



Greater Portland Inc

*Washington Public Ports Association
2026 Spring Meeting*



GREATER
PORTLAND

About Greater Portland Inc



GPI is a public-private economic development partnership working to promote the region and attract businesses to all of Greater Portland.

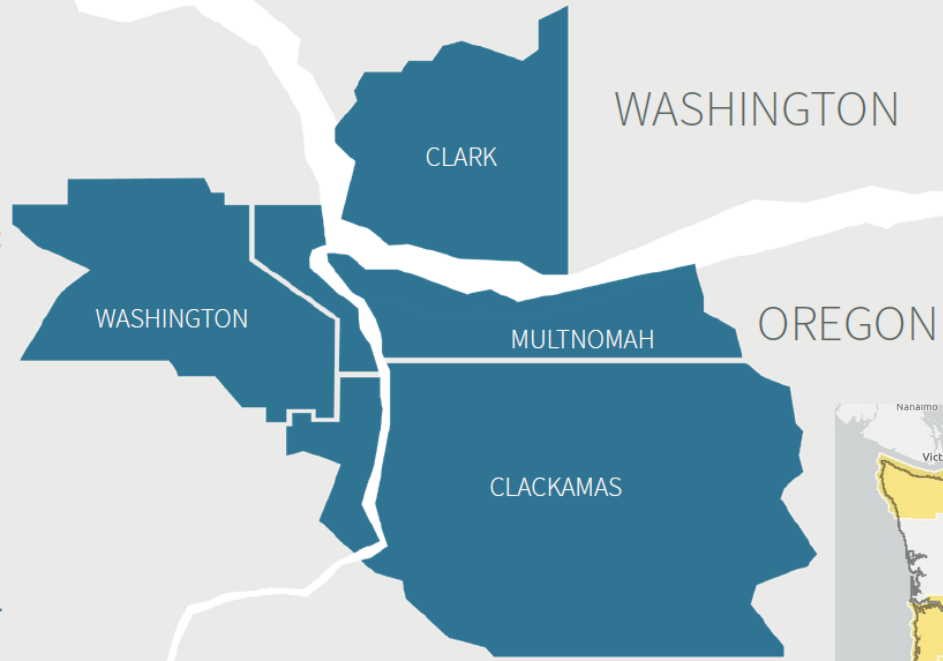


GPEDD

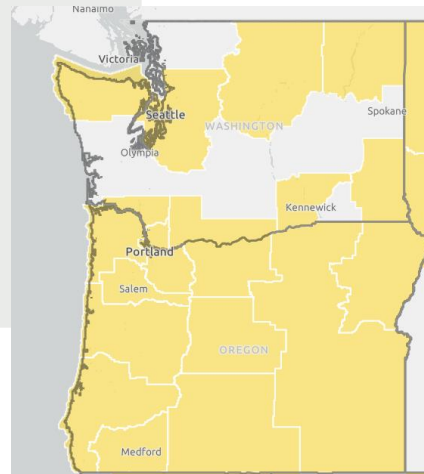


GREATER PORTLAND ECONOMIC DEVELOPMENT DISTRICT

The Greater Portland Economic Development District (GPEDD), staffed by Greater Portland Inc, is a not-for-profit organization working in Clackamas, Multnomah, and Washington counties in Oregon and Clark County in Washington. GPEDD is funded primarily through grants awarded by the U.S. Department of Commerce's Economic Development Administration (EDA).



- The Greater Portland Economic Development District (GPEDD) is federally-designated, four-county, bi-state region staffed by GPI.
- Oregon has 12 economic development districts and Washington has 9 (map below) .
- They are part of a broader national network of 380 economic development districts designated and funded by the U.S. Economic Development Administration (EDA).



- A Comprehensive Economic Development Strategy (CEDS) is a prerequisite for designation by EDA as an Economic Development District.

What We Do



GPI's Primary Functions

- Business Recruitment, Retention, and Expansion
- Regional Promotion
- Convening and Capacity Building
- Community Assistance and Research
- Comprehensive Economic Development Planning



Business Recruitment

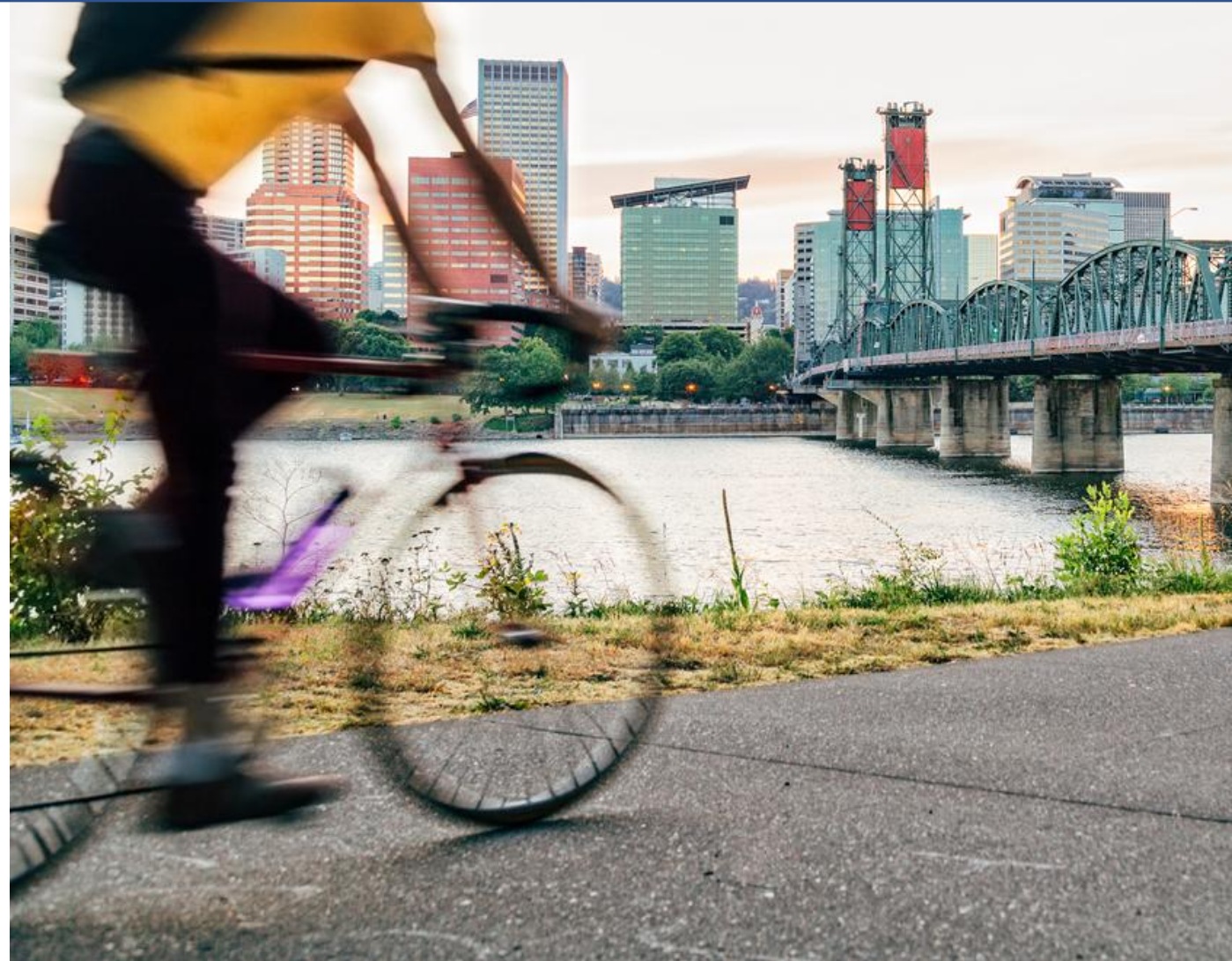


Recruitment Tactics



Regional Business Recruitment

- Target Industry Focus
- Target Market Analysis
- Direct Outreach
- Outbound Market Visits
- Inbound Marketing Events
- Market Verified Industrial Properties
- Project Management
- Data and Research Capabilities



GPI Partners



**Local/State
Economic
Development
Staff
& Industry
Associations**

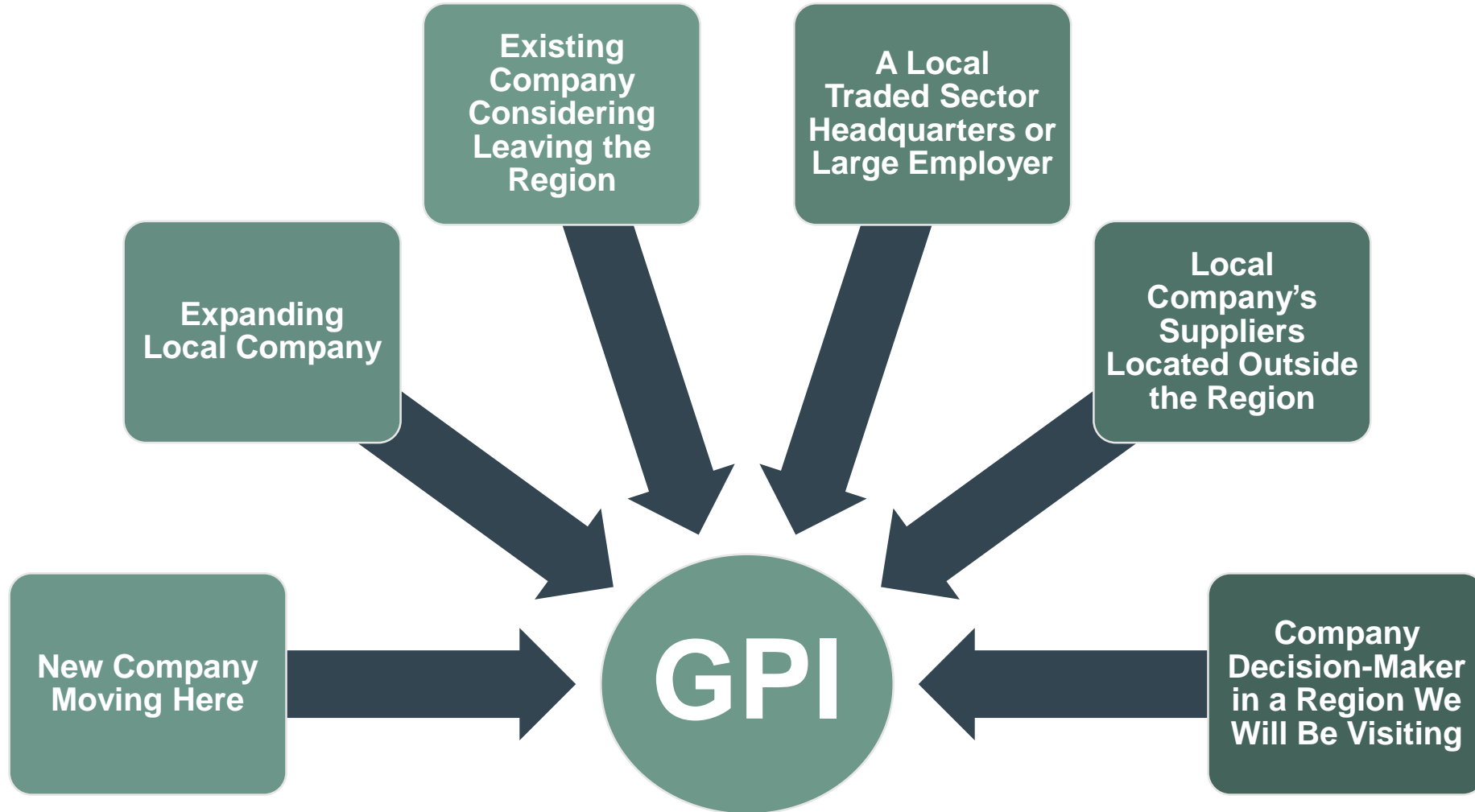
**Site Selectors
& Real Estate
Professionals**

**Local
Companies**

**HQs &
Supply Chain**

**Foreign
Governments &
Consulates**

Project Referrals



Competitive Advantages



1. World Class Industry
2. Skilled, Deep Talent Pool
3. Affordable, Reliable Utilities
4. Climate Resiliency
5. Livability & Accessibility
6. A Welcoming Community for All



World-Leading Companies



DAIMLER

OREGON TOOL

SIEMENS



Genentech
A Member of the Roche Group



LAIKA



HOKA



Tektronix®

Pacific Seafood®



YAKIMA®



FILA



University Partnerships



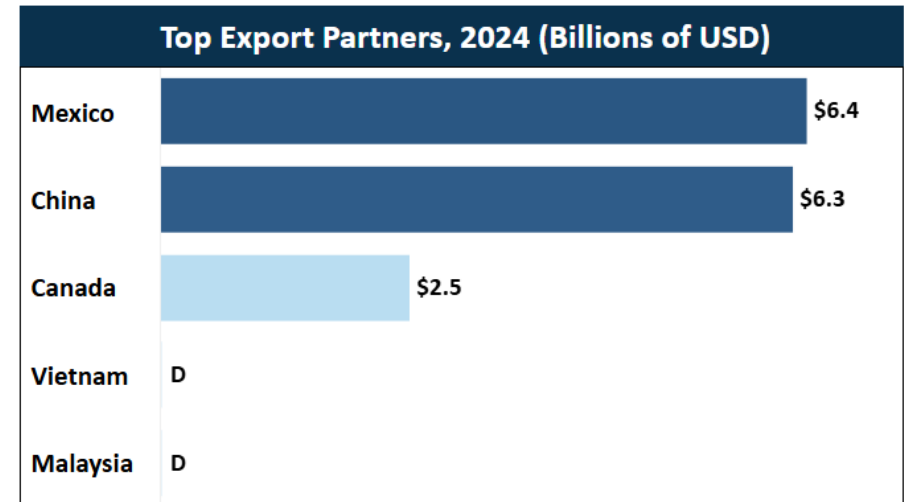
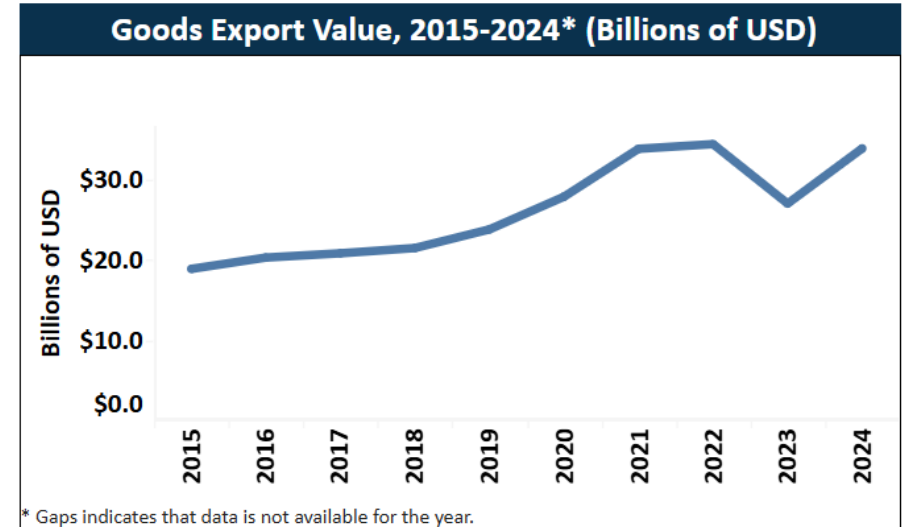
Comprised of public and private universities, colleges, and community colleges committed to strengthening our region's economy and workforce.



Trade in Greater Portland, 2024



- Greater Portland was the **12th largest** metropolitan exporting region in the U.S.
 - Greater Portland ranks ahead of Seattle (barely), Atlanta, Boston, San Francisco, and other larger regions.
 - That ranking is up from #18 in 2023 and #13 in 2022.
- Value of Exports: **\$33.8 Billion.**
- Exports **increased 25.4%** from 2023 to 2024.
- **3,707 companies** exported goods from Greater Portland in 2022.
 - 87% were businesses with less than 500 employees.



SOFT  LAND
PORTLAND

Building Global Partnerships
for Innovation & Market Entry



Services Offered



SOFT LAND **PORTLAND**

Workspace

In partnership with CENTRL Office

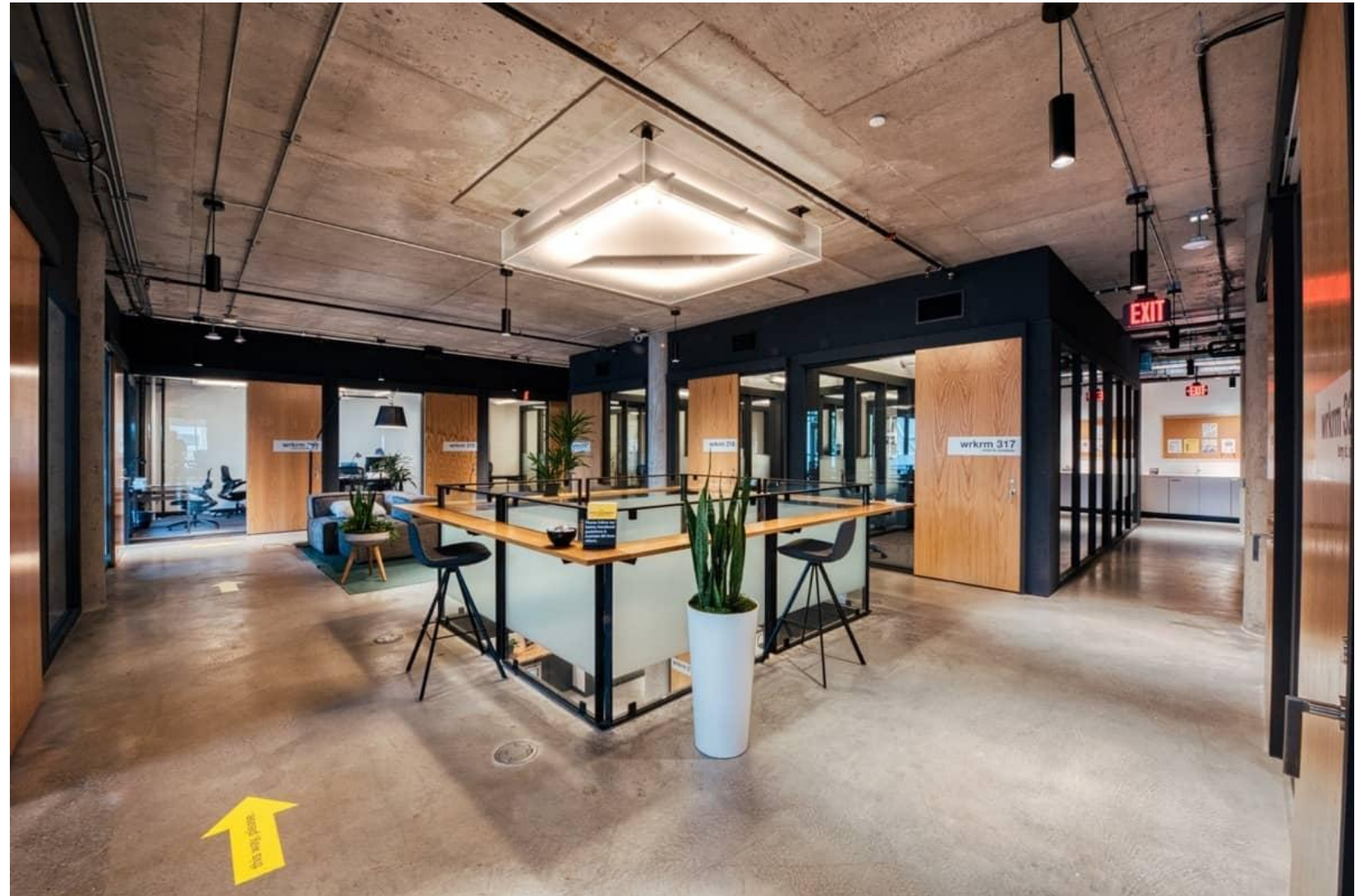
Office access providing hot desks, reservable conference rooms, mail service, and essential office amenities. This will be made available at no-cost to program participants during their time in the program.

Navigation Services

Offered by GPI Staff

Concierge access to equip participating businesses with market data, local business know-how, and professional referrals.

Workspace



Networking Receptions



VC Coaching Sessions



Market Orientation Sessions



State and Local Incentives



An aerial photograph of a city, likely Portland, Oregon, showing a dense urban area with various buildings and skyscrapers. In the background, there are rolling hills and a prominent mountain peak under a clear sky. The lighting suggests it might be late afternoon or early morning.

BUSINESS OREGON AGENCY OVERVIEW

Business Oregon offers a range of support ranging from tax incentives to finance, infrastructure and logistics.

Business Oregon is the state of Oregon's economic development agency.

|| **200 staff members** working to support Oregon's business ecosystem.

|| **Over 90 programs** Programs includes loans, grants, tax abatements and tax credits for both smaller and large sized employers

|| **Focus on supporting traded sector businesses** Exporters generate a higher return on investment than other businesses

BUSINESS OREGON GLOBAL

TRADE & INVESTMENT OVERVIEW

Business Oregon has 5 full-time staff dedicated to global trade and inbound investment .

(in addition to one manager and one administrative staff person)

Three Global Trade Specialists work with Oregon's traded sector companies to support sales of goods and services internationally

Oregon is one of the most export dependent states in the U.S. with a high percentage of both manufacturing and R & D



Business Oregon also organizes outbound international trade missions and trade show exhibits

Oregon
Life



DELVE INTO SUPPORTIVE INCENTIVES & FUNDING PROGRAMS

Wide array of tailored incentives and funding programs

Designed to meet your specific needs including comprehensive support includes financial assistance and tax incentives to fuel business expansion and success.

|| The Oregon Investment Advantage

Offering a 10-year taxable income exemption for certified businesses in eligible locations.

I Commercialization Gap Fund

Bridging early-stage capital gaps for science and research-based innovations in Oregon, leading to private investments.

|| Strategic Investment Program

Offering a 15-year property tax exemption on a portion of large capital investments by "traded sector" businesses anywhere in Oregon.

|| Enterprise Zones

Primarily incentivizing new business investments by abating all local property tax for several years. There are currently **73 enterprise zones** across the state..

|| Governor's Strategic Reserve Fund

A discretionary tool used for a variety of projects impacting economic development.

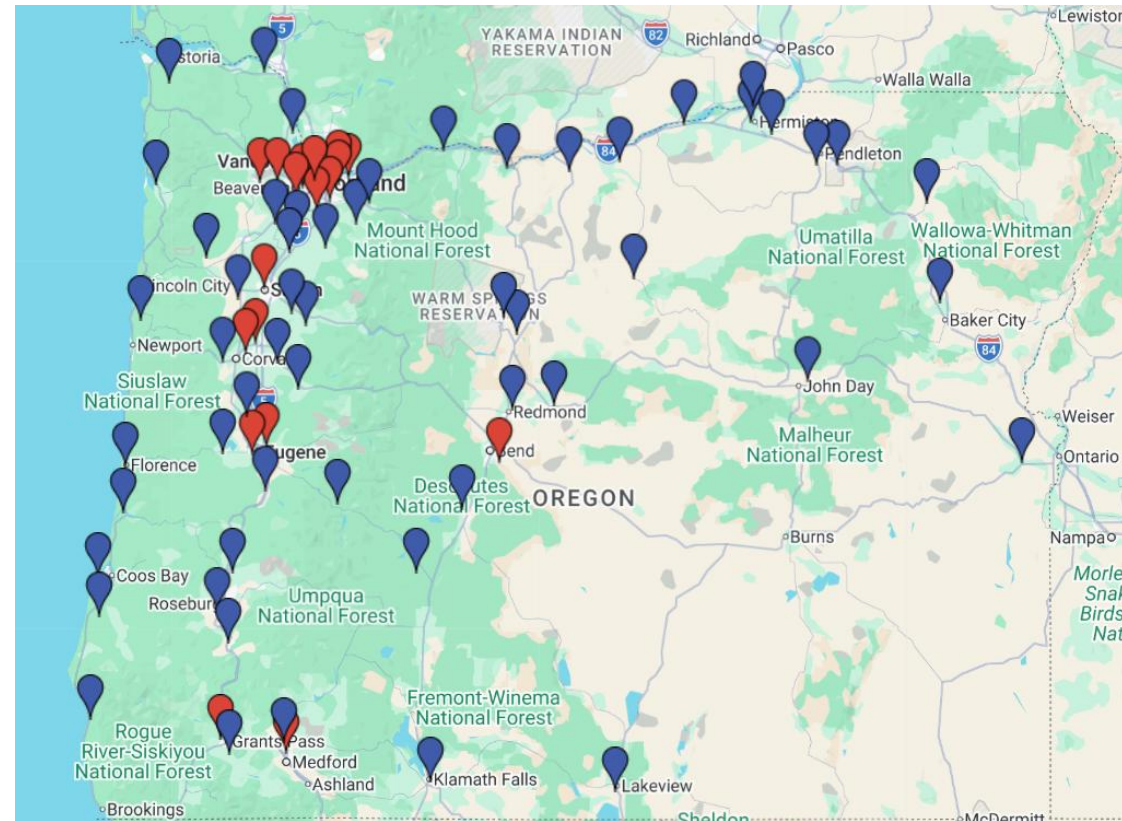
I Business Expansion Program

A cash-based incentive program based on the estimated increase in income tax revenue because of new hires due to expansion or relocation.

Oregon Enterprise Zones



- Oregon's Enterprise Zones primarily **incentivize new business investments** by abating all local property tax for a certain number of years.
- 73 enterprise zones in Oregon: 55 rural and 18 urban. Sponsored by:
 - Two of Oregon's 9 Federally Recognized Tribes,
 - 29 counties,
 - **15 ports**, and
 - 119 cities.
- Additionally, 20 other cities, **7 other ports**, and 3 other counties consent to zones within their territory that are sponsored by overlapping jurisdictions.
- Local governments are responsible for creating, amending, managing, and renewing most of these zones until June 30, 2032.

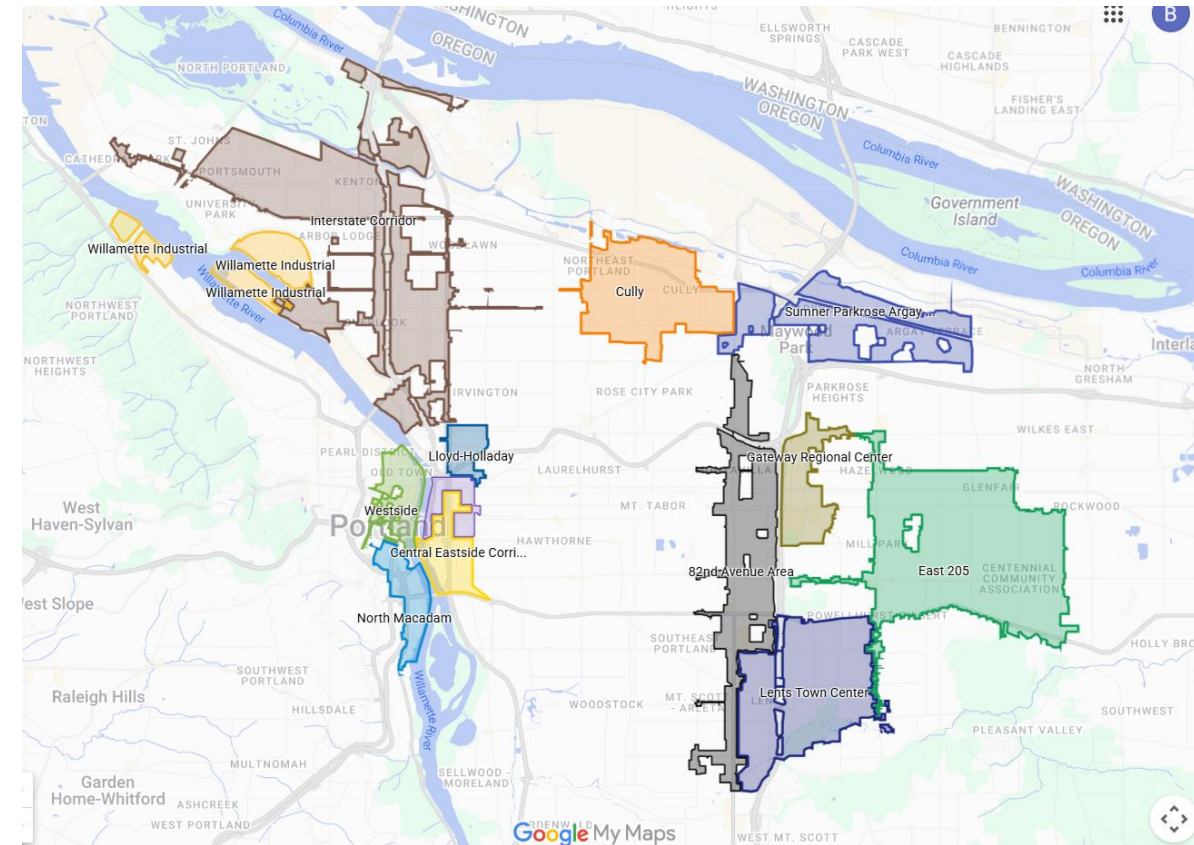


TIF/Urban Renewal Districts



- ORS Chapter 457 gives cities and counties the authority to activate an **urban renewal agency**, with the power to propose and act on plans and projects to address “blight” in identified areas.
- Tax Increment Financing (TIF) districts “freeze” the baseline property tax values within a designated area. As property values rise through new development, the **incremental tax revenue is invested directly back** into that same district.
- The new urban renewal agency is a **separate entity** from the city or county that created it.
- **100+ urban renewal zones** in Oregon.

City of Portland TIF Districts



Local Incentives



City of Wilsonville's WIN Program

- Provides urban renewal tax rebates for qualifying development projects **outside of** the City's existing urban renewal areas.
- The **first program of its kind** in Oregon.
- Rebates 100% of the property tax revenue increment generated by the new investment, less the costs to the City of administering the program.
- **Designates the project property** as an individual urban renewal district.
- **Applies a point value** to: capital investment, employment, compensation, local Wilsonville business status, and diversity, equity and inclusion action.



Local Incentives



66-Day Industrial Land Use Application Review

- Applicant submits request for pre-application meeting.
- Within 10 days a pre-application meeting is scheduled and conducted, a application is submitted.
- Within 14 days City staff determines completeness of application.
- Within 30 days City staff issues land use decision.
- Within 12 days the appeal period ends and land use decision becomes final.



Gresham Strategic Investment Zone (SIZ)

- New, qualifying traded-sector business investments within this designated 500 acres of industrial land are eligible for a 15-year partial property tax abatement.
- When an eligible company locates within the SIZ, it pays property taxes on the first \$100 million of value of the improvements. The value above \$100 million is abated. This partial property tax abatement lasts for 15 years.

Business Retention & Expansion



Business Retention



According to the recent report *External Business Recruitment: Are businesses leaving Oregon, and if so, why?* prepared for Business Oregon by the Institute for Policy Research & Engagement at University of Oregon:

- In the past five years, **Oregon has lost thousands of potential jobs** and billions of potential private investments.
- **High taxes, regulatory challenges**, and market opportunities are key reasons businesses consider leaving.
- Every business is a **recruitment risk** and a **retention opportunity**.
- “Oregon faces **strong competition** from states like Texas, Arizona, and Nevada that aggressively recruit businesses with low taxes, less regulation, and robust infrastructure.”

External Business Recruitment: Are businesses leaving Oregon, and if so, why?



Photos courtesy of EDCO

January 2025

Final Report

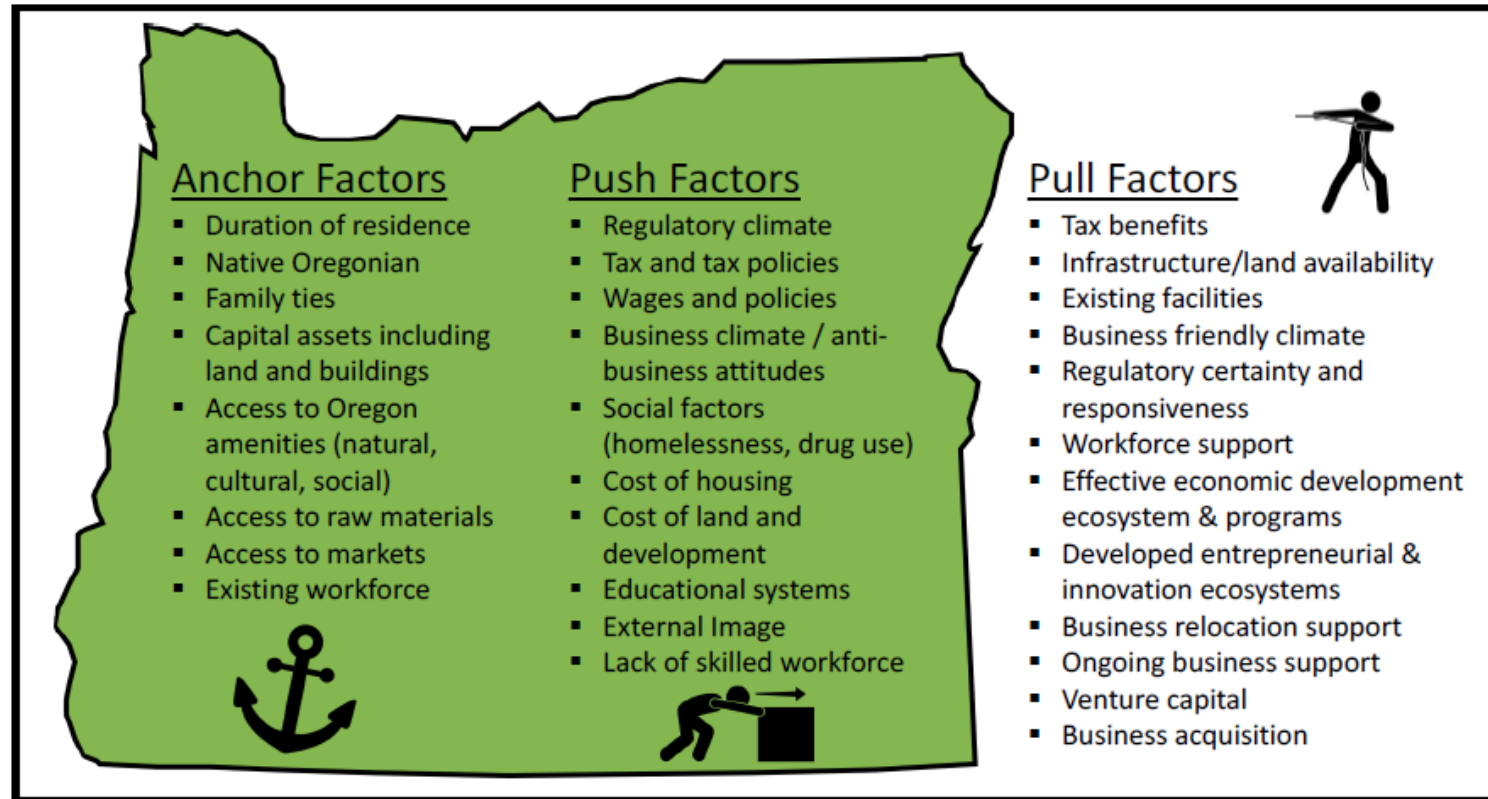
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Institute for Policy Research & Engagement
School of Planning, Public Policy, and Management
University of Oregon



Why Leave and Why Stay?

Exhibit 1. Push, Pull, Anchor Framework



Source: IPRE, 2025

Source: *External Business Recruitment: Are businesses leaving Oregon, and if so, why?;*
Prepared for Business Oregon by the Institute for Policy Research & Engagement, University of Oregon, January 2025²⁷

What are Other States Doing?

Dedicated Retention and Expansion Programs



South Carolina - Existing Industry Program

- A statewide retention and expansion program for manufacturers & other industries housed in the Department of Commerce with dedicated staff and services (assessments, training referrals, supply chain, emergency support).



Indiana – Business Retention & Expansion Program

- The Indiana Economic Development Corporation IEDC has a dedicated Business Retention & Expansion (BR&E) program to “strengthen, retain and grow your business in Indiana.” *Business Retention, Expansion & Attraction* is identified as a core service area with named staff.



Economic Development Corp.

North Carolina – Keeping Life Sciences Growing in NC

- An industry-focused program from the N.C. Biotech Center providing business expansion support, manufacturing best practices and process improvement, market research and analysis, supply chain connections, and workforce recruitment and customized training.

**North Carolina
Biotechnology Center®**

What are Other States Doing?

Incentives



Massachusetts – Economic Development Incentives Program

- Provides a tax credit of 40 percent of investment in Manufacturing Retention Projects retaining at least 50 jobs, and located areas affected by out-migration of manufacturing employment.

Kentucky - Kentucky Reinvestment Act (KRA)

- Allows discretionary awards of corporate income tax credits for up to 10 years, limited to either 50 percent of capital costs or 100 percent of retraining costs. Requires capital investment of \$2.5 million, and provides for a cushion in job retention obligations, requiring maintenance of at least 85 percent of the prior year's headcount.

Louisiana - Retention and Modernization Credit

- Provides an inducement for businesses to remain in the state, and modernize their existing operations in Louisiana. The credit is granted at the rate of up to five percent of the amount of qualified expenditures

Illinois – Economic Development for a Growing Economy.

- Allows discretionary corporate income tax credits for up to 100 percent of personal income tax withholdings. The maximum term is 10 years. Projects must retain at least 25 jobs with an average wage above the county average, and invest at least \$5 million in an existing facility.

Colorado – Advanced Industries: Early Stage Capital and Retention Grant

- Helps advanced industries technology businesses commercialize advanced technologies that will be created or manufactured in Colorado through grants up to \$250,000.

How GPI Supports Retention & Expansion



- Partner with and support communities to complement and **develop customized strategies in Business Retention & Expansion (BR&E).**
 - Develop visitation/outreach campaign strategies
 - Create business surveys
 - Help identify warning signs
- **Provide data to support local BR&E efforts:**
 - Customized economic data for Main Street/Commercial corridor development
 - Identify the most active commercial brokers
 - Lists of existing business
 - Future expiring leases
 - Newly signed leases





GREATER
PORTLAND



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