



Board of Commissioners

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205 NW 5th St.
Corvallis, OR 97330

co.benton.or.us

AGENDA

BENTON COUNTY BOARD OF COMMISSIONERS

Tuesday, March 23, 2021

GoToMeeting: <https://global.gotomeeting.com/join/800433565>

or Dial 1 (224) 501-3412; Access Code 800-433-565 #

Livestream: <http://facebook.com/BentonCoGov>

(Chair May Alter the Agenda)

THE BOARD WILL TAKE A BRIEF RECESS BETWEEN THE WORK SESSION AND BUSINESS MEETING

9:00 A.M.

I. Opening:

A. Introductions

B. Announcements

II. Comments from the Public

Time restrictions may be imposed on public comment, dependent on the business before the Board of Commissioners. Individual comment may be limited to three minutes.

III. Review and Approve Agenda

IV. Work Session

- 4.1 9:00 a.m., 25 minutes - Annual Report from Marys River Watershed Council
– Holly Dye Purpura, Executive Director of Marys River Watershed Council
- 4.2 9:25 a.m., 30 minutes - Discuss American Rescue Plan – Mary Otley, Chief Finance Officer; Joe Kerby, County Administrator
- 4.3 9:55 a.m., 45 minutes –Update from Small Business Development Center (SBDC), RAIN and Foundry – Kate Porsche, Jeff Flesch, Corey Wright, Caroline Cummings, Brad Attig

The Board of Commissioners may call an executive session when necessary pursuant to ORS 192.660. The Board is not required to provide advance notice of an executive session. However, every effort will be made to give notice of an executive session. If an executive session is the only item on the agenda for the Board meeting, notice shall be given as for all public meetings (ORS 192.640(2)) and the notice shall state the specific reason for the executive session as required by ORS 192.660.

The meeting location is accessible to persons with disabilities. A request for an interpreter for the hearing impaired or for other accommodations for persons with disabilities should be made at least 48 hours before the meeting to the Board of Commissioners Office, (541) 766-6800.

BUSINESS MEETING

V. New Business

- 5.1 Discussion and Decision 2021-2023 Community Dispute Resolution Grant –
Xanthippe Augerot, Chair
- 5.2 Discussion and Decision Regarding Emergency Operations Center Staffing
– *Joe Kerby, County Administrator, Tracy Martineau, Human Resources*
- 5.3 Discussion and Decision Amending the Benton County COVID19 Donated
Leave Policy – *Tracy Martineau, Human Resources*

VI. Information Sharing:

(If time permits the following section will be heard. *The chief purpose of "Information Sharing" items is to allow the Board of Commissioners time and a venue to update one another of their individual activities.*)

- 6.1 Xanthippe Augerot, Chair
- 6.2 Nancy Wyse, Commissioner
- 6.3 Pat Malone, Commissioner
- 6.4 Joe Kerby, County Administrator

VII. Other

ORS 192.640(1)" . . . notice shall include a list of the principal subjects anticipated to be considered at the meeting, but this requirement shall not limit the ability of a governing body to consider additional subjects."

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**MINUTES OF THE MEETING
BENTON COUNTY BOARD OF COMMISSIONERS
Tuesday, March 23, 2021
9:00 a.m., Board Room**

GoToMeeting: <https://global.gotomeeting.com/join/870290989>
or Dial 1 (872) 240-3212; Access Code 870-290-989#
Livestream: <http://facebook.com/BentonCoGov>

- Present:** **Xanthippe Augerot**, Chair; **Pat Malone**, Commissioner; **Nancy Wyse**, Commissioner; **Vance Croney**, County Counsel; **Joe Kerby**, County Administrator
- Staff:** **Katie Cooper**, **Greg Ridler**, Sheriff's Office; **Teresa Farley**, **Joe Hahn**, BOC Staff; **Tracy Martineau**, Human Resources; **Erika Milo**, BOC Recorder; **Mary Otley**, Finance; **Kate Porsche**, Corvallis-Benton Economic Development; **Alyssa Rash**, Public Information Officer; **Gary Stockhoff**, Community Development; **Matt Wetherell**, Juvenile Department
- Guests:** **Brad Attig**, **Caroline Cummings**, **Jeff Flesch**, **Corey Wright**, RAIN Small Business Development Center; **Holly Dye Purpura**, Marys River Watershed Council; **Jerry Sorte**, Corvallis Economic Development

Chair Augerot called the meeting to order at 9:00 a.m.

I. Opening:

- A. Introductions**
- B. Announcements**

No announcements were made.

II. Comments from the Public

No comment was offered.

III. Review and Approve Agenda

No changes were made to the agenda.

IV. Work Session

- 4.1 Annual Report from Marys River Watershed Council – Holly Dye Purpura, Executive Director of Marys River Watershed Council**

Purpura reported on activities of the Marys River Watershed Council (MRWC), a non-profit Oregon-based organization which works to inspire voluntary stewardship of the watershed. The Marys River watershed flows mainly through Benton County and some adjacent counties. The watershed has no major dams and provides drinking water for the Cities of Philomath and Corvallis. In the past year, MRWC has added an Education Coordinator and an Assistant Project Manager, as well as a new 12-month AmeriCorps Vista position starting in April 2021. The MRWC offers educational programming, outreach, and environmental restoration. The MRWC was able to stay financially sound and expand programs during the pandemic.

Before the pandemic, the educational program offered classroom lessons and other in-person events. During the pandemic, MRWC shifted school programs to remote learning, providing videos and education kits, and offering a virtual 5K walk and bicycle ride.

MRWC partnerships included rejoining the Confluence Group, which is working to construct a building in downtown City of Corvallis. Funded by the Meyer Memorial Trust, MRWC held equity, diversity, and inclusion (EDI) trainings for the Board and staff. The MRWC is also working on EDI training for Mid-Valley River Connections, a partnership of five watershed councils on the Mid-Willamette River. The MRWC is forming a grant-funded Mid-Willamette Beaver Partnership to evaluate areas for beaver restoration. The MRWC carried out Oak Creek sub-watershed engagement, convening 32 meetings and work groups in person and virtually.

The Trout-Friendly Landscapes Program has come to fruition. Staff hope to form a Technical Advisory Team (TAT) to evaluate opportunities for green storm-water infrastructure in the Oak Creek watershed and a broader base within County urban streams and headwaters. The TAT would help develop a voluntary cost-share program for landowners to create bio-swales for impervious areas such as parking lots.

Purpura described various projects, including: a Dunawi Creek filtering wetland created with Corvallis Sustainability Coalition in November 2019; Oak Creek restoration; a Long Tom Watershed Council workshop; Witham Hill Natural Area renovations; and the Dairy Farm dam. The Beaver Creek/Ash Swale reconnection was completed on May 31, 2020. The MRWC worked with County Public Works on Skunk Creek and Alder Creek plantings, and expanded an invasive knotweed treatment program to the entire Marys River watershed. Staff are working on permitting for Upper Marys system recovery. Restoration on Reese Creek was funded by the Bureau of Land Management. The MRWC is working with Benton Soil and Water Conservation District to start a four-year monitoring program on the Upper Muddy through the Oregon Department of Agriculture and Oregon Watershed Enhancement Board. There is upcoming work on Woods Creek.

Augerot was pleased by the diversification of funding and partnerships to work on the Marys River and Muddy Creek. Augerot noted there have been several meetings on the Urban Waters Program which included staff from the County and the City of Corvallis, and asked if the MRWC seeks County support to convene the TAT.

Purpura replied that the County could provide seed funding to convene the TAT this year. The MRWC appreciates that County staff have participated in the Oak Creek stakeholder engagement process and Long Tom Waters Council workshops. As the County continues to grow, groups can build a robust program to prevent pollutants from entering water systems. Funding would also serve as match funding, which funders such as the Oregon Watershed Enhancement Board like to see.

Malone praised the cooperation between watershed councils and asked about the timetable for the cooperative building on Second Street.

Purpura replied that completion in 2022 was the most recent estimate. Permitting is underway.

Responding to a question from Malone, Purpura replied that a number of Oregon State University (OSU) representatives from the Extension Service, Rangeland, and other departments have participated in the Oak Creek stakeholder engagement process. Some OSU

staff also work in the Trout-Friendly Landscapes Program and are interested in serving on the TAT. The MRWC also works with OSU on other programming aspects.

4.2 Discuss American Rescue Plan – *Mary Otley, Chief Finance Officer; Joe Kerby, County Administrator*

Kerby explained that the American Rescue Plan (ARP) includes \$18 million in Federal funding for the County and funding for smaller communities. Information on how funds can be spent is forthcoming. The Board received a summary and list of spending options. It is important to start planning allocation early and manage community expectations.

Otley reviewed that the County received almost \$7 million of Coronavirus Aid, Relief, and Economic Security (CARES) Act funding in 2020, and has received \$6 million from the Federal Emergency Management Agency (FEMA) in 2021, which is being used for vaccination clinics, the COVID-19 call center, and contact tracing. FEMA is now covering expenses at 100% instead of 75%. The County has not come close to spending all the FEMA money. Some CARES funding was spent on an \$85,000 block grant (of which the County returned \$80,000), small business relief, and items for the Sheriff's Office, Fairgrounds, Elections, and Public Health. The County just received reimbursement for the last CARES expenses.

Responding to a question from Augerot, Otley explained that the grant was returned because criteria were so stringent that few businesses applied. The only known criteria for ARP funds is that funds are used to respond to or mitigate the health emergency. However, the County also has FEMA funds for that purpose. The criteria do not say what other expenses are approved. Funds must be spent by 2024. It would be hard to spend that much just on County operations.

The County can use the new funds to recoup lost 2020 revenues by comparing revenue collections to a full fiscal year prior to the pandemic. Otley awaits more direction on how to match revenue and document loss of revenue. Some departments, such as Records and Community Development, had a better year in 2020 because lower interest rates led to more refinancing and construction. Other areas showed a loss. The County can invest in water, sewer, or broadband infrastructure. Stockhoff has requested help for some County Service Districts (CSDs), such as the Cities of Alsea, Alpine, Cascade View, and Hidden Valley. The County could also fund private non-profit organizations or Special Transportation.

Another option is to provide premium pay for personnel responding to COVID-19; however, more discussion would be needed to determine an equitable approach. The County cannot use the funds to buy down pension debt.

Augerot shared that the US Treasury Department is working slowly and methodically on guidance, so it could take several more weeks.

Otley recommended option two: fund operations or leverage funds for projects that reduce operational costs.

Augerot would prefer to fund one-time investments and use the money as leverage, rather than for ongoing operations, except for possible back-fill or bonuses.

Malone agreed with Augerot and asked how much of the funding would be supplied up front.

Otley replied that the County should receive half of the amount (\$9 million) within 60 days.

Malone asked if there was a full pre-pandemic year of Transient Lodging Tax (TLT) for comparison.

Otley replied there are only two quarters of data, beginning July-September of 2019. County Health Clinics also lost revenue.

Wyse generally agreed with Augerot about not funding ongoing operations.

Otley noted that decisions about list options would inform budget development. Some Capital Improvements Projects (CIPs) might qualify, such as connecting the Fairgrounds with the Sunset building to enable the County to use the Fairgrounds as an EOC.

Augerot felt that would be a logical use, given the callout for broadband and infrastructure that does not have a long-term benefit.

Otley asked about option three: additional compensation to staff.

Augerot noted that some staff have worked above and beyond during the pandemic, but the question of equity should be examined.

Wyse felt this option was definitely worth investigating.

Kerby suggested that the County coordinate with the City of Corvallis, especially on EOC compensation.

Augerot agreed with Kerby.

Malone agreed that some type of additional staff compensation is appropriate, as long as it can be done fairly. It seems premature to designate the funds without more information.

Otley will set up a special revenue fund with a simple budget: revenue in, interest earnings, and expenses out. Another \$9 million will be distributed a year from now.

Otley addressed option four: should the County fund outside agencies, and if so, by what process. The County previously funded non-profits and small businesses with CARES funds, but not broadband.

Augerot suggested that water infrastructure and cultural organizations would also relate to the 2040 Thriving Communities Initiative values and priorities. Once the County receives the Economic Development Authority grant for the broadband feasibility study, there will be a better sense of the need. Other broadband funding is in the works. For non-profits, a large County focus is on unhoused people. Augerot wants to provide matching or leverage funds to address priorities in the Housing, Opportunity, Planning, and Equity (HOPE) Advisory Board plan, to be approved by the City of Corvallis and the County in a few months. This could be done through the Benton Community Foundation or Community Services Consortium. Other small business relief funding is coming, so the need is unknown. Augerot suggested setting aside some money and waiting to see where the need arises.

Wyse approved of funding non-profits and small business, but would like to know more before prioritizing broadband.

Augerot described the Broadband Action Team. The County lead is Adam Loertz, Information Technology Director. Staff from Cascades West Council of Governments and the Corvallis-Benton Economic Development Office should also be involved.

Malone noted that the State budget may include significant CIP funds which could be spent not only on new broadband connections, but on starting to replace the existing system, which will cost about \$500,000 per budget cycle for the foreseeable future.

Otley shared that the County has been setting aside about \$75,000 per year to replace aging broadband infrastructure. Otley asked how the County will determine internal need; criteria should be developed before contacting departments. The CSDs should be taken care of; a study has been started.

Stockhoff clarified that physical assessments have been completed on all CSDs except South Third, which is operated through the City of Corvallis. The City of Alsea needs water and sewer work, and Alpine needs sewer work; replacing the old systems would cost \$1.4 million.

Augerot supported using ARP funds to address those systems before failure.

Kerby will again meet with the Cities of Adair Village and Corvallis to discuss a potential water distribution tie between the cities. A proposed subdivision would be the first link. Corvallis will receive \$13 million in funding, Adair Village and Monroe will each receive \$150-200,000, and Philomath will receive over \$1 million.

Augerot recommended determining broad categories of funding and creating criteria, as well as leveraging one-time opportunities for investment or bringing in other funds. Different categories might need different decision processes. Augerot asked if the Board should identify those categories, or work with the entire Budget Committee.

Malone noted that an infrastructure package in Congress could affect which projects come out of this fund.

Augerot agreed that it is good to be deliberative. Another area of imminent need is for smaller event-based cultural organizations, such as the Corvallis Fall Festival, Philomath Frolic, Renaissance Fair, and Benton County Fair.

Malone asked if the first \$9 million payment has the same Dec 21, 2024 deadline as the second payment.

Otley affirmed, but was not sure if the funds must be spent or simply committed by that date.

Kerby will continue to discuss with Otley and update the Board in two to four weeks.

4.3 Update from Small Business Development Center (SBDC), RAIN and the Foundry – Kate Porsche, Jeff Flesch, Corey Wright, Caroline Cummings, Brad Attig

Porsche explained that SBDC, RAIN, and the Foundry are external partners who receive County economic development funding.

Cummings explained that RAIN's mission is to catalyze entrepreneurial ecosystems, connect entrepreneurs to resources, and contribute to the creation of prosperous economies. Wright monitors entrepreneurial activity in Benton County.

RAIN is funded by a partnership between Linn and Benton Counties and the Cities of Lebanon, Sweet Home, Philomath, Brownsville, Harrisburg, Halsey, Adair Village, and Monroe. Other funders include the Ford Family Foundation, Benton Community Foundation, the US Department of Agriculture, Business Oregon, and Banner Bank. For every Benton County dollar, RAIN raised another \$5.45.

Wright reported on RAIN's Benton County activities from July 2019-June 2021, including:

- provided ongoing support and supervision of the Venture Catalyst program
- worked with 52 partners around the state
- completed three surveys
- assisted 61 entrepreneurs and small business owners, worked with 22 on funding
- conducted 141 activities for entrepreneurs, of which 42 were for Benton entrepreneurs
- identified 13 new mentors for startups, and trained 20 mentors.

Due to the pandemic, RAIN did not hold an angel investor workshop in Benton during 2020, but did hold one in 2019 and 2021.

Cummings reported that RAIN mentors are now 66% male (previously 80%), and 34% female. The entrepreneurs RAIN helped are 44% female, 56% male (70% male is typical).

Wright added that 57% of RAIN entrepreneurs lived in the City of Corvallis, and 43% were rural. RAIN prioritizes rural outreach, but accepts any applicant. RAIN held marketing strategy workshops in the Cities of Monroe, Philomath, and others. Staff launched RAINmaker, an online sales and marketing accelerator. Out of over 100 applicants, 52 graduated, with 12 from Benton. RAIN received Business Oregon funding for a program about Google Analytics.

Startup companies in late 2019 and early 2020 were significantly affected by the pandemic. Many entrepreneurs lack the technical skills to pivot and the financial literacy to secure loans and manage them effectively. Much grant funding focused on COVID-19 related startups. RAIN hosted many mental health workshops. RAIN is performing feasibility studies on the need for shareable commercial kitchen space and apparel manufacturing space.

Next week, RAIN launches Moneymaker, a financial accelerator program, including a cohort and mentorship in Spanish. There are 14 Benton applicants. RAIN continues with fundraising, a rural cities video series, entrepreneur support, and micro-grant program development. Hiring of Entrepreneurs-in-Community and Venture Catalysts will start in July or August 2021. RAIN will return to in-person events as soon as it is safe.

Malone appreciated the rural emphasis and the pivot from in-person to virtual activities. Business now depends on broadband. Regarding commercial kitchen space, Malone noted that the Fairgrounds Auditorium kitchen remodel should be finished in May 2021.

Responding to a question from Wyse, Cummings replied that RAIN tracks business ownership by minorities, following Governor Kate Brown's equity framework. The report includes information about Benton entrepreneurs who are rural residents (62%), older adults (31%), economically disadvantaged (25%), Asian and Pacific Islanders (19%), veterans (12.5%),

linguistically diverse (12.5%), Latinx/Hispanic (12.5%), Native American (6%), Lesbian/Gay/Bisexual/Transgender/Queer plus (6%), students (6%), and green card holders (6%).

Augerot praised the work and the emphasis on rural communities.

Attig reported that since the pandemic began, the Foundry Collective held over 60 virtual events, with participants such as Representative Dan Rayfield and State Senator Jeff Merkley. The Foundry invested in audiovisual equipment, which was loaned to the Corvallis Arts Center and other non-profits. The Foundry lost some tenants but kept its doors open through part-time and drop-in use. The Foundry received \$85,000 in CARES Act technical assistance funding which was spent throughout the state, primarily for rural, Latinx, and Tribal entrepreneurs, including direct technical assistance in English and Spanish to 21 Benton County entrepreneurs (70% women, four Latinx/ Spanish-speaking).

The Foundry gave over \$15,000 and 80 hours of direct technical assistance to small business entrepreneurs in Benton County, including rural ambassadors, events, live chats, and teaching artists. The Foundry is working with CO.STARTERS to deliver a small business entrepreneurship program in rural communities. In conjunction with the SBDC, the Foundry will also deliver a ten-week Rebuild Program for small businesses. Economic recovery funds will be available for small communities.

Responding to a question from Malone, Attig replied that the Foundry mostly works in Oregon, particularly Linn, Benton, and Lincoln Counties, as well as the Confederated Tribes of Warm Springs and locations in eastern Oregon.

Flesch explained that the mission of the Linn-Benton Community College (LBCC) SBDC is to promote growth, innovation, productivity, and revenue for small businesses through improvements to business administration. This is linked to the LBCC mission and the Corvallis and Benton 2040 Visions. SBDC provides education and training, expert advice, financial counseling, and referrals. In 2020, SBDC advised on how to change business models for pandemic changes. SBDC converted all workshops and trainings to remote delivery and made all workshops free.

In 2020, SBDC served 305 clients in Benton County, including 11 business starts, which created 28 jobs. SBDC distributed almost \$1.2 million to businesses (four times the amount in 2019), and had 179 class attendees. Service to minority businesses was up 231% for women-owned businesses, 319% for minority-owned, 291% for Latinx/Hispanic-owned, and 221% for veteran-owned. Two class cohorts include about 50% Benton County residents. SBDC hired two new advisors to serve the Latinx and small business community. Flesch hopes to hire a new director by mid-April 2021.

Augerot asked if Flesch foresees additional Federal investment in small business development.

Flesch replied that is to be determined, but Flesch participated in a call updating Senator Jeff Merkley and other electeds on local impacts.

Augerot asked how much overlap there is among people served by RAIN, the Foundry, and the SBDC.

Porsche was not sure. The groups will examine possible duplication of services. There should be no wrong door for businesses, but clarity is needed on who provides what services.

Porsche thanked various community partners. Porsche has asked RAIN, the Foundry, and the SBDC to outline goals for the next biennium. Corvallis-Benton Economic Development (CBED) will evaluate the goals and bring a funding proposal to the Board.

Malone praised this structure; distributing funds through CBED has worked well.

V. New Business

5.1 Discussion and Decision 2021-2023 Community Dispute Resolution Grant – *Xanthippe Augerot, Chair*

Augerot explained that the University of Oregon (UO) receives money for community dispute resolution grants and mediation, with about \$16,000 per year designated for Benton County. Every year, the UO asks if the County wants to accept the program, and the County has said no because it is not worthwhile to process such small grants, so the UO serves as a funding hub. The local mediation provider, Neighbor to Neighbor, accesses the funds on behalf of local organizations. Augerot proposed to again decline the opportunity to grant the funds, but would also like to request that Neighbor to Neighbor speak to the Board about their services.

MOTION: Wyse moved to decline to take the Community Dispute Resolution grant and re-granting authority and to leave that granting authority with the UO. Malone seconded the motion, which **passed 3-0.**

5.2 Discussion and Decision Regarding Emergency Operations Center Staffing – *Joe Kerby, County Administrator, Tracy Martineau, Human Resources*

Kerby explained that staff previously requested authorization to hire 14 additional employees, mainly limited duration, to help EOC and vaccine clinic efforts. Kerby and Martineau can authorize additional temporary positions without a Board vote. The EOC team and Health Department requested 27 additional full-time equivalents (FTEs) to support vaccine clinic efforts. Instead of 27 temporary positions, Martineau and Kerby will authorize 1,000 hours per week of temporary time, equivalent to about 25 FTE, which allows the EOC to ramp up and down as needed. These employees will probably work part-time. One thousand hours per week over the next 14 weeks would cost about \$420-\$500,000, depending on each employee's hourly rate and overhead. The County has received \$3 million of about \$6 million from FEMA, which would fund this expense. There will likely be a combination of internal and external hires. The County cannot manage the vaccine surge without additional help.

Martineau explained that unlike limited duration employees, temporary employees can be scheduled as needed, so the EOC can draw on a pool. The Volunteer Coordinator position is temporary and limited duration, one of 14 positions submitted earlier, which will provide two pools. Hoffman is currently interviewing for that position; other candidates could join the temporary pool. Five Community Liaisons will start work in the EOC tomorrow; again, there will be a pool of temporary people. Farley is Liaison lead. Data entry roles will be scheduled as needed and supervised by existing employees. Operations Section Chief (two positions) and Field Operations staff will also be County employees. This offers the EOC more stability than a rotation of County employees every one or two weeks.

Augerot felt this was a good plan, and asked if there is enough capacity to fill the Operations Section Chiefs and Field Operations roles from current staff.

Martineau felt that once the temporary employees are trained, this will free up County employees who are serving in some of these roles.

Malone approved of the plan, which will help the County be ready for the vaccine surge.

Martineau added that Human Resources (HR) will ensure the new hires have taken Incident Command System (ICS) courses for FEMA reimbursement. That should also relieve EOC staff, especially Lee, who currently delivers ICS training.

Kerby recognized Martineau's eleventh anniversary of working for the County.

5.3 Discussion and Decision Amending the Benton County COVID-19 Donated Leave Policy – Tracy Martineau, Human Resources

Martineau explained this is an interim policy for the pandemic. The County has a donated leave program with language in contracts and personnel policies. When an employee suffers a catastrophic illness or accident and has exhausted their own sick leave or paid time off, they can ask HR to send a donated leave request to all employees. This interim policy expands that option to cover helping school-aged children with education and care, and changes the type of donation to vacation time only. This reduces liability, as the County must pay out vacation time when an employee terminates, but does not have to pay out sick leave or personal leave accrual. Also, some employees earn vacation at a high rate and have a hard time using it all; if an employee donates 40 hours of time, this can count towards their 80-hour payout rate.

MOTION: Malone moved to amend Benton County's COVID-19 policy allowing employees to transfer or donate some of their accrued vacation or personal leave to another employee for reasons related to COVID-19. Wyse seconded the motion, which **passed 3-0.**

VI. Information Sharing

6.1 Xanthippe Augerot, Chair

Augerot received several resident emails requesting measures such as signage or a lowered speed limit to prevent more accidents at the intersection of Bellfountain Road and Llewellyn Road. Byer and Stockhoff suggested options. There is potential grant funding to address the intersection, but a four-way stop or speed limit change would require more study and funding.

Kerby noted that changes at this intersection fall under the purview of the State, not the County.

Stockhoff affirmed that the Enhance All Roads grant could fund items to enhance visibility of the intersection, such as a signal, larger signs, or rumble strips on Bellfountain Road. These items were mentioned and rated medium priority in the latest Transportation Service Plan (TSP) update. The County has already applied for that grant. Stockhoff does not support lowering the speed limit or adding a four-way stop, which would require approval from the Oregon Department of Transportation (ODOT). ODOT would require the latest data to show if speeds or accidents have increased. Traffic is down in many areas due to COVID-19. The Bellfountain Road speed limit is currently 50 miles per hour (mph), and the most it could be lowered is to 45 mph. This would take time, and may not fully address the problem. Responding to a question from Wyse, Stockhoff explained that the County gathers data which ODOT reviews and determines whether to lower the speed limit. ODOT could also choose to increase the limit.

Wyse felt that the rumble strips and other means of drawing attention would be more effective than lowering the speed limit.

Stockhoff noted that rumble strips create a lot of noise, which also generates resident complaints. Larger signs should help and are low cost.

Ridler shared that there are complaints on many roads and requests for the Sheriff's Office to increase enforcement. There are many more accidents on Highway 20 or Springhill Road than on Bellfountain Road. The most recent accident was probably due to distracted driving, which will happen regardless of physical devices. ODOT is very reluctant to reduce speeds in unincorporated areas.

Malone suggested deploying portable reader boards or "your speed" detectors.

Ridler replied that two "your speed" signs are available, but may be placed in school zones soon. This measure works temporarily, especially for people unfamiliar with the area.

Augerot concluded that the County will proceed with current planning, but this is not a top priority at this time. A speed monitoring device could be deployed, but is probably just a temporary solution. Augerot to follow up with the residents.

6.2 Pat Malone, Commissioner

No business was discussed.

6.3 Nancy Wyse, Commissioner

No business was discussed.

6.4 Joe Kerby, County Administrator

No business was discussed.

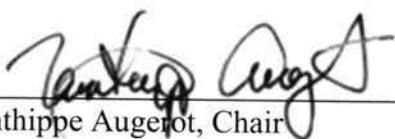
VII. Other

Chair Augerot recessed the meeting at 12:30 p.m. and immediately entered Executive Session under ORS 192.660(2)(e) – Real Estate Transactions.

Chair Augerot exited Executive Session and immediately reconvened the regular Board Meeting at 12:48 p.m.

VIII. Adjournment

Chair Augerot adjourned the meeting at 12:48 p.m.


Xanthippe Augerot, Chair


Erika Milo, Recorder

** NOTE: Items denoted with an asterisk do NOT have accompanying written materials in the meeting packet.*



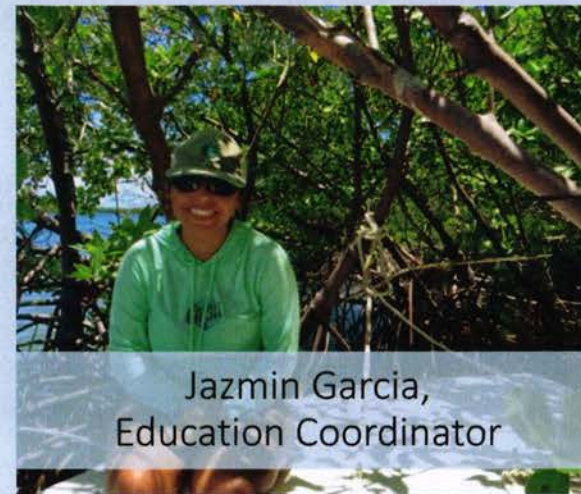
Inspire

Connect

Restore



Council Staff



Marys River WC Board of Directors



Thom Whittier, Chair



Bill Blakney, Chair Elect



Pete Nelson, Treasurer



Molly Monroe, Secretary



Phil Sollins



Zach Pike-Urlacher



Merrilee Buchanan



Tessa Artruc



Matt Kellam

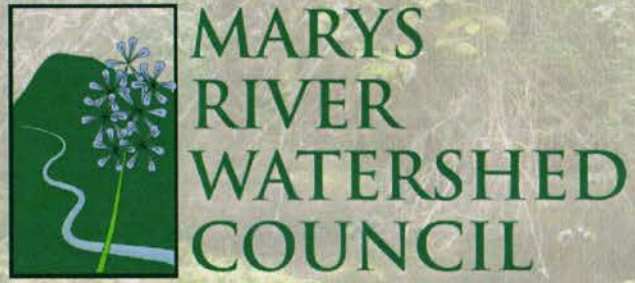


Ethan Hasenstein



Leah Cromer

Meet the Council



The Council was established in 1996
Became a 501(c)3 Nonprofit Corporation in 2002

In FY 2019-2020, MRWC served:

- 193 members and volunteers
- 156 K-12 students
- 1246 Benton County residents engaged through in person and remote programming.



Our Watershed

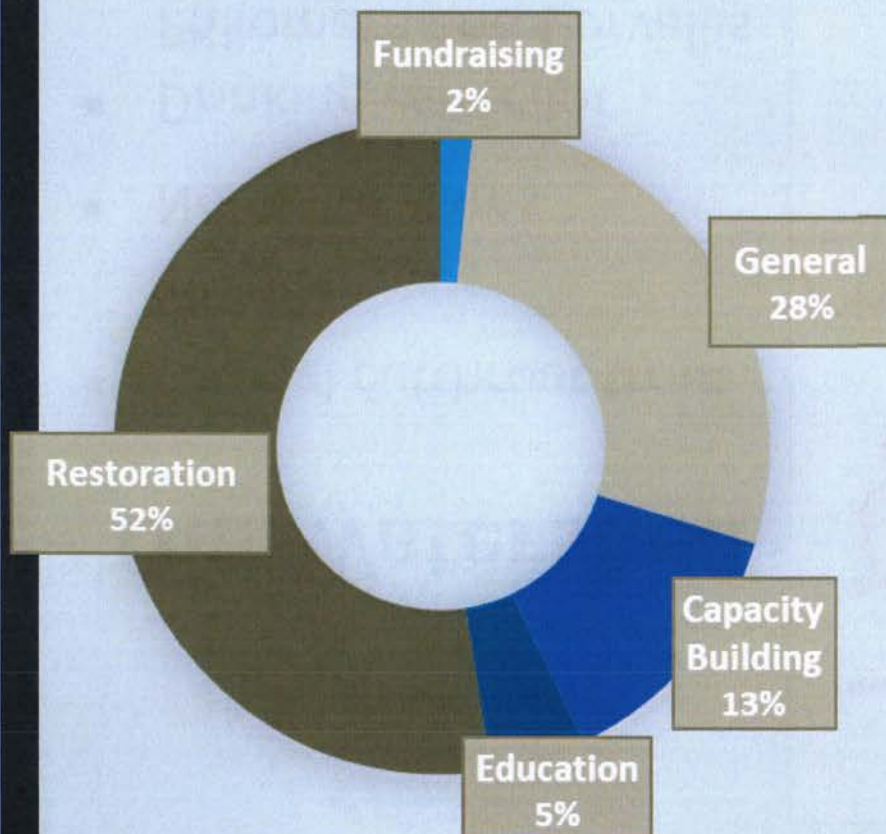
- Coastal cutthroat trout stream
- No major dams
- Drinking water for Philomath and Corvallis
- Land Use:
 - 66% Forested
 - 22% Agriculture
 - 1% Urban
 - 11% Rural Residential



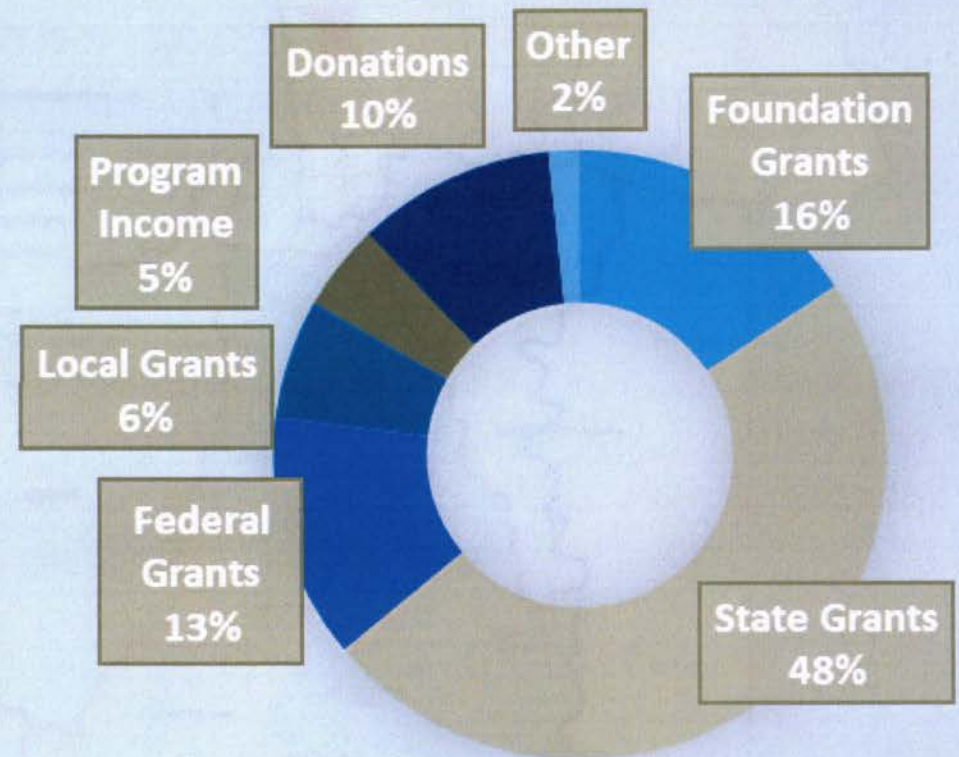


MARYS RIVER WATERSHED COUNCIL

EXPENSES



INCOME



2020 Financial Report

For Fiscal Year ending in 06/30/2020



MARYS
RIVER
WATERSHED
COUNCIL

Inspire

Connect

Restore

In-Person Engagements, Pre-COVID

March Trivia Night at McMenamins
March 2, 2020

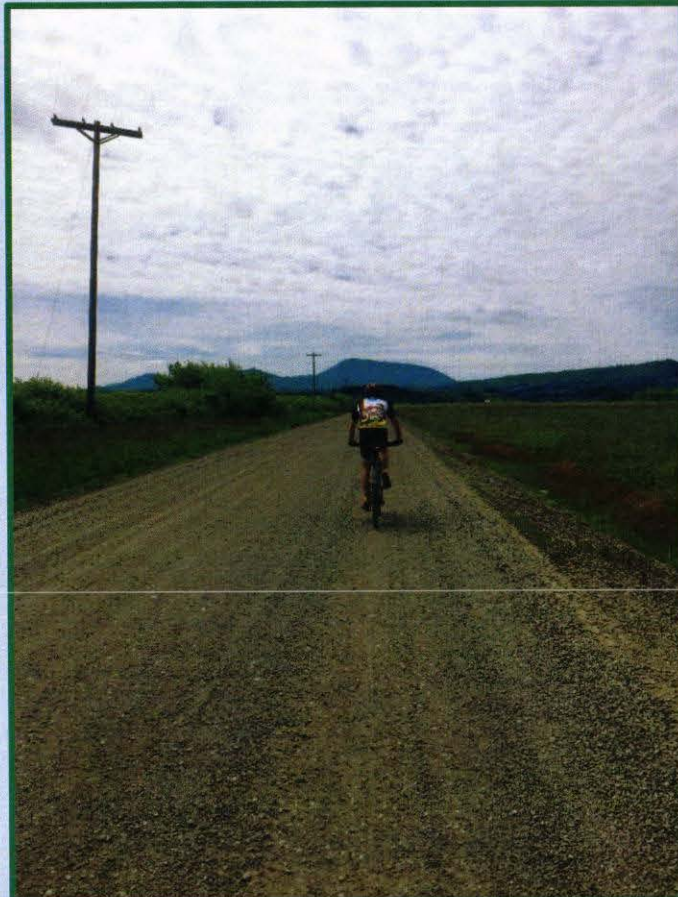


Lincoln STEAM Night
November 2019

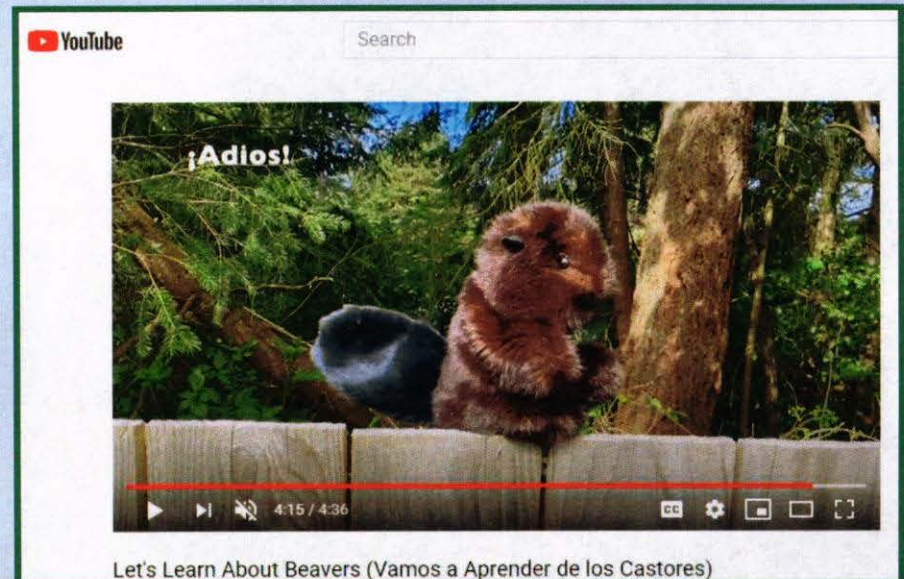


Classroom lessons at Lincoln and Garfield
December 2019-February 2020

Remote Engagement since March 2020



Spirit of the Marys:
Virtual 5K Walk and Run
and 25K Bike Ride



Videos and education kits for our
education program



Virtual Trivia Nights



MARYS
RIVER
WATERSHED
COUNCIL

Inspire

Connect

Restore

The Confluence

Rejoined Confluence as Core Partner



Institute
for
Applied
Ecology



BENTON
SOIL AND WATER
CONSERVATION
DISTRICT



MARYS
RIVER
WATERSHED
COUNCIL

Mid-Valley River Connections



Connecting and empowering Mid-Valley Communities



Mid-Willamette Beaver Partnership





Partner Collaboration

Oak Creek Watershed Enhancement

- Stakeholder Engagement Process
 - 32 groups
 - Meetings and Work Groups



Trout Friendly Landscapes Program

Urban Waters – Green Infrastructure

- Searching for seed funding to convene a technical advisory team
- Hope is to work with experts in the community develop a robust cost-share program similar to the one in Eugene

Photo: OSU-Benton County Green Stormwater Infrastructure Research Facility, photo credit: OSU Engineering



MARYS
RIVER
WATERSHED
COUNCIL

Inspire

Connect

Restore

Dunawi Creek Filtering Wetland



Before



Project Planting – 70 volunteers



After



Dunawi Wetland at Work



April 2020

Dunawi Wetland at Work



June 2020

Dunawi Wetland at Work



August 2020

Dunawi Wetland at Work



November 2020

Dunawi Wetland at Work



January 4, 2021

Dunawi Wetland at Work



January 6, 2021

Dunawi Wetland at Work



January 11, 2021

An aerial photograph of a creek restoration project. The image shows a central channel of water or a cleared path, flanked by dense, green vegetation. The overall scene is a natural, wooded area with a mix of trees and shrubs.

Oak Creek Restoration

Restoration planned for Oak Creek

- Long Tom Watershed Council Workshop
- Witham Hill Natural Area renovations
- Dairy Farm dam and research weir updates

Beaver Creek Ash Swale Reconnection



Completed May 31, 2020

Plantings with Benton County



Skunk/Alder Creek

Bull Run



**Benton
County**
OREGON

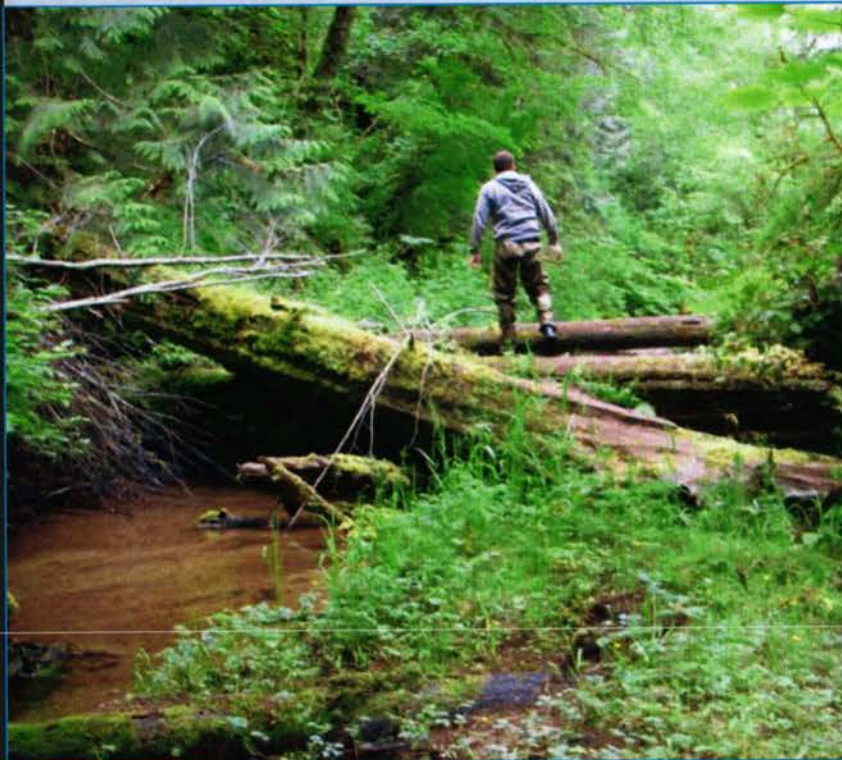
Knotweed Treatment Program



Invasive species
monitoring and treatment:

- Knotweed and Yellow Archangel with herbicide
- Other species treated with mechanical means

Upper Marys System Recovery



Muddy Creek Aquatic Habitat Restoration



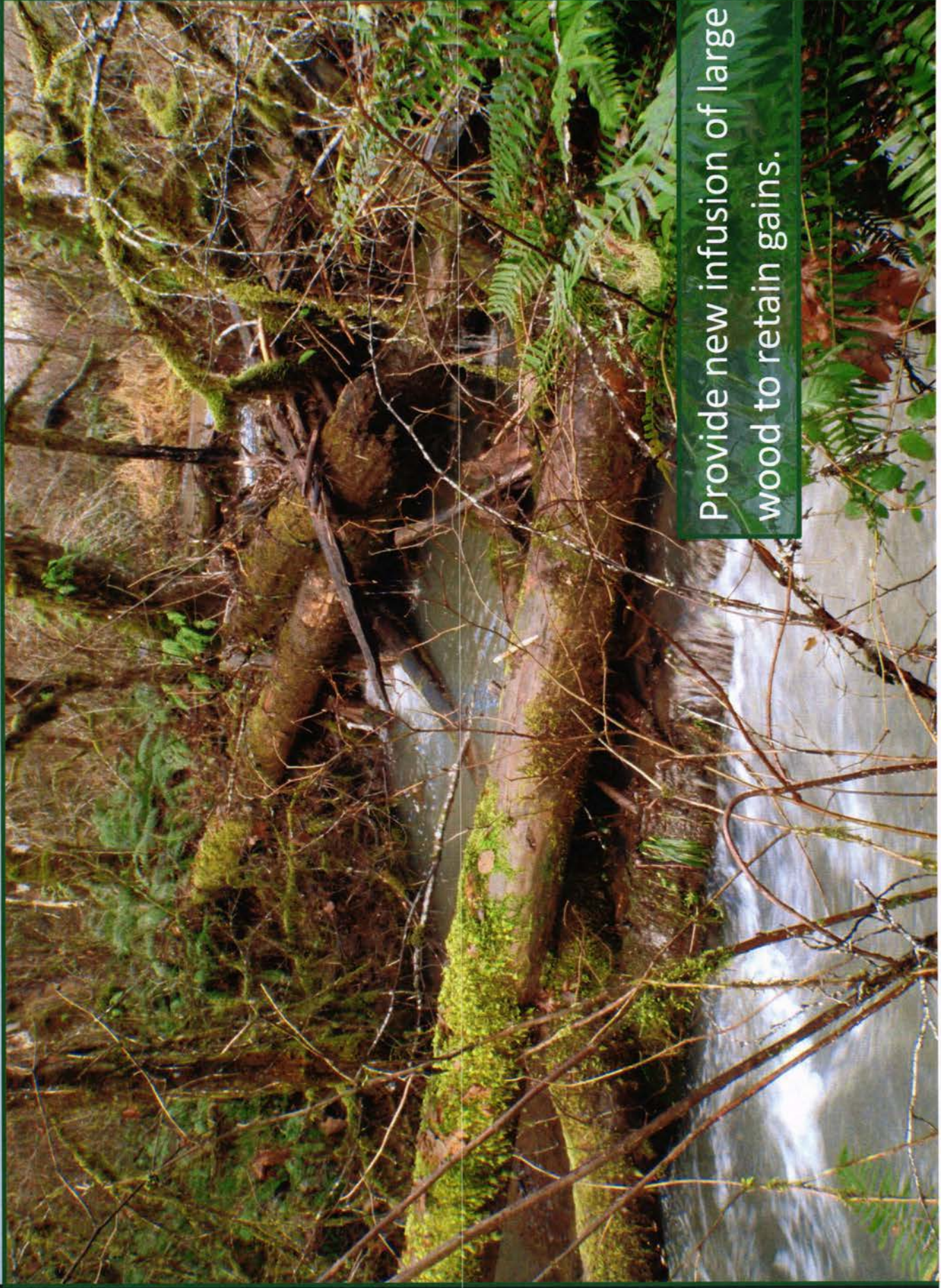
U.S. DEPARTMENT OF THE INTERIOR
BUREAU OF LAND MANAGEMENT



- eDNA Sampling – Pacific lamprey and freshwater mussels

- Restoration in Reese Creek

Woods Creek



Provide new infusion of large wood to retain gains.



MARYS
RIVER
WATERSHED
COUNCIL

Learn More



[@MarysRiverWC](#)

Marys River Watershed Council



www.mrwc.org



Update to Benton County Board of Commissioners

March 23, 2021



Building Inclusive Entrepreneurial Ecosystems



Caroline Cummings

CEO

caroline@oregonrain.org



Corey Wright

Linn-Benton Venture Catalyst

corey@oregonrain.org

OUR MISSION



Partner with communities to:

- ***Catalyze*** entrepreneurial ecosystems
- ***Connect*** entrepreneurs to resources (including overlooked entrepreneurs)
- ***Contribute*** to the creation of prosperous economies



Building Inclusive Entrepreneurial Ecosystems

OUR VISION



- Communities *support, value, and celebrate* entrepreneurs.
- Regional leaders recognize entrepreneurs are a *primary creator of net new jobs*.
- Small and rural communities have *thriving economies*.
- A *culture of possibilities* is embraced.

OUR PHILOSOPHY

Led by entrepreneurs



Have a long-term commitment



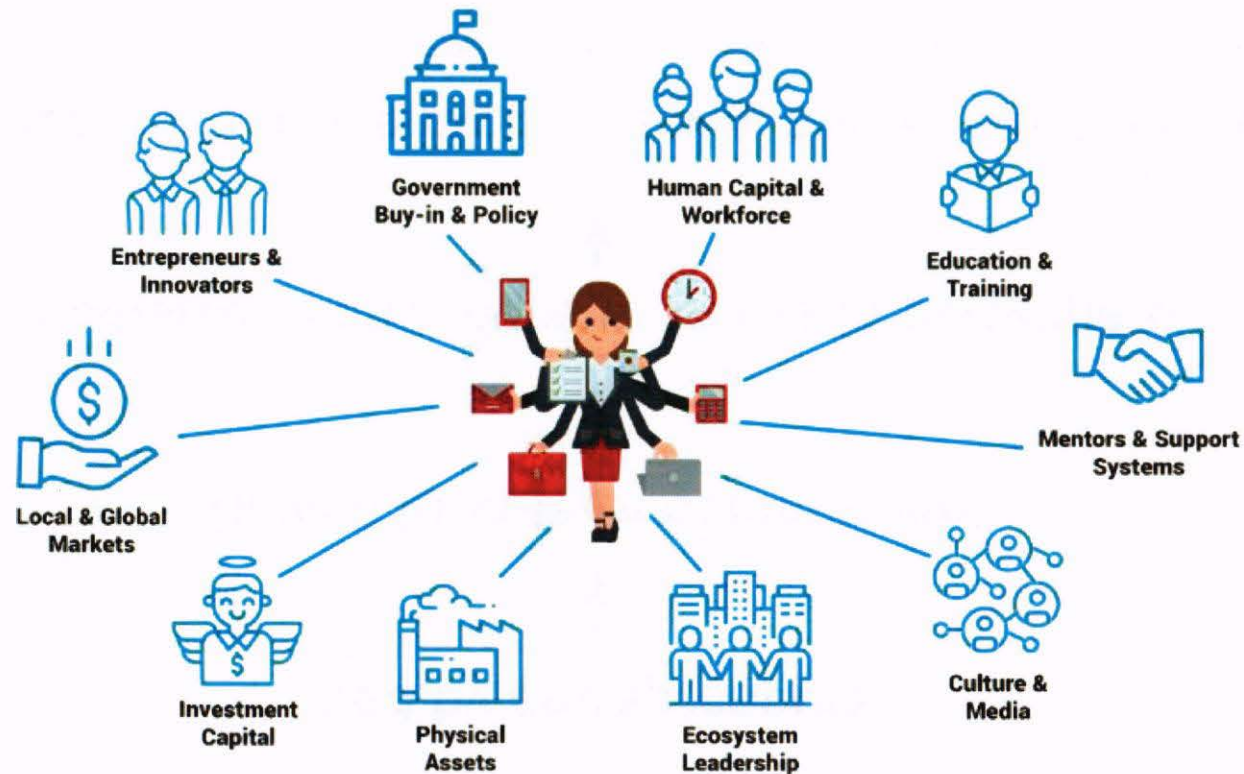
Inclusive of anyone who wants to participate



Engage the entire entrepreneurial stack with activities

Source: Feld, Brad (2012-09-06). Startup Communities: BUilding an Entrepreneurial Ecosystem in Your City, Wiley.

Monitoring & Filling Gaps in the Ecosystem



Current Funding Partners: Linn + Benton

8 Rural Cities in Linn & Benton (banded together to build regional entrepreneurial ecosystem):



thank you



- The Ford Family Foundation
- Oregon Community Fund
- US Department of Agriculture
- Business Oregon (via CARES Act)
- Banner Bank

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Building Inclusive Entrepreneurial Ecosystems

Benton County Results

(July 2019 - June 2021)



MOU Deliverables (July 2019 - June 2021)

- ✓ ☒ Support, training, and supervision of Venture Catalyst
 - ✓ Ongoing
- ✓ ☒ Provide *Regional Asset Map* to Benton County EDO
 - ✓ Ongoing
- ✓ ☒ Work collaboratively with network of stakeholders and partners
 - ✓ 52+ Partner Organizations supported by Linn-Benton Venture Catalyst
- ✓ ☒ Conduct at least 1 survey of target customers per year (2 total)
 - ✓ 3 surveys conducted during MOU period

MOU Deliverables (July 2019 - June 2021)



Identify at least 24 target customers per year (48 total)

✓ 50 target customers identified during current MOU

✓ Includes 27 rural entrepreneurs



Provide 30 target customers with assistance per year (60 total)

✓ 61 Target customers assisted during current MOU



Prepare 5 target customers for funding conversations with funders (10 total)

✓ 22 Entrepreneurs were coached on raising equity-based funding

MOU Deliverables (July 2019 - June 2021)



Conduct at least 12 activities/signature events per year (24 total)

✓ 141 Activities held during current MOU for all entrepreneurs

✓ 42 Activities were specifically for Benton entrepreneurs



Host 1 angel investor workshop in Benton County per year (2 total)

✓ 1 Event canceled in Benton County due to COVID-19 (June 2020)

✓ 1 Event held in Albany for both Linn & Benton angels (Oct 2019)

✓ 1 Online event held for all RAIN regions (Mar 2021)

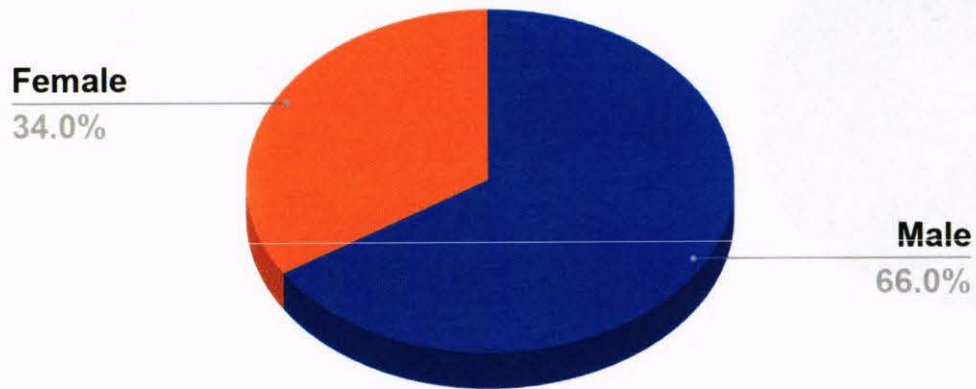
MOU Deliverables (July 2019 - June 2021)

-  Identify and train at least 2 new angel investors (4 total)
 - ✓ 1 New Benton-based angel identified (7 identified in Linn County)
 - ✓ 3 Benton-based angels attended training sessions

** The pandemic placed limitations on our ability to identify new angels in Benton County. The Benton County EDO was consulted on this deliverable. We welcome your help in connecting us to Benton-located high-net-worth individuals.*
-  Develop 8 new mentors to help target customers per year (16 total)
 - ✓ 20 Mentors developed to help startups during current MOU
 - ✓ 13 New mentors identified for startups during current MOU

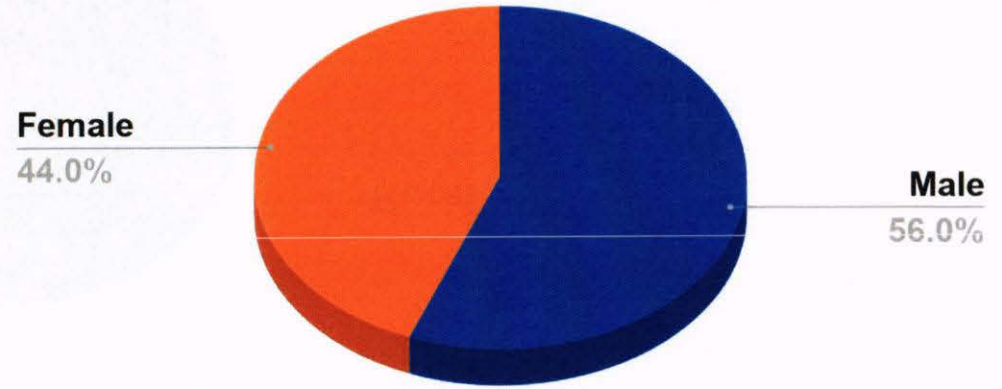
Bridging the Gender Divide in Entrepreneurship!

Mentors



(Typically 20% F / 80% M)

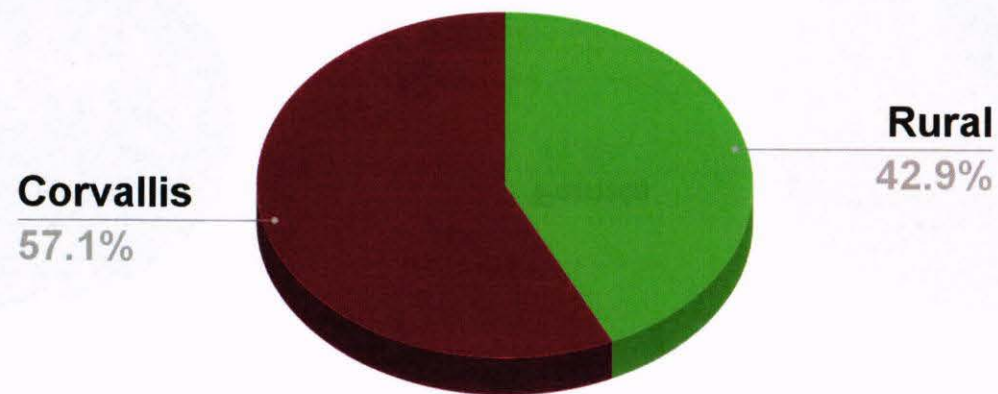
Entrepreneurs



(Typically 30% F / 70% M)

Focusing on Rural...

Corvallis vs. Rural



Rural Events...

Marketing Strategies for Rural Businesses
Learn about different social media platforms, how to tell your efforts are working, and the art of bootstrapping.

Register on Eventbrite

Wednesday, Dec. 4
6pm - Monroe Community Library
380 N 5th St., Monroe, Oregon 97456

RAIN OREGON

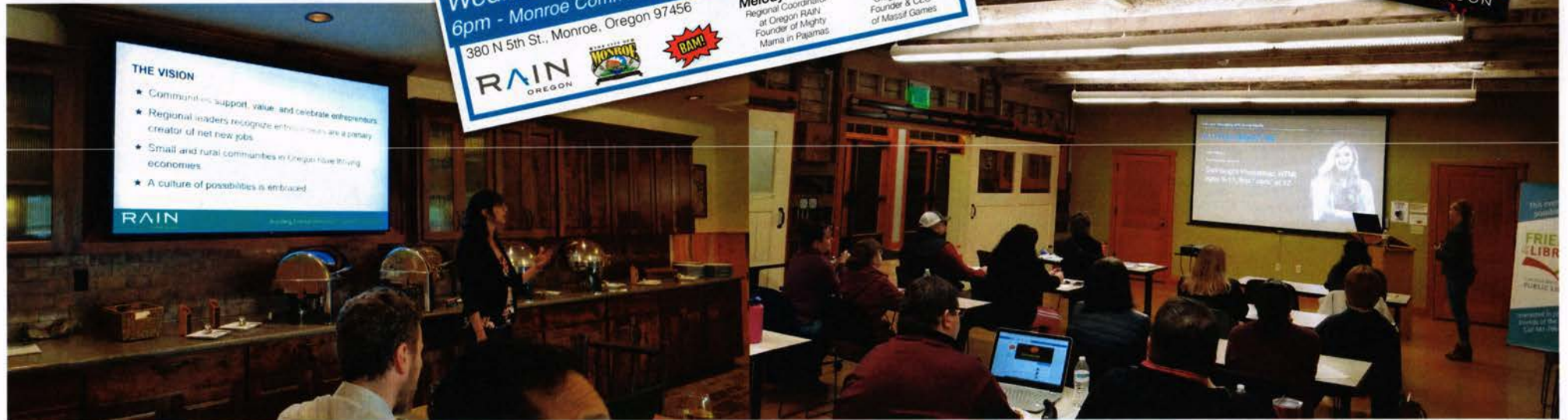
Melody Jordan
Regional Coordinator at Oregon RAIN
Founder of Mighty Mama in Pajamas

Corey Wright
Venture Catalyst at Oregon RAIN
Founder & CEO of Matiss Games

Entrepreneurship Celebration Dinner

Linn Benton Ecosystem

RAIN OREGON



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Building Inclusive Entrepreneurial Ecosystems

Rural Events...

Everyone Communicates,
Few Connect
Learn what the most effective
people do differently.

Monday, Sept. 30
5:30pm - Philomath Community Library

With Lee Edward
Managing Specialist - Oregon State
Agriculture Division and a co-leader of the
Marshall Tech Leadership CO220

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Mead with
Entrepreneurs

Philomath, OR
July 24 @ 5:30 PM

NECTAR
CULTURE

RAIN
OREGON



SCALE YOUR STARTUP 2020

Submit Applications by February 2nd
www.ersgrain.org/scale-your-startup-2020/

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BENTON COUNTY
Every Monday at 8:30 PM
Beginning in January 2020
Workshops: Marketing & Finance
Marketing: Creative & Professional

LINN COUNTY
Every Tuesday at 8:30 PM
Beginning in February 2020
Workshops: Marketing & Finance
Marketing: Creative & Professional



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Building Inclusive Entrepreneurial Ecosystems

RAINmaker

sales & marketing accelerator



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Building Inclusive Entrepreneurial Ecosystems

RAINmaker

sales & marketing accelerator



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Building Inclusive Entrepreneurial Ecosystems

CORVALLIS
Gazette-Times

The Corvallis
ADVOCATE

The Philomath
express
The Hometown News

RAIN leader: Business startups need fed stimulus

Alex Paul Oct 17, 2020 Updated Oct 17, 2020



The failure of federal elected officials to agree on a second COVID-19 stimulus package is weighing heavily on mid-valley business leaders. Weight with Oregon RAIN — the state's

inman

10 tech products we loved in 2019



2. Majordomo

Majordomo is a post-inspection pricing and repair prioritization tool

Majordomo reduces the time between inspection delivery and per-item negotiation. Its value proposition is pretty spot-on, billing itself as “the second half of the home inspection.”

It does a great job of humanizing clinical and text-heavy inspection reports. Property inspectors' jobs are hard, and they don't have time to make their summaries visually appealing.



Oregon RAIN planning events

RAIN
OREGON



Local Partner

Entrepreneurs and innovators in the region are invited to upcoming free events hosted by Oregon RAIN, including a workshop at Philomath Community Library.

“Everyone Communicates. Few Connect” with Lee Edward is coming to the library on Sept. 30, at 5:30 p.m. Edward is a marketing specialist at Oregon State Credit Union and an accredited John Maxwell Team leadership coach.

The Oregon Regional Accelerator & Innovation Network, an organization funded by Business Oregon's Rural Opportunities Initiative, connects regional entrepreneurs with strategic resources for launching and scaling business ventures, including mentor connections, educational and training programs and access to capital.

Other events coming up include the “Angel Investing 101” workshop on Oct. 3 at 5:30 p.m. at Margin Coffee in Albany. On Oct. 10, Oregon RAIN will host a “Pitch Mixer” at 6 p.m. at The Lobby in Lebanon.

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Building Inclusive Entrepreneurial Ecosystems

Hear from Benton County entrepreneurs:

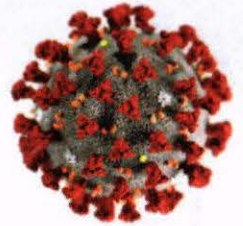


Hear what Benton County
entrepreneurs have to say about
Oregon RAIN.

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Building Inclusive Entrepreneurial Ecosystems

Ecosystem Observations:



→ COVID-19 Impacts on Entrepreneurs:

- ◆ Startups that formed in late 2019 or early 2020 have been significantly affected by COVID-19. They experienced the same economic burden as other companies, but are ineligible for most CARES Act funding.
 - ◆ Many entrepreneurs lack the technology skills to pivot quickly and the financial literacy to take advantage of loan programs and manage them successfully
 - ◆ Much grant / equity funding was focused on “COVID related startups”
- We are observing a **high level of "Zoom fatigue"** and seeing adverse effects from the pandemic on the mental health of the entrepreneurs we serve, as well as the partners we work with.
- Due to health, financial, family, etc., we have observed **reduced involvement from "startup champions"** in the area.
- We are observing a **need for shareable commercial kitchen space**, magnified by the recent closing of the Pitchfork Incubator Kitchen. There is **also evidence of a need for shared apparel manufacturing space**.

Benton County Entrepreneurship Ecosystem Scorecard

37 (out of 48) + 3 points

Oregon RAIN Entrepreneurial Ecosystem Scorecard Benton County | January 2021



Below is a table highlighting the Benton County region's entrepreneurial ecosystem. This score is meant to be the starting basis for discussions with key regional stakeholders and is updated annually. We welcome your comments and feedback, as well as what you might score differently.

Benton County Score: 37 out of 48 points possible

SCORING: 0 = Disagree 1 = Don't Know or Too Early to Tell 2 = Somewhat Agree 3 = Agree

Regional Characteristics of a Thriving Entrepreneurship & Innovation (E&I) Ecosystem	Current Score (Jan 2021)	Last Score (Jun 2020)	Change	Comments
Government buy-in still exists to support a thriving E&I Ecosystem.	3	3	0	County leadership prioritizes entrepreneurship and innovation and is funding multiple ecosystem orgs to ensure all startups are supported.
Government leaders are demonstrating a willingness to amend policies to support the ecosystem.	3	2	1	New leadership at the local level and willingness to adjust COVID effects.
Human capital (talent) exists in your region to support the growth of the E&I ecosystem.	2	2	0	While talent exists, work is needed to increase regional livability to attract new tech and innovation talent.
Workforce training is available in the region.	2	2	0	Workforce training is relatively constant. However, programs focused on providing tech, IT, and remote-work skills training would benefit the ecosystem.
The right education and training exists to support an E&I ecosystem (e.g. higher education, leadership training, accelerators, incubators, workshops, etc.).	2	2	0	Due to programs across the state going online, much more education and training are available than previously.
People who have "been there, done that" business expertise exist in the region.	2.5	2	0.5	As the ecosystem matures, more expertise, including from past entrepreneurs, is available.
Quality mentors are engaging with local startups.	2.5	2	0.5	More mentors stepped up due to COVID.

Oregon RAIN | www.oregonrain.org | Building Entrepreneurial Ecosystems in Oregon | info@oregonrain.org

Oregon RAIN Entrepreneurial Ecosystem Scorecard Benton County | January 2021



Regional Characteristics of a Thriving Entrepreneurship & Innovation (E&I) Ecosystem	Current Score (Jan 2021)	Last Score (Jun 2020)	Change	Comments
The local media covers stories about your local startups and innovation economy.	2	1.5	0.5	We observed a quantitative increase in the number of startup focused articles this year.
There are multiple ecosystem partners engaged in the ecosystem.	3	3	0	Chambers, SBDC, Foundry, CBCEDO, OSU, and others are engaging with startups.
Entrepreneurs have stepped up to champion the ecosystem.	2	2	0	Stan Salot from Monroe, Jeannette Miller Mickenham from Phylomath, and others are providing leadership and connectivity in the ecosystem.
Relevant physical assets exist in your community to support a growing E&I ecosystem (e.g. labs, kitchen incubators, coworking spaces, maker spaces, innovation hubs, etc.).	1.5	2	-0.5	There has been a decline in available kitchen space, and more demand for affordable space in general from startups. Flex manufacturing, shared commercial kitchen space, and apparel incubators are in demand and needed.
High net-worth individuals interested in learning about angel investing have been identified.	2	2	0	We plan to host an Angel Investing 101 event when meeting restrictions are lifted.
Capital is being invested into startups in the region.	2	1.5	0.5	A few startups received small amounts of funding, in addition to the COVID relief funds.
Service providers exist in the region and are engaging in the ecosystem.	2	2	0	More engagement from law firms, accounting firms, and marketing firms is needed to support the ecosystem.
There are regional and global markets demanding the types of products/innovations being created in your community (market timing).	2.5	2	0.5	Entrepreneurs are developing new products with strong market demand.
There are entrepreneurs, inventors, creatives in your community asking for support.	3	3	0	New regional entrepreneurs were identified in 2020.
TOTAL (Max score of 48)	37	34	3	

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Building Inclusive Entrepreneurial Ecosystems

Benton County's 6-Month Report

July 2020 - December 2020

Benton County 6-Month Report: Jul 2020 – Dec 2020





Left: "Corey Wright has been an **amazing resource** for our **early-stage startup**. From hours of pitch review to introducing us to **every possible connection**, Corey for the win!"

— Ginny Katz, CEO & Founder of HazAdapt. (Self-identifies as living in rural Benton County, economically disadvantaged, and a student.)



Right: "I learned a lot with the Scale Your Start up class. **My mentor was encouraging**, a brilliant brain-stormer of pivoting ideas, and passionate about helping people with their businesses."

— Jeannette Miller Mickenham, Founder of Philomath Arts & Cinema. (Self-identifies as living in rural Oregon and economically disadvantaged.)

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Corey Wright | Venture Catalyst | corey@oregonrain.org | 503-507-6812

1

What's Next?

MONEYmaker

a financial accelerator program

Hosted by **RAIN**
OREGON

**Cohort in Spanish +
Weekly Mentor Hours in
Spanish**

**March 31 to June 30
9:00 - 10:30 AM on Wednesdays**

www.oregonrain.org/moneymaker

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Building Inclusive Entrepreneurial Ecosystems

What's Next (cont.)

- Funding raising for support of Linn Benton entrepreneurial ecosystem
- “[Rural City Name]: Start & Grow Here” video series
- Continued 1:1 support for entrepreneurs
- Back to in-person events as soon as it's appropriate and safe
- Fundraising, metric-gathering, and reporting
- Entrepreneur-in-Community (EIC) and Venture Catalyst search (start dates in Aug/Sep)



**Thank you Benton County for your
continued support of
entrepreneurship & innovation!**



Building Inclusive Entrepreneurial Ecosystems

Benton County 6-Month Report: Jul 2019 – Dec 2019



"Hey Corey. I hope you are enjoying this holiday week and getting some down time. Thanks so much for your mentorship and assistance. It has been much appreciated. We are excited about the prospects for Majordomo in 2020. Note: We added your name as one of our mentors on our executive summary!"

— Lee Eckroth, Founder of MajorDomo

(36) ENTREPRENEURS IDENTIFIED OR ASSISTED (Organized by Last Name)

Date 1st assisted		Entrepreneur First Name	Entrepreneur Last Name	Company Name (if exists)	Industry	City	Assistance Needed & Assistance Provided (include referrals made)
05 (May)	2019	Brad	Bannan	Chef Bannan	Food Truck	Corvallis	Helped with pitch deck coaching.
09 (Sep)	2019	Paul	Berg	Oregon Freshwater Simulations	Cleantech	Corvallis	Was introduced by multiple city and county officials. Arranged an in-person meeting in January, which resulted in several referrals and connections.

Benton County 6-Month Report: Jul 2019 – Dec 2019



Date 1st assisted		Entrepreneur First Name	Entrepreneur Last Name	Company Name (if exists)	Industry	City	Assistance Needed & Assistance Provided (include referrals made)
10 (Oct)	2019	Melissa	Bird	Bird Girl Industries	Service / Hospitality	Corvallis	Working on a premium retreat center in rural Linn or Benton. Connected to city and county officials. Working on raising funds and business plan. Offered to help entrepreneurs with advocacy work.
09 (Sep)	2019	Cyndy	Cessnun	AVON	MLM	Philomath	Attended Oregon RAIN event. Has not reached out for additional assistance.
09 (Sep)	2019	Mike	Cockrem	KiwiChem International Inc.	Consulting	Philomath	Attended Oregon RAIN event. Has not reached out for additional assistance.
05 (May)	2018	Nes	Cohen	Group 6 Studios	Online Gaming	Corvallis	Provided mentoring for building startup in game industry. Part of Win Bootstrappers Exhibit. Connected with local game entrepreneur who took him to Texas to observe a game convention.
09 (Sep)	2019	David	Conklin	Oregon Freshwater Simulations	Cleantech	Corvallis	Was introduced by multiple city and county officials. Arranged an in-person meeting in January, which resulted in several referrals and connections.
07 (Jul)	2019	Becky	Cornforth	Fair Winds Acres	Soap Artisan	Cheshire	Entrepreneur identified at local farmers market. Gave business cards and invited to events.
06 (Jun)	2018	Lee	Eckroth	Major Domo	Tech	Corvallis	Provided pitch deck training and review. Connected to Oregon Venture Fund, Rogue Ventures, and Portland Seed Fund.
10 (Oct)	2019	Caroline	Fisher	TBD	Health Care	Corvallis	Provided introductions to key city officials. Continuing talks with City of Sweet Home and City of Albany for potential locations for health care facility.
09 (Sep)	2019	Mino	Fuller	Ortho Bionomy	Service	Philomath	Attended multiple Oregon RAIN events. Connected to mentors and marketing professionals.
06 (Jun)	2018	James	Furlo	Major Domo	Tech	Corvallis	Provided pitch deck training and review. Connected to Oregon Venture Fund, Rogue Ventures, and Portland Seed Fund.
07 (Jul)	2019	Hipsy	Gypsy	Hipsy Gypsy	Recycled Clothing	Monroe	Entrepreneur identified at local farmers market. Gave business cards and invited to events.
11 (Nov)	2019	Stephen	Johnson	Corvallis Copy	Service	Corvallis	Has some ideas for other services for fire rescue areas. Attended several Oregon RAIN events.

Benton County 6-Month Report: Jul 2019 – Dec 2019



Date 1st assisted		Entrepreneur First Name	Entrepreneur Last Name	Company Name (if exists)	Industry	City	Assistance Needed & Assistance Provided (include referrals made)
08 (Aug)	2018	Franz	Jurva	North Fork Bullets	Manufacturing	Philomath	Connected to state, city, and county officials for expansion needs. Connected to entrepreneurs and potential funders in similar industry.
11 (Nov)	2018	Akash	Kannegulla	WiseDoc	Tech	Corvallis	Connected to Plug&Play Ventures.
05 (May)	2019	Isadore	Karlin	Group 6 Studios	Online Gaming	Corvallis	Provided mentoring for building startup in game industry. Part of WIN Bootstrappers Exhibit.
10 (Oct)	2019	Cody	Kizer	TBD		Corvallis	Attended Oregon RAIN event. Has not reached out for additional assistance.
10 (Oct)	2019	Devon	Krukiewicz	Blueriver Biotech Inc	Ag Tech	Blodgett	Provided assistance and recommendations on contacts for interviewing local farmers. Invited to Scale Your Startup. Entrepreneur attended multiple RAIN events.
08 (Aug)	2019	Allison	Lamplugh	Lamplight Creative	Creative Services Agency	Philomath	Introduced by Stephen Fuller from SBDC. Interested in hosting a pubtalk and perhaps being a sponsor down the road. Assist by sharing various events her startup does.
07 (Jul)	2018	John	Marr	Varlio	Tech	Philomath	Provided training to staff on social media. Provided connections and shared recent successes on social. Caroline mentoring and on his advisory board.
05 (May)	2018	Quinn	Millegan	Group 6 Studios	Online Gaming	Corvallis	Provided mentoring for building startup in game industry. Part of WIN Bootstrappers Exhibit.
07 (Jul)	2019	Brenden	Overton	N/A	EdTech	Corvallis	Has ideas for software to educate and assist with risk analysis. Works with NuScale currently. Met with for initial consultation and invited to events. Brought as guest to WIN pubtalk.
02 (Feb)	2019	Tuula	Perry	Mother Culture LLC	Food & Beverage	Corvallis	Assisted with referrals to Holiday Fair in Portland.
12 (Dec)	2018	Anielis	Raas	ZenPui	Clothing	Philomath	Supported with events and shared stories about her startup on social channels. Engaging to assist with outreach to Latinx entrepreneurs.
08 (Aug)	2018	Stan	Salot	Business and Quality Process Management, LLC / DDI	Manufacturing	Monroe	Provided connections regarding idea to start a local veteran community in Monroe. Engaged to help provide mentoring to other entrepreneurs.

Benton County 6-Month Report: Jul 2019 – Dec 2019



Date 1st assisted		Entrepreneur First Name	Entrepreneur Last Name	Company Name (if exists)	Industry	City	Assistance Needed & Assistance Provided (include referrals made)
04 (Apr)	2017	Daniel	Shafer	Beauty Leaf	Biotech	Corvallis	Connected to mentors, and referred to a local seed fund to help with funding needs. Caroline spent several calls mentoring and helping him.
07 (Jul)	2019	Michelle	Sheets	Branch, Leaf, Bloom by the Greenhouse	Designer & Fabricator	Monroe	Entrepreneur identified at local farmers market. Gave business cards and invited to events.
07 (Jul)	2018	Benjamin	Steinhorn	Shoe Bio	E-Commerce	Corvallis	Helping with bus dev, investment pitching. Connected to statewide pitch challenges.
07 (Jul)	2019	Ron	Stover	Hill Code Knives	Knife Artisan	Bellfountain	Entrepreneur identified at local farmers market. Gave business cards and invited to events.
09 (Sep)	2019	Ian	Tassin	Oregon IT	Service	Philomath	Hired for business. Attended event on marketing. Gave feedback on customer service.
11 (Nov)	2019	Bryan	Warner	Low Tide Leather	Apparel	Corvallis	Met at WIN Expo. Has traded sector leather business. Reached out to learn more. Has not responded.
05 (May)	2018	Ian	Watters	Group 6 Studios	Online Gaming	Corvallis	Provided mentoring for building startup in game industry. Part of WIN Bootstrappers Exhibit.
07 (Jul)	2019	Eric	Weger	TBD	Web Dev	Corvallis	Attended Oregon RAIN event.
06 (Jun)	2018	Christina	Wickstein	Chris Wick Gallery	Art	Monroe	Helped adjust pricing methods for making business more sustainable long-term. Made suggestions for adjusting business model. Entrepreneur attended Monroe marketing event.
11 (Nov)	2018	Bo	Wu	WiseDoc	Tech	Corvallis	Connected to Plug&Play Ventures.

(9) EVENTS & ACTIVITIES



Oregon RAIN completed 9 events and activities to support Benton County entrepreneurs from July 2019 to Dec 2019.

Benton County 6-Month Report: Jul 2019 – Dec 2019



Event / Activity Date			Event Name/Topics	Event Venue	Event City	Event Speakers/Affiliation/Notes	Total Attendees
07 (Jul)	23	2019	Outreach at Monroe Farmers Market	High School Parking Lot	Monroe	Reached out to rural entrepreneurs selling physical products at Monroe Farmer's Market.	N/A
07 (Jul)	24	2019	Mead with Entrepreneurs	Nectar Creek in Philomath	Philomath	A casual networking event in Philomath for Benton county entrepreneurs.	11
09 (Sep)	30	2019	Everyone Communicates, Few Connect	Philomath Library	Philomath	Lee Edwards, a marketing associate from OSCU taught entrepreneurs about how to connect with their customers.	11
11 (Nov)	15	2019	2019 Philanthropic Achievement Awards	CH2M Hill	Corvallis	Attended to meet regional stakeholders and look for opportunities to fund youth entrepreneurship programs.	N/A
11 (Nov)	21	2019	WiN Expo	CH2M Hill	Corvallis	9 "Bootstrap Companies" attended.	N/A
12 (Dec)	3	2019	TiE Pitch Oregon 2019	The Loft	Portland	Attended to support entrepreneurs (including those from the Linn Benton region) at TiE Oregon's annual pitch event.	N/A
12 (Dec)	4	2019	Effective Marketing for Rural Businesses	Monroe Community Library	Monroe	Corey Wright & Melody Jordan taught on social media tips for new startups.	18
12 (Dec)	6	2019	Venture Catalyst Annual Meeting	Perkins Coie LLP	Portland	Attended annual Venture Catalyst meeting to network, share about work in region, advocate for programs to support rural entrepreneur, and learn best practices.	N/A
12 (Dec)	16	2019	Oregon Leadership Summit	Oregon Convention Center	Portland	Attended the Oregon Leadership Summit to network with stakeholders, and advocate for rural entrepreneurship support, and capital access for rural entrepreneurs and minorities.	N/A

Benton County 6-Month Report: Jul 2019 – Dec 2019



FUNDS LEVERAGED DURING THIS REPORTING PERIOD

During this reporting period, an additional \$200,000 in funding was raised to support building the Linn Benton entrepreneurial ecosystem.

- Benton County: \$25,000 (FY 19-20) & \$25,000 (FY 20-21)
- The Ford Family Foundation: \$100,000 (FY 19-20)*
- Oregon Community Foundation: \$50,000 (FY 19-20)*

* A portion of these funds are allocated to the Linn Benton region; the remainder is allocated to other regions.

(10) MEDIA

Date			Title	Publication	Link
09 (Sep)	16	2019	Oregon RAIN planning events	Gazette Times	https://www.gazettetimes.com/community/philomathexpress/news/oregon-rain-planning-events/article_cf9232ed-c95d-5a42-8b38-c5148768a600.html
10 (Oct)	24	2019	Corvallis company combines art with augmented reality	Gazette Times	https://www.gazettetimes.com/news/local/corvallis-company-combines-art-with-augmented-reality/article_c6c4effe-cfa7-59fb-87a9-42641a050828.html
10 (Oct)	27	2019	Brad's Blog: Dale Collins definitely worthy of recognition for volunteerism	Gazette Times	https://www.gazettetimes.com/blogs/brad-fuqua/brad-s-blog-dale-collins-definitely-worthy-of-recognition-for/article_b3f0ff4a-13ab-56ea-9578-54a5abf880ca.html
11 (Nov)	5	2019	OCWCOG Celebrates Regional Successes: Honors Six Leaders with Regional Awards During CelebrateLBL	OCWCOG Press Release	https://mailchi.mp/ocwcog/press-release-ocwcog-celebrates-regional-success-2699913?e=c3cb50998d
11 (Nov)	8	2019	Augmented Reality Art Store: Varlio	The Corvallis Advocate	https://www.corvallisadvocate.com/2019/augmented-reality-art-store-varlio/?fbclid=IwAR2GYg62Br8jhmig4VqTiPtE3CtX-Z57wSyoB0mX_LYmo1_apSCiABwbNo
11 (Nov)	23	2019	Board Game Start-up Mountaineers	The Corvallis Advocate	https://www.corvallisadvocate.com/2019/board-game-start-up-mountaineers/

Benton County 6-Month Report: Jul 2019 – Dec 2019



Date			Title	Publication	Link
12 (Dec)	11	2019	New app Vario brings paintings to life	Fox 12 Oregon	https://www.kptv.com/good_day_oregon/more/new-app-vario-brings-paintings-to-life/video_5145962c-f70f-5085-8d6e-8253c3602ef5.html?fbclid=IwAR2fAZKXgZ7HOH22EE4DRZIL6mn7dJQoB4BnlNGl7XKplqdaCFQpEydX99U
12 (Dec)	11	2019	10 tech products we loved in 2019	Inman	https://www.inman.com/2019/12/11/10-tech-products-that-impressed-us-this-year/
12 (Dec)	17	2019	RAIN score puts SH in middle for business climate	The New Era	https://www.sweethomenews.com/story/2019/12/18/news/rain-score-puts-sh-in-middle-for-business-climate/22502.html
12 (Dec)	18	2019	Home-grown toy business taking off for mom, daughter	The New Era	https://www.sweethomenews.com/story/2019/12/18/news/home-grown-toy-business-taking-off-for-mom-daughter/22505.html

(9) MENTORS IDENTIFIED

Mentor First Name	Mentor Last Name	Area(s) of Expertise
Arthur	Meeker	Marketing, Branding, Small Business Management
Brock	Byers	Web Security, Small Business
Damion	Shelton	Entrepreneurship, Raising Capital
Jim	Abbott	Entrepreneurship, Innovation, Raising Capital
Michael	Couch	Business Financial Planning
Mike	Standen	Entrepreneurship, Raising Capital, Manufacturing
Patrick	Fortunato	Web Development, UX, UI
Arthur	Meeker	Marketing, Branding, Small Business Management
Paula	Newman	Business, Restaurants, Food & Beverage

CASE STUDIES

CASE STUDY #1

Lee Eckroth and James Furlo of Majordomo first met Oregon RAIN over 18 months ago asking to schedule a meeting to get feedback on their startup pitch. Caroline Cummings and Corey Wright met with them, went over their business model, and discussed things to work on—the most important of these being customer interviews and determining their initial product and market.



Above: Click the picture above to watch a YouTube video about Majordomo.

Right: Entrepreneur Lee Eckroth poses with his newly completed website for his startup, Majordomo.



Initially, Lee and James were focused on creating a “score” for homes, much like a FICO credit score, but focused on real estate value. After the consultation, Lee and James went to work, made plenty of mistakes, but also began to learn about their customers, and where they could really provide value!

Around September of last year, the Majordomo founders reached out to Corey again and asked to update him on their progress. They had made several major pivots and were now focused on helping homeowners and real-estate agents effectively use their home inspection reports to lower prices and decrease time spent in the buying process.

Corey began assisting Lee and James with developing their pitch deck and preparing to seek their first round of funding. At the WiN Expo in November, Corey introduced them to Cascade Seed Fund and followed up with introductions to several other funds. As of now, Majordomo has made it through the first round of applications for the Cascade Seed Fund and is actively conversing with other funds from around the state. Majordomo has been mentioned on several prestigious “real estate tech” websites, is making their first sales, and is preparing to expand and grow!

Benton County 6-Month Report: Jul 2019 – Dec 2019



CASE STUDY #2



"Corey Wright has been a valuable representation of what RAIN is as a community resource. His personal interest in wanting me to succeed is inspiring."

— Christina Wickstein, Founder of the Chris Wick Gallery

Left: Benton County entrepreneur from the City of Monroe, Christina Wickstein with the Chris Wick Gallery, poses with Venture Catalyst Corey Wright after an intense work session to discuss Value Proposition Design, and determine a scalable pricing model for her business!

Christina Wickstein, from the City of Monroe, has been actively involved in the entrepreneurial community in Benton County. Christina has started a non-traditional art gallery that helps local artists not only display their art, but also get into shows, do social media and marketing outreach, and increase their online sales.

Christina is a huge fan of the local business community in Monroe, and actively participates in BAM (Business Association of Monroe) meetings, introduces entrepreneurs to the community, and supports various community projects. She is on her way to quickly becoming what Oregon RAIN refers to as a local "Startup Champion!"

Benton County 6-Month Report: Jul 2019 – Dec 2019



(25) PARTNERS



The Cascade Seed Fund is an important programmatic partner with Oregon RAIN, and in addition to providing potential funding to post-revenue startups, actively help educate new high net-worth individuals about angel investing in Oregon.

Left: Robert Pease, Co-Manager of the Cascade Seed Fund speaks to Linn and Benton entrepreneurs about things to be aware of when seeking venture funding.

Partner Organization	Partner First Name	Partner Last Name	Details of Collaboration
Albany Chamber of Commerce	Firiel	Severns	Attended 2019 Job Fair and spoke with students about entrepreneurship.
Built Oregon	Mitch	Daugherty	Promoted "Built Oregon Festival" in newsletter.

Benton County 6-Month Report: Jul 2019 – Dec 2019



Partner Organization	Partner First Name	Partner Last Name	Details of Collaboration
Business Oregon	Melissa	Murphy	Promoted Team Oregon natural products expo in newsletter.
Cascade Seed Fund	Robert	Pease	Invited to speak at Angel Investing 101. Provided introductions to potential angel investors. Attended annual fund update in Bend.
Community Lending Works	Lisa	Hartwick	Helped connect with entrepreneurs interested in lending programs.
Corvallis Benton Economic Development Office	Heather	Stevens	Helped find entrepreneurs to present at leadership lunch event.
Corvallis Chamber of Commerce	Simon	Date	Promoted Chamber Entrepreneurship event in newsletter. Panel member helping decided on businesses and entrepreneurs of the year.
Corvallis Foundry	Brad	Attig	Promoted events in regional Linn Benton newsletter.
Eugene's Kitchen	Micah	Elconin	Promoted upcoming Eugene Food Startup Weekend in newsletter.
Indie Commons	Kate	Schwarzler	Spoke at Kickstarter Event in Independence.
LBCC SBDC	Stephen	Fuller	Promoted Foundations of Business Success class, along with other SBDC workshops.
LBCC SBDC	Charlie	Mitchell	Promoted Small Business Management Program in monthly newsletter.
Lebanon Chamber of Commerce	Mary	Garner	Taught "Last Founders Standing" at their leadership class focused on economic development.
Nerds Abroad	Stephen	Hodges	Supporting non-profit in identifying board members and building of microgrant program.
Oakridge High School	Raj	Vable	Taught "Last Founders Standing" to high school students interested in entrepreneurship.
OEN	Laura	Kubisiak	Attended VC Annual Meeting. Assisted with review of VC Study RFP. Supported other Venture Catalysts with various connections and emails.

Benton County 6-Month Report: Jul 2019 – Dec 2019



Partner Organization	Partner First Name	Partner Last Name	Details of Collaboration
OMEP	David	McFeeters-Crone	Provided event coordination and promotion for "Coffee with COBOTS" event geared at small manufacturing businesses in Linn and Benton counties.
Oregon Cascade West Council of Governments	Sandra	Easdale	Made connections to several businesses that could be eligible for loan programs that she needed to find recipients for.
OSU Advantage Accelerator	Karl	Mundorff	Promoted Iterate Program. Sent entrepreneur referrals.
OSU College of Business / InnovationX	Audrey	Iffert-Saleem	Supported at multiple student pitch competitions for BA 160 and 260 classes.
PitchFork Incubator	Brad	Attig	Promoted "Getting On The Shelf" accelerator program in newsletter.
SHARE	Scott	Swanson	Attended monthly ec dev meeting and provided support/suggestions for moving ahead with projects in Sweet Home.
Tie Oregon	N/A	N/A	Attended Pitch Event and promoted in newspaper.
Vertue Lab	Leon	Vertue Lab	Connected clean tech entrepreneurs to him.
Visit Corvallis & Albany Visitors Association	N/A	Visit Corvallis & Albany Visitors Association	Promoted Mid-Willamette Valley Food Trail application in monthly newsletter.
WiN	Aaron	Moore	Promoted upcoming WiN expo to entrepreneurs in monthly newsletter. Offered assistance to entrepreneurs attending Bootstrap Exhibit. Promoted various WiN pub talks to entrepreneurs.

Benton County 6-Month Report: Jul 2019 – Dec 2019



CHALLENGES / BARRIERS DISCOVERED DURING THIS REPORTING PERIOD

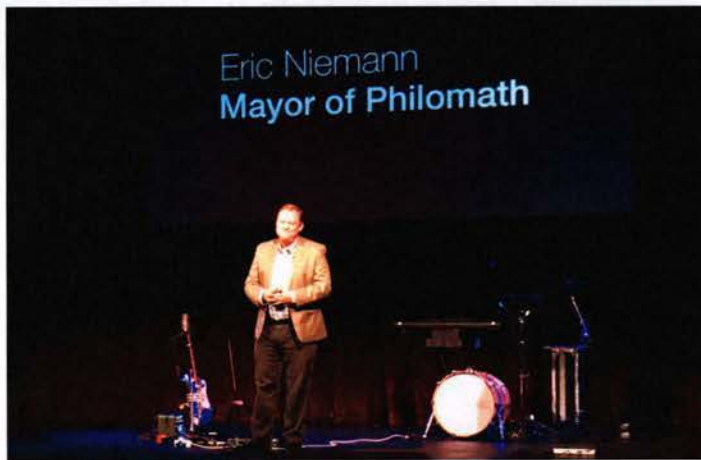
- Identifying good venues for entrepreneurship events in rural communities continues to be a challenge in towns like Monroe, Philomath, and Adair Village. We are excited that Timber Towne Coffee has opened in Philomath and look forward to using it as a place to meet entrepreneurs and stakeholders. We will also be testing out the Lutheran Church in Philomath for our upcoming "Scale Your Startup Series". Nonetheless, we still have difficulty in locating venues for evening events in Adair Village, or morning events in Monroe.
- Relationships with many partner organizations helping Benton County entrepreneurs have improved noticeably over the last few months. Nonetheless, more work is still needed in this area. Oregon RAIN looks forward to being able to more closely partner with organizations for programs like pre-accelerators, pitch events, and pub talks in the future.
- To-date, Oregon RAIN has identified over 188 entrepreneurs in Linn & Benton counties. As the program grows, Oregon RAIN would like to raise additional funding to hire a second Venture Catalyst for the Linn Benton region.

WHAT'S NEXT?

- Oregon RAIN will begin its "Scale Your Startup" workshop series on Feb 10th in Philomath and Feb 11th in Lebanon. To-date, we've had 18 unique startups apply for this pre-accelerator series!
- We will continue to host various events in Benton County to promote the entrepreneurial ecosystem, including an Angel Investing 101 event tentatively schedule for April 2nd in Monroe, a "Celebrate Failures" event in Adair Village in February or March, and an apparel showcase event in Philomath tentatively scheduled for May 28th.
- Oregon RAIN's "PitchFest 2020" event is scheduled for April 30th at 6:00 PM in Lebanon, Oregon. Please "save the date" for this premiere event where funders from around the state, local government leaders, and startups will gather to celebrate entrepreneurship! You can [register here](#), and please consider making a donation to support the cash prize for local entrepreneurs!

Thank you for believing in the power of rural entrepreneurship!

Benton County 6-Month Report: Jan 2020 – Jun 2020



"RAIN is a good way to help multiple small communities. It will be **critical help as we attempt to rebuild struggling small businesses.**

Resources, ideas, and encouragement will be essential after experiencing loss of staff, loss of customers, loss of revenue, and loss of hope. Venture Catalysts can help motivate people, link them to relief resources, inform them about business opportunities, and help restore hope.

Objectivity and new perspectives will be essential in these communities that are being devastated."

—Eric Niemann, Mayor of Philomath

(48) ENTREPRENEURS IDENTIFIED OR ASSISTED

Date 1st assisted	Entrepreneur First Name	Entrepreneur Last Name	Company Name (if exists)	Industry	City	Assistance Needed & Assistance Provided (include referrals made)
06 (Jun) 2020	Ginny	Katz	HazAdapt Inc	SAAS	Corvallis	Reached out via LinkedIn after OSU Student Event.
06 (Jun) 2020	Scottie	Jones	Farm Stay USA	Trade Association	Alsea	Applied for and accepted into the RAINmaker Accelerator program.
06 (Jun) 2020	Adrienne	Fritze	Conundrum House (by RemarkableArts)	E-Commerce - Gaming	Corvallis	Applied for and accepted into the RAINmaker Accelerator program.
06 (Jun) 2020	John	Strocchio	NATURAL ABUNDANCE	Consumer Products	Corvallis	Applied for and accepted into the RAINmaker Accelerator program.

Benton County 6-Month Report: Jan 2020 – Jun 2020



Date 1st assisted		Entrepreneur First Name	Entrepreneur Last Name	Company Name (if exists)	Industry	City	Assistance Needed & Assistance Provided (include referrals made)
06 (Jun)	2020	Lisa	Perelli	Queen B Organizing	Service Based - Home/Office	Corvallis	Applied for and accepted into the RAINmaker Accelerator program.
06 (Jun)	2020	Nicki	Staggs	Beauty Leaf Incorporated	Consumer Products	Corvallis	Applied for and accepted into the RAINmaker Accelerator program.
06 (Jun)	2020	Stacey	Newman Weldon	Adventure Wednesdays LLC	Service Based - Counseling	Philomath	Applied for and accepted into the RAINmaker Accelerator program.
06 (Jun)	2020	Tanis	Justice	TBD	Solar Panel Installation	Lewisburg	Reached out via email requesting assistance getting funding. Had a meeting with him, gave some contacts, and connected to Anne with the SBDC.
06 (Jun)	2020	Andrew	Bumstead	Sapience Building Co.	Construction	Philomath	Reached out to request assistance creating business logo and new branding. Connected him to several designers.
06 (Jun)	2020	Mark	McGuire	Bountiful Backyard	Non-Profit / Farmer's Market	Philomath	Connected by City of Philomath. Provided resources and contacts on starting a farmers market.
05 (May)	2020	Autumn	Peterson	Heritage Natural Finishes	Manufacturing	Philomath	Requested funding assistance. Had to sell large lot in Philomath (old Nectar Creek building) and move downtown to smaller space. Connected to Sandra Easdale at the COG.
02 (Feb)	2020	Cy	Ferguson	TBD		Corvallis	OSU student looking for mentoring and coaching. Need to meet with.
02 (Feb)	2020	Yvonne	Leach	TBD	Manufacturing	Corvallis	Introduced by Jerry Sorte. Offered assistance and initial meeting.
01 (Jan)	2020	Colton	Cosner	Resistance Band Clip	Consumer Products	Corvallis	Attended and graduated Pre-X. Helping formulate business plan and prepare to raise funding.
01 (Jan)	2020	Rayna	Waltz	Sip & Taste	Cafe/Market	Corvallis	Attended and graduated Pre-X. Helping formulate business plan and prepare to raise funding.
01 (Jan)	2020	David	Malcolm Blume	Food Hub Idea	Food & Beverage	Blodgett	Attended and graduated Pre-X. Helping formulate business plan and prepare to raise funding.

Benton County 6-Month Report: Jan 2020 – Jun 2020



Date 1st assisted		Entrepreneur First Name	Entrepreneur Last Name	Company Name (if exists)	Industry	City	Assistance Needed & Assistance Provided (include referrals made)
01 (Jan)	2020	Eli	Meyer	Aquabiomics	Service	Monroe	Attended and graduated Pre-X. Helping formulate business plan and prepare to raise funding.
01 (Jan)	2020	Melissa	Meyer	Aquabiomics	Service	Monroe	Attended and graduated Pre-X. Helping formulate business plan and prepare to raise funding.
01 (Jan)	2020	Amanda	Champ	Art by A. Champ	Consumer Products	Philomath	Attended most of Pre-X. Had to stop due to health and family issues. Will reach out to work on idea when things get better.
01 (Jan)	2020	Melissa	Grossman-Naples	Prelude	Healthcare (Intensive Outpatient Eating Disorder Program)	Philomath	Attended and graduated Pre-X. Helping formulate business plan and preparing to raise funding.
01 (Jan)	2020	Jeannette	Miller Mickenham	Philomath Art & Cinema	Entertainment	Philomath	Attended and graduated Pre-X. Helping formulate business plan and preparing to raise funding.
01 (Jan)	2020	Shubham	Surana	Sangharsh	Waste Services / Recycling	Corvallis	He reached out via Website. Is an OSU Launch Academy participant. Invited to apply to Pre-X and offered to meet.
10 (Oct)	2019	Melissa	Bird	The Mermaids Garden	Service / Hospitality	Corvallis	Provided info on PPP program. Assisted with connections to local officials and connections. Applied and accepted into RAINmaker Accelerator program.
10 (Oct)	2019	Caroline	Fisher	TBD	Health Care	Corvallis	Provided info on PPP program. Attended multiple workshops, and presented on mental health for entrepreneurs. Applied and accepted into RAINmaker Accelerator program.
10 (Oct)	2019	Devon	Krukiewicz	Blueriver Biotech Inc	Ag Tech	Blodgett	Attend part of Pre-X series. Provided connections and pitch coaching.
09 (Sep)	2019	Paul	Berg	Oregon Freshwater Simulations	CleanTech	Corvallis	Connected to state wide resources in clean tech sector.
09 (Sep)	2019	David	Conklin	Oregon Freshwater Simulations	CleanTech	Corvallis	Connected to state wide resources in clean tech sector.

Benton County 6-Month Report: Jan 2020 – Jun 2020



Date 1st assisted		Entrepreneur First Name	Entrepreneur Last Name	Company Name (if exists)	Industry	City	Assistance Needed & Assistance Provided (include referrals made)
09 (Sep)	2019	Mino	Fuller	Ortho Bionomy	Service	Philomath	Attended multiple Oregon RAIN events. Connected to mentors and marketing professionals.
08 (Aug)	2019	Allison	Lamplugh	Lamplight Creative	Creative Services Agency	Philomath	Helping setup a local entrepreneur meetup group for start-ups in Philomath. Covid-19 has put things on hold for now.
07 (Jul)	2019	Ron	Stover	Hill Code Knives	Knife Artisan	Bellfountain	Entrepreneur identified at local farmers market. Gave business cards and invited to events.
07 (Jul)	2019	Michelle	Sheets	Branch, Leaf, Bloom by the Greenhouse	Designer & Fabricator	Monroe	Entrepreneur identified at local farmers market. Gave business cards and invited them to events.
05 (May)	2019	Brad	Bannan	Chef Bannan	Food Truck	Corvallis	Helped with pitch deck coaching.
05 (May)	2019	Michelle	Waddell	Spoons Ice Cream	Restaurant	Philomath	Held initial consultation and provided homework and introductions to help with customer discovery. Introduced to SBDC. Helping find funding.
05 (May)	2019	Jonathan	Woo	Boardgame Meetup App	Tech	Philomath	Attended and graduated Pre-X. Helping formulate business plan and prepare to raise funding.
02 (Feb)	2019	Delia	Shelton	Visio Works / VisioGlow	Pharmaceutical	Corvallis	Connecting to Onami. Helping with finding business partners and developing business idea. Assisting with funding pitch.
12 (Dec)	2018	Anielis	Raas	ZenPui	Clothing	Philomath	Promoted her start-up posts on making protective gear. Helping advocate for more assistance to rural start-ups making PPE products. Applied and accepted into RAINmaker Accelerator program.
11 (Nov)	2018	Akash	Kannegulla	WiseDoc	Tech	Corvallis	Provided information and workshops on the PPP loans.
11 (Nov)	2018	Bo	Wu	WiseDoc	Tech	Corvallis	Connected to Plug&Play Ventures. Applied and accepted into RAINmaker Accelerator program.
11 (Nov)	2018	Cory	Love	Hand Picked Agents	Real Estate	Philomath	Provided information on PPP and EIDL loan applications.

Benton County 6-Month Report: Jan 2020 – Jun 2020



Date 1st assisted		Entrepreneur First Name	Entrepreneur Last Name	Company Name (if exists)	Industry	City	Assistance Needed & Assistance Provided (include referrals made)
08 (Aug)	2018	Stan	Salot	Business and Quality Process Management, LLC / DDI	Manufacturing	Monroe	Assisted with connections and mentoring on idea to start medical mask company.
07 (Jul)	2018	John	Marr	Varlio	Tech	Philomath	Caroline providing assistance as deals with investor related issues. Provided info on PPP program.
06 (Jun)	2018	Lee	Eckroth	Major Domo	Tech	Corvallis	Providing coaching on funding strategy. Connected to 1859 Ventures. Connecting to potential early adopter customers.
06 (Jun)	2018	James	Furlo	Major Domo	Tech	Corvallis	Providing coaching on funding strategy. Connected to 1859 Ventures. Connecting to potential early adopter customers.
06 (Jun)	2018	Christina	Wickstein	Chris Wick Gallery	Art	Monroe	Provided information and workshops on the PPP loans. Helped with business pricing and model.
01 (Jan)	2018	Angela	Hibbard	MOM Magazine	Publisher	Corvallis	Provided information on PPP and EIDL loan applications.
N/A	2017	Eduardo	Ceballos	xBiologix	Biotech	Corvallis	Connected to Skip and Bill Byers. Applied and accepted into RAINmaker Accelerator program.
04 (Apr)	2017	Daniel	Shafer	Beauty Leaf	Biotech	Corvallis	Connected to mentors and referred to a local seed fund to help with funding needs. Caroline spent several calls mentoring and helping him. Applied and accepted into RAINmaker Accelerator program.
03 (Feb)	2016	Benny	Aguire	Virtual Sports App for Cycling & Running	Mobile App	Corvallis	Had difficulty finding bank for PPP loan. Connected him to gov leaders and shared resources. Starting new virtual sports business because of pandemic.

Privacy Notice:

*We respectfully ask that you keep all company and entrepreneur specific data internal to city staff only.
If you choose to publish this document, we ask that you request a copy from Oregon RAIN without company-specific data.*

Benton County 6-Month Report: Jan 2020 – Jun 2020



METRICS

All of the below data is self-reported by nine Benton start-ups for their 2019 fiscal year. **Not all entrepreneurs we surveyed reported their data.** Oregon RAIN has switched to collecting survey data from Linn Benton entrepreneurs on an annual basis.

Metric	Jan – Dec 2019
New Workers/Jobs	33.5
Revenue Generated	\$85,012
Capital Raised	\$486,000
Capital Needed Over Next Year	\$8,470,000
Biggest Barrier to Growing Business:	Funding, CoFounders, Location, Services
Age:	22.2% 19-29 Years Old 22.2% 30-39 Years Old 33.3% 40-49 Years Old 22.2% 50-59 Years Old
Gender:	44.4% Female 56.6% Male
Ethnicity:	66.6% Caucasian 11.1% Asian 11.1% Black/African 11.1% Hispanic/Latinx/Spanish origin

Benton County 6-Month Report: Jan 2020 – Jun 2020



BENTON COUNTRY ENTREPRENEURIAL ECOSYSTEM SCORECARD

Below is a table highlighting the Benton region's entrepreneurial ecosystem. This score is meant to be the starting basis for discussions with key regional stakeholders and will be updated annually. We welcome your comments and feedback, as well as what you might score differently. For some low scoring items, commentary has been provided.

Benton County Score: 34 out of 48 points possible

SCORING: 0 = Disagree 1 = Don't Know or Too Early to Tell 2 = Somewhat Agree 3 = Agree

Regional Characteristics of a Thriving Entrepreneurship & Innovation (E&I) Ecosystem	SCORE
Government buy-in still exists to support a thriving E&I Ecosystem	3 – Agree
Government leaders are demonstrating a willingness to amend policies to support the ecosystem	2 – Somewhat Agree ¹
Human capital (talent) exists in your region to support the growth of the E&I ecosystem	2 – Somewhat Agree
Workforce training is available in the region	2 – Somewhat Agree
The right education and training exists to support an E&I ecosystem (e.g. higher education, leadership training, accelerators, incubators, workshops, etc.)	2 – Somewhat Agree ²
People who have "been there, done that" business expertise exist in the region	2 – Somewhat Agree
Quality mentors are engaging with local start-ups	2 – Somewhat Agree
The local media covers stories about your local start-ups and innovation economy	1.5 – Occasionally ³
There are multiple ecosystem partners engaged in the ecosystem	3 – Agree
Entrepreneurs have stepped up to champion the ecosystem	2 – Somewhat Agree

Benton County 6-Month Report: Jan 2020 – Jun 2020



Regional Characteristics of a Thriving Entrepreneurship & Innovation (E&I) Ecosystem	SCORE
Relevant physical assets exist in your community to support a growing E&I ecosystem (e.g., labs, kitchen incubators, co-working spaces, maker spaces, innovation hubs, etc.)	2 – Somewhat Agree
High net-worth individuals interested in learning about angel investing have been identified.	2 – Somewhat Agree
Capital is being invested into start-ups in the region.	1.5 – Too Early to Tell ⁴
Service providers exist in the region and are engaging in the ecosystem.	2 – Somewhat Agree
There are regional and global markets demanding the types of products/innovations being created in your community (market timing)	2 – Somewhat Agree
There are entrepreneurs, inventors, and creatives in your community asking for support.	3 – Agree
TOTALS	34

Note: If your grand total is under 20, your community/region may not be ready for this work, or the work plan needs to be revisited. Maximum score = 48.

¹ Government leaders could do more in this category: for example, reviewing an "Entrepreneurial Impact Statement" when voting on new regulations and city codes, or working to reduce regulatory barriers and restrictions for businesses like food trucks and street vendors.

² More free and formal training on how to use computers and technology in enterprises would vastly assist rural entrepreneurs, especially those in higher age brackets. We also suggest financial literacy training and include youth in these programs.

³ Your Venture Catalyst subscribes to the primary local papers in the region and scans them daily. Nearly 100% of the stories about businesses focus on those that have existed in the community for a long time, and not new ventures, start-ups, and entrepreneurs. Oregon RAIN will work with regional partners to ensure more start-ups receive coverage.

⁴ Two Benton County start-ups have raised a total of \$550k during the 19-20 FY, but more seed and early-stage capital are needed, in particular for pre-revenue traded sector companies.

(48) EVENTS & ACTIVITIES

Oregon RAIN completed 48 events and activities to support Benton County entrepreneurs from Jan 2020 to Jun 2020.



Above: Entrepreneurs watch a video during the "Scale Your Startup Pre-Accelerator" program hosted at the Peace Lutheran Church in Philomath, Oregon on February 10th, 2020.)

Benton County 6-Month Report: Jan 2020 – Jun 2020



Event / Activity Date			Event Name/Topics	Event Venue	Event City	Event Speakers/Affiliation/Notes	Total Attendees
06 (Jun)	24	2020	Linn Benton Startup E-CAFE	Online via Zoom	N/A	Weekly meetup for start-ups.	9
06 (Jun)	24	2020	Engaging Customers with Online Marketing & Social Media	Online via Zoom	N/A	Guest speaker, Melody Reese-Jordan	25
06 (Jun)	17	2020	Linn Benton Startup E-CAFE	Online via Zoom	N/A	Weekly meetup for start-ups.	7
06 (Jun)	17	2020	Virtual Female Founder Fireside Chat	Online via Zoom	N/A	Guest speakers: Aida Camalich Lough, Madison Page, Shannon Adair	22
06 (Jun)	10	2020	Getting That Investor's Check	Online via Zoom	N/A	Speaker, Corey Wright	10
06 (Jun)	10	2020	Linn Benton Startup E-CAFE	Online via Zoom	N/A	Weekly meetup for start-ups.	9
06 (Jun)	5	2020	Cash Flow & P&L Best Practices	Online via Zoom	N/A	Guest speaker, Robert Killen	34
06 (Jun)	3	2020	Linn Benton Startup E-CAFE	Online via Zoom	N/A	Weekly meetup for start-ups.	9
06 (Jun)	1	2020	7 Tips for Making Sales at Farmer's Markets	Online via Zoom	N/A	Guest speaker, Stephanie LeQuieu	17
05 (May)	27	2020	Linn Benton Startup E-CAFE	Online via Zoom	N/A	Weekly meetup for start-ups.	9

Benton County 6-Month Report: Jan 2020 – Jun 2020



Event / Activity Date			Event Name/Topics	Event Venue	Event City	Event Speakers/Affiliation/Notes	Total Attendees
05 (May)	21	2020	Finanzas para negocios 101 (Business Finances 101)	Online via Zoom	N/A	Guest speaker, Anielis Raas	30
05 (May)	20	2020	Linn Benton Startup E-CAFE	Online via Zoom	N/A	Weekly meetup for start-ups.	9
05 (May)	18	2020	Running a Crowdfunding Campaign During COVID-19	Online via Zoom	N/A	Speaker, Corey Wright	27
05 (May)	15	2020	The Basics of Financial Statements for a Business	Online via Zoom	N/A	Guest speaker, Michael Couch	42
05 (May)	13	2020	Linn Benton Startup E-CAFE	Online via Zoom	N/A	Weekly meetup for start-ups.	8
05 (May)	11	2020	Food Manufacturer Perspectives on Weathering COVID-19	Online via Zoom	N/A	Guest speaker, Seth Tibbott	49
05 (May)	8	2020	Reopening Oregon: What Small Businesses & Startups Need to Know	Online via Zoom	N/A	Guest speakers: Arnie Roblan, Leah Horner, David Gerstenfeld, Erind Reynolds, Melisa Drugge.	282
05 (May)	6	2020	Linn Benton Startup E-CAFE	Online via Zoom	N/A	Weekly meetup for start-ups.	8
05 (May)	5	2020	City leaders speak to CLW about creating Emergency Loan Fund	Online via Zoom	N/A	Gues speaker, Lynn Meyer, Community Lending Works	12

Benton County 6-Month Report: Jan 2020 – Jun 2020



Event / Activity Date			Event Name/Topics	Event Venue	Event City	Event Speakers/Affiliation/Notes	Total Attendees
05 (May)	4	2020	Maintaining Leadership in Times of Crisis	Online via Zoom	N/A	Guest speaker, Dr. Rod Ray	20
05 (May)	2	2020	Getting Kids Excited About Entrepreneurship	Online via Zoom	N/A	Guest speaker, Ariel Ruben	6
05 (May)	1	2020	Mental Health for Entrepreneurs	Online via Zoom	N/A	Guest speaker, Dr. Caroline Fisher	16
04 (Apr)	29	2020	City leaders speak to CLW about creating Emergency Loan Fund	Online via Zoom	N/A	Guest speaker, Lynn Meyer, Community Lending Works	32
04 (Apr)	29	2020	Linn Benton Startup E-CAFE	Online via Zoom	N/A	Weekly meetup for start-ups.	9
04 (Apr)	28	2020	Senator Ron Wyden Speaks to Entrepreneurs	Online via Zoom	N/A	Guest VIP, Senator Ron Wyden	33
04 (Apr)	27	2020	Investor Perspectives on How Startups Can Weather the COVID-19 Storm	Online via Zoom	N/A	Guest speakers, Robert Pease & Julie Harrelson	74
04 (Apr)	22	2020	Linn Benton Startup E-CAFE	Online via Zoom	N/A	Weekly meetup for start-ups.	7
04 (Apr)	20	2020	Start-up Sales & Marketing Tips	Online via Zoom	N/A	Guest speaker, Caroline Cummings	60
04 (Apr)	17	2020	Virtual Support Group	Online via Zoom	N/A	Weekly meetup for start-ups.	32

Benton County 6-Month Report: Jan 2020 – Jun 2020



Event / Activity Date			Event Name/Topics	Event Venue	Event City	Event Speakers/Affiliation/Notes	Total Attendees
04 (Apr)	15	2020	Linn Benton Startup E-CAFE	Online via Zoom	N/A	Weekly meetup for start-ups.	7
04 (Apr)	13	2020	Virtual Workshop - Digital Sales Platforms	Online via Zoom	N/A	Guest speaker, Raj Vable	48
04 (Apr)	10	2020	Virtual Support Group - PPP Loans with First Interstate Bank	Online via Zoom	N/A	Guest speaker, Gary Collins	72
04 (Apr)	6	2020	Virtual Workshop - Social Media 101	Online via Zoom	N/A	Guest speaker, Ariel Ruben.	54
04 (Apr)	6	2020	Virtual Support Group - PPP Loans with Banner Bank	Online via Zoom	N/A	Guest speaker, Jason Alansky	64
04 (Apr)	3	2020	Virtual Support Group - PPP Loans with Oregon Pacific Bank	Online via Zoom	N/A	Ron Green (268 Signups - Zoom snafu. Added up to 500, but didn't apply to meeting)	100
03 (Mar)	30	2020	Scale Your Start-up 2020 - Philomath	Online via Zoom	Philomath	Week 7 of Pre-Accelerator Series taught by Corey Wright.	14
03 (Mar)	30	2020	Virtual Workshop - Why Knowing Your Customer is Important	Online via Zoom	N/A	Virtual Workshop presented by Corey Wright.	19
03 (Mar)	27	2020	Oregon RAIN Virtual Entrepreneur Support Group	Online via Zoom	N/A	Virtual support session for start-ups.	3

Benton County 6-Month Report: Jan 2020 – Jun 2020



Event / Activity Date			Event Name/Topics	Event Venue	Event City	Event Speakers/Affiliation/Notes	Total Attendees
03 (Mar)	16	2020	Scale Your Start-up 2020 - Philomath	Online via Zoom	Philomath	Week 6 of Pre-Accelerator Series taught by Corey Wright.	15
03 (Mar)	9	2020	Scale Your Start-up 2020 - Philomath	Peace Lutheran Church	Philomath	Week 5 of Pre-Accelerator Series taught by Corey Wright.	21
03 (Mar)	2	2020	Scale Your Start-up 2020 - Philomath	Peace Lutheran Church	Philomath	Week 4 of Pre-Accelerator Series taught by Corey Wright.	13
02 (Feb)	23	2020	Scale Your Start-up 2020 - Philomath	Peace Lutheran Church	Philomath	Week 3 of Pre-Accelerator Series taught by Corey Wright.	13
02 (Feb)	20	2020	State of the City - Philomath	Peace Lutheran Church	Philomath	Outreach to Philomath Chamber of Commerce.	N/A
02 (Feb)	20	2020	Chamber Lunch Forum - Corvallis	Courtyard by Marriott Corvallis	Corvallis	Networking with partners. Pitching sponsors to support Catalyze Rural 2020.	N/A
02 (Feb)	17	2020	Scale Your Start-up 2020 - Philomath	Peace Lutheran Church	Philomath	Week 2 of Pre-Accelerator Series taught by Corey Wright.	14
02 (Feb)	10	2020	Scale Your Start-up 2020 - Philomath	Peace Lutheran Church	Philomath	Week 1 of Pre-Accelerator Series taught by Corey Wright.	16
02 (Feb)	5	2020	Eight City Check In with Oregon RAIN	Eats and Treats Cafe	Philomath	Update to rural Linn Benton city leaders.	11
01 (Jan)	11	2020	Timber Towne Coffee Chamber Ribbon Cutting	Timber Towne Coffee	Philomath	Outreach to new Philomath entrepreneurs & businesses.	N/A

Benton County 6-Month Report: Jan 2020 – Jun 2020



FUNDS LEVERAGED DURING THIS REPORTING PERIOD

During this reporting period, an additional \$40,500 in funding was raised to support building the Linn Benton entrepreneurial ecosystem.

- Oregon Community Foundation: \$39,000*
- Peak Internet: \$1,500

* A portion of these funds are allocated to the Linn Benton region; the remainder is allocated to other regions.

(4) MEDIA (Note: Coverage listed below does not mean the stories were pitched by Oregon RAIN. We are merely listing the coverage of the start-up community in the Linn Benton region)

Date			Title	Publication	Link
01 (Jan)	28	2020	Augmented Reality: Where art + tech = magic Jon Mar TEDxManhattanBeach	TEDx Talks	https://youtu.be/zepG-4Y2Zlg
04 (Apr)	12	2020	Making business connections matter in mid-valley	Corvallis Gazette-Times	https://lebanon-express.com/news/local/making-business-connections-matter-in-mid-valley/article_9029b907-7417-5fd6-92bf-0a224f080d25.html
04 (Apr)	21	2020	LONG-AGO TRIP TO EUROPE RESULTS IN NEW FRENCH BAKERY IN LEBANON	Lebanon Local	https://www.lebanonlocalnews.com/long-ago-trip-to-europe-results-in-new-french-bakery-in-lebanon/
05 (May)	8	2020	Local Restaurateurs Expand & Launch Despite Pandemic	KLCC	https://www.klcc.org/post/local-restaurateurs-expand-launch-despite-pandemic

Benton County 6-Month Report: Jan 2020 – Jun 2020



(11) MENTORS ENGAGED

Mentor First Name	Mentor Last Name	Area(s) of Expertise
Michael	Brown	Tech Start-ups
Autumn	Peterson	Economic development, manufacturing, and e-commerce experience
Anielis	Raas	Apparel, Finance, Spanish-Speaking Businesses
Anne	Whittington	Small Business Development
Steve	Fuller	Sales, Small Business Development
Sanjai	Tripathi	Biotech, Startups, SBTRs / SBRs
Stanley	Salot	Quality Control, Operations, Business Strategy
Paula	Newman	Business, Restaurants, Food & Beverage
Mike	Standen	Entrepreneurship, Raising Capital, Manufacturing
Jim	Abbott	Entrepreneurship, Innovation, Raising Capital
Michael	Couch	Business Financial Planning

CASE STUDIES

CASE STUDY #1 – John Marr with Varlio

Starting a tech start-up is plain hard. Launching a tech start-up in an emerging industry is even harder. And John Marr, founder of [Varlio](#)—based out of Philomath, Oregon—can attest to how much work building an augmented reality tech start-up is.

Beginning in Q3 of 2019, Oregon RAIN started working with John Marr and his idea to create an augmented reality art platform. By October, we were helping him work on a pitch deck, and introducing him to several venture firms in Portland and Bend. John also pitched his start-up at our Winter PitchFest 2019 in Feb 2019, and took away first place! Following this, John made some bold steps. **He stopped working as a senior developer at Nike, left a consulting gig, and went all-in with Varlio. In Q2 of 2019, John successfully raised \$300k at a \$1.5M valuation and set to work!**

However, building a tech start-up is never easy, and John faced multiple barriers and legal setbacks—right as he was about to land some nationally recognized sports teams as customers to use his platform for experiential marketing.

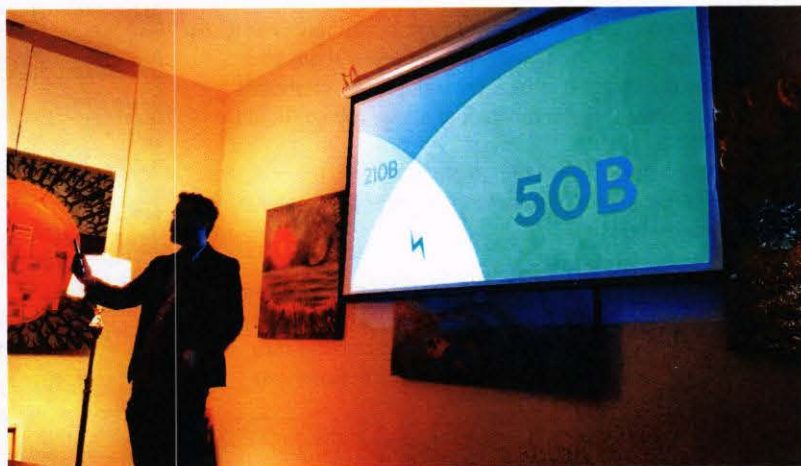
In May, it was all coming down to the wire, but with the help of his advisory board, of whom Oregon RAIN was a part, John made it through, and **just landed his first major customer with a sale valued at more than \$150k!**

While he still has a long way to go, we are incredibly proud of John pushing forward and sticking with the process, **setting an example for other rural entrepreneurs in the region to follow!**

You can hear John share about his experience with Oregon RAIN by clicking on the following URL:

https://youtu.be/cj_VaJhCWzA

Right: John Marr gives a pitch at Varlio's private augmented reality art gallery opening.



Benton County 6-Month Report: Jan 2020 – Jun 2020



CASE STUDY #2 – Oregon RAINmaker Sales & Marketing Accelerator

A point that the Oregon RAIN team prides itself on is the ability to pivot, think differently, and respond quickly to the needs of our customers—the entrepreneurs and communities we serve. By keeping our physical infrastructure at a minimum and being able to use remote tools to develop and adapt our programs, we can better respond to the communities we serve.

A recent example of this is our newly launched RAINmaker Sales & Marketing Accelerator. As businesses emerged from the COVID-19 induced shutdowns, one thing was starkly evident. Business, as usual, would not be a thing. **Oregon companies and start-ups were facing a severe shortage of sales, and customer's needs/demographics were rapidly changing.** A common theme in the requests that we heard from start-ups and businesses alike is helping with marketing, especially online marketing, switching to e-commerce, and developing new sales channels.

Based on this information, we launched the RAINmaker Accelerator, a first of its kind in Oregon, **built to specifically respond to the needs of start-ups and businesses trying to survive the pandemic.** The program takes place over ten weeks, and entrepreneurs learn topics related to understanding and utilizing sales funnels, sales channels, CRMs, sales calls, digital platforms, e-commerce conversion optimization, and analytics. We initially expected to have 30-40 entrepreneurs take this program. However, by the application deadline, more than 100 businesses and 140 entrepreneurs had applied, **including 12 entrepreneurs from Benton County!**

We just finished the 4th series of the course, and have had guest speakers who created million-dollar companies share their experiences in sales and marketing. Each week, attendees complete homework assignments and attend mentor hours.

While we still have six weeks to go and will be doing intensive surveying to measure the impact of this program, the initial results are exciting!

Right: RAINmaker students listen to Jill Nelson, founder of Ruby Receptionists (Oregon's fastest-growing start-up multiple years in a row) speak about how she creates customer personas and uses them to craft marketing messages.



Benton County 6-Month Report: Jan 2020 – Jun 2020



(34) PARTNERS

Oregon RAIN's Linn Benton Venture Catalyst has supported 34 partners more than 54 times throughout Jan 2020 to Jun 2020.



Highlighted Partner: Linn Benton SBDC

Over the past year, the Linn Benton Small Business Development Center has been an excellent partner. In particular, their providing additional mentors at events, and assisting start-ups with local market research through their resources (e.g. IBIS World) has been greatly appreciated.

Additionally, the LB SBDC has partnered with us in our RAINmaker Sales & Marketing accelerator program, acting as mentors and subject matter experts as we prepare start-ups and small businesses to ramp up their sales and marketing activity in response to COVID-19.

Pictured Left: SBDC advisors Anne Whittington and Stephen Fuller speak with a local entrepreneur at our Mentor Mixer event for the "Scale Your Start-up" pre-accelerator program ran earlier this year.

Partner Organization	Partner First Name	Partner Last Name	Details of Collaboration
Willamette Workforce Partnership	N/A	N/A	Promoted available layoff conversion funds.
Visit Corvallis	Christina	Rehklau	Provided CPA contact and information / resources regarding EIDL grant program.
Vertue Lab and Prosper Portland	Leon	Wolf	Promoted their EcoCapital Connections for Clear Tech Startups event. Promoted their newsletter and SBIT / STTR programs. Promoted event on ABS's of SBIR/STTR Funding.

Benton County 6-Month Report: Jan 2020 – Jun 2020



Partner Organization	Partner First Name	Partner Last Name	Details of Collaboration
The Ford Family Foundation	N/A	N/A	Promoted Grant Writing Workshop Series in newsletter.
TechFest NW	N/A	N/A	Promoted event in newsletter.
Team Oregon / Business Oregon	Melissa	Murphy	Promoted Expo West event for food manufacturers in newsletter.
Re-inventing Rural & Foundry	Brad	Attig	Promoted "Whatever it Takes" series.
Philomath Farmer's Market	Mark	McGuire	Promoted inaugural launch of Philomath Farmer's Market
OSU College of Business	Audrey	Iffert-Saleem	Attended mentor session for young student entrepreneurs. Promoted their "Excellence in Family Business" Award Application.
OSU Advantage Accelerator	Karl	Mundorff	Promoted Accelerator to multiple entrepreneurs. Promoted their Beaver Summer Investment Opportunity 2020.
Oregon Office of Emergency Management	N/A	N/A	Promoted to start-ups with manufacturing capability for key resources.
Oregon Cascade West Council of Governments	Sandra	Easdale	Promoted RMAP lending program in newsletter.
OMEP	David	McFeeters-Crone	Promoted Food Safety Cohort event and scholarship.
OEN	Amanda	Oborne	Promoted Oregon Angel Food Conference.
Northwest Oregon Works	Heather	DeSart	Promoted available layoff conversion funds.

Benton County 6-Month Report: Jan 2020 – Jun 2020



Partner Organization	Partner First Name	Partner Last Name	Details of Collaboration
Nonprofit Board Training & Resources	Meredith	Howell	Promoted Grant Writing Workshop Series in newsletter.
Meals on Wheels / CBCEDO	Heather	Stevens	Reached out to start-ups for freezer space.
Linn Benton SBDC	Jeff	Flesch	Promoted event in newsletter. Promoted event for Spanish speaking businesses. Promoted multiple marketing and Spanish business classes
Let's Keep Connected - CBCEDO & Foundry	Brad	Attig	Promoted website to start-ups in Benton county. Promoted new resource website to entrepreneurs. Promoted website to start-ups in Benton county.
Lebanon Chamber of Commerce	Rebecca	Grizzle	Provided resources for helping attendees join Zoom meetings.
Kaufmann Fellows / TechStars	N/A	N/A	Promoted free "Venture Deals" course to start-ups raising capital.
Jones & Roth	N/A	N/A	Promoted PPP Loan Forgiveness webinar.
Federal Laboratories / OMEP / Intellectual Assets	David	McFeeters-Crone	Promoted R&D funding event to start-ups.
Corvallis Sewing Brigade	N/A	N/A	Promoted T-Shirt sale to help Corvallis Sewing Brigade create more masks.
Clark 5 Design	Zeth	Owen	Promoted COVID-19 digital marketing event by local entrepreneur.
City of Sweet Home	Blair	Larsen	Promoted Sweet Home Business Grant program to Sweet Home entrepreneurs.
City of Lebanon	Alysia	Rodgers	Promoted Live Virtual Space Walk for downtown. Provided information on Grant Program to assist City of Lebanon with Ec. Dev. funding challenges.
City of Albany	Seth	Sherry	Promoted City of Albany small business emergency loan fund.

Benton County 6-Month Report: Jan 2020 – Jun 2020



Partner Organization	Partner First Name	Partner Last Name	Details of Collaboration
CBCEDO	Kate	Porsche	Promoted Yes Corvallis website to start-ups. Promoted Benton County Small Business Emergency Loan Fund. Promoted "Back to Business" guide for small businesses.
Cascade Seed Fund	Robert	Pease	Promoted Seed Fund in newsletter. Promoted Cascade Seed Fund's ask us anything sessions for entrepreneurs.
Travel Oregon	Melissa	Murphy	Promoted Travel Oregon Emergency Response Grant Program.
Business Oregon	Melissa	Murphy	Promoted business impact survey. Promoted "Expanding Global Opportunities Webinar". Promoted Enhanced Innovation Grant Program. Promoted \$10M Grant Program by Business Oregon to local community leaders.
Benu Creative & SBDC	Gabriel & Kelly	Shields	Promoted COVID-19 response restaurant branding event.
1859 Ventures	Josh	Carter	Promoted Seed Fund in newsletter. Connected Oregon entrepreneurs to new seed fund.

Benton County 6-Month Report: Jan 2020 – Jun 2020



CHALLENGES / BARRIERS DISCOVERED DURING THIS REPORTING PERIOD

→ COVID-19 Impacts on Entrepreneurs

- ◆ Start-up capital has been put on the backburner
- ◆ Some entrepreneurs lost their full-time/part-time jobs and start-ups that were post-revenue have seen losses
- ◆ Some entrepreneurs lack the technology skills to pivot quickly
- ◆ Some entrepreneurs lack financial literacy to take advantage of loan programs, and manage them successfully
- ◆ Some entrepreneurs are pivoting and finding new creative ways to change their business and grow.

→ Identifying mentors and angel investors has traditionally been done through high-profile in-person "wine and dine" style events. We are looking into creative solutions for identifying these essential entrepreneurial ecosystem components under the COVID-19 social distancing restrictions.

→ To-date, **Oregon RAIN has identified over 231 entrepreneurs, innovators, and creators in the Linn Benton region (97 in Benton).** However, even as the need in Linn Benton has grown, we are also facing a funding shortage that will result in your Venture Catalyst going part-time in 2021. As the program in your region grows, Oregon RAIN would like to raise additional funding to keep the Venture Catalyst full time, and to hire a second Venture Catalyst to assist with events and workshops.

WHAT'S NEXT?

- We will continue our RAINmaker Accelerator program through the end of September and track the impact on businesses.
- We are seeking grant funding to hire subject matter experts in marketing, analytics, and web-development to assist entrepreneurs graduating the RAINmaker program as well as other applicable businesses.
- We will continue 1:1 Zoom meetings and online workshops to support entrepreneurs responding to the COVID-19 pandemic.
- We will look for new ways and methods to build and grow the mentor and angel investor networks in Benton County.
- We will continue to provide assistance and close mentoring to several start-ups that are ready to raise angel/venture capital.

Thank you for believing in the power of rural entrepreneurship!

Corey Wright | Venture Catalyst | corey@oregonrain.org | 503-507-8812

Oregon RAIN Entrepreneurial Ecosystem Scorecard Benton County | January 2021



Below is a table highlighting the Benton County region's entrepreneurial ecosystem. This score is meant to be the starting basis for discussions with key regional stakeholders and is updated annually. We welcome your comments and feedback, as well as what you might score differently.

Benton County Score: 37 out of 48 points possible

SCORING: 0 = Disagree 1 = Don't Know or Too Early to Tell 2 = Somewhat Agree 3 = Agree

Regional Characteristics of a Thriving Entrepreneurship & Innovation (E&I) Ecosystem	Current Score (Jan 2021)	Last Score (Jun 2020)	Change	Comments
Government buy-in still exists to support a thriving E&I Ecosystem.	3	3	0	County leadership prioritizes entrepreneurship and innovation and is funding multiple ecosystem orgs to ensure all startups are supported.
Government leaders are demonstrating a willingness to amend policies to support the ecosystem.	3	2	1	New leadership at the local level and willingness to adjust COVID effects.
Human capital (talent) exists in your region to support the growth of the E&I ecosystem.	2	2	0	While talent exists, work is needed to increase regional livability to attract new tech and innovation talent.
Workforce training is available in the region.	2	2	0	Workforce training is relatively constant. However, programs focused on providing tech, IT, and remote-work skills training would benefit the ecosystem.
The right education and training exists to support an E&I ecosystem (e.g. higher education, leadership training, accelerators, incubators, workshops, etc.).	2	2	0	Due to programs across the state going online, much more education and training are available than previously.
People who have "been there, done that" business expertise exist in the region.	2.5	2	0.5	As the ecosystem matures, more expertise, including from past entrepreneurs, is available.
Quality mentors are engaging with local startups.	2.5	2	0.5	More mentors stepped up due to COVID.

Oregon RAIN Entrepreneurial Ecosystem Scorecard
Benton County | January 2021



Regional Characteristics of a Thriving Entrepreneurship & Innovation (E&I) Ecosystem	Current Score (Jan 2021)	Last Score (Jun 2020)	Change	Comments
The local media covers stories about your local startups and innovation economy.	2	1.5	0.5	We observed a quantitative increase in the number of startup focused articles this year.
There are multiple ecosystem partners engaged in the ecosystem.	3	3	0	Chambers, SBDC, Foundry, CBCEDO, OSU, and others are engaging with startups.
Entrepreneurs have stepped up to champion the ecosystem.	2	2	0	Stan Salot from Monroe, Jeannette Miller Mickenham from Philomath, and others are providing leadership and connectivity in the ecosystem.
Relevant physical assets exist in your community to support a growing E&I ecosystem (e.g. labs, kitchen incubators, coworking spaces, maker spaces, innovation hubs, etc.).	1.5	2	-0.5	There has been a decline in available kitchen space, and more demand for affordable space in general from startups. Flex manufacturing, shared commercial kitchen space, and apparel incubators are in demand and needed.
High net-worth individuals interested in learning about angel investing have been identified.	2	2	0	We plan to host an Angel Investing 101 event when meeting restrictions are listed.
Capital is being invested into startups in the region.	2	1.5	0.5	A few startups received small amounts of funding, in addition to the COVID relief funds.
Service providers exist in the region and are engaging in the ecosystem.	2	2	0	More engagement from law firms, accounting firms, and marketing firms is needed to support the ecosystem.
There are regional and global markets demanding the types of products/innovations being created in your community (market timing).	2.5	2	0.5	Entrepreneurs are developing new products with strong market demand.
There are entrepreneurs, inventors, creatives in your community asking for support.	3	3	0	New regional entrepreneurs were identified in 2020.
TOTAL (Max score of 48)	37	34	3	

Oregon RAIN Entrepreneurial Ecosystem Scorecard Benton County | January 2021



Scorecard Narrative:

The Benton County region's entrepreneurial ecosystem score was **37 out of 48 points**, a 3-point increase from the previous scorecard. The increase was caused by:

- New leadership at the local level and willingness to adjust COVID effects.
- Identification of new business expertise and mentors in the region.
- Improvements in the education and training available to entrepreneurs
- A slight rise in media articles about startups and local businesses
- A slight increase in new capital, including in the form of CARES Act funding

Unfortunately, due in part to the pandemic, a decrease in physical assets was observed (for example, the Pitchfork Incubator Kitchen closing).

2020 Highlights include:

- A "pre-accelerator" program launched Jan – Mar 2020 in Philomath succeeded in identifying many new entrepreneurs with business ideas. Unfortunately, many of the ideas were put on hold when the pandemic started.
- Our RAINmaker Sales & Marketing Accelerator program was well attended, with many attendees from the Benton County region. The program had a very positive net-promoter-score from program attendees and provided critical knowledge to entrepreneurs needing to learn data-driven methods to increase sales and get their businesses "online."
- Our Anvil Media Marketing Kit program, launched thanks to CARES Act funds from Business Oregon, provided detailed training on using Google Ads and Google Analytics and provided free landing pages for their business.
- Entrepreneurs were provided access to high-quality programming and event opportunities previously not accessible, thanks to the pandemic causing rapid digitalization of many programs and services for businesses and startups.
- Some entrepreneurs pivoted quickly to the pandemic and developed/provided new services as a result.

Oregon RAIN Entrepreneurial Ecosystem Scorecard Benton County | January 2021



Ecosystem Barriers & Gaps:

- Startups that formed in late 2019 or early 2020 have been significantly affected by COVID-19. They are ineligible for the majority, if not all, of CARES Act funding but often are experiencing the same decrease in sales and revenue opportunities.
- Many entrepreneurs lack the technology skills to pivot quickly to more “digitally-focused” business models and the financial literacy to take advantage of loan programs and manage them successfully.
- The “social safety net” of entrepreneurs is often non-existent, meaning they have little personal funding to support them while they work on a new business idea.
- Much of the initial momentum in the entrepreneurial and innovation ecosystem observed in 2019 stalled as businesses, service providers, funders, and other ecosystem partners adapted and reacted to the global pandemic's harsh realities. Efforts to keep the ecosystem growing and healthy will be necessary as the region works to find its way out of the current economic recession.
- The pandemic's effect on the mental health of entrepreneurs and ecosystem partners is concerning. We are observing more stress-induced behaviors, including loneliness, hopelessness, depression, and irritability.

Actions to Address Barriers & Gaps:

- We strongly encourage local leaders to consider providing emergency assistance programs in grants or low-interest loans to these startups.
- In the spring of 2021, we will launch a Moneymaker Accelerator Program focused on providing specialized financial education to entrepreneurs. As part of this program, we hope to identify new mentors with financial experience and individuals with the potential to become angel investors.
- We plan to create an online monthly networking event that facilitates individual conversations and allows entrepreneurs to join, start, and move between conversations. We believe this will meet the need and desire of entrepreneurs to network with each other.
- We will continue 1:1 Zoom meetings and online workshops to support entrepreneurs responding to the COVID-19 pandemic.
- We will investigate opportunities to catalyze workspaces for food and apparel entrepreneurs, including identifying organizations or entrepreneurs that can provide such spaces or obtaining grant funding to conduct feasibility studies on creating such spaces.

Benton County 6-Month Report: Jul 2020 – Dec 2020



Left: "Corey Wright has been an **amazing resource for our early-stage startup**. From hours of pitch review to introducing us to **every possible connection**, Corey for the win!"

— Ginny Katz, CEO & Founder of HazAdapt. *(Self-identifies as living in rural Benton County, economically disadvantaged, and a student.)*

Right: "I learned a lot with the Scale Your Start up class. **My mentor was encouraging**, a brilliant brain-stormer of pivoting ideas, and passionate about helping people with their businesses."

— Jeannette Miller Mickenham, Founder of Philomath Arts & Cinema. *(Self-identifies as living in rural Oregon and economically disadvantaged.)*



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Challenges / Barriers Discovered During This Reporting Period

→ COVID-19 Impacts on Entrepreneurs

- ◆ Startups that formed in late 2019 or early 2020 have been significantly affected by COVID-19. Although they have experienced the same economic burden as other companies, they are ineligible for the majority, if not all, of CARES Act funding. We strongly encourage local leaders to consider providing emergency assistance programs in the form of grants or low-interest loans to these startups.
 - ◆ Many entrepreneurs lack the technology skills to pivot quickly
 - ◆ Many entrepreneurs lack the financial literacy to take advantage of loan programs and manage them successfully
- We are observing a high level of "Zoom fatigue" and seeing adverse effects from the pandemic on the mental health of the entrepreneurs we serve, as well as the partners we work with. Hopelessness, fatigue, and despair are noticeably higher compared to 6 months ago.
- Due to health, financial, family, and other impacts, we have observed reduced involvement from local "startup champions" in the area. Startup champions are local entrepreneurs that promote the startup community, connect the Venture Catalyst to other entrepreneurs, and build up the resources available to startups. They are local connectors and promoters of the startup community.
- We are observing a high need for shareable commercial kitchen space, magnified by the recent closing of the Pitchfork Incubator Kitchen. There is also evidence of a strong need for shared apparel manufacturing space.

What's Next?

- In the spring of 2021, we will launch a **MoneyMaker accelerator** program focused on providing specialized financial education to entrepreneurs. As part of this program, we hope to identify new mentors with financial experience and individuals with the potential to become angel investors.
- We plan to create an **online monthly networking** event that facilitates individual conversations and allows entrepreneurs to join, start, and move between conversations. We believe this will meet the need and desire of entrepreneurs to network with each other.
- We will continue **1:1 Zoom meetings and online workshops** to support entrepreneurs responding to the COVID-19 pandemic.
- We will investigate opportunities to **catalyze workspaces for food and apparel entrepreneurs**, including identifying organizations or entrepreneurs that can provide such spaces or obtaining grant funding to conduct feasibility studies on creating such spaces.

Thank you for believing in the power of rural entrepreneurship!

Benton County 6-Month Report: Jul 2020 – Dec 2020



Benton County Entrepreneurial Ecosystem Scorecard

Below is a table highlighting the **Benton County region's entrepreneurial ecosystem**. This score is meant to be the starting basis for discussions with key regional stakeholders and is updated annually. We welcome your comments and feedback, as well as what you might score differently. Please see the separate Jan 2021 scorecard for additional information.

Benton County Score: 37 out of 48 points possible

SCORING: 0 = Disagree 1 = Don't Know or Too Early to Tell 2 = Somewhat Agree 3 = Agree

Regional Characteristics of a Thriving Entrepreneurship & Innovation (E&I) Ecosystem	Current Score (Jan 2021)	Last Score (Jul 2020)	Change	Comments
Government buy-in still exists to support a thriving E&I Ecosystem.	3	3	0	County leadership prioritizes entrepreneurship and innovation and is funding multiple ecosystem orgs to ensure all startups are supported.
Government leaders are demonstrating a willingness to amend policies to support the ecosystem	3	2	1	New leadership at the local level and willingness to adjust COVID effects.
Human capital (talent) exists in your region to support the growth of the E&I ecosystem.	2	2	0	While talent exists, work is needed to increase regional livability to attract new tech and innovation talent.
Workforce training is available in the region.	2	2	0	Workforce training is relatively constant. However, programs focused on providing tech, IT, and remote-work skills training would benefit the ecosystem.
The right education and training exists to support an E&I ecosystem (e.g. higher education, leadership training, accelerators, incubators, workshops, etc.).	2	2	0	Due to programs across the state going online, much more education and training are available than previously.

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Regional Characteristics of a Thriving Entrepreneurship & Innovation (E&I) Ecosystem	Current Score (Jan 2021)	Last Score (Jul 2020)	Change	Comments
People who have "been there, done that" business expertise exist in the region.	2.5	2	0.5	As the ecosystem matures, more expertise, including from past entrepreneurs, is available.
Quality mentors are engaging with local startups.	2.5	2	0.5	
The local media covers stories about your local startups and innovation economy.	2	1.5	0.5	We observed a quantitative increase in the number of startup focused articles this year.
There are multiple ecosystem partners engaged in the ecosystem.	3	3	0	Chambers, SBDC, Foundry, CBCEDO, OSU, and others are engaging with startups.
Entrepreneurs have stepped up to champion the ecosystem.	2	2	0	Stan Salot from Monroe, Jeannette Miller Mickenham from Philomath, and others are providing leadership and connectivity in the ecosystem.
Relevant physical assets exist in your community to support a growing E&I ecosystem (e.g. labs, kitchen incubators, coworking spaces, maker spaces, innovation hubs, etc.)	1.5	2	-0.5	There has been a decline in available kitchen space, and more demand for affordable space in general from startups. Flex manufacturing, shared commercial kitchen space, and apparel incubators are in demand and needed.
High net-worth individuals interested in learning about angel investing have been identified.	2	2	0	We plan to host an Angel Investing 101 event when meeting restrictions are listed.

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Regional Characteristics of a Thriving Entrepreneurship & Innovation (E&I) Ecosystem	Current Score (Jan 2021)	Last Score (Jul 2020)	Change	Comments
Capital is being invested into startups in the region.	2	1.5	0.5	A few startups received small amounts of funding, in addition to the COVID relief funds.
Service providers exist in the region and are engaging in the ecosystem.	2	2	0	More engagement from law firms, accounting firms, and marketing firms is needed to support the ecosystem.
There are regional and global markets demanding the types of products/innovations being created in your community (market timing).	2.5	2	0.5	Entrepreneurs are developing new products with strong market demand.
There are entrepreneurs, inventors, creatives in your community asking for support.	3	3	0	New regional entrepreneurs were identified in 2020.
TOTAL (Max score of 48)	37	34	3	

Benton County 6-Month Report: Jul 2020 – Dec 2020



Funds Leveraged During This Reporting Period

During this reporting period, an additional **\$325,632 *** in funding was raised, and a portion of those funds was used to support building the Linn Benton entrepreneurial ecosystem. Thank you, Benton County, for your continued funding support of RAIN:

- MVP Group: \$21,632
- Linn County: \$25,000
- USDA (Philomath): \$49,000
- Business Oregon (CARES Act Funds): \$100,000 *
- Oregon Community Foundation: \$30,000 *
- Ford Family Foundation: \$100,000 *

** A portion of these funds are allocated to the Linn Benton region; the remainder is allocated to other regions.*

Benton County 6-Month Report: Jul 2020 – Dec 2020



Case Studies

Case Study #1 – RAINmaker Accelerator & Anvil Media Marketing Kit Training

As discussed in our previous 6-month report, Oregon RAIN launched a RAINmaker Sales & Marketing Accelerator over the summer in response to the COVID-19 pandemic.

This 10-week program was designed to assist entrepreneurs and business owners with learning essential sales techniques, getting their products online, and learning how to use modern marketing strategies in response to the economic crisis. Access to multiple weekly mentor hours with high-quality mentors from across the state was also provided.

We are proud to report that **85 founders from 72 businesses** graduate from the program, including **12 individuals from Benton County**.



Given the strong desire (and need) for additional online sales assistance expressed by the RAINmaker students, Oregon RAIN launched a follow-on program, the "**Digital Marketing Resiliency Kit**" program (1:1 support from our digital marketing expert partner, Anvil Media).

Thanks to CARES Act funding passed through via Business Oregon, we partnered with Anvil Media (a nationally recognized marketing firm out of Portland) to provide landing pages and additional training in Google Ads and Google Analytics to graduates of the RAINmaker program. For this program, **67 entrepreneurs and 59 companies** completed all aspects of the training, including **16 entrepreneurs** from Benton County.

"Signing up for this accelerated course inspired me to move forward in ways that no other coaching or program has. Additionally, the community and personal touch of the mentors has been so helpful."

— *Stacey Newman Weldon, Owner of Adventure Wednesdays, based out of Philomath, Oregon.*

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Case Study #2 – Linn Benton Holiday Showcase 2020

Our final Linn Benton event of the year was our Linn Benton Holiday Showcase 2020, the second time we've done such an event, this time held virtually via Zoom.

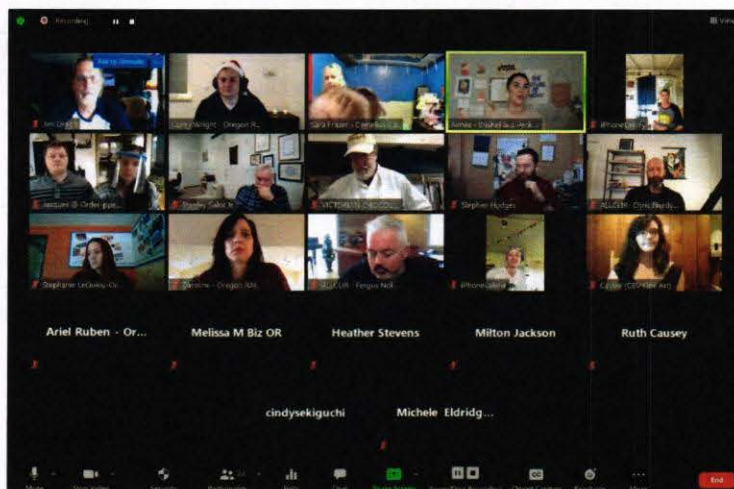
We had 10 businesses sign-up to present at this event, including **4 startups from Benton County, two of the companies having just started this year**. The goal was to allow entrepreneurs to showcase their products to gain more awareness in the local community and to bolster holiday sales.

While watching the startups share about their products and field questions from the online audience was great, the truly enjoyable part of the event was the networking afterward.

We set up Zoom "break-out rooms" and gave attendees the ability to freely move from "room" to "room." The entrepreneurs enjoyed this and stayed for quite a while after the event, moving between conversations and sharing resources and stories.

This highlighted and reminded us of the **need and importance of entrepreneurs networking with each other** and not just viewing external resources, something that has been incredibly difficult due to the current pandemic.

As such, beginning in 2021, we will provide high quality, free networking focused events that give our local entrepreneurs the freedom to start conversations and meet each other. We are looking at using Zoom or another exciting platform, Remo.co, for these upcoming events.



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Entrepreneurs Identified or Assisted (29)

Date 1 st assisted		Entrepreneur First Name	Entrepreneur Last Name	Company Name (if exists)	Industry	City	Assistance Needed & Assistance Provided (include referrals made)
12 (Dec)	2020	Maegan	Reynolds	Earthy Little Scents	E-Commerce	Philomath	Presented at the Linn Benton Holiday Showcase.
12 (Dec)	2020	Caylee	Van Schenck	CBV Fine Art	Art	Philomath	Presented at the Linn Benton Holiday Showcase.
09 (Sep)	2020	Liz	Behrenfeld	TBD	Veterinary Practice	Alsea	Reached out for initial assistance. Met with and gave advice and connections on setting up business. Referred to the LB SBDC.
07 (Jul)	2020	Smriti	Zaneveld	Lazarus 3D, Inc	Med-Tech	Corvallis	Connected to multiple stakeholders in the region. Helped apply to the Bend Venture Conference, where they were selected to pitch. Connected to various investment funds in Oregon. Attended LB Holiday Showcase. Completed Anvil Media Marketing Kit training.
07 (Jul)	2020	Jacques	Zaneveld	Lazarus 3D, Inc	Med-Tech	Corvallis	
06 (Jun)	2020	Scottie	Jones	Farm Stay USA	Trade Association	Alsea	Applied for and graduated from the RAINmaker Accelerator program. Completed the Anvil Media Marketing Kit training.
06 (Jun)	2020	Adrienne	Fritze	Conundrum House	E-Commerce - Gaming	Corvallis	Applied for and graduated from the RAINmaker Accelerator program. Completed the Anvil Media Marketing Kit training.
06 (Jun)	2020	Ginny	Katz	HazAdapt Inc	SAAS	Corvallis	Reached out via LinkedIn after OSU Student Event. Had several meetings and assisted with developing her pitch deck. Introduced her to 4 venture funders.
06 (Jun)	2020	Lisa	Perelli	Queen B Organizing	Service Based	Corvallis	Applied for and graduated from the RAINmaker Accelerator program. Completed the Anvil Media Marketing Kit training.
06 (Jun)	2020	Nicki	Staggs	Beauty Leaf Incorporated	Consumer Products	Corvallis	Applied for and graduated from the RAINmaker Accelerator program. Completed the Anvil Media Marketing Kit training.
06 (Jun)	2020	John	Strocchio	NATURAL ABUNDANCE	Consumer Products	Corvallis	Applied for and accepted into the RAINmaker Accelerator program. Did not attend program.
06 (Jun)	2020	Stacey	Newman Weldon	Adventure Wednesdays LLC	Service Based	Philomath	Applied for and graduated from the RAINmaker Accelerator program. Completed the Anvil Media Marketing Kit training.

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Date 1 st assisted		Entrepreneur First Name	Entrepreneur Last Name	Company Name (if exists)	Industry	City	Assistance Needed & Assistance Provided (include referrals made)
02 (Feb)	2020	Yvonne	Leach	TBD	Manufacturing	Corvallis	Introduced by Jerry Sorte. Offered assistance and initial meeting. Was re-introduced by Alysia Rogers from City of Lebanon. Again offered assistance but heard nothing back. Seems to not want to share business idea.
01 (Jan)	2020	David	Malcolm Blume	Food Hub Idea	Food & Beverage	Blodgett	Attended and graduated Pre-X. Helping formulate a business plan and prepare to raise funding. Completed the Anvil Media Marketing Kit training.
01 (Jan)	2020	Rayna	Waltz	Sip & Taste	Cafe/Market	Corvallis	Attended and graduated Pre-X. Helping formulate a business plan and prepare to raise funding. Visited new biz site, asked for SCORE Financial Projection to be filled out, discussed funding options.
01 (Jan)	2020	Melissa	Meyer	Aquabiomics	Service	Monroe	Attended and graduated Pre-X. Helping formulate a business plan and prepare to raise funding. Completed Anvil Media Marketing Kit training.
01 (Jan)	2020	Eli	Meyer	Aquabiomics	Service	Monroe	Attended and graduated Pre-X. Helping formulate a business plan and prepare to raise funding. Completed Anvil Media Marketing Kit training. We reached out regarding a potential co-founder.
10 (Oct)	2019	Melissa	Bird	The Mermaids Garden	Service / Hospitality	Corvallis	Provided info on PPP program. Assisted with connections to local officials and connections. Applied for and graduated from the RAINmaker Accelerator program. Completed the Anvil Media Marketing Kit training.
09 (Sep)	2019	Mino	Fuller	Ortho Bionomy	Service	Philomath	Attended multiple Oregon RAIN events. Connected to mentors and marketing professionals. Applied for and graduated from the RAINmaker Accelerator program. Completed the Anvil Media Marketing Kit training.
05 (May)	2019	Brittney	West	Plant Posse Art	Art Boxes	Corvallis	Assisted with questions regarding CLW application for Benton County grants. Provided assistance and referrals.
02 (Feb)	2019	Delia	Shelton	Visio Works / VisioGlow	AgTech	Corvallis	Sent resources on ecological tech and funding opportunities.

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Date 1 st assisted		Entrepreneur First Name	Entrepreneur Last Name	Company Name (if exists)	Industry	City	Assistance Needed & Assistance Provided (include referrals made)
12 (Dec)	2018	Anielis	Raas	ZenPui	Clothing	Philomath	Applied for and graduated from the RAINmaker Accelerator program. Completed the Anvil Media Marketing Kit training.
11 (Nov)	2018	Akash	Kannegulla	WiseDoc	Tech	Corvallis	Provided information and workshops on the PPP loans. Provided mentoring and advice on developing MVP.
11 (Nov)	2018	Bo	Wu	WiseDoc	Tech	Corvallis	Applied for and graduated from the RAINmaker Accelerator program. Completed the Anvil Media Marketing Kit training.
08 (Aug)	2018	Lainey	Morse	Goat Yoga	Goat Yoga	Monroe	Attended and presented at Linn Benton Holiday Showcase.
06 (Jun)	2018	Lee	Eckroth	Major Domo	Tech	Corvallis	Providing coaching on funding strategy. Connected to 1859 Ventures. Connected to potential early adopter customers. Assisted with web-dev / landing page feedback.
06 (Jun)	2018	James	Furlo	Major Domo	Tech	Corvallis	
N/A	2017	Eduardo	Ceballos	xBiologix	Biotech	Corvallis	Applied for and graduated from the RAINmaker Accelerator program. Completed the Anvil Media Marketing Kit training.
04 (Apr)	2017	Daniel	Shafer	Beauty Leaf	Biotech	Corvallis	Applied for and graduated from the RAINmaker Accelerator program. Completed the Anvil Media Marketing Kit training.

Privacy Notice:

We respectfully ask that you keep all company and entrepreneur specific data internal to city staff only.
If you choose to publish this document, we ask that you request a copy from Oregon RAIN without company-specific data.

Benton County 6-Month Report: Jul 2020 – Dec 2020



Metrics from Entrepreneurs

The below data is self-reported by 16 Benton startups from Oct 1, 2019, to Sep 1, 2020. **Not all entrepreneurs we surveyed reported their data.**

Metric	Oct 2019 – Sep 2020		
New Workers/Jobs	27.75	Revenue Generated	\$361,600
Capital Raised	\$1,114,005 (loan, grants, equity, crowdfunding) \$497,000 was raised prior to COVID-19 (Mar 2020)		
Capital Needed Over Next 12-18 Months	\$13,592,500		
Most Significant Barrier to Growing Business:	Funding, Talent, Building/Coworking, Educational Services		
Age:	6.25% 18.75% 12.5% 31.2% 25.00% 6.25%	19-29 Years Old 30-39 Years Old 40-49 Years Old 50-59 Years Old 60-69 Years Old 70-79 Years Old	
Gender:	56.3% 43.7%	Female Male	
Other Demographic Data:	62.50% 31.25% 25.00% 18.75% 12.50% 12.50% 12.50% 6.25% 6.25% 6.25% 6.25%	Rural Aging/Older Adult Economically Disadvantaged Asian/Pacific Islander Veteran Linguistically Diverse Latinx/Hispanic Native American / Member of Federally Recognized Tribe / American Indian LGBTQ+ Student Green Card / Resident Alien	

Benton County 6-Month Report: Jul 2020 – Dec 2020



Events & Activities (65)

Oregon RAIN completed **65 events and activities** to support Benton County entrepreneurs from July 2020 to Dec 2020.

Event / Activity Date			Event Name/Topics	Event Venue	Event City	Event Speakers/Affiliation/Notes	Total Attendees
07 (Jul)	1	2020	Linn Benton Startup E-CAFE	Online via Zoom	N/A	Weekly meetup for startups.	7
07 (Jul)	8	2020	RAINmaker Accelerator - Week 1: Kickoff	Online via Zoom	N/A	Guest speakers: Seth Tibbott, Robin Baumer	104
07 (Jul)	8	2020	Linn Benton Startup E-CAFE	Online via Zoom	N/A	Weekly meetup for startups.	7
07 (Jul)	13	2020	RAINmaker Mentor Hours	Online via Zoom	N/A	Mentor hours for startups with Ariel Ruben.	19
07 (Jul)	15	2020	RAINmaker Accelerator - Week 2: Name That Customer	Online via Zoom	N/A	Guest speakers: Jill Nelson, Corey Wright	107
07 (Jul)	15	2020	RAINmaker Sidecar Open to ALL	Online via Zoom	N/A	Mentor hours for startups with Ariel Ruben.	7
07 (Jul)	15	2020	Linn Benton Startup E-CAFE	Online via Zoom	N/A	Weekly meetup for startups.	6
07 (Jul)	20	2020	RAINmaker Mentor Hours	Online via Zoom	N/A	Mentor hours for startups with Ariel Ruben.	6
07 (Jul)	22	2020	RAINmaker Accelerator - Week 3: Revenue Projections & Market Sizing Made Fun!	Online via Zoom	N/A	Guest speakers: Caroline Cummings.	92
07 (Jul)	22	2020	RAINmaker Sidecar Open to ALL	Online via Zoom	N/A	Mentor hours for startups with Ariel Ruben.	2
07 (Jul)	22	2020	Linn Benton Startup E-CAFE	Online via Zoom	N/A	Weekly meetup for startups.	4
07 (Jul)	27	2020	RAINmaker Mentor Hours	Online via Zoom	N/A	Mentor hours for startups with Ariel Ruben.	9

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Event / Activity Date			Event Name/Topics	Event Venue	Event City	Event Speakers/Affiliation/Notes	Total Attendees
07 (Jul)	29	2020	RAINmaker Accelerator - Week 4: Digital Marketing 101	Online via Zoom	N/A	Guest speaker, Raychel Kolen	85
07 (Jul)	29	2020	RAINmaker Sidecar Open to ALL	Online via Zoom	N/A	RAINmaker program available in evenings (pre-recorded) and facilitated by Ariel Ruben.	1
08 (Aug)	3	2020	RAINmaker Mentor Hours	Online via Zoom	N/A	Mentor hours for startups with Ariel Ruben.	4
08 (Aug)	5	2020	RAINmaker Accelerator - Week 5: Selling Using Google & Facebook	Online via Zoom	N/A	Guest speakers, John Procopio, Dan Theis, Spencer Jordan, Corey Abramson	80
08 (Aug)	5	2020	RAINmaker Sidecar Open to ALL	Online via Zoom	N/A	RAINmaker program available in evenings (pre-recorded) and facilitated by Ariel Ruben.	8
08 (Aug)	10	2020	RAINmaker Mentor Hours	Online via Zoom	N/A	Mentor hours for startups with Ariel Ruben.	1
08 (Aug)	12	2020	RAINmaker Accelerator - Week 6: Sales 101	Online via Zoom	N/A	Guest Speakers: Marty P (Singing Dog Vanilla), Nathan Woods (RunGum) Cronan Law (Ryan)	85
08 (Aug)	12	2020	RAINmaker Sidecar Open to ALL	Online via Zoom	N/A	RAINmaker program available in evenings (pre-recorded) and facilitated by Ariel Ruben.	4
08 (Aug)	17	2020	RAINmaker Mentor Hours	Online via Zoom	N/A	Mentor hours for startups with Ariel Ruben.	5
08 (Aug)	19	2020	RAINmaker Accelerator - Week 7: Dollars & Sense	Online via Zoom	N/A	Raj Vable/Oregon RAIN	83
08 (Aug)	19	2020	RAINmaker Sidecar Open to ALL	Online via Zoom	N/A	RAINmaker program available in evenings (pre-recorded) and facilitated by Ariel Ruben.	4
08 (Aug)	24	2020	RAINmaker Mentor Hours	Online via Zoom	N/A	Mentor hours for startups with Ariel Ruben.	6

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Event / Activity Date			Event Name/Topics	Event Venue	Event City	Event Speakers/Affiliation/Notes	Total Attendees
08 (Aug)	26	2020	RAINmaker Accelerator - Week 8: Make it RAIN!	Online via Zoom	N/A	Guest Speaker: Caitlyn Gill (OSU)	78
08 (Aug)	26	2020	RAINmaker Sidecar Open to ALL	Online via Zoom	N/A	RAINmaker program available in evenings (pre-recorded) and facilitated by Ariel Ruben.	2
08 (Aug)	31	2020	RAINmaker Mentor Hours	Online via Zoom	N/A	Mentor hours for startups with Ariel Ruben.	2
09 (Sep)	2	2020	RAINmaker Accelerator - Week 9: Building Your Business with SEO, Paid Ads, and Social Media	Online via Zoom	N/A	Guest Speaker: Kent Lewis with Anvil Media. Rick Peterson/Peak Internet/Sponsor	77
09 (Sep)	2	2020	RAINmaker Sidecar Open to ALL	Online via Zoom	N/A	RAINmaker program available in evenings (pre-recorded) and facilitated by Ariel Ruben.	3
09 (Sep)	8	2020	RAINmaker Mentor Hours	Online via Zoom	N/A	Mentor hours for startups with Ariel Ruben.	4
09 (Sep)	9	2020	RAINmaker Sidecar Open to ALL	Online via Zoom	N/A	RAINmaker program available in evenings (pre-recorded) and facilitated by Ariel Ruben.	2
09 (Sep)	14	2020	RAINmaker Sidecar Open to ALL	Online via Zoom	N/A	RAINmaker program available in evenings (pre-recorded) and facilitated by Ariel Ruben.	6
09 (Sep)	16	2020	RAINmaker Accelerator - Week 10: Graduation	Online via Zoom	N/A	Keynote Speaker: Paula Hayes (Hue Noir) and many others	112
09 (Sep)	25	2020	Anvil Digital Marketing Kit Cohort Training	Online via Zoom	N/A	Specialized training with Anvil Media on Google Ads & Analytics.	15
09 (Sep)	25	2020	Anvil Digital Marketing Kit Cohort Training	Online via Zoom	N/A	Specialized training with Anvil Media on Google Ads & Analytics.	16
09 (Sep)	30	2020	Anvil Digital Marketing Kit Cohort Training	Online via Zoom	N/A	Specialized training with Anvil Media on Google Ads & Analytics.	13

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Event / Activity Date			Event Name/Topics	Event Venue	Event City	Event Speakers/Affiliation/Notes	Total Attendees
09 (Sep)	30	2020	Anvil Digital Marketing Kit Cohort Training	Online via Zoom	N/A	Specialized training with Anvil Media on Google Ads & Analytics.	8
09 (Sep)	30	2020	Mentor Hours with Corey Wright	Online via Zoom	N/A	Mentor hours for startups with Corey Wright.	1
10 (Oct)	1	2020	Anvil Digital Marketing Kit Cohort Training	Online via Zoom	N/A	Specialized training with Anvil Media on Google Ads & Analytics.	7
10 (Oct)	1	2020	Connect with Customers and Manage Your Business Remotely	Online via Zoom	N/A	Corissa Saint Laurent	24
10 (Oct)	2	2020	Anvil Digital Marketing Kit Cohort Training	Online via Zoom	N/A	Specialized training with Anvil Media on Google Ads & Analytics.	21
10 (Oct)	8	2020	Make Your Website Work For You	Online via Zoom	N/A	Corissa Saint Laurent	19
10 (Oct)	19	2020	RAINmaker Mentor Hours	Online via Zoom	N/A	Mentor hours for startups with Stephanie LeQuieu.	0
10 (Oct)	22	2020	RAINmaker Mentor Hours	Online via Zoom	N/A	Mentor hours for startups with Stephanie LeQuieu.	1
10 (Oct)	22	2020	Use YouTube to Grow Your Business	Online via Zoom	N/A	Corissa Saint Laurent	22
10 (Oct)	7	2020	Mentor Hours with Corey Wright	Online via Zoom	N/A	Mentor hours for startups with Corey Wright.	1
10 (Oct)	14	2020	Mentor Hours with Corey Wright	Online via Zoom	N/A	Mentor hours for startups with Corey Wright.	1
10 (Oct)	21	2020	Mentor Hours with Corey Wright	Online via Zoom	N/A	Mentor hours for startups with Corey Wright.	1
11 (Nov)	4	2020	Mentor Hours with Corey Wright	Online via Zoom	N/A	Mentor hours for startups with Corey Wright.	2

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Event / Activity Date			Event Name/Topics	Event Venue	Event City	Event Speakers/Affiliation/Notes	Total Attendees
11 (Nov)	10	2020	Entrepreneurial Roundtable with Rep John Lively	Online via Zoom	N/A	Facilitated by guest speaker, Rep John Lively.	25
11 (Nov)	11	2020	Mentor Hours with Corey Wright	Online via Zoom	N/A	Mentor hours for startups with Corey Wright.	2
11 (Nov)	17	2020	Health & Wellness for Entrepreneurs	Online via Zoom	N/A	Dr. Jeff Tarrant and Kendra Vita	16
11 (Nov)	18	2020	SEC Talks w/Investors/Advisors/Attorneys about Accredited Investor changes	Online via Zoom	N/A	Guest speakers from SEC, Sebastian Gomez Abero and Jenny Riegel	35
11 (Nov)	25	2020	Mentor Hours with Corey Wright	Online via Zoom	N/A	Mentor hours for startups with Corey Wright.	0
12 (Dec)	1	2020	Health & Wellness for Entrepreneurs	Online via Zoom	N/A	Guest Speaker: Lorie Ann Lee	8
12 (Dec)	1	2020	Health & Wellness for Entrepreneurs	Online via Zoom	N/A	Guest Speaker: Dr. Caroline Fisher	5
12 (Dec)	2	2020	Mentor Hours with Corey Wright	Online via Zoom	N/A	Mentor hours for startups with Corey Wright.	0
12 (Dec)	9	2020	Linn Benton Holiday Showcase 2020	Online via Zoom	N/A	Event showcasing local startups and makers, designed to help them practice their sales pitch and get more holiday sales.	22
12 (Dec)	9	2020	Mentor Hours with Corey Wright	Online via Zoom	N/A	Mentor hours for startups with Corey Wright.	2
12 (Dec)	10	2020	Health & Wellness for Entrepreneurs	Online via Zoom	N/A	Guest Speaker: Dr. Jeff Tarrant and Kendra Vita	11
12 (Dec)	10	2020	Health & Wellness for Entrepreneurs	Online via Zoom	N/A	Guest Speaker: Dr. Caroline Fisher	9

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Event / Activity Date			Event Name/Topics	Event Venue	Event City	Event Speakers/Affiliation/Notes	Total Attendees
12 (Dec)	15	2020	Health & Wellness for Entrepreneurs - Spanish	Online via Zoom	N/A	Guest Speaker: Dr. Rut Gubkin	0
12 (Dec)	15	2020	Health & Wellness for Entrepreneurs	Online via Zoom	N/A	Guest Speaker: Lori Lee	0
12 (Dec)	16	2020	Mentor Hours with Corey Wright	Online via Zoom	N/A	Mentor hours for startups with Corey Wright.	0
12 (Dec)	17	2020	Health & Wellness for RAIN partners	Online via Zoom	N/A	Guest Speaker: Dr. Jeff Tarrant and Kendra Vita	17

Media (4)

Note: coverage listed below does not mean the stories were pitched by Oregon RAIN. We are merely listing the coverage of the startup community in the Linn Benton region.

Date			Title	Publication	Link
07 (Jul)	18	2020	2 Towns Ciderhouse acquires Nectar Creek Meadery, plans relaunch	Corvallis Gazette-Times	https://www.gazettetimes.com/news/local/2-towns-ciderhouse-acquires-nectar-creek-meadery-plans-relaunch/article_f38c8ed8-346b-5a5d-88d4-8bcc48945212.html
10 (Oct)	17	2020	RAIN leader: Business startups need fed stimulus	Albany Democrat Herald	https://democratherald.com/news/rain-leader-business-startups-need-fed-stimulus/article_5e6c1621-c62a-5de7-929f-6a949443de47.html
10 (Oct)	17	2020	RAIN leader: Business startups need fed stimulus	Corvallis Gazette-Times	https://www.gazettetimes.com/news/rain-leader-business-startups-need-fed-stimulus/article_8dcb9d6b-c949-585d-9c92-8c9c440a674a.html
11 (Nov)	30	2020	Board games surge in popularity due to pandemic	Corvallis Gazette-Times	https://www.gazettetimes.com/news/local/board-games-surge-in-popularity-due-to-pandemic/article_e4a70862-295a-5f07-9b30-6c4df5d9af7c.html

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Mentors Engaged (10)

Mentor First Name	Mentor Last Name	Area(s) of Expertise
Marty	Parisien	B2B Sales, Food Manufacturing, Marketing
Anielis	Raas	Apparel, Finance, Spanish-Speaking Businesses
Anne	Whittington	Small Business Development
Melinda	Short	Small Business Development
Sanjai	Tripathi	Biotech, Startups, SBTRs / SBRs
Stanley	Salot	Quality Control, Operations, Business Strategy
Tricia	Salcido	Branding, Marketing, Apparel, Small Scale Manufacturing
Laura	Kubisiak	Startups, New Ventures, Marketing, Investing
Jim	Abbott	Entrepreneurship, Innovation, Raising Capital
Michael	Couch	Business Financial Planning

Benton County 6-Month Report: Jul 2020 – Dec 2020



Partners (30)

Oregon RAIN's Linn Benton Venture Catalyst has engaged and supported a minimum of 30 partners from Jul 2020 to Dec 2020.



Highlighted Partner: Built Marketplace

The Built Marketplace is online e-commerce platform designed specifically for Oregon based designers, makers, and crafters, created by the team that runs Built Oregon, a consumer product focused accelerator.

Through the online marketplace, many entrepreneurs from across Oregon were able to gain additional sales of their products, via the Built Marketplace's targeted marketing sales. One local Linn Benton startup reported an additional \$1,000 in revenue over the holiday season due to this platform.

The platform is free for businesses to use, though a 10% commission (including credit processing fees) is taken to maintain the platform and market it to Oregon focused consumers.

The Built Marketplace is also intentional about highlighting rural, women, and minority makers and creators on their platform. We encourage local business owners to check out this service, and to reach out to Oregon RAIN if they have any questions or would like to get connected to the folks at Built Marketplace.

Partner Organization	Partner First Name	Partner Last Name	Details of Collaboration
Anvil Media	Kent	Lewis	Contributed as guest speaker and guest mentor at the RAINmaker Accelerator.
BAM	Dan	Sheets	Attended occasional member meetings and connected to Monroe entrepreneurs.
Built Oregon	Mitch	Daugherty	Connected to rural product makers and promoted their Built Oregon marketplace website for the holiday season.

Benton County 6-Month Report: Jul 2020 – Dec 2020



Partner Organization	Partner First Name	Partner Last Name	Details of Collaboration
CBCEDO	Kate	Porsche	Promoted Benton County Small Business Emergency Loan Funds and PPE programs. Attended weekly partner events.
City of Albany	Seth	Sherry	Promoted City of Albany small business emergency loan fund.
City of Harrisburg	John	Hitt	Promoted Emergency Business Assistance Grants
City of Sweet Home	Blair	Larson	Promoted Emergency Business Assistance Grants
Cronan Law	Aaron	Cronan	Contributed as a sponsor and provided free legal "health checks" for startups.
Elevate Capital	Jill	Nelson	Contributed as guest speaker and guest mentor at the RAINmaker Accelerator.
Kaufmann Fellows / TechStars	N/A	N/A	Promoted free "Venture Deals" course to startups raising capital.
Linn Benton SBDC	Jeff	Flesch	Promoted events and programs in newsletter. Promoted multiple marketing and Spanish business classes.
MUSE Marketing	Raychel	Kolen	Contributed as guest speaker and guest mentor at the RAINmaker Accelerator.
OCWCOG	Nick	Meltzer	Attended and provide input on new 5-year CEDS plan.
Oregon Cascade West Council of Governments	Sandra	Easdale	Promoted RMAP lending program in newsletter and connected her to businesses.
OSU Advantage Accelerator	Karl	Mundorff	Promoted Accelerator to multiple entrepreneurs. Promoted and highlighted their monthly newsletter.
OSU Sales Academy	Caitlyn	Gill	Contributed as guest speaker and guest mentor at the RAINmaker Accelerator.
Palo Alto	John	Procopio	Contributed as guest speaker and guest mentor at the RAINmaker Accelerator.
RARE	Titus	Tomlinson	Promoted program to rural community leaders.
RDI	N/A	N/A	Promoted annual rural event to stakeholders and attended.
Re-inventing Rural & Foundry	Brad	Attig	Promoted "Resource Fair" event to entrepreneurs.

Benton County 6-Month Report: Jul 2020 – Dec 2020



Partner Organization	Partner First Name	Partner Last Name	Details of Collaboration
Run Gum	Nathan	Woods	Contributed as guest speaker and guest mentor at the RAINmaker Accelerator.
SEDCOR	Mike	White	Connected to Portland-area entrepreneurs that reached out to Oregon RAIN.
StartUsUp	Jason	Wiens	Promoted StartUsUp community action plans for entrepreneurship to various community leaders (powered by the Kauffman Foundation).
Team Oregon / Business Oregon	Melissa	Murphy	Promoted PPE resources available for businesses.
TechFest NW	N/A	N/A	Promoted delayed 2020 event in newsletter.
TiE Oregon	Laura	Kubisiak	Connected to Portland-area entrepreneurs that reached out to Oregon RAIN.
Tofurky	Seth	Tibbot	Contributed as a guest speaker and guest mentor at the RAINmaker Accelerator.
USDA	N/A	N/A	Forwarded relevant grant opportunities to city leaders.
Vertue Lab and Prosper Portland	Leon	Wolf	Promoted their EcoCapital Connections for Clear Tech Startups event. Promoted their newsletter and SBIT / STTR programs. Promoted event on ABS's of SBIR/STTR Funding.
WiN	Aaron	Moore	Promoted and attended WiN virtual pubtalk.

BOC Agenda Checklist Master

Agenda Placement and Contacts

Suggested Agenda Date 03/23/21

[View Agenda Tracker](#)

Suggested Placement * BOC Tuesday Meeting

Department * Board of Commissioners

Contact Name * Joe Kerby

Phone Extension * 6800

Meeting Attendee Name * Joe Kerby/Tracy Martineau

Agenda Item Details

Item Title * Emergency Operations Center Additional Position Requests

Item Involves * Check all that apply

- ☐ Appointments
- ☐ Budget
- ☐ Contract/Agreement
- ☒ Discussion and Action
- ☐ Discussion Only
- ☐ Document Recording
- ☐ Employment
- ☐ Notice of Intent
- ☐ Order/Resolution
- ☐ Ordinance/Public Hearing 1st Reading
- ☐ Ordinance/Public Hearing 2nd Reading
- ☐ Proclamation
- ☐ Project/Committee Update
- ☐ Public Comment
- ☐ Special Report
- ☐ Other

Estimated Time * 10

Board/Committee Involvement * ☐ Yes ☒ No

Advertisement*

☐ Yes

☒ No

Issues and Fiscal Impact

Item Issues and Description

**Identified Salient
Issues ***

Requested positions are needed to operate the Emergency Operations Center (EOC) to appropriately support the Benton County Community. These positions are not required to be approved by the BOC. We are bringing this forward to the BOC for informational purposes only not for approval. Staff has the authority to move these positions forward as they will be hired as "temporary positions" which do not require BOC approval as long as funding is available. In this case, the funding will be covered by the Federal Emergency Management Agency (FEMA) since the positions are intended to support our COVID Vaccine Clinics. In consultation with the HR Director, Chief Financial Officer, and County Administrator the strategy is to allow as much flexibility as possible. Therefore, we will be provided an allotment of 1,000 temporary labor hours each week between now and June 30, 2021. This equates to approximately 25 full time equivalents. However, by providing for an allotment of weekly temporary labor hours rather than specific full time equivalents it provides the EOC greater flexibility in hiring and using these temporary positions.

Options *

These positions are essential to the Vaccine Clinics as it assists in the continuity of administering vaccines to our community.

Fiscal Impact *

- ☒ Yes
- ☐ No

**Fiscal Impact
Description ***

These positions are outside of the current budget but will be paid for by the FEMA through our initial allocation of \$3,000,000. Example, if we hired 25 full time equivalents and the position costs were \$30 per hour at 1,000 hours weekly that would equate to approximately \$30,000 per week in labor costs. Over the course of April through June that would total approximately \$420,000. This is just an example to provide an order of magnitude.

2040 Thriving Communities Initiative

Mandated Service? * ☐ Yes
☒ No

2040 Thriving Communities Initiative

Describe how this agenda checklist advances the core values or focus areas of 2040, or supports a strategy of a departmental goal.

To review the initiative, visit the website [HERE](#).

Values and Focus Areas

Check boxes that reflect each applicable value or focus area and explain how they will be advanced.

Core Values *

Select all that apply.

- ☒ Vibrant, Livable Communities
- ☒ Supportive People Resources
- ☒ High Quality Environment and Access
- ☐ Diverse Economy that Fits
- ☐ Community Resilience
- ☐ Equity for Everyone
- ☒ Health in All Actions
- ☐ N/A

Explain Core Values Selections *

Approving the requested positions would allow the EOC to operate at a greater capacity, allowing current employees to be able to focus on other items whether that be in their current County positions or within the EOC to support the entire community. The more efficient the EOC can operate, the more the community can return to businesses and schools re-opening, along with recreation and events to bring a sense of normalcy to a more vibrant and livable community.

Focus Areas and Vision *

Select all that apply.

- ☒ Community Safety
- ☒ Emergency Preparedness
- ☐ Outdoor Recreation
- ☒ Prosperous Economy
- ☐ Environment and Natural Resources
- ☐ Mobility and Transportation
- ☐ Housing and Growth
- ☐ Arts, Entertainment, Culture, and History
- ☐ Food and Agriculture
- ☐ Lifelong Learning and Education
- ☐ N/A

Explain Focus Areas and Vision Selection *

The EOC is in need of these positions to have the ability to create Community Safety by way of vaccinations. This will also support the Emergency Preparedness focus since this is working in the EOC to deliver support to the community. The economy will also begin to prosper again once the population is vaccinated and the pandemic is eliminated.

Recommendations and Motions

Item Recommendations and Motions

- Staff Recommendations *** Staff will move forward with hiring temporary staff with the understanding that the use of these temporary staff will not exceed the 1,000 hours per week threshold. This will be revisited towards the end of June and then a determination would be made as to what positions would still be needed after July 1, 2021.
- Meeting Motions *** I move to ...
- No motion is necessary as the Board of Commissioners does not need to approve the use of temporary positions. Staff has this authority to move forward with hiring temporary positions with a ceiling of 1,000 hours per week through the end of June 2021.

Attachments, Comments, and Submission

Item Comments and Attachments

Attachments

Upload any attachments to be included in the agenda, preferably as PDF files. If more than one attachment / exhibit, please indicate "1", "2", "3" or "A", "B", "C" on the documents.

EOC Additional Position Requests_2021_0319.pdf 77.67KB

Comments (optional)

If you have any questions, please call ext.6800

Department

JOE KERBY

Approver

Department Approval

Comments

Signature

Joseph Kerby

BOC Initial Approval

Approvals Required ☐ Counsel
☐ Finance
☐ HR

County TERESA FARLEY
Administrator
Approver

Comments

County Administrator Approval

Comments

Signature

TF for Joe Kenby

BOC Final Approval

Comments

Signature

Teresa Farley

Position	Class (HR use)	Ideal Positions/Starting Positions Needed	temps	County EE	weekly staffing #	Rotation?	supervisor(s)	Pool in reserve?	Notes
volunteer coordinator		6/2*	x	x	2*	weekly If County EE		yes	*starting number-build to 6. Linda McGirl to train. VC list. On site/remote.
Liaisons		10/5	x	x	5	A/N		yes	call center list. On site. Dave B. to train
Liaison Lead		1	no	x	1	2 on-2 off		n/a	Dave Busby to train.
Data entry		6	x	2 LDW	2-3 on call	A/N			incl 2 LDW-County EE
Operations section chief		2	no	x	2	2 on-2 off			
Field operations staff		4	no	x	2	weekly			may require weekend work.

Call center ee's hired at .5 fte. This could be a pool for backup.

BOC Agenda Checklist Master

Agenda Placement and Contacts

Suggested Agenda Date 03/23/21

[View Agenda Tracker](#)

Suggested Placement * BOC Tuesday Meeting

Department * Board of Commissioners

Contact Name * Joe Kerby

Phone Extension * 6800

Meeting Attendee Name * Joe Kerby/Tracy Martineau

Agenda Item Details

Item Title * Amending COVID Donated Leave Policy

Item Involves * Check all that apply

- ☐ Appointments
- ☐ Budget
- ☐ Contract/Agreement
- ☒ Discussion and Action
- ☐ Discussion Only
- ☐ Document Recording
- ☐ Employment
- ☐ Notice of Intent
- ☐ Order/Resolution
- ☐ Ordinance/Public Hearing 1st Reading
- ☐ Ordinance/Public Hearing 2nd Reading
- ☐ Proclamation
- ☐ Project/Committee Update
- ☐ Public Comment
- ☐ Special Report
- ☐ Other

Estimated Time * 10

Board/Committee Involvement * ☐ Yes ☒ No

Advertisement*

☐ Yes

☒ No

Issues and Fiscal Impact

Item Issues and Description

Identified Salient Issues * Employees have exhausted leave accruals due to COVID-19 related issues. This policy would create a way for an employee to donate their leave accruals to COVID-19 affected individuals. Employees would take leave without pay

Options *

- 1) Approve amendment to donated leave policy related to COVID-19.
- 2) Do not approve amendment to donated leave policy related to COVID-19.

Fiscal Impact *

☐ Yes

☒ No

2040 Thriving Communities Initiative

Mandated Service? * ☐ Yes
☒ No

2040 Thriving Communities Initiative

Describe how this agenda checklist advances the core values or focus areas of 2040, or supports a strategy of a departmental goal.

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Values and Focus Areas

Check boxes that reflect each applicable value or focus area and explain how they will be advanced.

Core Values *

Select all that apply.

- ☒ Vibrant, Livable Communities
- ☐ Supportive People Resources
- ☒ High Quality Environment and Access
- ☐ Diverse Economy that Fits
- ☐ Community Resilience
- ☐ Equity for Everyone
- ☐ Health in All Actions
- ☐ N/A

Explain Core Values Selections *

Gives County employees affected by COVID issues - childcare, schooling, sickness of self or others - to be able to use leaves once personal leave is exhausted, providing access to be able to take care of the issues without the added of stress of no compensation from work due to exhausting leave.

Focus Areas and Vision *

Select all that apply.

- ☐ Community Safety
- ☐ Emergency Preparedness
- ☐ Outdoor Recreation
- ☒ Prosperous Economy
- ☐ Environment and Natural Resources
- ☐ Mobility and Transportation
- ☐ Housing and Growth
- ☐ Arts, Entertainment, Culture, and History
- ☐ Food and Agriculture
- ☐ Lifelong Learning and Education
- ☐ N/A

Explain Focus Areas and Vision Selection *

Allows County employees to receive compensation instead of leave without pay.

Recommendations and Motions

Item Recommendations and Motions

Staff Staff recommends approving the amendment to donated leave policy related to
Recommendations * COVID-19.

Meeting Motions * I move to ...
I move to amend Benton County's COVID policy allowing employees to transfer or donate some of their accrued vacation or personal leave to another employee for reasons related to COVID-19.

Attachments, Comments, and Submission

Item Comments and Attachments

Attachments

Upload any attachments to be included in the agenda, preferably as PDF files. If more than one attachment / exhibit, please indicate "1", "2", "3" or "A", "B", "C" on the documents.

Interim Donated Leave Policy for COVID 19

98.51KB

Reasons.docx

Comments (optional) If you have any questions, please call ext.6800

Department
Approver

TERESA FARLEY

Department Approval

Comments

Signature

Teresa Farley

BOC Initial Approval

Approvals Required ☐ Counsel
☐ Finance
☐ HR

County Administrator Approver TERESA FARLEY

Comments

County Administrator Approval

Comments

Signature

Teresa Farley

BOC Final Approval

Comments

Signature

Teresa Farley

Policy Title:	Interim Policy: Addendum to 11.5 (Donated Leave) Donation of Leave for COVID-19 Related Reasons			
Policy Number:	Interim	Version:	1.0	Effective Date: 04/01/2021–06/30/2021



Benton County

Policy

Board of Commissioners

03/23/2021

Approved By _____

Date Adopted _____

Overview

Purpose/Rationale:

This addendum provides a process for employees to transfer or donate some of their accrued vacation or personal leave to another employee for reasons related to COVID-19. As a result of the federal leaves expiring December 31, the County understands there are still paid leave needs for employees who are OFLA (Oregon Family Medical Leave Act) eligible for COVID related reasons.

Scope:

All regular status, seasonal, and limited duration employees where not in conflict with collective bargaining agreements.

Policy Owner:

Human Resources.

Policy

1. Donation of Leave for COVID-19 Related Reasons

This interim policy will expand the current eligibility requirement for requesting donated leave for absences due to COVID-related reasons and provide a process for donors to transfer

leave.

a. Eligibility Parameters:

- Must be OFLA eligible due to COVID related reasons to request a donation.
- Human Resources will include information about program in designation notice.
- Approval of donated leave under this policy is limited to 40 hours per requestor.
- Requestor must exhaust all other paid leave accruals prior to utilizing donation.
- If the employee has fully utilized any of the other COVID related leaves, i.e., COVID Sick, COVID EFMLA, COVID Emergency, the employee is NOT eligible for donation.
- If the employee has not fully utilized those leaves, the employee is eligible to request the difference up to the 40 hour limit.

b. Donations

- a. Donations may be made using only Vacation or Personal Leave.
- b. If a block of 40 hours of Vacation is made, it may be counted toward the eligibility for Vacation Cash Out.
- c. Only one block of 40 hours' donation is eligible to be counted toward the Vacation Cash Out.
- d. Donations are made to a pool rather than to individual requestors
- e. The initial pool must reach 120 hours prior to distributing donations, unless demand is less than 80 hours, at which time the threshold will be re-assessed and decreased.
- f. The requestors will receive time in priority order of date received.
- g. Financial Services-Payroll will maintain the list of requestors and available balances.
- h. Any balance remaining in the pool on June 30 will be made available for the regular Sick Leave Donation process