

2016 Mid-Year Update

City of Longview
Economic Development Program
7/28/16

Highlights

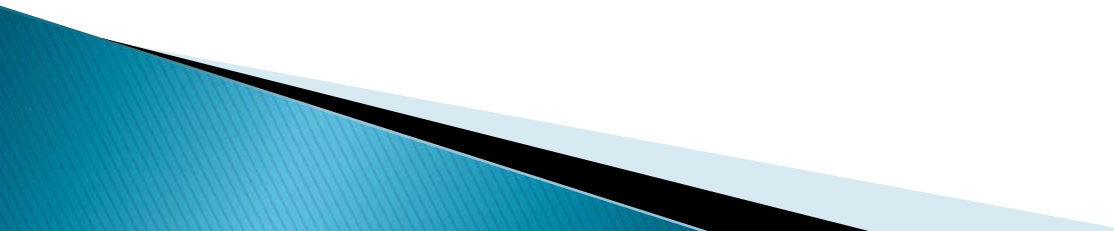
▶ **Big C Industries**

- Custom Steel Fabrication
- About 15 employees and growing
- Woman-owned business
- Longview revolving loan fund recipient
- Open House Friday July, 29

▶ **Nimble Trailer**

- Cargo Trailer Manufacturer
- Transitioning to Manufacturing– Like a start-up business
- Still interested in Longview, working on project financing

▶ **Public Development Authority**

- Potential Fairgrounds/Conference Center Hotel
 - Equestrian Study
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Marketing

▶ **Develop template for city marketing and response to business inquiries**

- Collecting various demographic and other information to build City profile
- Working with the State Department of Commerce to analyze Site Selector inquiries to define template

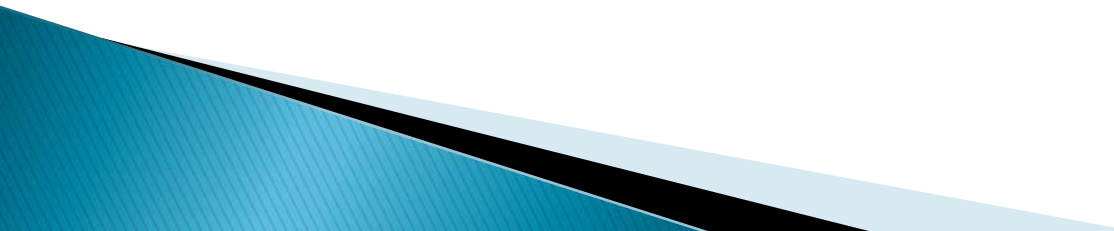
▶ **Market Mint Farm properties**

- Worked with several inquiries regarding Mint Farm properties, both City-owned and privately held, with at least one hiring an appraiser to meet the City's conditions conforming to lending of public credit standards

▶ **Engage regional real estate markets**

- Participated in National Association of Industrial and Office Properties (NAIOP) events in Seattle, South Sound and Portland real estate markets
- Met with commercial brokers and development industry representatives from firms in both regions

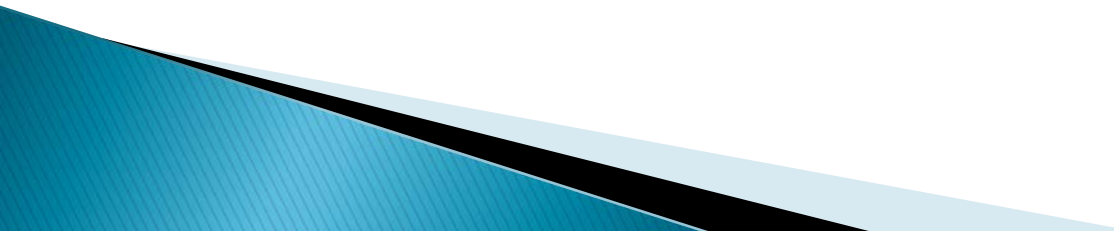
▶ **Market downtown**

- Working with developers considering various mixed-use projects in the Downtown area
 - Participating in Longview Downtown Partnership activities to make downtown a more attractive destination for businesses
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Economic Condition Assessment

- ▶ **Identify and meet with at least 25 “bellwether” firms in the City for Business Retention and Expansion (BRE) Program**
 - Met with many local companies including Weyerhaeuser, soon to be Nippon Paper, Millennium Bulk Terminals, Pacific Fibre, JH Kelley, Bud Clary Auto Group, and Columbia Auto Group

 - ▶ **Participate in Update of Comprehensive Plan**
 - Collaborated with both City and COG Planners in setting Economic Development priorities
 - Presented Economic Development priorities to Planning Commission as one guide for plan development

 - ▶ **Inventory Lands/Buildings available for development/redevelopment**
 - Learning buildings and properties in the City, especially in Industrial and Commercial zones
 - Spoke with Port of Kalama about sharing the Port’s access to commercial property listings
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Collaborate with Economic Development Partners

- ▶ **Support CEDC recruitment and promotional efforts**
 - Worked together on several recruitment efforts including both Big C and Nimble
 - Coordinating with CEDC and other agencies on a Commercial Developers Property Tour
- ▶ **Promote development at the Port of Longview**
 - Met with staff and commissioners regarding operations, future projects and development options
 - Worked with staff to assess Port locations for potential business opportunities
- ▶ **Participate with SWEDD, Longview Downtown Partnership, Kelso-Longview Chamber, Public Development Authority, other allied economic development groups**
 - Named Executive Director of the Longview Public Development Authority
 - City staff representative to the Southwest Washington Economic Development District
 - Regular Participant in Longview Downtown Partnership meetings
 - Appointed as a member of the Southwest Washington Regional Airport board
- ▶ **Work with partners such as LCC, SBDC, SCORE, Worksource Southwest Washington**
 - Met with LCC executive staff and local SCORE Chairperson