

BOARD ORDERS AND MINUTES
IN THE BOARD OF COMMISSIONERS OF THE STATE OF OREGON
FOR THE COUNTY OF YAMHILL
SITTING FOR THE TRANSACTION OF COUNTY BUSINESS

THE BOARD OF COMMISSIONERS OF YAMHILL COUNTY (“the Board”) sat for the transaction of county business in combined session on June 24, 2021, at 10:00 a.m. in a virtual meeting via Zoom, Commissioners Mary Starrett, Lindsay Berschauer and Casey Kulla being present.

Also present were Ken Huffer, County Administrator; Christian Boenisch, County Counsel; Todd Sadlo, Senior Assistant County Counsel; Ken Friday Planning Director; Stephanie Armstrong, Senior Planner and Keri Hinton, BOC Staff.

Guests via Zoom: Kathy Tate, Online NW; Abisha Stone, SEDCOR; Alan B; Rodrigo Lagunas; Daniel Danicic; Doug Rux, City of Newberg; Garrett Stephenson, Scwabe, Williamson & Wyatt; Chris Clemow, Clemow Associates; Tom Stewart; Brendan Buckley, Johnson Economics; Sheila Barnes; and Erin Chen.

Welcome! Due to COVID-19 and physical distancing requirements, attending the meeting is discouraged. The public can view the meeting via the YouTube link on the Yamhill County Meetings page. <https://www.co.yamhill.or.us/meetings>. See below for instructions regarding submitting general public comment or comments on agenda items.

- A. CALL TO ORDER:** Commissioner Starrett called the meeting to order at 10:00 a.m.
- B. FLAG SALUTE**
- C. CALENDAR SESSION:** This time is reserved for the review of the commissioner’s joint schedule (if needed). The Commissioner’s reviewed the joint schedule for the week of June 27 – July 3, 2021. No other county business was discussed.
- D. PUBLIC COMMENT:** *Due to COVID-19 and physical distancing requirements, anyone wishing to submit general public comment or comments related to a specific agenda item may do so in written format via email at bocinfo@co.yamhill.or.us or by mail at 535 NE Fifth St., McMinnville, OR 97128. Any comments received prior to the meeting will be shared with the Board of Commissioners and submitted to the record.*

Public comments received via e-mail regarding the vacancy in House District 23 and COVID-19 were submitted into the record.

E. WORK SESSION: This time is reserved for topics of discussion scheduled for the Commissioners in advance. If a work session is not needed, the balance of the meeting will begin at 10:00 a.m.

1. Work Session –

a. Formal Presentation of Newberg Urban Renewal Plan & Report – Doug Rux, City of Newberg. *[Continued to July 1, 2021]*. The work session was postponed until next week as requested by staff.

b. End of work session.

2. a. Review/discussion of SEDCOR Quarterly Report & Online NW Update – Abisha Stone.

Abisha Stone presented the quarterly report (Exhibit A) which focused on economic recovery and outlined a proposed regional hospitality workforce training program model to provide skill development in the hospitality and childcare industries. Ms. Stone also touched on ongoing workforce housing solutions and identifying buildable industrial lands.

Kathy Tate, CEO of Online NW provided an update regarding the rural broadband expansion project, noting that wireless households in the broadband footprint continued to increase during 2021. She outlined phasing the projects, noting the completion of planning and site selections and explained the projected timelines of Phases II and III to finalize agreements and tower construction. Once the cell tower installations are complete, Ms. Tate estimated that coverage in the county would reach approximately 90% of citizens.

b. End of work session.

F. DEPARTMENT UPDATES: None.

G. CONSENT AGENDA: Commissioner Kulla moved approval of the consent agenda. The motion passed, Commissioners Starrett, Berschauer and Kulla voting aye.

Contracts & Grants

1. **B.O. 21-253** - Approval of an agreement between Yamhill County and Knife River Corporation-Northwest for the 2021 Overlay Project in the amount of \$1,719,419.25.

2. **B.O. 21-254** - Approval of Amendment #4 to Agreement #166061-4 between Yamhill County and the Oregon Health Authority (B.O. 21-76) for administrative adjustments to funding for Community Mental Health, Addiction Treatment, Recovery, & Prevention, and Problem Gambling Services.

3. **B.O. 21-255** - Approval of Amendment #1 to the contract employment agreement between Yamhill County Health and Human Services and Melissa (Heuberger) Cook (B.O. 19-45) to provide professional clinic services at the rate of \$65.54, effective July 9, 2021.

4. **B.O. 21-256** - Approval of Amendment #1 to the contract employment agreement between Yamhill County Health and Human Services and Delta Duff (B.O. 19-300) to provide professional clinic services at the rate of \$79.80, effective June 9, 2021.

5. **B.O. 21-257** - Approval of Amendment #3 to the contract employment agreement between Yamhill County Health and Human Services and Donald Henschel (B.O. 17-156) to provide professional clinic services at the rate of \$89.09, effective June 9, 2021.
6. **B.O. 21-258** - Approval of Amendment #3 to the contract employment agreement between Yamhill County Health and Human Services and Andrea Kessinger (B.O. 16-184) to provide professional clinic services at the rate of \$89.09, effective June 9, 2021.
7. **B.O. 21-259** - Approval of Amendment #7 to the contract employment agreement between Yamhill County Health and Human Services and Jannell Werner (B.O. 13-340) to provide professional clinic services at the rate of \$80.33, effective June 9, 2021.
8. **B.O. 21-260** - Approval of Amendment #3 to the contract employment agreement between Yamhill County Health and Human Services and Gayle Woosley (B.O. 16-459) to provide professional clinic services at the rate of \$124.57, effective June 9, 2021.
9. **B.O. 21-261** - Approval of grant agreement #34999 between Yamhill County Transit and Oregon Department of Transportation (ODOT) Rail & Public Transit Division for the 2021-22 biennium 5311 funds to support administration, operations, and preventative maintenance expenses in the amount of \$2,386,954, effective July 1, 2021 through June 30, 2023.
10. **B.O. 21-262** - Approval of grant agreement #35194 between Yamhill County Transit and the Oregon Department of Transportation (ODOT) Rail & Public Transportation Division for the 2021-22 biennium 5310 capital funds to support operating expenses in the amount of \$672,282, effective July 1, 2021 through June 30, 2023
11. **B.O. 21-263** - Approval of grant agreement #34972 between Yamhill County Transit and the Oregon Department of Transportation (ODOT) Rail & Public Transportation Division for the 2021-23 Biennium Special Transportation Funding (STF) to support operating expenses in the amount of \$503,684, effective July 1, 2021 through June 30, 2023, subject to final review and approval by county counsel.

Fees

12. **B.O. 21-264** - Approval of the revised 2021 Sheriff's Office fee schedule.

H. OLD BUSINESS:

1. **B.O. 21-265** - Consideration of the adoption of written findings and conditions in the matter of upholding the Planning Director's approval and denying the appeal of Planning Docket #FT-13-20, approval of a forest template dwelling; Applicant: Catherine Wright representing Loyola Heights, LLC.; Appellant: 1000 Friends of Oregon; Tax Lot: 5435-600. *[Continued from June 10, 2021].*

Todd Sadlo noted an addition to condition #6, which was amended by the applicant, and was included in the draft submitted for consideration. Commissioner Berschauer moved approval of item H1. The motion passed, Commissioners Starrett, Berschauer and Kulla voting aye.

2. Consideration of adopting a Resolution and Board Order approving the Newberg Urban Renewal Plan. *[Continued from June 17, 2021]*.

The consensus of the Board was to table item H2 until July 1, 2021. There was no action taken.

I. OTHER BUSINESS (Add-ons and non-consent items):

1. **B.O. 21-266** - Consideration of approval of the appointment of Tonya Johnson and reappointment of Suey Linzmeier to the Yamhill County Board of Health, each to a four-year term to expire on February 1, 2025.

Commissioner Starrett moved approval of item I1. The motion passed, Commissioners Starrett, Berschauer and Kulla voting aye.

2. **B.O. 21-267** - Consideration of the approval of Resolution 21-06-24-1 adopting the Yamhill County budget for fiscal year 2021-22.

Commissioner Berschauer moved approval of item I2. The motion passed, Commissioners Starrett, Berschauer and Kulla voting aye.

The meeting was recessed at 11:14 a.m. and reconvened at 11:21 a.m.

J. PUBLIC HEARINGS:

1. Consideration of approval of Docket PAZ-01-21: A Comprehensive Plan amendment from Very Low Density Residential to Industrial and a zone change from VLDR-2.5, Very Low Density Residential to LI, Light Industrial. Applicant: Thomas Henry Stewart; Tax Lot: 3325BD-200; Location: 209 Highway 99W, Dundee.

Commissioner Starrett opened the public hearing at 11:21 a.m. There were no abstentions or objections to the jurisdiction of the hearing and there were no reports of site visits or ex-parte contact. Ken Friday read the "raise it or waive it" statement required by ORS 197.763(5).

Staff Report: Stephanie Armstrong provided the staff report, noting the reconsideration of the application was requested by the applicant after the Board tentatively denied the application on April 22, 2021. Mr. Stewart provided additional information based on the concerns raised by the Board at the hearing in April. He submitted new evidence of a landscaping plan, as well as a land needs analysis which showed unsuitable available light industrial land options and an alternative site analysis which showed no available properties within Dundee or Newberg.

Applicant: The applicant's attorney Garrett Stephenson addressed criteria concerns raised by the Board and provided additional testimony containing a landscaping plan, and site and transportation analysis reports in support of the application. Applicant Thomas Stewart stated he was unaware of the zone issues prior to purchasing the property and was agreeable to adding a landscape barrier to buffer the site where he planned to store heavy equipment.

Ken Friday stated the site was within the bypass overlay area and said notice was sent to ODOT regarding Mr. Stewart's application. Ms. Armstrong added that the property was outside of the bypass pathway. There was no additional applicant testimony.

Appellant: There was no appellant testimony received.

Public Agency Reports: Ms. Armstrong stated there were no additional reports received.

Applicant Rebuttal: Mr. Stephenson waived any final written argument.

Staff Recommendation: Ms. Armstrong stated that staff recommended the approval of the application with conditions as stated. Landscaping was to be installed prior to operation on the property.

The public hearing was closed at 12:17 p.m.

Deliberation: After discussion, Commissioner Starrett moved to approve the application with the recommended conditions. The motion passed, Commissioners Starrett, Berschauer and Kulla voting aye. Todd Sadlo stated final written decision, conditions and findings will be ready for adoption on July 15, 2021.

K. ANNOUNCEMENTS:

1. For information on county advisory committee vacancies, please refer to the county's website, <https://www.co.yamhill.or.us/content/board-commissioners-committees>, or call the Board of Commissioners' office at 503-434-7501 or 503-554-7801 (toll-free from Newberg).
2. For questions regarding accessibility or to request an accommodation contact the Board of Commissioners' office at (503)-434-7501 or (503)-554-7801 (toll-free from Newberg) or email at bocinfo@co.yamhill.or.us
3. Electronic versions of all meeting agendas and meeting information packets can be found at the county's website: <https://www.co.yamhill.or.us/meetings>

Following Commissioner announcements, the meeting adjourned at 12:25 p.m.

Carolina Rook
Secretary

YAMHILL COUNTY BOARD OF COMMISSIONERS



Chair MARY STARRETT



Commissioner LINDSAY BERSCHAUER



Commissioner CASEY KULLA

Accepted by Yamhill County
Board of Commissioners on
8/12/21 by Board Order
21-332

June 21, 2021
Yamhill County Board of Commissioners
Re: SEDCOR 2021 Q2 Report

Dear Commissioners,

Through the second quarter of 2021 we continue to see a focus on economic recovery at all levels of government and industry, with a heightened focus on workforce development - which includes access to childcare, workforce training programs and affordable housing.

Industry & Project Updates – Quarterly Highlights:

- **Buildable Industrial Lands** – We continue to see a lack of buildable industrial lands in both the incorporated and unincorporated parts of the county. I am continuing to work with landowners, Business Oregon and jurisdictional partners to identify opportunities for lands that may qualify for State “readiness” programs. This lack of available lands is driving business loss and is a significant roadblock to recruitment. Meaningful work still needs to be done in this area.

- **Career Readiness and Technical Education** - Industry partners continue to list access to workforce as one of their top three hurdles for meeting the needs of their business. Several programs have recently been developed to meet this need both today and into the future:
 - CTEC West – The Sheridan School District is working to develop a CTEC type model of CTE programming in Sheridan at the now vacant CEC building. They are partnering with several of the county’s school districts, SEDCOR, the Grand Ronde Tribe (& Spirit Mtn. Casino) and now Forest River, to build out a multi-track CTE training facility. They are currently seeking funding from County and State funding sources for this \$7mm project. They have a deadline of July 16th to secure the facility with a fiscal demand of \$2mm.
 - CCC Conjoined Hospitality & Childcare Training Program – Chemeketa Community College has partnered with Yamhill County chambers of commerce, downtown associations, SEDCOR, MEDP and other regional partners to design a workforce training program aimed at rebuilding the hospitality industry’s workforce. Knowing that there will be a need for childcare, they are partnering the program with a free childcare offering, which doubles as a childcare certification training program as well. They are working to identify funding for this ~\$700k, 3-year program.

- **Workforce Housing Consortium** – This group continues to meet and is currently exploring 3 locations as potential project sites in Newberg.

- **ERPNext** – This locally adapted/developed industry solution platform was funded in part by a High Impact Opportunity Grant (HIOP) through the state. The project continues to move steadily forward with support from Buildable, LLC., OMEP, SEDCOR and MEDP. By fall of this year, the open-source ERP system will be available for use by small-to-mid sized manufacturers in our region.

Exhibit "A"

- **New Industry Supply Chain Solutions** – Two new businesses (currently in the design phase) have emerged in Yamhill County, who seek to solve the wine industry's issue with localizing the wine bottle supply chain. Both of these companies are working on a wine recapture/recycle program. This is very exciting for the local industry who's main concern for business continuity is lack of a localized supply chain for packaging materials. I will be sharing more about these companies in the coming months as they both continue to seek resources for business development.
- **Broadband Expansion** – OnlineNW continues to move forward with the Yamhill County Rural Broadband Expansion Project. Kathy Tate will be presenting more at the 6/24 Board meeting.

Respectfully submitted,

Abisha Stone

SEDCOR

Yamhill County Economic Development Manager



SHERIDAN

SCHOOL DISTRICT

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Dorie Vickery, Superintendent

June 10, 2021

Yamhill County Commissioner Chair Starrett
Yamhill County Commissioner Vice-Chair Berschauer
Yamhill County Commissioner Kulla

Re: American Rescue Plan Funds

Dear Commissioners Starrett, Berschauer and Kulla,

As you are aware, Sheridan School District (SSD), in partnership with area districts, will open a Career Technical Education Center (CTEC) in Sheridan. CTEC West will provide area high school students the opportunity to gain critical skills and knowledge in a chosen career pathway, preparing them to enter the workforce upon graduation or continue to higher education. Students will graduate with a competitive edge for high-wage and high demand jobs, supporting economic and community revitalization throughout the Sheridan region.

Our proposed career pathways include Health Services, Hospitality and Tourism, Manufacturing, Agriculture Business, and Residential Construction. The final selection of pathways will be driven by our local industries in the west valley region. Each pathway will have an advisory council to ensure the instructional content remains consistent with industry needs. Every effort will be made to coordinate CTE offerings across local high schools, duplicating only if the workforce need in a particular field is high.

The facility is a vacant manufacturing plant (former Construction Equipment Company) across the street from high school property. It is 24,000 square feet on eight acres. At this time, SSD has a fully executed purchase price of \$2.0 million. The construction costs and site improvements are estimated at \$2.8, equipment at \$1.0 million. Additional costs include architectural and engineering fees bringing the total project to approximately \$7.0 million.

In partnership with Chemeketa Community College, CTEC West will also provide adult education as a way of serving local industries. Additionally, there is the possibility to provide childcare, given that our Titan Preschool is located on the same street as CTEC West. For rural communities, transportation and childcare are a challenge. With a site for childcare close by, CTEC West will serve working families in the Sheridan region.

American Rescue Funds from Yamhill County would secure the purchase of the property and provide the initial costs of construction, including engineering and design of classroom space. Our proposal to the State Legislature submitted by Representative Gomborg, requests 1.9 million in State Lottery funds, which will go towards capital improvements. Additional funds will be through private donations and grants.

It is estimated that CTEC West will employ 16 instructors from industry and provide CTE programs for 200 students annually. There will also be opportunity for employment through the design and property improvements, economic regional growth with the purchase of supplies, equipment and instructional materials. CTEC West will focus on economic and community revitalization to benefit a rural region of the West Willamette Valley.

This project is a significant investment, leading to lasting educational and workforce development, offering students CTE programs, growing our future workforce and bringing economic revitalization to Yamhill County. We request \$3.0 million from the American Rescue Plan funds to provide our region with a career technical education center, CTEC West. Thank you for your consideration.

Respectfully,

Carrie Zimbrick, Willamina Superintendent
Steve Sugg, Dayton Superintendent
Jeff Clark, Amity Superintendent
Dorie Vickery, Sheridan Superintendent

Yamhill County Workforce Training

Conjoined Program Model - Hospitality and Childcare

Project Overview:

With the support of several regional partners, Chemeketa Community College (CCC) has developed a hospitality workforce training program that decreases barriers to participation by addressing existing barriers to employment. One of the most significant barriers is access to childcare. For those returning to the workforce, with a desire to increase their skillset and pursue new career paths, additional barriers include access to affordable, accessible, culturally informed training programs.

In this proposed, conjoined, program model participants will receive training in hospitality while receiving access to free/subsidized childcare and on-site meals for themselves and their children. Phase two iteration of this program includes a childcare certification training program at the partner childcare site. This certification program will help expand the workforce within the childcare industry while laying the groundwork for future childcare expansion in Yamhill County.

Training Program:

To execute the work experience portion of the training program, CCC will partner with local hospitality businesses (restaurants, hotels, etc.) for onsite internships. The Workforce Innovation and Opportunity Act allows workforce programming to offer, and fund, planned structure learning experiences that take place with a local business at their workplace for a limited period of time. Work Experiences, commonly known as internships, are designed to promote the development of good work habits and basic work skills for individuals who are entering, or have limited occupational exposure, in certain occupations. When combining a work experience with classroom education, the student gets exposure to real-life business workflows and issues that allows the student to analyze and solve realistic problems and apply classroom learning to real-world settings. Generally, the work experience placement with the business is up to 250 hours. The short-term training programs imbedded within this experiential education program are:

- Alcohol Server Professional Certification (4.5 hrs)
- Food Server Professional Certification (2 hrs)
- Front Desk Representative Professional Certification (2-4hrs)
- Guest Room Attendant Professional Certification (2-4hrs)
- Maintenance Employee Professional Certification (2-4hrs)
- Oregon Guest Service Gold Professional Certification (2.5 hrs)
- Restaurant Manager Professional Certification (Competency Based)
- Restaurant Professional Certification (Competency Based)
- Restaurant Server Restaurant Supervisor Professional Certification (Competency Based)
- Security Professional Certification (2-4hrs)

Outreach:

For engagement in this program, CCC will be specifically targeting outreach toward high school graduates, early-retirees, BIPOC and historically underserved community members and currently unemployed individuals seeking skills development in hospitality.

Due to the housing shortage for new employees moving to the area, we will be targeting existing Yamhill County residents. In addition, the local Destination Marketing Organization (DMO), Visit McMinnville, is looking into producing county-specific video content to wrap around the certification training that would emphasize local industry history, the typical visitor and the experience they are seeking, and the current industry offerings in the area. The goal would be to enhance visitor experiences through informed, engaging staff that promote the area’s businesses to extend visitor length-of-stay and on-site spending. This material would likely consist of high-end video assets and accompanying training activities to provide a local host certificate that would be recognized by area businesses. Additional benefits of these assets include their efficacy in generating awareness of the visitor economy for potential guests and residents who are currently unaware of the quality jobs available in the local industry.

Committed Partners & Their Roles

- Chemeketa Community College (CCC) – Program development and execution
- Willamette Workforce Partnership (WWP) – OJT funding partner for on-site training
- McMinnville Downtown Association (MDA) – Industry recruitment & support
- Visit McMinnville – Program marketing partner
- Taste Newberg – Industry recruitment & support
- Newberg School District (NSD) – Advisory for youth educational programming
- Strategic Economic Development Corporation (SEDCOR) – Industry and program advocate
- Willamette Education Service District (WESD) - Advisory for youth educational programming
- Yamhill County Head Start (HS) – Childcare and early learning program development partner

Timeline and Duration:

This program is currently seeking gap funding and program launch timing will be driven, in part by the timing of that funding. Knowing that summer programs are very difficult to fill, and with a sensitivity to the urgent need felt by our industry partners and workforce, we plan for a fall-winter 2021 launch. We are currently planning to run this quarterly program for three years with a sunset in 2024 – unless extended need and funding is identified.

Current Funding Support:

WIOA Funding through WWP for on-site workforce training

Funding Gap – Current Funding Request:

CCC Programming – \$381,000
Childcare & Meals – \$175,000 - \$300,000
Business Participation Incentive - \$125,000

Total: \$681,000 - \$706,000

Yamhill County Immediate Relief Grant Program (IRGP) & Round 3 Funds Impact Report

Zone-based Allocations Model:

This population-based allocation model was intended to reach businesses across the county and was approved by the BOC as the funding model that drove the grant program.

Immediate Relief Grant Program (IRGP) - 2020

	Population	% of Pop	GRANT FUND \$250,000	\$2,500 awards No less than 2 Rounded	# of Grants
Yamhill	860	1%	\$2,241.33	\$ 5,000.00	2
Carlton	1,805	2%	\$4,704.20	\$ 5,000.00	2
Dayton	2,495	3%	\$6,502.48	\$ 7,500.00	3
Newberg	23,570	25%	\$61,428.20	\$ 60,000.00	24
Dundee	3,075	3%	\$8,014.07	\$ 7,500.00	3
McMinnville	32,930	34%	\$85,822.26	\$ 85,000.00	34
Willamina	1,885	2%	\$4,912.69	\$ 5,000.00	2
Amity	1,675	2%	\$4,365.39	\$ 5,000.00	2
Sheridan	6,025	6%	\$15,702.37	\$ 15,000.00	6
Lafayette	3,920	4%	\$10,216.31	\$ 10,000.00	4
Rural/Uninc YC	17,685	18%	\$46,090.70	\$ 45,000.00	18

Check: 95,925 100% \$250,000.00 \$ 250,000.00 100

* Population sensus data from 2010, prepared by Populaiton Research Center, PSU

State of Oregon "Round 3 Funds" Allocation - 2020

Funded/ Region:	% of total	Total Funds/Region	Adjusted to \$10k Award Amounts and no less than 2 per region				
			Total Awards	Tier 1 Award	Tier 2 Award	Total	
Amity	2%	\$ 28,800.00	\$ 30,000.00	11	-	110,000	110,000
Carlton	2%	\$ 28,800.00	\$ 30,000.00	11	10,000	100,000	110,000
Dayton	3%	\$ 43,200.00	\$ 40,000.00	6	10,000	50,000	60,000
Dundee	3%	\$ 43,200.00	\$ 40,000.00	12	-	120,000	120,000
Lafayette	4%	\$ 57,600.00	\$ 60,000.00	1	-	10,000	10,000
McMinnville	34%	\$ 489,600.00	\$ 480,000.00	52	90,000	430,000	520,000
Newberg	25%	\$ 360,000.00	\$ 360,000.00	39	70,000	320,000	390,000
Sheridan	6%	\$ 86,400.00	\$ 90,000.00	3	10,000	20,000	30,000
Unincorporated County	18%	\$ 259,200.00	\$ 260,000.00	3	-	30,000	30,000
Willamina	2%	\$ 28,800.00	\$ 30,000.00	3	10,000	20,000	30,000
Yamhill	1%	\$ 14,400.00	\$ 20,000.00	3	-	30,000	30,000
Check:	100%	\$ 1,440,000.00	\$ 1,440,000.00	144	200,000	1,240,000	1,440,000

**Based on census data from 2010, prepared by Population Research Center, PSU

Lottery Draw Process:

Both programs were held by lottery draw. An individual draw was done for each region. Funds from any undersubscribed regions were put into a general "12th region" draw and at-large winners were chosen. For the Round 3 funds you will notice that some communities received a greater number of awards than originally allocated. That is due to a combination of priority being given to funding all tier one then funding all tier two level applicants – a decision driven by the Board.

Additional Learnings from IRGP:

We asked our qualified applicants the following, voluntary, question - Please share your concerns for the coming months to year. What issues do you project for your business/organization and what types of support programs do you feel would be valuable to businesses/organizations like yours?

Here are the common themes of the responses we received

What concerns do you have for the coming months to year? What issues do you project for your business/organization?

- I am concerned that, even when the county reopens, the public will be afraid to come to my business; OR use my service
- Long term impact from revenue loss during closure – inability to invest in property and/or equipment. Inability to expand at previously planned rate
- Not sure whether my employees will come back – if they do, will I have lost the most talented ones
- Lack of tourism due to fear and direction by government to “stay away”
- Concerned about a second round of closures and what that impact would be through the summer months

What types of support programs do you feel would be valuable for organizations like yours?

- Additional support to fund fixed operating expenses during the ramp-up – more grant programs
- Tax deferrals; extension on SBA loan programs such as payment forgiveness and improved interest rates
- Ability to deploy our own reasonable social distancing measures that are specific to our facility or business type
- We need help to reinvent/re-envision our sales model; More B2B mixers and meet-ups
- Marketing for the valley, including restaurants, wineries, etc. We need a big marketing push to drive business & tourism once it is safe to do so
- Help with utility cost breaks
- Insurance payouts for business losses associated with the pandemic

Additional Learnings from Round 3:

The Board asked us to work to understand what the grant recipients planned to spend these funds on. Here are the top six answers in the order of prevalence.

1. Cover costs for rent / lease and utilities
2. Pay employees (both to get caught up and to keep them working)
3. Buy supplies for business / pay vendors
4. Expenses to change business model / market new sales approach or product line during COVID
5. Cover general overhead
6. Cover start-up costs to reopen business / COVID related business expenses