

**CANBY CITY COUNCIL
CITY COUNCIL WORK SESSION
April 22, 2015**

Presiding: Mayor Brian Hodson.

Council Present: Greg Parker, Traci Hensley, Tim Dale, Tracie Heidt, and Clint Coleman.
Councilor Todd Rocha was absent.

Staff Present: Rick Robinson, City Administrator; Amanda Zeiber, Asst. City Administrator/HR Director; Renate Mengelberg, Economic Development Director; Haley Fish, Finance Director; Bryan Brown, Planning Director; and Melissa Kelly, Library Director.

Others Present: Don Scheldahl and Jill Miles.

Mayor Hodson called the Work Session to order at 6:00 p.m. in the Police Department Community Room.

The Council met in a Work Session to have an informal discussion with Don Scheldahl about his perceptions of Canby from an Economic Development perspective.

Renate Mengelberg, Economic Development Director, listed all of the places seen by and people who had talked with Don Scheldahl, site selection consultant.

Jill Miles, business recruitment expert from Business Oregon, explained how the State worked with Ms. Mengelberg on business leads. Mr. Scheldahl was doing a five day tour of the I-5 corridor this week.

Mr. Scheldahl was a corporate site selector and interacted with the State and communities with business leads. He gave a background on his 30 year career in corporate site selection. He thought Canby's 12 jobs per acre requirement was too rigid. He explained how Beaverton, Gresham, Tualatin, Tigard, and Clackamas County had changed over time and how he thought this was Canby's time to decide what they wanted to become in the next 30 years. He was impressed with the Industrial Park and encouraged the City to keep it attractive with proper screening and landscaping. He complimented the City on having a Street Maintenance Fee. The land costs and development fees were reasonable and comparable to the Portland area, however they were higher than eastern United States, and to bring companies from the east there would have to be other incentives. Businesses wanted to be open in 18 months, and that was difficult in Oregon. He thought most of the Industrial Park was shovel ready, had room to grow in the future, and had railroad access which were also advantages. He thought Canby should be clear about what kind of industries they wanted and try to find ways to bring them to the City.

There was discussion regarding the best ways to recruit businesses, changing the 12 jobs per acre requirement, and creating requirements for maintaining the aesthetics of the Industrial Park.

Mr. Scheldahl thought the City should take back the water and electric utilities and use them as a revenue stream for the City. He thought small industries would be best to come to Canby, ones that were specialized with higher value products or services that would have less traffic and take

up less space. He and Ms. Miles listed specific industries that would be a good fit and ways to recruit them.

There was discussion regarding several examples of successful and unsuccessful recruiting of industries and how to make the businesses that were in Canby stronger and better. There was further discussion on SDCs and making sure they were reasonable.

Mr. Scheldahl recommended that Canby be clear about their targets and what industries they wanted to bring to the City, figure out a solution for the 12 jobs per acre requirement, try to drive down the price of property, and continue the commitment and public engagement.

Mayor Hodson adjourned the Work Session at 7:50 p.m.

A handwritten signature in blue ink that reads "Kimberly Scheafer".

Kimberly Scheafer, MMC
City Recorder

A handwritten signature in blue ink that reads "Brian Hodson".

Brian Hodson
Mayor

Assisted with Preparation of Minutes - Susan Wood