

## **Regional Economic Development Strategies**

The following strategies establish a vision for how the governments, businesses, and community members can work together to help the Eugene-Springfield metro area achieve economic sustainability. They establish a framework for decision-making for community partners within Eugene, Springfield and Lane County. The tactics are outlined below, as presented to and approved by the Joint Elected Officials of Eugene, Springfield, and Lane County on September 14, 2009.

### **1. Business Retention and Expansion**

**Support the Growth and Development of Existing Area Businesses to Achieve Quality Job Creation.** We recognize the crucial role existing area businesses play in sustaining the health of the local economy and in creating job opportunities. Efforts should be directed at supporting the operating needs of local businesses as well as meeting their needs for expansion and growth.

- Tactic 1:** Coordinate public capital and finance networks within the region to facilitate business access to needed funding for continued operation and growth.
- Tactic 2:** Develop or strengthen peer-to-peer support networks for businesses of any type (start-up, existing, large, small, etc) for communicating regional information on financing, physical development, locating, hiring, recruiting, training.
- Tactic 3:** Assist businesses with site development or expansion through coordinated multi-agency review of development permits. Develop methods and policies to streamline the permitting process.

### **2. Entrepreneurial Infrastructure**

**Accelerate the Development of Entrepreneurial Infrastructure.** (Defined as those facilities and services present within our region which encourage the creation of new ventures, and the growth and development of small- and medium- sized enterprises).

- Tactic 1:** Increase the amount of investment capital in our region by leveraging such groups as the Willamette Angel Conference (WAC), the Southern Willamette Angel Network (formerly Lane Venture Forum), the Oregon Entrepreneurs Network (OEN), and the investor relations programs led by the Eugene Area Chamber of Commerce.
- Tactic 2:** Expand the partnership with University of Oregon and Oregon State University in bringing new technologies and innovations to market.
- Tactic 3:** Improve the region's deal flow for investors by accelerating start-ups that are growth-ready, and providing educational opportunities for entrepreneurs to increase their skills.

### **3. Workforce Development**

**Train, attract and maintain a competitive workforce to meet the region's current and emerging industry needs and stimulate business development.** Foster a dynamic partnership of education, industry, and workforce development to forecast, assess and meet the training needs of existing and developing businesses.

- Tactic 1:** Partner with local educational systems to enhance and align services to prepare local residents with work readiness skills, including basic math and literacy skills, necessary for success in all occupations.
- Tactic 2:** Convene industry-interests panels to design and evaluate curricula to ensure that local training programs meet industry needs.
- Tactic 3:** Continue to build a culture that values learning, an entrepreneurial spirit, acceptance and diversity, and creativity to continue to attract entrepreneurial and innovative talent to our region.

**Increase the ready workforce in Lane County by expanding access to academic and occupational training for all Lane County residents, particularly lower-skilled and lower-wage workers.** We recognize the importance of a skilled workforce for the prosperity of the region.

- Tactic 1:** Connect basic skills training programs (e.g. G.E.D. preparation and English as a Second Language) to post-secondary certificate or degree programs.
- Tactic 2:** Partner with industry and education to encourage investment in training opportunities for young people, such as internships and work experience opportunities.
- Tactic 3:** Support the local recognition of Career Readiness Certificates, a state-wide testing and credentialing initiative to enhance workforce readiness.

#### **4. Land and Physical Infrastructure**

**Prepare for the Land and Physical Infrastructure, in a timely fashion, that is necessary to support Business Development and Stimulate Quality Job Creation.** Strengthen the coordination between infrastructure, planning and investments, land use, and economic development goals.

- Tactic 1:** Inventory and evaluate underdeveloped space in an effort to assist business relocations in a timely fashion.
- Tactic 2:** Promote and build on the Region's transportation, distribution and logistics advantages.
- Tactic 3:** Continue to work with property and business owners to expand, upgrade and construct state-of-the-art facilities.
- Tactic 4:** Streamline the regulatory processes to assist with site selection and development.

#### **5. Economic Identity**

**Promote Awareness and Advocacy for the Region's economic quality of life that continues to support and attract the investment and innovative and entrepreneurial talent and builds on our dynamic and diverse economic community.**

- Tactic 1:** Partner with local business and economic development organizations to develop and implement an on-going public relations campaign that will promote the Region's economic identity and successes, both internally and externally.
- Tactic 2:** Promote the Region's strong willingness and ability to mentor and coach entrepreneurs and businesses, and recognize the successes that grow from within this network.
- Tactic 3:** Promote and Celebrate the Region's creative people who find success elsewhere and find bridges for them to contribute back to our community.

**Tactic 4:** Promote the region's natural and cultural resources to enhance the cultural tourism within the region.

## **6. Targeted Industries**

**A. Continue to support the development of our wealth generating sectors that have built a strong economic foundation for our community and have complemented our region's quality of life, such as:**

- Transportation/Manufacturing
- Wood Manufacturing
- Health Care
- Construction

**B. Support development and growth in successful and emerging opportunity areas within the local economy:**

- Health/Wellness
- Advanced Manufacturing (technologically rich, innovative manufacturing)
- Software
- CleanTech/Renewable Energy
- Biomedical
- University of Oregon / Research & Development Institutions

**Tactic 1:** Identify strategies to address unique site and logistical needs of existing and emerging industries.

**Tactic 2:** Develop associations or networks among targeted cluster businesses for innovative networking, information-sharing and to provide opportunities for business growth.

**Tactic 3:** Pursue opportunities to expand and recruit businesses, ideas, and entrepreneurs into our region that can enhance our existing businesses and community.