

QLife Network

QualityLife Intergovernmental Agency

AGENDA

QLife Regular Board Meeting

Thursday, July 23, 2015, Noon
The Dalles City Hall, 313 Court Street
2nd Floor Conference Room

1. Call to Order
2. Roll Call
3. Approval of Agenda
4. Approval of June 25, 2015 QLife Regular Board Meeting Minutes
5. Financial Reports
 - a. June Financial Reports
 - b. List of Disbursements since Last Meeting
6. Action Item
 - a. Business Incubator Partnership
7. Reports
 - a. Aristo Operational Management Report – John Amery
 - b. Broadband agreement with LSN using State Grant funds – Keith Mobley
8. Next Meeting Dates:
 - a. Regular Board Meeting September 24, 2015 Noon
9. Adjourn

QLife Network

QualityLife Intergovernmental Agency

MINUTES

QLife Regular Board Meeting

Thursday, June 25, 2015, Noon
The Dalles City Hall, 313 Court Street
2nd Floor Conference Room

Call to Order

Vice President Spatz called the meeting to order at approximately 12:15 p.m.

Roll Call

In attendance: Scott Hege, Taner Elliott, Brian Ahier, Dan Spatz

Absent: Erick Larson

Staff in attendance: Nolan Young, Izetta Grossman, John Amery, Keith Mobley

Approval of Agenda

It was moved by Hege and seconded by Ahier to approve the May 28, 2015 QLife Regular Board Meeting Minutes as submitted. The motion carried unanimously, one absent.

Financial Reports

Young reviewed the financial report stating that QLife would end the fiscal year in a good position. Hege said he recalled at a budget meeting discussing splitting the Robotics grant between 4H and School District 21. Young said that the distribution for the grant to School District 21 for fiscal year 2014-15 and 2015-16 had been approved at the May board meeting.

Hege noted the use of Hage Electric for a recent project, asking how we determine who to use. Amery said he typically defers to the building owner uses.

Public Hearing

Young summarized the budget, noting that Wasco County and the City of The Dalles had approved the budget for fiscal year 2015-16. Spatz opened the public hearing for the Fiscal Year 2015-16 QLife Budget, asking for public comment. Hearing none proceeded to board discussion. Hege noted for the record that in the future he would like to see consideration of giving some proceeds to the partners of QLife (Wasco County and the City of The Dalles).

Action Items

Hege moved to Adopt Resolution 15-001 Adopting the QualityLife Intergovernmental Agency Budget for Fiscal Year 2015-16, Making Appropriations, and Authorizing Expenditures. Ahier seconded the motion. The motion carried, one absent.

Young reviewed the staff report to Authorize distribution of Scholarship grant for fiscal year 2015-16 to Columbia Gorge Community College and said that it helps the foundation to receive the funds in July for planning and to use the funds as matching funds for possible grants. Ahier said he had attended a number of luncheons where the people who had received the grants spoke, and he would support increasing the scholarship amount in the future. Spatz said that the foundation does fundraising to support the scholarship fund, these scholarships are needed and he supports QLife providing the scholarships.

It was moved by Hege and seconded by Elliott to authorize distribution of Scholarship grant for fiscal year 2015-16 to Columbia Gorge Community College. The motion carried unanimously, one absent.

Reports

Aristo Operational Management Report – Amery reported the audit is nearing completion, there have been some scheduling issues; maintenance is lower priority than outages for contractor. He said he trusts the contractor, and felt it was worth waiting for their scheduling to open up. He noted there was some high usage on the CPU that he continues to monitor

and research. He felt it could be remedied by reducing domains and categories. He said initially he built it for more growth than QLife requires. In response to a question Amery said it was not tied to excessive use by one customer. He said he had been working with The City of The Dalles Public Works on updating the call before you dig maps. Amery said tree trimming had fallen down a bit on the priority list; he had two areas to address and would be doing that soon.

Spatz asked if there had been any further issue with the fiber like was happening in the winter a while back. Amery said he is monitoring the issue, no new incidences and a few have "healed".

Broadband agreement with LSN using State Grant funds –Mobley reported that sequence of events is important. The grant has not been finalized. Mobley testified in Salem on behalf of broadband in South County. Once legislature finalizes the funds he will work with LSN on the agreement. He reported that the City of Maupin, the Maupin School District, and the South Wasco Alliance are in support of the project and have written letters of support. He said he believed that he would know within two weeks if the state was allocating the funds. The funds would be available six month after that.

Next Meeting Dates:

Regular Board Meeting July 23, 2015 Noon

Hege asked if we had any follow up from Windwave. Young said he was working with Erik Orton and John Amery of options for additional colocation facilities closer to Big Eddy and that there were other areas of partnership still being investigated. He said it would be September before that would come before the board.

Hege asked about the Phase 5 Downtown Wi Fi project status. Young said working on easements and pole agreements for the final steps of the expansion. Hege reported issues at the new pool, he had less than good customer service when he called the "hot line". He noted it had worked at the pool earlier.

Spatz said the Discovery Center and Google would be having a Solar Pavilion Celebration August 28, and wondered if this would be a good time to "unveil" Phase 5 of the Wi Fi project as well. Young thought that would work.

Adjourn

The meeting was adjourned at 12:51 p.m.

TO: Qlife Board
 Nolan Young, City Manager

FR: Kate Mast, Finance Director

RE: Financial Report for QLIFE – June 2015 - PRELIMINARY

BANKING:

QLife monies are deposited into a separate bank checking account. QLife also has a Local Government Investment Pool (LGIP) account where funds excess funds are maintained in order to earn some interest.

The information below is a comparison of budget to actual revenues and expenditures for the month just ended by fund. This information is not audited, but is reviewed by the Finance Department for clarity and budget compliance.

100% of the year has passed.

Each fund exceptions narrative has four possible paragraphs; 1 - is the beginning balance, 2 - is new revenues, 3 - is expenditures and 4 - if present, is budget changes.

Operations (600):

BUDGET COMPARISONS

	<u>July 1, 2014 to June 30, 2015</u>			
	Budget	Actual	Percentage	
Beginning Balance	\$ 138,143	\$ 180,966	131.0%	* see below
Revenues	\$ 680,619	\$ 645,522	94.8%	
Expenditures	\$ 435,857	\$ 188,652	43.3%	
Transfers to Capital/Debt Fund	\$ 382,905	\$ 382,905	100.0%	
Cash at Month End	\$ 198,700.37			

Exceptions:

- 1) **Beginning Balance:** * *The Beginning Balance figures used here have been audited.*
- 2) **Revenues:** User fees are at 89.3% of budget.
- 3) **Expenditures:**
 - a. The extra transfer amount was to pay off the Columbia Bank Loan in July.
 - b. The Memberships/Dues/ Subscriptions line item has been overspent by \$54.93 because QLife paid dues to Special Districts Association of Oregon (SDAO).

c. The Miscellaneous Expenses line item has been over-expended by \$3,388.90, due mostly to payment of a \$3,349.00 bill to North Sky Communications for the transformer move. This extra cost will be reimbursed by the moving company. This over-expenditure does not cause the category to be overspent.

4) Budget Changes: No budget changes were made to this fund this fiscal year.

CAPITAL (601):

BUDGET COMPARISONS

	<u>July 1, 2014 to June 30, 2015</u>			
	Budget	Actual	Percentage	
Beginning Balance	\$ 183,796	\$ 183,319	99.7%	* see below
Transfers In	\$ 382,905	\$ 382,905	100.0%	
Revenues	\$ 30,000	\$ 17,607	58.7%	
M&S / Capital Outlay / Other	\$ 463,913	\$ 67,192	14.5%	
Debt Expenditures	\$ 132,788	\$ 129,663	97.6%	
Cash at Month End	\$ 383,453.48			

Exceptions:

- 1) Beginning Balance: * *The Beginning Balance figures used here have been audited.*
- 2) Revenues:
- 3) Expenditures:
 - a. The Columbia Bank Loan was paid in full as of July 9, 2014.
 - b. The Secondary line item in Capital Outlay has been over-expended by \$8,044.88 due to the \$24,990 we spent on installing part of the infrastructure in the Port of The Dalles Columbia Gorge Business Center.
- 4) Budget Changes: No budget changes have been made to this fund this fiscal year.

City of The Dalles

FUND 600 QUALITYLIFE AGENCY FUND

ACCOUNT	DESCRIPTION	***** ESTIMATED	CURRENT ACTUAL	***** %REV	***** ESTIMATED	YEAR-TO-DATE ACTUAL	***** %REV	***** ESTIMATE	UNREALIZED BALANCE
300	BEGINNING BALANCE								
300 00 00		11,522	.00		138,143	180,965.86	131	138,143	42,822.86-
300 **		11,522	.00		138,143	180,965.86	131	138,143	42,822.86-
300 ***	BEGINNING BALANCE	11,522	.00		138,143	180,965.86		138,143	42,822.86-
340	CHARGES FOR SERVICES								
344	UTILITY SERVICES								
10 00	UTILITY SERVICE CHARGES	52,314	53,415.00	102	627,669	622,155.00	99	627,669	5,514.00
15 00	LSN CREDITS	0	.00		0	.00		0	.00
20 00	CONNECT CHARGES	193	450.00	233	2,250	3,150.00	140	2,250	900.00-
344 **	UTILITY SERVICES	52,507	53,865.00	103	629,919	625,305.00	99	629,919	4,614.00
340 ***	CHARGES FOR SERVICES	52,507	53,865.00		629,919	625,305.00		629,919	4,614.00
360	OTHER REVENUES								
361	INTEREST REVENUES								
00 00	INTEREST REVENUES	49	224.24	458	500	1,504.81	301	500	1,004.81-
361 **	INTEREST REVENUES	49	224.24	458	500	1,504.81	301	500	1,004.81-
369	OTHER MISC REVENUES								
00 00	OTHER MISC REVENUES	24	15.00	63	200	5,637.18	2819	200	5,437.18-
20 00	E-RATE REIMBURSEMENT	4,174	.00		50,000	13,075.20	26	50,000	36,924.80
369 **	OTHER MISC REVENUES	4,198	15.00		50,200	18,712.38	37	50,200	31,487.62
360 ***	OTHER REVENUES	4,247	239.24		50,700	20,217.19		50,700	30,482.81
390	OTHER FINANCING SOURCES								
392	SALE OF FIXED ASSETS								
00 00	SALE OF FIXED ASSETS	0	.00		0	.00		0	.00
392 **	SALE OF FIXED ASSETS	0	.00		0	.00		0	.00
390 ***	OTHER FINANCING SOURCES	0	.00		0	.00		0	.00
FUND TOTAL	QUALITYLIFE AGENCY FUND	68,276	54,104.24		818,762	826,488.05		818,762	7,726.05-

FUND 600 QUALITYLIFE AGENCY FUND		DEPT/DIV 9500 OTHER USES/		*****CURRENT*****		*****YEAR-TO-DATE*****		*****		*****	
BA	ELE OBJ	DESCRIPTION	BUDGET	ACTUAL	\$EXP	BUDGET	ACTUAL	%EXP	ANNUAL BUDGET	UNENCUMB. BALANCE	% BDGT
60	05	QLIFE FUND									
		OTHER USES									
		OTHER									
		81 91 Q LIFE CAPITAL FUND	31917	.00	0	382905	382905.00	100	382905	.00	100
		83 10 ESD E-RATE	4174	.00	0	50000	13075.20	26	50000	36924.80	26
		05 ** OTHER	36091	.00	0	432905	395980.20	92	432905	36924.80	92
		06 CONTINGENCY / UAFB									
		88 00 CONTINGENCY	2474	.00	0	29600	.00	0	29600	29600.00	0
		89 00 UNAPPROPRIATED ENDING BAL	4574	.00	0	54800	.00	0	54800	54800.00	0
		06 ** CONTINGENCY / UAFB	7048	.00	0	84400	.00	0	84400	84400.00	0
600	** **	OTHER USES	43139	.00	0	517305	395980.20	77	517305	121324.80	77
60	** **	QLIFE FUND	43139	.00	0	517305	395980.20	77	517305	121324.80	77
		DIV 9500 TOTAL *****	43139	.00	0	517305	395980.20	77	517305	121324.80	77
		DEPT 95 TOTAL *****	43139	.00	0	517305	395980.20	77	517305	121324.80	77
		OTHER USES	43139	.00	0	517305	395980.20	77	517305	121324.80	77
FUND 600	TOTAL *****	QUALITYLIFE AGENCY FUND	68397	12215.32	18	818762	571557.25	70	818762	247204.75	70

City of The Dalles

FUND 601 OLIFE CAPITAL FUND

ACCOUNT	DESCRIPTION	***** ESTIMATED	***** CURRENT ACTUAL	***** %REV	***** ESTIMATED	***** YEAR-TO-DATE ACTUAL	***** %REV	***** ANNUAL ESTIMATE	***** UNREALIZED BALANCE
300	BEGINNING BALANCE								
300 00 00		15,320	.00		183,796	183,319.40	100	183,796	476.60
300 **		15,320	.00		183,796	183,319.40	100	183,796	476.60
300 ***	BEGINNING BALANCE	15,320	.00		183,796	183,319.40		183,796	476.60
330	INTERGOVERNMENTAL REVENUE								
331 90 00	FEDERAL REVENUES	0	.00		0	.00		0	.00
331 **	FEDERAL REVENUES	0	.00		0	.00		0	.00
330 ***	INTERGOVERNMENTAL REVENUE	0	.00		0	.00		0	.00
340	CHARGES FOR SERVICES								
344 20 00	UTILITY SERVICES	2,500	3,543.08	142	30,000	17,607.37	59	30,000	12,392.63
344 **	UTILITY SERVICES	2,500	3,543.08	142	30,000	17,607.37	59	30,000	12,392.63
340 ***	CHARGES FOR SERVICES	2,500	3,543.08		30,000	17,607.37		30,000	12,392.63
360	OTHER REVENUES								
369 00 00	OTHER MISC REVENUES	0	.00		0	.00		0	.00
10 00	ENTERPRISE ZONE PAYMENT	0	.00		0	.00		0	.00
369 **	OTHER MISC REVENUES	0	.00		0	.00		0	.00
360 ***	OTHER REVENUES	0	.00		0	.00		0	.00
390	OTHER FINANCING SOURCES								
391 40 00	OPERATING TRANSFERS IN	0	.00		0	.00		0	.00
90 01	IF PMT FROM OTHER FUNDS	31,917	.00		382,905	382,905.00	100	382,905	.00
391 **	OPERATING TRANSFERS IN	31,917	.00		382,905	382,905.00	100	382,905	.00
393 10 00	PROCEEDS- LT LIABILITIES	0	.00		0	.00		0	.00
393 **	PROCEEDS- LT LIABILITIES	0	.00		0	.00		0	.00
390 ***	OTHER FINANCING SOURCES	31,917	.00		382,905	382,905.00		382,905	.00
	FUND TOTAL OLIFE CAPITAL FUND	49,737	3,543.08		596,701	583,831.77		596,701	12,869.23

FUND 601 QLIIFE CAPITAL FUND		DEPT/DIV 9500 OTHER USES/		*****CURRENT*****		*****YEAR-TO-DATE*****		*****		*****		*****	
SUB	OBJ	DESCRIPTION	ACCOUNT	BUDGET	ACTUAL	%EXP	BUDGET	ACTUAL	%EXP	ENCUMBR.	ANNUAL BUDGET	UNENCUMB. BALANCE	% BDTG
60	**	QLIIFE FUND		11674	.00	0	140000	.00	0	.00	140000	140000.00	0
600	05	OTHER USES		11674	.00	0	140000	.00	0	.00	140000	140000.00	0
	05	** OTHER											
600	**	** OTHER USES		11674	.00	0	140000	.00	0	.00	140000	140000.00	0
60	**	** QLIIFE FUND		11674	.00	0	140000	.00	0	.00	140000	140000.00	0
66		EXPENSE-ACCOUNT											
660	06	FINANCIAL OPERATIONS											
	06	CONTINGENCY / UAFB		5150	.00	0	61800	.00	0	.00	61800	61800.00	0
	88	00 CONTINGENCY		0	.00	0	0	.00	0	.00	0	.00	0
	89	00 UNAPPROPRIATED ENDING BAL		5150	.00	0	61800	.00	0	.00	61800	61800.00	0
	06	** CONTINGENCY / UAFB											
660	**	** FINANCIAL OPERATIONS		5150	.00	0	61800	.00	0	.00	61800	61800.00	0
66	**	** EXPENSE-ACCOUNT		5150	.00	0	61800	.00	0	.00	61800	61800.00	0
DIV	9500	TOTAL *****		16824	.00	0	201800	.00	0	.00	201800	201800.00	0
DEPT	95	TOTAL *****		16824	.00	0	201800	.00	0	.00	201800	201800.00	0
FUND	601	TOTAL *****		49781	2041.54	4	596701	196855.21	33	.00	596701	399845.79	33
		QLIIFE CAPITAL FUND											
GRAND	TOTAL	*****		118178	14256.86	12	1415463	768412.46	54	.00	1415463	647050.54	54

QLIFE - LISTING OF FINANCIAL TRANSACTIONS

FUND:	<u>OPERATING 600</u>			
FISCAL YEAR:	2015-16			
PERIOD DETAIL	FROM:	6/18/2015 TO:	7/16/2015	53,865.00
				3340.91
Revenue:	Billed as of	6/20/2015		202.17
	QLife Monthly Billings		BILLING DONE ON THE 20TH	
TOTAL:				57,408.08
CODE	Expenditures:			
600.6000.660.34.30	Aristo	monthly retainer		2,000.00
600.6000.660.69.50	Secretary of State	Assumed Business Name		50.00
600.6000.660.53.30	Gorge.net	Phone		34.13
600.6000.660.34.10	Commstructures	Chen. Biz Park		998.75
600.6000.660.34.10	Commstructures	Conflict review		370.00
600.6000.660.34.10	Commstructures	NJUNS		92.50
600.6000.660.34.10	Commstructures	OSP Insight		1,126.25
600.6000.660.53.40	TD Chronicle	Budget Hearing Advertisement		95.70
600.6000.660.58.10	The Cottage Café	Lunch		122.00
600.6000.660.58.70	OJUA	Membership		575.00
600.6000.660.58.50	Oregon Telecomm Conference	Registration		195.00
600.6000.660.63.90	NWC School District 21	Robotics Grant		2,000.00
600.6000.660.63.80	CGCC Foundation	Scholarship		2,000.00
600.6000.660.54.00	Oregon Telecomm Conference	Sponsorship		500.00
600.6000.660.69.70	City of The Dalles	ROW		1,602.45
600.6000.660.31.15	Wasco County	GIS /ARC License 2014-15		4,470.00
600.6000.660.31.90	AFO	Licensing OSP Insight		1,685.00
600.6000.660.44.10	City of The Dalles	rent		1,938.00
600.6000.660.31.10	City of The Dalles	Services		6,963.40
600.6000.660.32.10	Merina	Audit		1,700.00
600.6000.660.41.40	NWC PUD	electric		36.20
600.6000.660.32.20	Keith Mobley	Legal		225.00
600.6000.660.34.30	Aristo	General oversight May - June		9,149.97
600.6000.660.34.30	Aristo	BPA Transformer - will be reimbursed		560.56
TOTAL:				38,489.91

FUND:	<u>CAPITAL 601</u>			
FISCAL YEAR:	2015-16			
PERIOD DETAIL	FROM:	6/18/2015 TO:	7/16/2015	
Revenue:				
TOTAL:				
CODE	Expenditures:			
601.6000.660.43.86	Commstructures	Splice Audit		350.00
601.6000.660.76.20	Commstructures	Gorge.net pass thru		55.00
601.6000.660.76.20	NorthSky	Gorge.net pass thru		2,491.00
601.6000.660.76.10	NorthSky	audit		4,666.00
601.6000.660.76.20	Aristo	Gorge.net pass thru		1,991.49
TOTAL:				9,553.49

QLife Network

QualityLife Intergovernmental Agency

TO: QualityLife Intergovernmental Agency Board

FROM: Gary Rains, Business Development Director for the City of The Dalles and Nolan Young, Administrator

DATE: July 17, 2015

SUBJECT: Business Incubator Center

Background: We have had discussions with Mid-Columbia Economic Development, Business Oregon, the U.S. EDA, Gorge Innoventure, Regional Solutions, the Port of The Dalles and others. Everyone is supportive but everyone wants someone else to be first. Based on Q-Life's involvement we will prepare a cogent plan and program for a Business Incubator and Innovator Space in The Dalles. Without your help I'm afraid this will not be possible.

We remain committed to making this happen. We sincerely hope you can see the importance of this as a development tool to grow new businesses and jobs in The Dalles.

Please find attached the program explanation, a draft business incubator spreadsheet for the first three years, and a recap of the Gorge OEN investment portfolio recently created for the Oregon Community Foundation.

At a prior meeting the Board approved assisting with the broadband connection to a Business Incubator facility.

The preferred site for this facility is the MCMC site on the corner of Union and East First for two reasons 1) it is in the downtown and 2) MCMC is subsidizing the rent starting at about \$5,000 per month. We are specifically asking QLife help us secure the MCMC site by agreeing to add payment of up to 12 months' rent at \$1,000 per month and utilities at \$1000 per month. With this support we will be going to the City Council on July 27 for approval to sign a lease (it will have a 120 day termination clause), and to the Port of The Dalles on August 12 asking for their support.

Board Alternatives:

1. Approve QLife supporting the Business Incubator by providing the first 12 months' rent in the amount of \$1,000 per month, and utilities up to \$1,000 per month for the first 12 months.
2. Approve QLife supporting the Business Incubator project in some other amount.
3. Decline to further support the Business Incubator project.

**Through Cooperation of the City of The Dalles and Wasco County
313 Court Street, The Dalles, Oregon 97058 541/ 296-5481**

**THE DALLES COMMUNITY
ENHANCEMENT PROGRAM**
Business Incubator

Project Name:

The Dalles New Business Incubator

Location of Project:

Downtown The Dalles, Oregon

Vision and Community Benefit:

Business incubators speed the growth and success of startup and early stage companies. They offer mentoring, advice and a good path to capital from angel investors, economic development agencies and other investors.

For The Dalles a Business Incubator will create space in the Downtown area where assistance and collaboration can take place. This project will attract a wide variety of companies – information technology, data mining, specialized consumer products and internet-based businesses, especially with the continued development of Google as a major local employer.

This Incubator will attract businesses to fill vacant downtown building spaces, and revitalize the City core. It will generate revenue by cost sharing, educational services and classes of all types. We will work collaboratively with Columbia Gorge Community College, Mid-Columbia Economic Development District, the Small Business Development Center and other regional agencies.

Programs will include:

- Stimulating environment for collaboration and growth
- Business planning, networking, research and product development
- Networking with financial resource providers
- Mentoring and coaching to insure success
- Connections with industry leaders, such as Insitu and Google

But to get started, we will need business office equipment, high-speed fiber, and a contract project manager, with sufficient funding to make the project stable for a minimum of two years. The City and Port are committed to matching any project funding with in-kind services. QLife has committed to providing large bandwidth internet connections.

Depending upon success, we plan to create a private local angel investment group and we have identified local lending organizations willing to lend working capital and equipment funding for new businesses growing because of the Incubator. It is anticipated The Dalles Business Incubator will be home to 8-10 businesses at a time, and be founded as a non-profit, 501c3.

Project Budget:

Total: \$90,000

Possible funding provided by: City, Port, OIB & QLife

Project Status and Support:

The City has identified the DME Building owned by Mid-Columbia Medical Center as the right space for developing the business plan and operational structure.

Recommendation :

City of The Dalles recommends this project to organizations and agencies for future funding.

Project Partners:

City of The Dalles, Port of The Dalles and Main Street Program.

Lead Sponsor:

Organization Name
Contact Name / Title
Address / State / ZIP
Phone / FAX / email

City of The Dalles, Oregon
Nolan Young, City Manager
313 Court Street The Dalles, OR 97058
541-296-5481 x 1118; nyoung@ci.the-dalles.or.us

THE DALLES MAIN STREET BUSINESS INCUBATOR

OVERVIEW

The number of businesses started in the U.S. has more than doubled during the past decade, with well over 610,000 new businesses during the first nine months of 2010 alone. But the percentage of those that survive has remained the same or declined. Either way, business start-ups are facing tough odds nationwide. According to the SBA, 80 percent of all new small firms started will fail within 5 years because of lack of money, support or energy.

Is there any way for entrepreneurs to combat these statistics? One increasingly popular economic support tool is the business incubator which, as the name implies, is a place designed to foster the growth of small companies.

Business incubation programs have become essential economic development tools for communities that are trying to improve their economies. The programs which house very-early stage companies and provide them with a full array of business, planning, and financial services yield excellent returns. According to research, 84% of the companies that "graduate" from incubation programs remain in their community.

DOWNTOWN BUSINESS INCUBATOR

A business incubator located in Downtown The Dalles is needed and will be the ideal project to stimulate and promote community partnerships, along with economic growth. It can accomplish this by providing the opportunity for job placement, on-the-job training, entrepreneurial training, business development, technical assistance, career counseling, small business financing, and physical space. This incubator could also satisfy the one-stop-shop needs of budding entrepreneurs in the community.

PURPOSE

An Incubator's main purpose would be to catalyze the process of starting and growing new and emerging businesses. A proven model, this incubation program will diversify the economy, create jobs, and develop new tenants for Downtown properties. It will also help to insulate new businesses from the harsh environment they face during the crucial first two years of existence.

THE DALLES MODEL

The Dalles is in the enviable position of having multiple organizations with an interest in this type of development:

- Columbia Gorge Community College
- Small Business Development Center (SBDC)
- Mid-Columbia Economic Development District (MCEDD)
- Gorge Technology Alliance (GTA)
- Washington Investment Board
- Oregon Investment Board
- Oregon Economic Development
- Mid-Columbia Council of Governments (MCCOG)
- Mid-Columbia Housing (HUD)
- City of The Dalles
- Port of The Dalles
- Gorge OEN and the Oregon Entrepreneurs Network (OEN)

We propose to bring all of these groups together to assist in the growth of this venture by utilizing their areas of expertise – ranging from education and work source training, to development of funding resources needed to grow new and emerging companies.

Our model includes offering deeply discounted space and support services in exchange for a promise that the company would employ people and grow their business here in The Dalles.

IN CAN HAPPEN HERE

I have been the managing member of the Gorge Angel Investor Network (GAIN) for the past seven years. During that time GAIN reviewed 47 companies. We funded four directly with \$765,000; another twelve have benefited from the support and expertise provided by many of the GAIN members for a total known investment of \$2.3 million. Eleven found other funding as a result of their exposure.

Two successful examples are right here in The Dalles: Integrated 3D was a graduate of the 2013 Gorge OEN Boot Camp. They make complex metal products in aerospace, clean energy and automotive industries. The company received \$1.7 million in New Market Tax Credit funding in 2014. NuCulture was a graduate of the most recent Boot Camp. With the help of the Port of The Dalles they started manufacturing right here, where they make delicious vegan nut cheese spreads.

WE NEED Q-LIFE'S PARTNERSHIP

The Main Street Program and City of The Dalles are "all in". They have both pledged their support of this program. I'm confident the partners listed above will provide much of the resources and support needed to make these companies successful.

What we need from Q-Life is time. By providing the first year of rent and utilities, you are giving the business incubator the ability to grow with the businesses that it supports. This \$24,000 commitment will allow us to make use of the DME Building. This two-story building is ideal. It offers a great location, access to downtown, and sufficient parking for the varied needs of this type of venture. Part of our model would include requiring the companies to "outgrow" their space and move within two years into space that better meets their future development needs. We're hopeful this would mean new businesses in Downtown vacancies as well as growth of flex space in The Port's industrial park.

We hope you see this as a great opportunity. Without your help this won't be possible.

Respectfully submitted by,



Gary Rains

Business Development Director, City of The Dalles
Founder and Board Member – Gorge Innoventure Business Accelerator
Moderator – Gorge OEN Business Boot Camp3
Past Board Member – Oregon Investment Board (MCEDD)
Founding Partner – Gorge Technology Alliance (GTA)
Managing Member – Gorge Angel Investor Network (GAIN)
Member – Oregon Entrepreneur's Network (OEN)

INVESTMENT PORTFOLIO
GORGE INNOVENTURE GORGE ANGEL INVESTOR NETWORK
 Prepared for Oregon Community Foundation
 May 2015

	Company	New Name	Investment	Other (est)	State	Current Sales (Est)	Emp	Other
GAIN 1	Alpzite			\$250,000	OR		11	Sold 2013
	Bambinos							
	Bike Buddy							
	Che Vere (Copa Da Vino)				OR	\$17,000,000	75	Sunshine Mill The Dalles
	Denena							Closed
	Gorge Analytical				OR	\$1,300,000	6	
	Pacific NW Clean Tech							
	Pistil		\$150,000	\$250,000	OR	\$7,000,000	15	Repurchased stock 2014
	T.Ching							Closed
	GAIN 2	Common Energy				OR	\$800,000	7
Outside Baby					WA	\$500,000	6	
E Produce			\$250,000	\$300,000	OR			Closed
Hood River Coffee					OR	\$500,000	5	
Hydrasi					OR	80,000	2	Started Columbia Cidery
Greenshipping					OR			Started Pfriem Brewing
Bunnyjuice					OR	\$900,000	5	
Oregon Growers & Shippers				\$250,000	OR	\$700,000	6	
True North Productions								
BioSolids								Closed
GAIN 3	4-Tell		\$125,000	\$200,000	WA	\$1,100,000	15	
	J. Hammock & Sons				WA	\$200,000	2	
	J&K Growers				WA	\$250,000	8	
	Lyle Hotel				WA			Sold 2014
	P2Flow				OR	\$50,000	1	
	Senkai Motor Works							
	Simply Brilliant	Shockles						Davis Instruments
	Terra Spatial Technologies			\$100,000	OR	\$700,000	12	
	Green Ventures							
	Blissful Brownies			\$100,000	IL	\$3,000,000	30	
GAIN 5	Feuerflex				OR			
	AR Interactive				OR			

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EdCaliber			CA	\$700,000	8
Food Trekker					
Illinois Clean Fleet		IL			
Mad Mikes		OR			
Orchard Pro	\$30,000	OR			Sold
Pivot Planet	\$75,000	OR			
Sapling Saver	\$20,000	OR			Sold
Sports Journal		OR			
WODBook					
GORGE Angel					
Blueshift		OR			
Columbia Cochon		OR		\$300,000	4
Greentop Tables		OR		\$200,000	4
MTM Care	\$250,000	OR		\$2,000,000	22
Pocket Fuel		OR		\$600,000	8
Small Planet					
Rapid Made	\$1,700,000	OR		\$2,000,000	15 The Dalles
River Horse					
Stronghold Climbing Gym		OR			
Delcarpine Automotive		OR		\$1,200,000	11
Gorge OEN/OCF					
Boot Camp #3		WA		\$900,000	5
Mekos International		OR		\$300,000	4 The Dalles
NuCulture		OR		\$250,000	2
Black Fox Nut Company		OR			5 In development
Talkoot		OR	-		3 In development
Columbia Gorge Softworks		OR	-		
Gorge Innoventure					
Chify.com		OR			
Mousseworks		OR			
Gorge Logic		OR		\$250,000	4 The Dalles
On Demand Analysis		OR		\$1,100,000	5
Eco Auger		FL	-		Seeking testing
Gorge Boost		OR			
Seeq		WA		\$6,000,000	20
Jurevicious Studios					

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Avalon Business Services	OR		
Wickwire Tool Company	OR	\$160,000	2
<hr/>		\$675,000	\$3,525,000
Total		\$50,040,000	328

Aristo Networks LLC
Technical Management Report
By
John Amery
7/15/2015

Items of Discussion:

- There were no system issues this month
- Primary project – 2015 documentation / Audit
- Other projects in the works
 - Tree trimming project
 - High levels of CPU on core infrastructure
 - Call before you dig maps