney



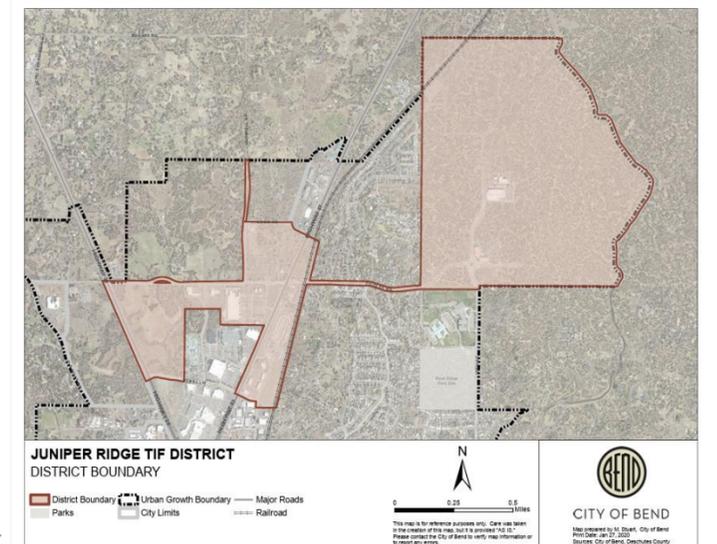
Business Response Network



- Workforce Solutions
- Advocacy – State Legislature
- Large Lot Development
- Infrastructure



PACIFICCORP. Blueprint South
500-kV Transmission Line Project



Regional Large Lot, Infrastructure Advocacy



Training and Workforce Development



Awards & Accolades

BEND-REDMOND
MSA
#4
BEST **PERFORMING**
SMALL **CITIES**
U.S.A.
Milken Institute
2026

DESCHUTES
COUNTY
#1
SMALL **BUSINESS**
OWNERS
OREGON
Smartasset
2024

BEND
#7
BEST SMALL CITIES
TO **START A BUSINESS**
U.S.A.
WalletHub
2025

BEND
#1
BEST **JOB**
MARKETS
U.S.A.
Smart Asset
2025

BEND
#4
BEST **TOWNS**
TO VISIT
U.S.A.
CNN
2025

BEND
#8
MOST **DYNAMIC**
METROS
U.S.A.
Heartland
Forward Report
2024

BEND
#1
PRIME WORKFORCE &
ECONOMIC STRENGTH
OREGON
Area Development
2024

BEND-REDMOND
MSA
#1
GROWTH, PROSPERITY, INCLUSION
MID-SIZED **METROS**
U.S.A.
Brookings
2025

BEND
#1
MOST **STARTUPS**
PER CAPITA
U.S.A.
TheStreet
2023



Stay Informed

[Economic and Revenue Forecasts, Oregon Office of Economic Analysis](#)

[Beacon Appraisal Group, Beacon Report and Market Overview](#)

[Compass Points Commercial and Industrial Market Report](#)

[Central Oregon Economic Indicators \(OED\)](#)

[Statewide Economic Data](#)

[Redmond Airport Flight Statistics](#)

[Central Oregon's Childcare Supply Dashboard](#)