



## Business Retention, Expansion, and Recruitment News!

The City of Beaverton's proactive Economic Development team works directly with businesses providing them with the necessary tools for growth, expansion, and relocation to Beaverton.

**Hue Noir** held its official grand opening on October 25, 2014. The company formulates and manufactures cosmetics and personal care products for women with deeper skin tones using the finest ingredients and a proprietary color-matching technology, and showcases its products on-line, and at fine salons and boutiques. In the last five years, Hue Noir grew from one employee working from home to six employees, and in 2014 moved its manufacturing operation to a new flex space in Beaverton. During the last year, the city's Economic Development team worked with the company's CEO, Paula Hayes, to offer site selection services and provide supplier lists, business/ industry introductions and workforce assistance. The city also helped Hue Noir identify resources to start an internship program, culminating in a recent hire who will assist with specialty cosmetic production.

**Active Telesource**, a technology driven customer care organization with a focus on the utilities and energy, financial services, and healthcare sectors is expanding its Beaverton location. The firm engages with and captures customer interactions to streamline workflows and provides a variety of services, including: platform transition and stabilization, virtual customer care/social media monitoring and more. The Economic Development team originally worked with the company's executives to locate a site for their operation, then later provided workforce introductions, offered general business assistance and strategy sessions which ultimately helped them land a new client. They are currently in process of reviewing the city's Workforce Training Assistance program as a way to offset training costs for future hires. In the past few months, they have begun hiring for a new project, and will be adding up to 50 new employees to support their growth.

For more information, visit [BeavertonOregon.gov/Econdev](http://BeavertonOregon.gov/Econdev) or call 503-526-2456

## Programs

### Beaverton Brownfields Program

#### EPA-Funded Brownfields Assessment Project is Underway

As part of the Brownfields Assessment Grant the City of Beaverton received from the U.S. Environmental Protection Agency (EPA), Economic Development Division staff has been busy building a formal brownfields program that could help meet the City's goals and policies to preserve and expand existing development, attract development, protect and enhance public and environmental health, boost economic development potential, and increase property values and tax revenues. The grant funds site assessments and clean up planning for qualifying properties within the Beaverton Enterprise Zone boundary to help foster the growth of manufacturing and technology-based businesses and other industries that may be operating on brownfield sites.

As part of the grant requirements, a Public Involvement Plan (PIP) to guide how the community is informed and engaged has been drafted and reviewed by the Community Engagement Team (CET). The CET is comprised of a variety of community stakeholders to help implement the PIP over the next two years. A Technical Advisory Committee, with representatives from City departments and divisions, reviews the work of the project. To date, a comprehensive site inventory has been conducted to further identify potential sites for assessment and two public meetings are scheduled:

- **Public Open House, Monday, March 9, 2015, 4:30 to 8 p.m.** at Beaverton City Library, 12375 SW 5<sup>th</sup> Street
- **Property and Business Owner Forum, Tuesday, March 31, 2015, 7:30 to 9:30 a.m.** at The Beaverton Building, Council Chambers, 12725 SW Millikan Way

For more information, visit [BeavertonOregon.gov/Brownfields](http://BeavertonOregon.gov/Brownfields) or call 503-526-2631.

## Beaverton Enterprise Zone/Electronic Commerce News!

### City of Beaverton Receives Electronic Commerce Zone to Support New Business Investment

The State of Oregon approved Beaverton's application to add an Electronic Commerce (E-Commerce) overlay to its existing Enterprise Zone in July 2014. E-Commerce is defined as electronic transactions, which can include taking orders, closing sales, making purchases, providing customer service or undertaking other activities that serve the business's overall purpose. A significant feature of these designations is that qualifying businesses may receive a credit against the business's annual state income or corporate excise tax liability equal to 25 percent of the investment cost made in capital assets used in E-Commerce operations inside the Enterprise Zone. In addition, newly installed personal property, machinery, and equipment that qualifies for exemption is more broadly defined and can include property for E-Commerce costing \$1,000 or more per item.

Since the new overlay designation, the City received the first E-Commerce applicant. **Earl & Brown, Co. Inc.**, a distribution and fulfillment warehouse servicing large corporations such as Amazon.com, Costco, and Motorola, was eager to take advantage of the new E-Commerce overlay and quickly applied in September 2014. The estimated investment is nearly \$500,000 over the next two years with the addition of three new employees. Earl & Brown previously occupied a building across the street from the new location at 5825 SW Arctic Drive and has made a number of improvements to the existing facility with plans to expand the warehouse in 2016.

### ProBuild Company LLC to Make a \$3.8 Million Investment

ProBuild Company LLC, manufacturer of wood roof trusses, applied for the enterprise zone program in 2014 and relocated 22 employees from Clackamas to Beaverton to occupy the former Weyerhaeuser facility at 5350 SW 107th Avenue. The 5.7 acre site, which sat vacant for more than three years, accommodated ProBuild's expansion plans. ProBuild plans to make a total estimated investment of \$3.8 million over two years. Major construction elements include installation of new manufacturing equipment and modification of the existing structure to allow for manufacturing processes. In addition to the 22 employees, at least two new jobs will be created.

For more information, go to [BeavertonOregon.gov/EZone](http://BeavertonOregon.gov/EZone) or call 503-526-2631.

## Beaverton4Business Awards Update



The most recent *Beaverton4Business* Awards were presented on Tuesday, December 2, 2014 at the City Council Meeting at Beaverton City Hall. Congratulations to Lanphere Enterprises and D. H. Sutherland, two successful local businesses with strong operations and significant achievements in their Beaverton locations.

The B4B Awards are given to four (4) businesses quarterly, grouped by theme. Nominations will be accepted for all award types at any time, with the award given in the corresponding quarter.

- **March: Sustainability** (environmental solution, cost/waste reduction, achievement, award, etc.)
- **June: Innovation** (new product launch, breakthrough, award, etc. \*not limited to just technology)
- **September: Entrepreneurial** (successful growth, new company, small/emerging/ minority/women-owned business achievement)
- **December: Economic Development Non-Profit** (community achievement, involvement, etc. \*must be 501(c)(3), 501(c)(4), or 501(c)(6) entity)

To nominate a business for the upcoming *Beaverton4Business* Awards visit [BeavertonOregon.gov/B4B](http://BeavertonOregon.gov/B4B) or contact Alma Flores, Economic Development Manager at [aflores@beavertonoregon.gov](mailto:aflores@beavertonoregon.gov), (503) 526-2456



### WELCOME New Businesses (a small selection) 4<sup>th</sup> Quarter of 2014

124 new businesses and branches opened in Beaverton between October and December 2014. In total, these firms created 485 local jobs! These new businesses span a wide array of industries, from retail stores and markets, to restaurants and breweries, salons and spas, and numerous professional services. A few new businesses are listed here:

Barreg	CPA Services
J&B Firearms	Beck's Pets
Salsa Market	Benny's Cab
Brannon's Pub	Spism LLC
Gressa Skin	Moontalla
Evan's Janitorial Svcs	Growing Releaf
Antigravity Equipment	Coho Capital Management
CT Wireless	Edward Jones
Aureus	Citrine Flora
Robles and Associates	Sensory Play Center



## Workforce Training Program

The City of Beaverton's Workforce Training Assistance program (WTA) provides qualified local businesses with funding to offset the cost of training new employees.

**EnSoftek, Inc.**, a global professional services company experienced in a wide array of IT support services and solutions and a certified Minority Business (MBE)/SBA certified business development firm was looking to hire additional talent, but was finding it challenging and expensive. During a recent meeting with the city's economic development team, the company's CEO, Ramana Reddy mentioned that he needed to find six new staff in order to meet a deadline for a new project. The team presented the city's Workforce Training Assistance (WTA) program as a way to offset the costs of training and EnSoftek applied and was approved for up to \$15,000 toward the hiring and training of the new employees. The team also made an introduction to Worksource Oregon for assistance in identifying the talent and crafting the new job descriptions, and the firm has already hired three new employees.

This is truly a win for both the city and EnSoftek as earlier in the year, the company was looking to identify a new office site as part of their growth strategy and considered a relocation to Hillsboro. The city's economic development team worked with the company's executives and commercial broker to identify the right location with the right amount of space and visibility. Ultimately, the combination of personalized business assistance and workforce training support made them want to retain their headquarters and 15 employees in Beaverton. Globally, they have approximately 125 employees

For more information, visit [www.BeavertonOregon.gov/Workforcetraining](http://www.BeavertonOregon.gov/Workforcetraining) or call 503-350-4037

## Export Program news



The City of Beaverton's Economic Development Division is here to assist your business identify the right resources for all your export needs. The City and Business Oregon are currently the only two Export-Import Bank (Ex-Im) City/State Marketing Partners located in Oregon. In addition to our partnership with Ex-Im Bank, we also have relationships with a variety of export professionals around the region, and our goal is to offer practical advice on next steps when it comes to exporting.

In the November/December 2014 issue of Global Trade Magazine, the City of Beaverton received recognition as one of "America's Best Cities" for export assistance.

Then on December 4<sup>th</sup>, 2014 the Export Council of Oregon recognized the city's economic development team for their effectiveness and collaboration in working with the Council, Business Oregon and the US Export Assistance Center of Portland to help promote Beaverton companies success in global markets.

Earlier last year, the City was awarded the prestigious "2014 City/State Partner of the Year" award from Ex-Im Bank for its promotion of Ex-Im export financing products and services.

For more information, visit [www.BeavertonOregon.gov/Export](http://www.BeavertonOregon.gov/Export) or call 503-350-4037.



## Beaverton Target Industry Profiles

EDD staff are building profiles for several key target industries in the city.

Did you know that there are 397 companies in the **Software Development** industry employing almost 3,300 people?

These firms collectively brought more than \$345 million in revenue in 2013 to Beaverton.

In 2014, the City of Beaverton saw 11 new companies form in **Software Development**. The average age of firms in this industry is 10.1 years.

Together companies in the **Software Development** industry have almost 1.2 million square feet of office and flex space.

Companies in the **Scientific & Medical Instrumentation** industry form the second largest target industry, employing more than 1,500 people and generating over \$270 million in revenue in 2013.

In 2014, there were 69 firms in the **Scientific & Medical Instrumentation** industry, with an average age of 14.7 years old.

10% of firms in this target industry are either women, or minority-owned businesses, and 71% have fewer than 10 employees.





## Downtown Program News

### Holiday Lights, Festivities, and Teamwork Make Downtown Shine

City staff and volunteers work together every year to make the holiday season bright in Downtown Beaverton. Each year the efforts continue to grow, making Downtown a community destination for the holidays. This year, the City continued the annual Tree Lighting with the largest attendance on record thanks to the efforts of the City's Arts Culture and Events staff. The Beaverton Downtown Association (BDA) hosted the third annual Holiday Showcase where businesses were open to visitors before and after the tree lighting festivities. Leading up to the holidays, the BDA organized the first Small Boxes Beaverton event designed to welcome residents and visitors to shop small and local stores in the historic business district. The event kicked off with Small Business Saturday on November 29th and continued through the following week - culminating with the Tree Lighting in City Park and Holiday Showcase the evening of Friday, December 5th. The Beaverton City Council issued a proclamation for Small Business Saturday that takes place the Saturday after Thanksgiving.

A group of people integral to the success of all these holiday festivities is the staff in the City's Public Works Department, Urban Land and Sign Divisions. Thank you to Steven Brennan, Ross Puderbaugh, Alexander Doby, Arturo Echevarria, Alexander Macdonald, and all of the other Public Works staff who dedicate countless hours to lighting up the Downtown every year.

### City's Beaverton Main Street Program Funds Downtown Revitalization Efforts

The Beaverton Main Street program is an approach to neighborhood revitalization that has been implemented in at least one Beaverton business district since 2011. The program provides customized support to each district in order to attract new businesses and new jobs to the neighborhood. Support through the city-run program includes marketing and event planning, financial assistance for design and promotions, facade and streetscape improvements, technical support, and more. The Main Street program is based on a Four-Point Main Street Approach™ to commercial neighborhood revitalization: Organization, Promotion, Design, and Economic Restructuring. Currently, work has been focused on Downtown Beaverton where Economic Development Division staff provides ongoing technical assistance, training, and funding to the newly formed Beaverton Downtown Association (BDA). The BDA consists of business owners, property owners, residents, and other community members who care about Downtown Beaverton.

For more information, go to [BeavertonOregon.gov/MainStreet](http://BeavertonOregon.gov/MainStreet).

## Downtown Wayfinding Implementation



advance directional 04

### Wayfinding Signage to be Implemented in 2015

A presentation was made to City Council on July 15<sup>th</sup>, 2014 pertaining to initial implementation of wayfinding signage along Hall Blvd and Watson Ave south of Farmington Rd. This area was chosen because it provides critical pedestrian linkages to the City Library, Historic Broadway, Beaverton High School, and the Beaverton Post Office. This initial phase will include pedestrian directional, parking signage, and a pedestrian kiosk. Phase 1 of the plan is expected to be fabricated this Winter and installed by late Spring.

The initial wayfinding implementation activities are made possible through a \$41,416 Washington County Visitors Association (WCVA) Capital Grant. It is anticipated that full implementation will continue through 2017. The city continues to pursue other grants to fund this project.

For more information, visit [BeavertonOregon.gov/Wayfinding](http://BeavertonOregon.gov/Wayfinding) or call 503-526-2456.



### Downtown Retail Recruitment

As part of the Beaverton Main Street program, the Economic Development Division focuses attention on Downtown retail recruitment to help fill vacancies with destination retailers and restaurants that cater to the community's growing desire for creative, local businesses in our quaint, walkable historic business district. If you are an entrepreneur or commercial real estate broker seeking a prime downtown location, visit [BeavertonOregon.gov/Downtown\\_Retail](http://BeavertonOregon.gov/Downtown_Retail) for the latest on available space in Downtown Beaverton.

Also available is the Downtown Beaverton Retail Strategy and other resources for business and property owners.

Downtown property owners are encouraged to use this free service offered through the Economic Development Division to list and promote vacancies.

For more information, contact Amy Koski at 503-526-2631 or [akoski@BeavertonOregon.gov](mailto:akoski@BeavertonOregon.gov).



## Events

BioBridge Series: **Lean Six Sigma Yellow Belt** (hosted by Oregon Bioscience Association and City of Beaverton, Economic Development Division).

**January 15<sup>th</sup> and 16<sup>th</sup> (8:30 am to 5 pm)** at Beaverton City Hall, 12725 SW Millikan Way, Beaverton OR 97005 - conference center, suite 390.



Participants in this course will learn the fundamental Lean Six Sigma philosophy and how to apply the tools and methods in their workplace on a daily basis. They will also learn how to identify improvement opportunities and be a valuable resource within Lean Six Sigma project teams led by Green Belts and Black Belts – only \$40 per person [REGISTER HERE](#) and see the flyer [HERE](#).

## AIR QUALITY GROUP NEWS

Washington County Department of Health and Human Services is working with a variety of partners to improve the air quality in our community. Of specific concern is an increase in fine particulates called PM2.5, which can pose serious health concerns. There are many factors contributing to particulate emissions, including things that are out of our control like geography and weather, but Washington County residents can help improve our air quality!

There are four primary ways to stay informed about the air quality in our community:

- Sign up at [www.pubalerts.org](http://www.pubalerts.org) to receive notifications by text, email or phone about air quality advisories and other important and timely health and safety news.
- Visit [www.co.washington.or.us/air](http://www.co.washington.or.us/air) for much more information on this issue, as well as the daily air quality forecast.
- Download [airnow.gov](http://airnow.gov)'s simple but fantastic mobile app.
- Follow Washington County's Facebook and Twitter pages and watch for posts there.

## Do You Have Your Business License?

Anyone engaged in any business within the city limits is required to obtain an annual business license. The business license fee is based on a calendar year. Business licenses cost \$50.00 for 0-4 employees plus \$8.50 per additional employee.

For more information, visit [BeavertonOregon.gov/index.aspx?nid=353](http://BeavertonOregon.gov/index.aspx?nid=353) or call 503-526-2255.

## PARTNER SPOTLIGHT

The Oregon Bioscience Association was formally established in 1989 by a consortium of universities, public officials, educators and bioscience executives to cultivate a regionally synergistic climate in which to build a bioscience community. Today Oregon Bio supports the regional bioscience community through networking, educational programs, enterprise support, advocacy, and the enhancement of research collaboration. As the collective voice for the bioscience community on behalf of Oregon's bioscience companies, Oregon Bio is responsible for communicating the industry's impact, issues and challenges to the public sector, educators and the general public.

For more information, contact Dennis McNannay, Executive Director at [dennis@oregonbio.org](mailto:dennis@oregonbio.org) or (503) 548-4432.

## Beaverton Land Use and Zoning...did you know?

### Residential

Approximately 65% of non-right-of-way land in Beaverton is residential – or about 7,560 acres.

### Multiple Use

Approximately 15% of non-right-of-way land in Beaverton is designated as Multiple Use, a mix of residential, retail, and commercial businesses. In total, this amounts to over 1,700 acres.

### Employment/Industrial

Employment and Industrial land accounts for 9% of non-right-of-way land, approximately 1,000 acres.

### Commercial

Commercial land is about 8% of all non-right-of-way land in the city, or just about 940 acres.

## City of Beaverton Economic Development Division

12725 SW Millikan Way,  
Beaverton, Oregon, 97076

[BeavertonOregon.gov/EconDev](http://BeavertonOregon.gov/EconDev)

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## Why do we care about *Brownfields in Beaverton?*

Addressing brownfields in Oregon helps meet the goals of promoting public and environmental health, community and economic development, and job creation. *In Beaverton, brownfield remediation and development* can directly support economic development challenges related to *land, labor, infrastructure, and capital*. Join us in March to learn more.

Concerned about *potential environmental conditions* in your neighborhood?

Interested in how *addressing historic contamination* can help *spur growth* in our community?

Want to learn more about the *EPA Brownfields Assessment Grant*?

# PUBLIC OPEN HOUSE

*Casa Abierta al Público*

MONDAY · MARCH 9, 2015 · 4:30-8 PM

**BEAVERTON  
BROWNFIELDS  
PROGRAM**

Brownfields Assessment Project



## PUBLIC OPEN HOUSE *Casa Abierta al Público*

Join the city's Economic Development team to learn about the Beaverton Brownfields Program and how to get involved in the Brownfields Assessment Project.

The open house will include a formal presentation with the opportunity to explore environmental site assessments, access to support and consultation on known or potential contamination issues, cleanup and redevelopment planning assistance, financial incentives, and information about federal, state and local assistance programs.

**Monday, March 9, 2015**  
**4:30 to 8 p.m.**

*Formal presentation at 6 p.m.*

**Beaverton City Library**  
**12375 SW 5th Street**

For more information, contact the City of Beaverton's Economic Development Division at 503-526-2631 or go online:

[BeavertonOregon.gov/Brownfields](http://BeavertonOregon.gov/Brownfields)

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Considering the *development potential* of your property?

Looking for *resources to manage potential environmental challenges* on your property?

Want to learn more about the *EPA Brownfields Assessment Grant*?

# Property and Business Owner FORUM

*Foro Público para Dueños de Propiedad y Negocios*

TUESDAY · MARCH 31, 2015 · 7:30-9:30 AM

**BEAVERTON  
BROWNFIELDS  
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## BEAVERTON BROWNFIELDS PROGRAM

Brownfields Assessment Project

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**The Beaverton Building, City Council Chambers**  
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For more information, contact the City of Beaverton's Economic Development Division at 503-526-2631 or go online:

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