

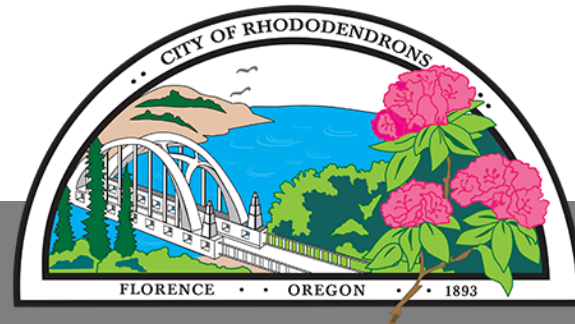
Presented at
10.9.17 CC Mtg -
Presentations

RAIN

OREGON

Update to Florence City Council

October 9, 2017





Caroline Cummings

Venture Catalyst

caroline@oregonrain.org

Started outreach in Florence 2
years ago...



10/28/15
Florence



87 people!
City Lights Cinema

What we do

Catalyze **people** and **programs** that help **advance** our region's **startup economy**.

Lane | Linn | Benton | Lincoln

Our Partners (75% providing \$)

* Funding Partner



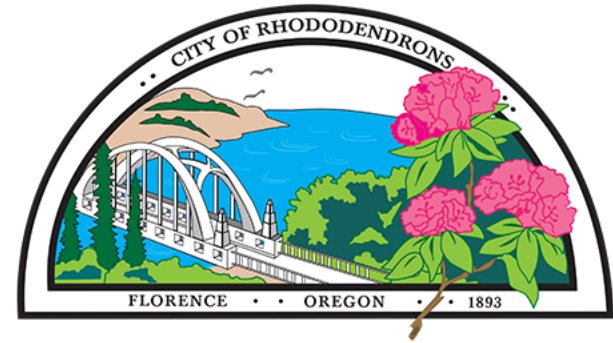
Thank You!!!

Benton County*
Business Oregon*
Cascades West Council of Gov.
City of Albany*
City of Corvallis*
City of Eugene*
City of Florence*
City of Lincoln City*
City of Springfield*
City of Toledo*
Concentric Sky*
Corvallis Benton County ED Office
Corvallis Chamber of Commerce
Eugene Area Chamber of Commerce*
Ford Family Foundation*
Hatfield Marine Science Center

Lane County*
Lane Workforce Partnership*
Lincoln County ED Alliance
Lincoln County*
Linn County*
OEN/Oregon Community Foundation*
Oregon Pacific Bank*
Oregon State University*
Palo Alto Software*
Regional Solutions*
Small Business Development Centers
University of Oregon*
US Department of Agriculture*
US Department of Commerce*
VOX Public Relations*
WIN/WAC/TAO



What we said we'd do for Florence...



MOU w/City (to be accomplished before June 30, 2017)

1. Hire and mentor **Coastal Venture Catalyst**
2. Launch and support a **pre-accelerator (Pre-X) program** in Florence
3. Launch and support a **mentoring** program in Florence
4. Host **Meetups** and **Seminars** to help gather, educate and support entrepreneurs and innovators in Florence
5. Tracking of overall **budget** and **reporting** of progress to funders and partners
6. Development of **database of entrepreneurs** and mentors
7. Meet other goals as mutually agreed upon between the parties

David Youngentob

Coastal Venture Catalyst
david@oregonrain.org



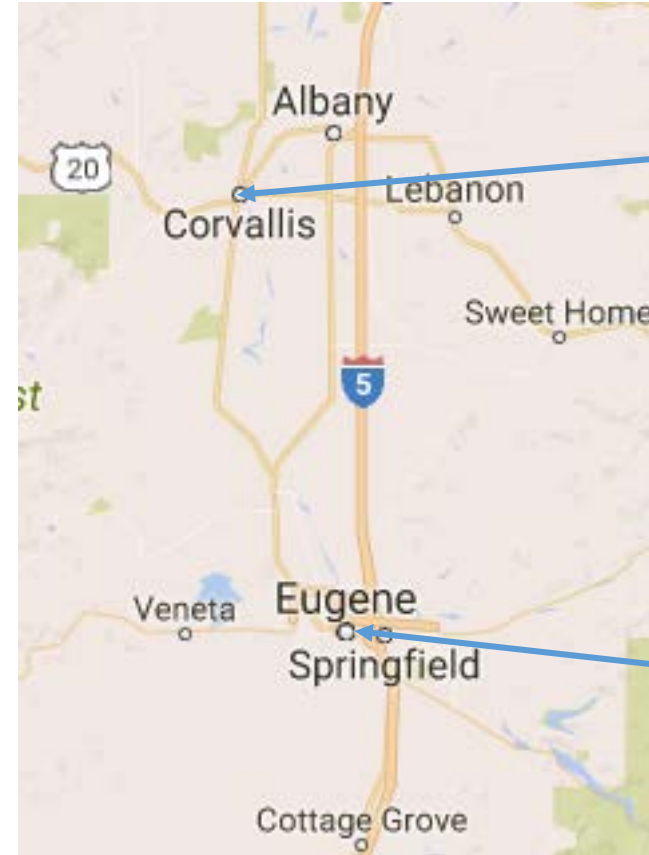
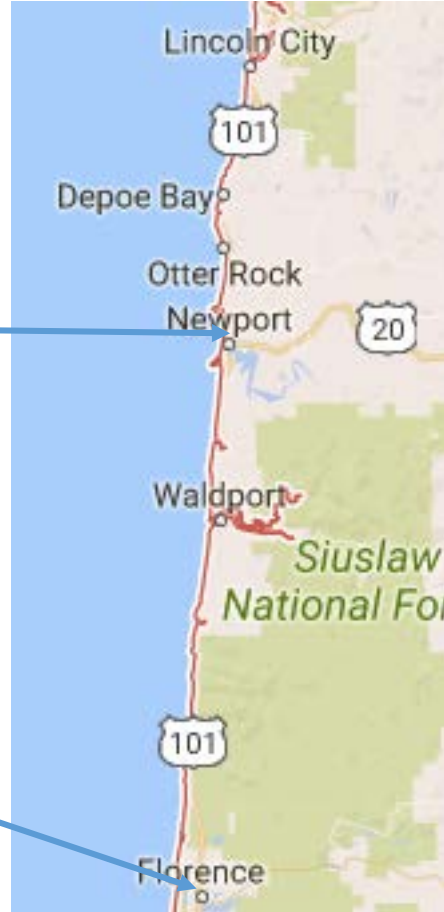
NEW

4 Accelerators in the Region

Coastal Pre-X's
Launched
Mar 2017

RAIN
OREGON
(Lincoln County)

RAIN
OREGON
(Florence)



RAIN
CORVALLIS
(Benton and Linn Counties)

RAIN
EUGENE
(Lane County)

RAIN
OREGON

Catalyzing entrepreneurship in Oregon
www.oregonrain.org

Launched 12-week Pre-X in March



Catalyzing entrepreneurship in Oregon
www.oregonrain.org

6 startups entered Florence's 1st Pre-X



MEANT MFG.



Jesse won speed pitch at WAC in Corvallis!



Stoney River Sinkers

LEAD~FREE STONE FISHING WEIGHTS



Growing in Florence...

MEANT MFG.



❖ Added 3 (PT) jobs!

Needs: Expanding into wholesale markets

Lindsey Phillips | CEO & Founder

MEANT MFG.



FOR THE EVERYDAY

Explorer

SHOP NOW →

Growing in Florence...



- ❖ Launched new product
- ❖ Product is selling and have repeat sales w/fantastic customer testimonials

Needs: Marketing & Manufacturing

Patricia Immel | CEO & Co-Founder



COMPANIES



11

Florence -- 6

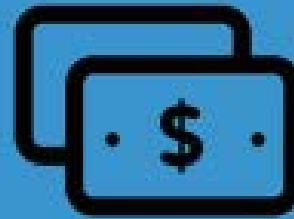
EMPLOYEES



21 JOBS

12.25

FUNDING RECEIVED



\$25K

\$5K (need \$435K)

REVENUE



\$147K

\$37K

Note: Data reported from both coastal Pre-X's

Mentors from 5-counties came to Florence...



21

**VOLUNTEER
MENTORS**

260

**MENTOR HOURS
VOLUNTEERED**

\$32K

**VALUE OF
MENTOR HOURS**

Catalyzing entrepreneurship in Oregon
www.oregonrain.org

Seminars & Meetups in Florence

DATE	EVENT	ATTENDANCE
Jan to May 2017	6 educational seminars held	48
Jan to May 2017	3 meetups held	21
March 21, 2017	Angel investor education event on coast	9
Mar to Jun 2017	Coastal Pre-Accelerators	6
June 21, 2017	<i>Coastal Demo Day</i>	120

+ 18 Private Pre-X Cohort group meetings (over 3 months)



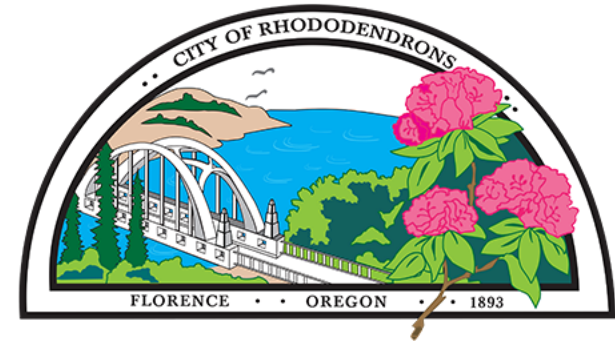
Governor visits Florence Shows support for RAIN.

(Mar 14, 2017)



**“THESE ENTREPRENEURS ARE THE
JOB CREATORS OF THE FUTURE.”**

- GOVERNOR KATE BROWN



What's **next** for Florence...

- ✓ Continue prospecting **new entrepreneurs** – build on momentum...
- ✓ Continue **elevating Pre-X companies**
- ✓ Continue to **build the entrepreneurial culture** in Florence via hosting more events and telling success stories...
- ✓ Continue **building out mentor database**
- ✓ Focus on **capital activation** (in partnership with Willamette Angels)

Join us this Wed morning...

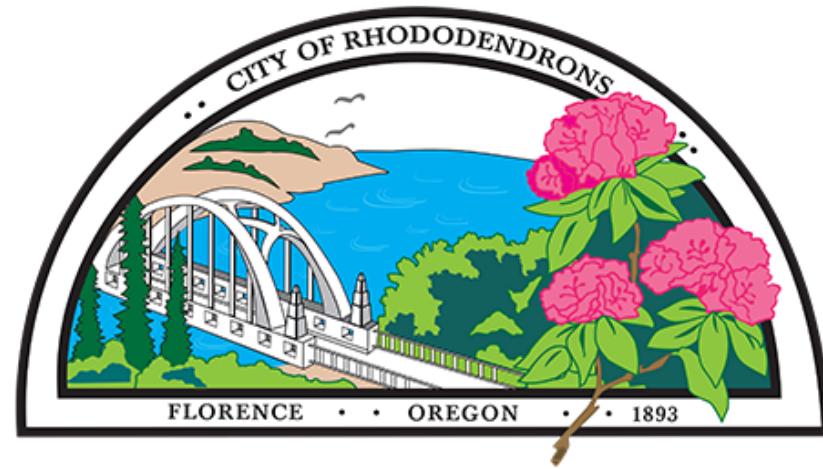


Meetup

*"Coffee Meetup for Startups,
Entrepreneurs & Newbies"*

Beachcomber Pub | Oct 11th, 9AM

[meetup.com/Startup-Florence-Oregon-Coast](https://www.meetup.com/Startup-Florence-Oregon-Coast)



Thank you for your continued support!
Open Discussion...