

PORTLAND ECONOMIC DEVELOPMENT STRATEGY REPORTIF YOU WISH TO SPEAK TO CITY COUNCIL, **PRINT** YOUR NAME, ADDRESS, AND EMAIL.

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**Testimony of Sandra McDonough
President & CEO
Portland Business Alliance
To Portland City Council
Regarding the City of Portland Economic Development Strategy
September 26, 2012**

Mayor Adams and Commissioners, my name is Sandra McDonough, President & CEO of the Portland Business Alliance, greater Portland's Chamber of Commerce.

I am here today to support the city of Portland's job creation and economic development strategy, and to acknowledge the progress that has been made under that plan.

A focus on job creation and business growth is of incredible importance to the residents of this city and our entire region. As you know, the Portland metro region continues to have unacceptably high unemployment and our wages and incomes are less than the national metro-average.

This is not good for families, and it impairs delivery of important public services because jobs generate tax revenue that pay for important services like roads, schools, teachers, firefighters and police officers. How do we raise wages and incomes? By growing high-value private sector jobs, both by developing the businesses we have and attracting new businesses here. We have made progress in both of those areas under this economic development strategy.

In the strategy, we are happy to see a strong focus on the manufacturing industry sector. With our partners including Greater Portland, Inc, we just today released a study that shows that our region's manufacturing jobs pay higher salaries and benefits than non-manufacturing jobs; and that manufacturing generates over \$36 billion worth of the region's economic output.

We also support the strong focus on traded sector industries, which are key to a healthy regional economy. Traded sector jobs pay more on average than other industries and they bring new money into the local economy, which in turn supports local businesses. Additionally, international trade – and the potential to increase exports – could help us grow this sector in the years ahead, as the city's strategy indicates. Leadership by Mayor Adams and the Portland Development Commission was instrumental in having Portland selected as one of four cities to participate in the Brookings Institution's export initiative, a clear indicator of Portland's recognized potential in that arena.

Finally, we support the city's inclusion of small business and a strong central city in the economic development strategy. As you all well know, these are important components of our regional economy and we must maintain a focus on them.

Together we have made progress, but the work isn't done. The city, the Portland Development Commission and the business community need to work together to continue the focus on job and business growth and we look forward to being a part of that.

Thank you.