

Final Thoughts...Why Canby?

Canby, Oregon, a town of 15,865 with strong agricultural roots, offers all the amenities of a larger city while maintaining a friendly, pro-business attitude. The community offers a 300 acre industrial park ready for development, easy freeway access within 10 minutes to two interstate highways, ample utilities at attractive rates, and a qualified and available workforce with training resources at the ready. Consider Canby as a compelling business expansion or relocation option.



Lights... Camera... CANBY!

Canby should be in the movies! It is a photogenic city with a variety of interesting location options for film and video productions. Canby offers a beautiful rural setting, a charming downtown, parks and historic landmarks as well as industrial locations.

The city is partnering with Clackamas County on a new innovative program that makes it easy to find locations and navigate the permitting process county wide. Property owners are encouraged to get their sites and buildings in the online location library.

Already featured sites include city parks, Canby Ferry, Three Rivers Farm, Fir Point Farm, and the Fairgrounds among many others. To find out more about the program or promote local site or buildings see: http://www.canbybusiness.com/film_video.htm



Ideas, questions or interest in development?

Please Contact Renate Mengelberg at 503-266-0701 or mengelberg@ci.canby.or.us www.canbybusiness.com

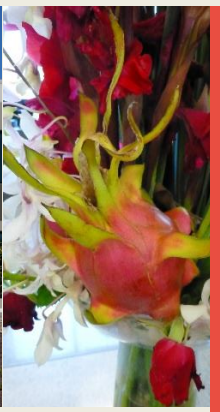
Canby Economic Development Department

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Issue
One

Summer
2013

Semi-Annual Insights into Canby's Real Estate Market

Coming in November 2013 >>>

- Canby Certified Industrial Sites - 2013
- Team Track Rail feasibility for Canby
- New developments and investments
- Real Estate Insights from Area Brokers

Canby In the spotlight

Current topics >>>

2013 Residential Real Estate Trends



By Gina Hosford

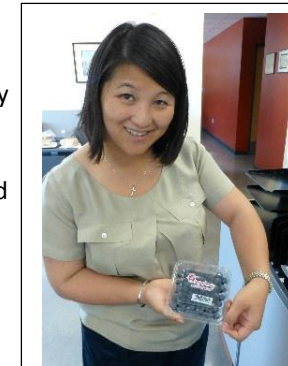
Canby's real estate market is active! Inventory is tight and days on the market are falling. Home sales have been exceeding new inventory for several weeks. While we are still in a buyer's market, prices seem to have responded by moving upward. If the demand trends here in Canby continue, we can expect prices to keep marching upward; especially once we see a Seller's market. The median list price here in Canby as of July 1st 2013 is \$284,500 and average price per square foot is \$141.

Dragonberry Produce Grand Opening

Dragonberry Produce opened its doors in Canby's Pioneer Industrial Park on June 29th. Over 250 people helped them celebrate their new location. The company is a unique and innovative international distributor of high quality and specialized produce.

Amy Nguyen, the owner of the company, has been planning the move to Canby from the Clackamas Industrial Area for four years. The company needed more space for growth and a place where they could develop new products, packaging and expand over time. \$2.5 million in a chic modern 14,256 square foot building is now located at 286 S. Sequoia Parkway. The building is designed as a LEED silver facility. There are many energy and water efficient features, a Zen garden maintained by a skilled Japanese gardener, and native landscaping that keeps all storm drainage on site. Dragonberry will celebrate their 10th anniversary in their new home next year. They plan to expand on their 4 acre campus over the next 5 years to become a creative campus where sustainability

and beautiful design and architecture are combined. The company began as a distributor of Pacific Northwest produce throughout the United States. Key markets include New York, Chicago and San Francisco.

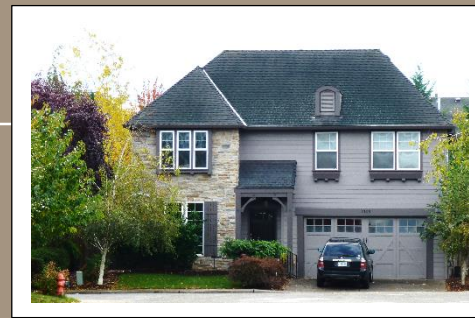


Customers can find their produce at Safeway, Albertson and Winco. Since then, they have become an exporter focused on the Pacific Rim among other areas. They feature berries, apples, pears, dragon fruit and other specialty fruits and vegetables.

Dragonberry partners with area growers including one located just across the street. The owner was very pleased with the support and warm welcome they received from the City and County. As a result, the building was completed on time and the process went smoothly. DECA Architecture Inc., Perlo Construction and Capital Pacific Bank helped with the project. For more details about the company see <http://www.dragonberryproduce.com/>.

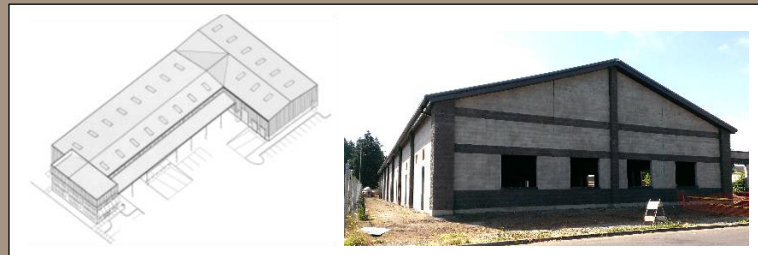


New Canby Developments



New Construction Underway

- **SMS Auto Fabrics**, a provider of the world's largest inventory of automobile cloth and vinyl for auto upholstery headliners and vinyl tops is adding approximately 14,400 sq. ft. to their existing building.
- **Allegro Dance Studio** is building a 12,600 square foot studio on S. 2nd Avenue – see photo below.
- **ProActive Sports**, maker of golf accessories and push carts is constructing a 12,000 sq. ft. warehouse addition to their existing building. – see rendering.
- **Johnson Controls**, a long time manufacturer of car batteries is adding a 2,970 sq. ft. addition to their existing building.



Upcoming Projects in the Planning Stage

- **Dinsmore Estates II**, will add 39 6,000+ to 8,000 square foot lots on 9.56 acres at S. Ivy Street. The first phase of 22 luxury home sites was built several years ago.
- **Northwood's Estates Phase 2** – 33 new home sites of about 8,000 sq. ft. will be on the market in early 2014. The first phase of this master planned high end development, located between 9th and NW Territorial, consists of 41 homes and was constructed in 2008. The Northwoods Park will also be expanded next summer.
- **A five building, three story townhouse development** is planned on NE 3rd and 4th. It features ground floor garage parking and two stories of living area above. Construction should begin fall 2013.
- **A 4 unit attached development project** located between NE 3rd and 4th should begin construction this fall.

New Tools>>>

Clackamas County Unveils Online Site Search Program

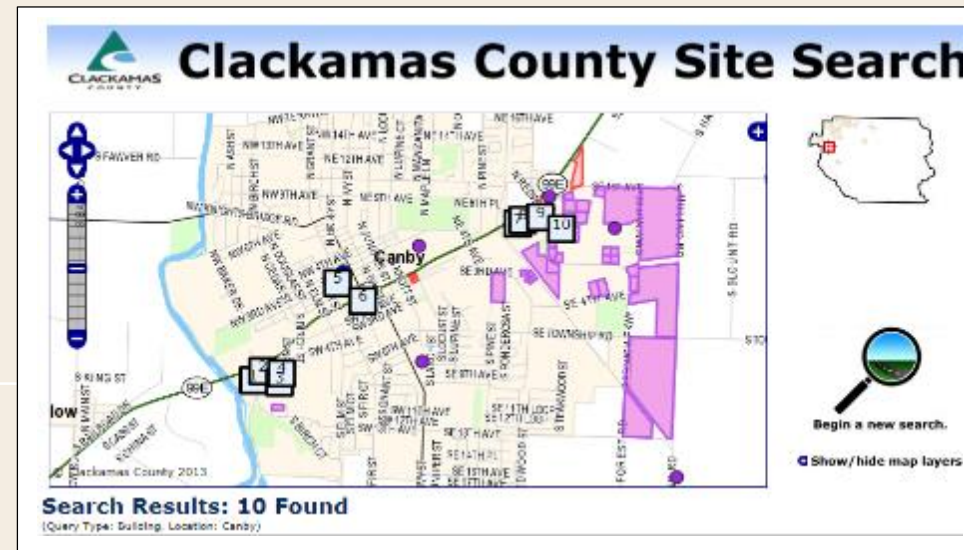
Jamie Johnk, Clackamas County Economic Development Department

Are you looking for the right site for your new business location? Clackamas County has developed a Site Search tool to make finding the county's numerous development ready sites easy and quick and provides detailed information on available properties.

The County's economic development and planning teams developed the Strategically Significant Employment Lands Site Search mapping tool - the first in Oregon - after conducting an in-depth inventory of vacant and under-utilized employment land. They reached out to property owners and brokers to vet their interest in marketing their properties. Most of the vacant industrial and commercial sites inventoried are now online with detailed site and GIS information with just a few clicks.

Site Search is easy to use and searches can be conducted by property size, type, and proximity to key services as well as Clackamas County communities. After you select your search, a map is displayed which shows topography, environmental overlays, transportation, incentives and more. Nearly all of Canby's property owners have embraced this new resource to market their sites and are eager to work with the City and County on the next phase of the project. Explore Site Search at <http://cmap.clackamas.us/ccss/>.

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Canby Commercial Real Estate is Rebounding!

Jeff Brooks, SIOR, Kidder Mathews



2013 is turning out to be a great time to be a manufacturer, contractor or developer of commercial real estate in Canby. The past five years have been memorable for some, and traumatic for others. Some companies survived by being leaner and more efficient than in days gone by. For others new lines of businesses, or completely new business ventures altogether, were required.

A recent informal survey found business picking up across multiple industries since the first of the year and a general feeling that this is a great time to be doing business in Canby.

Canby, a community of about 16,000 is in the southern section of the Portland metro area. Although just 10 miles from the major arterials of I-5 and I-205, Canby has the small town feel that many seek after years of living and working in other counties and the congestion of the metro area.

Canby has a high percentage of small business owner operators, yet has attracted a surprising number of regional, national and international companies including American Steel, BBC Steel, Shimadzu U.S.A. Manufacturing, Georgia-Pacific Corp., Kendal Floral Supply, Package Containers Inc., Pioneer Pump, BOWCO Industries, Wilco Farm Stores, Vata, Inc. and Dragonberry Produce.

Each of these companies were once located elsewhere in the metro area, had other options and yet chose to expand into Canby. A few of the reasons why provide insights into the Canby's bright future:

Shimadzu U.S.A. Manufacturing added 54,000 square feet, doubling the size of its building. Shimadzu chose Canby as its primary US location for its analytical instrumentation division to make products for pharmaceutical development and environmental testing. Shimadzu is truly a world class

operation enjoying the benefits of small town living coupled with Canby's pro-business environment.

Pioneer Pump, a maker of large industrial pumps, has spent \$1.5 million for additional machines as well as another \$3 million to double the size of the company's Canby headquarters to 90,000 square feet. Pioneer Pump transports its finished products by heavy trucks and Canby's multiple non congested options for reaching the interstate freeways is a real benefit.

American Steel moved from its long-time home in Portland to a 197,000 square foot building with direct rail access in Canby's successful Pioneer Industrial Park. Canby allowed them quick access to the metro area with a number of land options served by rail. Additionally Canby has its own public utility district (Canby Utility) that provided more attractive rates than found in the other locations considered.

Regarding the search for buildable land, The Portland metro area has vacant industrial land, but much of it has constraints including brownfields, flood plains, as well as environmental or conservation zone overlays that require extensive permitting.

By contrast, Canby has an Urban Renewal District that has funded infrastructure to develop employment land in the Pioneer Industrial Park and simultaneously invest in an attractive downtown. Canby's Urban Renewal District offers a SDC reimbursement incentive program for job creation and new construction, coupled with a Strategic Investment Zone 15 year property tax abatement for investments over \$25 million. The end result is that Canby has an ample supply of buildable industrial lots served by new infrastructure. Sequoia Parkway, the primary access the Pioneer Industrial Park, provides all



utilities including sanitary sewer, electricity, water, telephone, cable and gas service to current and future industrial business sites. Hazel Dell Way, Walnut Street and 4th Avenue provide alternative access routes, and have utilities and other services in place.

Commercial sales transactions in Canby reflect the business turn around so many are experiencing. Keeping in mind commercial sales often begin over a year before closing, twelve commercial properties closed in 2008. This number dropped to four in 2009 and just three in 2010. However momentum began turning around with eight sales in 2011, ten in 2012 and seven closings in just the first five months of 2013! Each sale represents an additional commitment to Canby's business community, additional investments by respective companies, and expenditures by their employees in the community.

Although many companies have already located to the 325 acre Pioneer Industrial Park, there is still plenty of room for growth. There are numerous small acreage options and large sites that can be sub-divided. Canby may have the greatest number of true shovel ready options with infrastructure in place in the metro area.

As Canby's Economic Development Director Renate Mengelberg likes to remind us, "Come to Canby and discover a strong, vital community that welcomes your family and your business. See for yourself what our town can offer you."