

# JOBS AND INNOVATION ACCELERATOR GRANT CLEAN TECH ADVANCE SUBMITTAL OVERVIEW GREATER PORTLAND, INC BOARD MEETING

JULY 14, 2011

**Clean Tech Advance:** Bi-state partnership of more than 20 organizations under the leadership of Greater Portland, Inc to support innovation and job creation in the Clean Tech and Advanced Manufacturing Industry Clusters.

## Why the Portland Region?

- 31,000 clean tech jobs as of 2009. Industry cluster rapidly growing.
- International reputation in sustainability and clean tech; regional and municipal-level activity.
- Oregon second nationally in clean energy technology, policy and investment.
- \$202M in venture capital invested in Oregon in clean tech in 2010, up from \$3M in 2009.
- Educated population, attractive lifestyle, strong entrepreneurial and small business climate.
- Pacific Rim location with enviable transportation infrastructure, export advantage.

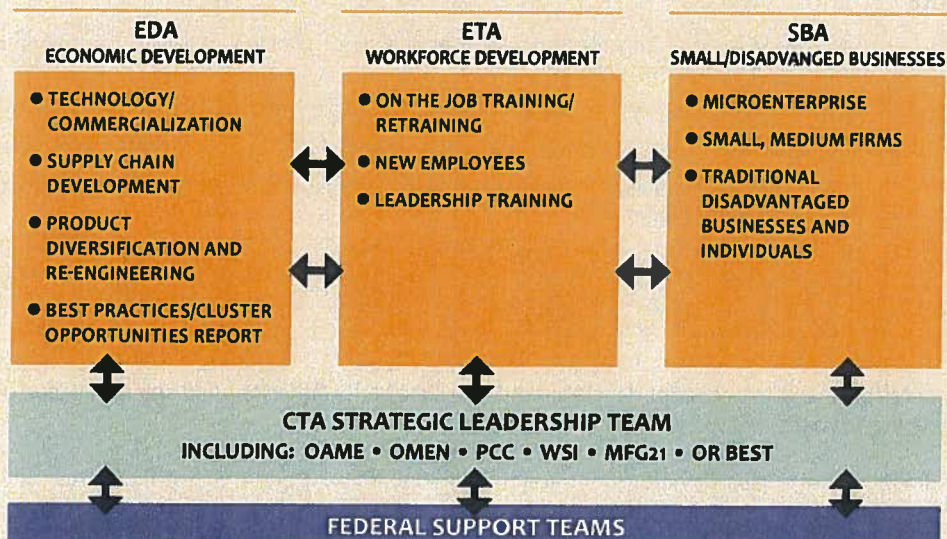
## Policy/Strategy Platform – Focus on Clean Tech and Manufacturing:

- Portland Metro Climate Prosperity *Greenprint*
- *Economic Development Strategy* target clusters
- *Metropolitan Export Initiative* research, goal
- Greenlight Portland Inc's *Comprehensive Economic Development Strategy*

## Why this Grant?

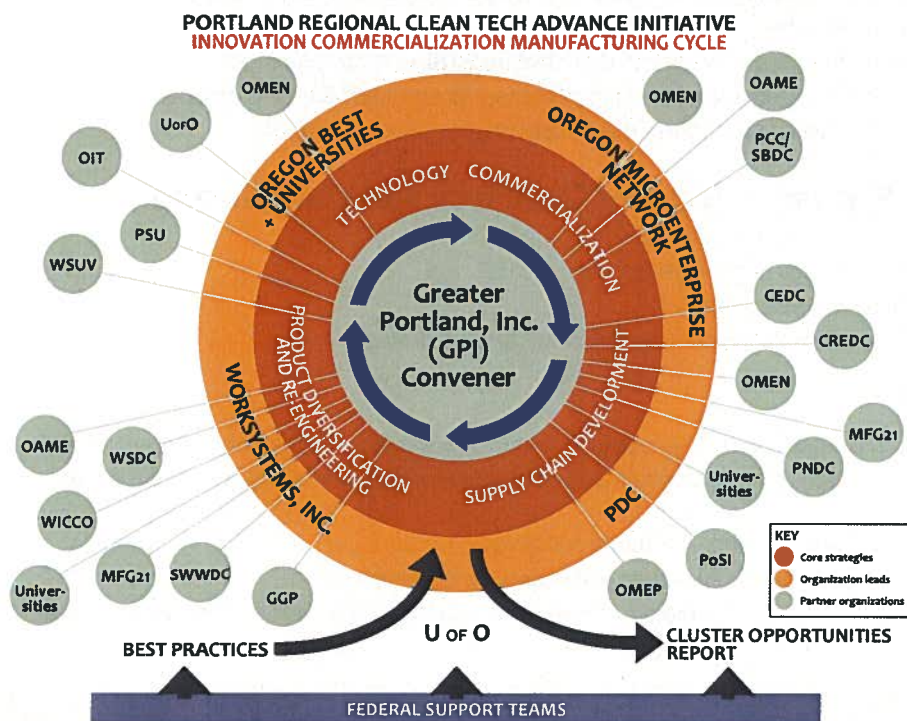
1. Unites 1) clean tech, 2) research and commercialization and 3) advanced manufacturing opportunities.
2. Anchors businesses – particularly micro-, small-, and medium-sized business at the center of training commercialization opportunities.
3. Unifies the five-county region –a model for future initiatives.
4. Creates stronger tie between higher education and economic development.
5. Provides resources for a coordinated, strategic approach to clean tech commercialization to manufacturing.

### CTA INITIATIVE SERVICE DELIVERY SCHEMATIC



## 20 Partnerships Plus

• Greater Portland, Inc.	• Portland Development Commission
• Oregon Microenterprise Network	• Worksystems, Inc
• Columbia River Economic Devel Council	• Cowlitz Economic Devel Council
• Manufacturing 21 Coalition	• University of Oregon
• Oregon Institute of Technology	• Portland State University
• Washington State University – Vancouver	• Oregon Built Environment and Sustainable Technology (OR BEST)
• Oregon Association of Minority Entrepreneurs (OAME)	• Pacific Northwest Defense Council
• Oregon Manufacturing Extension Partnership	• Portland Oregon Sustainability Institute
• Workforce Investment Board, Clackamas County	• Southwest Washington Workforce Dev Council
• Portland Community College Small Business Development Center	• Private companies



## Sample Outcomes

Commercialization	50% job increase in companies served as a result of new technologies; private investment matches public; minimum five companies
Supply Chain Development	50% increase in sales orders placed; 10% increase in jobs; 15 companies assisted
Product Diversification	Four to six companies served; four universities partnering; 10% increase in jobs; new products to market
Workforce Training	140 participants in training; \$22/hour average wage at placement; 150% increase from base salary if employed; 2/3rds placed
Small Business Assistance	25 businesses customized counseling; 25 assisted with exports; 25 assistance with capital/finance; 50% increase in jobs created; 25% increase new products; 67% increase in domestic sales; 50% increase in export sales; 75% increase in businesses participating in the cluster; 50% increase each in market expansion, financing, supply chains

Successes to date: submittal, partnerships, concept development. *"We have better understanding and knowledge of our expertise and talents, and have built relationships that will endure."* — Sponsor

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Thank you!