

Southern Oregon Area Profile

2012



Southern Oregon Regional
Economic Development, Inc.

www.soredi.org

The only state on the West Coast of the continental U.S. with zero sales tax.

Source: Tax Foundation

Eleventh-lowest Workers' Compensation Rates

Oregon has experienced 21 consecutive years of flat or declining rates and a cumulative savings to employers of \$17.4 billion in premium costs since 1990.

Source: Department of Consumer and Business Services (September 2010)

Ninth-best state for doing business

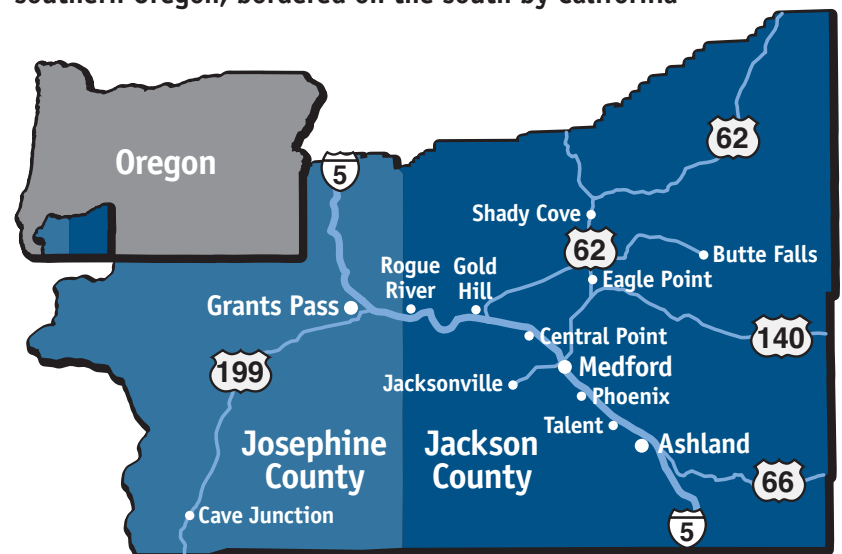
Source: Forbes Magazine, June 2011

Thirteenth-best tax climate

for business, taking into consideration; corporate taxes, individual income taxes, sales taxes, unemployment insurance taxes, and taxes on residential and commercial property.

Source: Tax Foundation Tax Climate Index 2012

Jackson and Josephine counties are located in southern Oregon, bordered on the south by California



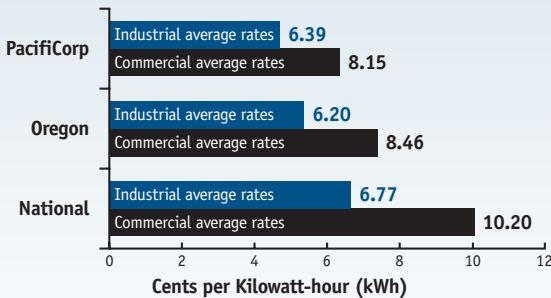
Distances to Nearest Major Cities *From Medford, in ground miles*

Boise	497	Sacramento	307	Reno	305
Los Angeles	691	San Francisco	361	Salt Lake City	815
Portland	273	Seattle	445		

Energy Utilities

Electricity: PacifiCorp. Southern Oregon's electricity rates are among the country's lowest. Average residential utility cost for 1,000 kilowatts per month is \$103.62 (excluding the City of Ashland).

Southern Oregon Electricity Rates



Rate Comparisons with Major Cities

*Industrial usage, monthly cost (400,000 kWh)
Based on annualized rates effective January 1, 2012*

PacificCorp. in Southern Oregon	\$28,218
Denver (Public Service Company of Colorado)	28,505
Portland (Portland General Electric)	29,212
Seattle (Puget Sound Energy)	31,884
Las Vegas (Nevada Power)	32,285
Reno (Sierra Pacific Power)	38,265
San Francisco (Pacific Gas & Electric)	54,012
Long Beach (Southern California Edison)	46,412

*Source: Edison Electric Institute
Typical Bills and Average Rates Report, Winter 2011*

Natural Gas: Avista

In Oregon, Avista's average cost per therm is \$1.06 for commercial, \$.876 for industrial and \$.516 for large interruptible industrial. Commercial and industrial rates are not tiered. Interruptible transportation customers are tiered starting at \$.154 and dropping as low as \$.028 per therm.

Cost of Industrial Land

Varies by location and zoning, ranging from \$1.50 per square foot (s/f) to \$15.00 s/f

New-construction Costs

Warehouse and manufacturing space

Steel	\$40–\$50 s/f
Tilt-up	\$50–\$55 s/f
Wood frame	\$55–\$63 s/f
Commercial and office space	\$133–\$167 s/f

Lease Rates

Monthly

Warehouse/manufacturing	\$0.30–\$0.75 s/f
Office (Excluding medical use)	\$0.75–\$1.85 s/f

Transportation

Southern Oregon is strategically located midway between Portland and San Francisco on Interstate 5, with convenient connections to the Oregon coast via Highway 199 and to eastern Oregon via Highways 62 and 140. The region is a major commercial motor freight transportation hub, with more than 30 interstate, intrastate, and less-than-truckload (LTL) carriers based locally, along with numerous truck brokers. Rail freight service is available through Central Oregon and Pacific Railroad, connecting the region north to Eugene and south to California. Air freight services are provided by Aero Flight, Ameriflight, Empire Air, Fed-Ex, Sauder Mail Courier, Secured Courier, Swift Couriers, and UPS.

Air Travel

The Rogue Valley International-Medford Airport is currently serviced by United Express and Delta Connection (both offered by SkyWest Airlines), Alaska Airlines, and Allegiant Air. These commercial carriers offer approximately 60 arriving and departing flights daily to and from San Francisco, Portland, Seattle, Los Angeles, Phoenix, Denver, Las Vegas, and Salt Lake City. Over 600,000 passengers pass through the terminal lobby annually, with its five rental car agencies, gift shop, and restaurant/lounge.

The airport also serves general aviation traffic—including extensive corporate and business travel—with three fixed-base operators offering fuel sales, repairs, aircraft rentals, and charters. www.jacksoncounty.org

Oregon Certified Sites

The region is home to three Oregon certified sites, which have undergone comprehensive review and have current information about availability and capacity of water, sewer, electric power, and telecommunications; environmental, cultural, and land issues; transportation accessibility; and much more. Certified sites are ready for construction within six months after being chosen for development. Sites in Oregon are certified “project-ready” for a specific industry profile.

Median Home Prices

June 2012

Jackson County	\$178,000
East Medford	250,000
West Medford	100,000
Central Point	140,000
Eagle Point	180,000
Ashland	288,000

Josephine County	\$201,000
Grants Pass	208,000

Source: Southern Oregon Multiple Listings, Nancy Venuti, The Venuti Group at Keller Williams

Rental Units	Vacancy rate 4%–5%
2- or 3-bedroom apartment	\$600–\$1,100
2- or 3-bedroom house	\$800–\$1,400

*Source: Housing Authority of Jackson County
(June 2012)*

“Here everything was less expensive—real estate, energy, and workers’ comp. Also, the spirit of support from the state, county, and city was incredible.”

*—Debbie Russell
Encore Ceramics
Grants Pass*

Healthcare

The region has four hospitals, with a combined total of nearly 700 beds. Southern Oregon also has more than 40 retirement homes, assisted-living facilities, and skilled nursing rehabilitation centers.

Asante Rogue Regional Medical Center, with 378 beds, has been serving the Rogue Valley for over 50 years, upholding national recognition for expertise in cardiology, stroke care and other medical services.

Asante Three Rivers Medical Center, in Grants Pass, combines leading edge technology with holistic healing principles to deliver healthcare to patients in Josephine County in a 125-bed facility.

Ashland Community Hospital is an independent, non profit hospital providing a wide array of primary and specialty services to Southern Oregon and Northern California for over 100 years.

Providence Medford Medical Center is a 168-bed acute and outpatient medical center with access to the expertise and experience of a the larger Providence Health System.

Education

Eleven school districts serve more than 30,000 students in the region, comprising 50 elementary schools, 20 middle schools, 15 high schools, 22 private schools and 3 other schools.

Rogue Community College (RCC) offers five degrees and 38 professional technical programs in a wide variety of fields. RCC serves approximately 14,000 full-time-equivalent students on three primary campuses: RCC's Workforce Training provides a variety of work-based training and employment development services. Customized training plus workforce and management workshops are available. www.roguecc.edu

Southern Oregon University (SOU), a four-year public university, specializes in liberal arts, sciences, and select graduate and professional programs. SOU serves approximately 5,000 students from around the world, offering nearly 100 areas of study in 37 majors. SOU is the first campus in the state to offset 100 percent of its electricity and natural gas emissions with renewable energy. www.sou.edu

Medford Higher Education Center, a joint SOU and RCC educational center is located in downtown Medford. This facility is operated by both institutions, providing shared services and fostering valuable community partnerships

Workers' Compensation

	Rates per \$100 payroll
Outside Sales(class code 8742)	\$0.25-\$0.41
Chip Manufacturing (class code 4109)	\$0.71-\$1.16
Trucking (class code 7219)	\$7.81-\$12.77
Office/clerical (class code 8810)	\$0.15-\$0.24
School Professional (class code 8868)	\$0.41-\$0.66
Maximum weekly benefit (effective 7/09)	\$1,120.55

Source: SAIF Corporation, 2012 Rates

Oregon's Minimum Wage: \$8.80/hr

For calendar year 2012

Wage Ranges for Selected Occupations	Low	High
Healthcare		
Registered nurse	\$30.17	\$40.25
Radiologic/CAT/MRI technician	31.80	40.56
Physician assistant	37.15	47.48
Sales and Related		
Retail salesperson	9.22	13.26
Telemarketer	9.28	11.98
Transportation and Material Moving		
Forklift operator	11.66	16.23
Truck driver (heavy)	16.61	22.46
Driver/Sales worker	11.58	15.83
Service		
Customer service representative	11.16	15.02
Waiter/Waitress	9.48	16.16
Installation, Maintenance, and Repair		
Electrician	22.88	31.20
Automotive service technician	13.10	22.60
Maintenance worker (machinery)	17.49	21.66
Management, Business, and Financial		
Purchasing agent	17.32	25.77
Accountant	19.68	34.38
Human resource manager	31.31	45.08
Office and Administrative Support		
Office clerk	10.31	16.31
Executive secretary	16.70	23.40
Billing clerk	13.09	17.46
Production		
Machinist	16.74	22.74
Welder	13.05	19.66
Machine operator	10.13	14.74
Computer Science and Related		
Computer support specialist	16.78	25.23
Graphic designer	14.29	21.81
Database administrator	32.86	41.89
Computer programmer	24.92	38.61
Life Science and Forestry		
Logging equipment operator	16.77	21.58
Forester and conservation technician	13.35	24.59

Source: Oregon Labor Market Information System

Unemployment Insurance

Taxable base	\$33,000
Tax rates	2.2%-5.4%
Statutory amount for new employers	3.30%
Maximum weekly benefit	\$507

Source: Oregon Employment Department, 2009 Rate

20 Reasons to Grow Your Business in Southern Oregon

- 1. Sunshine on your shoulders**—more than 210 days of sunshine annually and only 18 to 32 inches of rainfall
- 2. Continued steady growth**—25.3 percent (2000–2009)
- 3. Educated workforce**—22.3 percent of population over 25 years old in Jackson County has a bachelor's degree or higher
- 4. Higher-education exposure**—Southern Oregon University and Rogue Community College
- 5. Affordable workers' compensation rates**—Oregon has the thirteenth-lowest rates in the nation (September 2009)
- 6. Transportation corridor**—regional hub on Interstate 5, with numerous truck brokers and trucking companies based here
- 7. Reliable, low-cost energy**—rates among the lowest in the nation
- 8. Pure, pristine water**—21 million gallons daily
- 9. Business-friendly climate**—Oregon ranks sixth best for business and careers (Forbes Magazine, October 2010)
- 10. Cultural excellence**—home of the Oregon Shakespeare Festival, Craterian Ginger Rogers Theater, Rogue Theatre, and Britt Festival
- 11. Regional retail center**—spectacular shopping opportunities, serving Southern Oregon and Northern California
- 12. Fabulous flights**—direct to eight major cities
- 13. Wonderful waterland**—dozens of lakes for waterskiing, fishing, and more within 45 minutes, plus the Wild and Scenic Rogue River
- 14. Grand gateway**—to Crater Lake National Park, the Oregon Caves National Monument, and Redwood National Park
- 15. Outstanding medical services**—with nearly 700 beds and one of the nation's Top 100 Cardiovascular Hospitals
- 16. No sales tax**—or inventory, excise, or unitary tax
- 17. Workforce training partnerships**—collaborative training programs with Rogue Community College, Southern Oregon University, and The Job Council
- 18. Less time to work, more time to live**—average commute time is only 18.9 minutes
- 19. Recreational rendezvous**—more than 15 public golf courses, numerous local parks, waterslides, Kalmiopsis Wilderness, and Mt. Ashland ski and snowboard resort
- 20. Close to your market**—centrally located between San Francisco and Portland

Topography and Climate

Southern Oregon enjoys a mild Mediterranean climate with four distinct seasons. The summer is hot and dry, with temperatures averaging around 90 degrees F and stretches of higher temperatures from 90 to 100 degrees F. The average growing season of 170 days is late April through mid-October. Cooler temperatures in late October mark the beginning of the rainy season. Community elevations range from 960 to 2,535 feet above sea level.

Annual Average Rainfall

Jackson County	18–20 inches
Josephine County	30–32 inches

Average Day/Night Temperatures

January	High 46	Low 32
July	High 90	Low 54

Source: Western Regional Climate Center

Business Incentives

Enterprise Zones. Qualifying businesses may be eligible for three to five years of property tax abatement for new capital improvement to specific properties. Grants Pass, the Illinois Valley, commercially and industrially zoned sites in Josephine County, Medford, Butte Falls, Rogue River, White City, and some rural portions of Jackson County have designated Enterprise Zones. The City of Grants Pass and the City of Medford also have a designated E-commerce Zone overlay. Companies that do 51 percent or more of their business via the Internet may qualify for up to a 25 percent income tax credit.

Other Incentives. Additional business incentives include: Foreign Trade Zone, business energy tax credit, pollution control tax credit, dependent care facilities tax credit, strategic investment program, and job training program.

Loan Programs. Programs include the SOREDI Business Loan Program, the Small Scale Energy Loan Program, the Oregon Business Development Fund, the Grants Pass Loan Program, and two loan programs through the Illinois Valley Community Development Organization.



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Find more data and business testimonials online at www.soredi.org