

# GTA Newsletter

## February 2008

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### Gorge Technology Alliance Mission

To promote the technology business sector of the Columbia River Gorge and build new alliances to strengthen our surrounding communities.



Welcome to the February edition of the Gorge Technology Alliance newsletter! You are welcome to respond to [amanda@crgta.org](mailto:amanda@crgta.org) about any newsletter items or to provide items for inclusion in the March edition. Please provide items by March 21st for the next newsletter.

### A Call to Action

**CGCC to host dinner with key IT stakeholders to discuss recruitment and retention of qualified IT staff.**

**What:** The Gorge is already experiencing a shortage in skilled IT staff. As more and more major companies look to relocate to the area, what issues will we face?

- How do we hire and retain skilled IT staff?
- How can we prepare for the increased need for skilled IT staff with the continuing economic upswing taking place in the Gorge?
- How can we proactively meet the demand for the quality of IT personnel that we require?
- What will the ramifications be of leaving the status quo as it stands?

**When:** Thursday February 20th, 2007. Event begins at 6:00 p.m.

**Where:** Columbia Gorge Community College, Lecture Hall, Building 2, 3rd Floor, 400 East Scenic Drive, The Dalles, OR 97058

**Who:** Dr. Frank Toda, President, CGCC  
Dr. Susan Wolff, Chief Academic Officer, CGCC  
Ken Patchett, HWOps Manager, Google  
Susie Vaks, Senior Program Manager, Google

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## Annual Gorge Technology Alliance Meeting

**Tuesday, February 26, 2008**

**6:30 p.m.**

**Hood River County Administration Building, 601 State Street**

Join us for the annual meeting of the Gorge Technology Alliance!

Following the annual meeting we will hold our monthly membership meeting. The membership meeting will feature an educational presentation from the Portland US Export Assistance Center. They will provide information related to their services, regulatory guidance (export licensing issues) and any country markets that might be of interest. Are there any topics that you want to hear more in depth? There is still time to provide your input: [Click here to take the survey!](#)

## SAO/GTA Partnership

**Cooperative partnership formed with Software Association of Oregon (SAO).**

In January 2008 we formed a partnership with the [SAO](#) to work cooperatively on efforts to support development of the technology industry in the Gorge. Cooperative initiatives will include providing educational opportunities, special events with local and non-local speakers, and training of technology professionals. Through SAO Techstart, we will also be working cooperatively to help connect industry and education both on K-12 and community college levels.

Look for more information on our next upcoming event: "Growing or Starting an Online Sales Channel."

## Workforce Training Funds Available for Oregon Gorge Area Employers

Your company may be eligible for Employer Workforce Training Funds through the Region 9 Workforce Response Team. Oregon's Governor Ted Kulongoski has made these funds available to help support growth of living wage jobs in Hood River, Gilliam, Sherman, Wasco and Wheeler Counties.

### Eligibility Requirements:

Existing businesses, business consortia, associations, labor organizations or private non-profits operating in Hood River,

Gilliam, Sherman, Wasco and Wheeler Counties. No government organizations will be awarded funds. Retail businesses and non-employer establishments are not eligible for funds. Applicants should be in a *traded sector cluster* i.e., businesses that sell goods or services outside the region, or be a *healthcare organization*, or in occupations with recognized skill shortages.

Businesses interested in applying for training grant funds should talk with a staff representative from EWTF/WRT before spending time on the application. The consultation will assist the business in determining the procurement process necessary for the specific project under consideration. A consultation can be requested by contacting Robin Cope, EWTF/WRT Coordinator, 541-296-8080 or via email [robinc@gorge.net](mailto:robinc@gorge.net)

More information and grant applications are available on the [GTA website](#) or by contacting Robin Cope, Coordinator, 541-296-8080 or [robin@gorge.net](mailto:robin@gorge.net)

## Columbia PhytoTechnology- Washington RTD Grant Program

A Gorge area firm, Columbia PhytoTechnology, accessed funding for its project through the Washington RTD grant program. They are located in Carson, WA and are working with researcher Dr. Kerry Ringer of the Washington State University, Prosser Irrigated Agricultural Research and Extension Center. The team is developing an innovative dehydration technology for nutraceutical and food ingredients. WSU received \$45,334 in Phase I Research and Technology Development funding from Washington Technology Center for the project titled "Radiant Zone Drying: Energy Efficient, Economical, and High Quality Liquid Drying Technology for Nutraceutical and Food Ingredients."

If you are interested in pursuing these funds, remember that the letter of intent for the Spring 2008 awards is due March 20, 2008. For more information, click [here](#).

## SBIR Summits and Seminars

Oregon Economic and Community Development Department (OECDD) has grants to help small businesses get federal grants through SBIR and STTR. OECDD is offering grants to offset the costs of preparing proposals for the federal programs. The agency also has scheduled workshops March 25-27 at the Portland State Business Accelerator in Portland. For more information about the

workshops, go to <http://www.oregonsbir.org>.

Washington Technology Center is hosting seminars to learn more about SBIR funding. Seminar speakers will share tips for creating competitive proposals, tactics for growing a business with SBIR funding, and channels for using state researchers for collaborative projects. Seminars are free of charge. For more information visit <http://www.watechcenter.org>. Upcoming seminars:

- February 20, 2008 in Pullman, 8 a.m. to noon.

## Go for the Gold!

### ***Position your business to win contracts for the 2010 Winter Games in Vancouver B.C.***

**What:** Presentation by Amy Keiter, Winter Games Coordinator, Oregon Economic Development Department

In 2008, the Vancouver B.C. Olympic Committee will release \$150 million in vendor contracts to support the 2010 Winter Games. Attend this presentation to learn more about this opportunity and to find others in the region that can serve as support as you move through the process. You will learn how to find subcontracting opportunities.

**When:** February 19, 2008, 10:00 am to 11:00 am

**Where:** Hood River County Commission Room, 601 State Street, Hood River, OR

**For more information:** Contact Bill Fashing at 541-387-6863.

## Calendar of Events

- Wednesday, February 20: Dinner with key IT stakeholders to discuss recruitment and retention of qualified IT staff. CGCC Columbia Gorge Community College Lecture Hall, Building 2, 3rd Floor, 400 East Scenic Drive, The Dalles, OR 97058. Event begins at 6 p.m.
- Wednesday, February 20: Washington SBIR Seminar, 8 am to noon. Pullman, WA.
- Thursday, February 21: Insurance for Entrepreneurs, CGCC The Dalles Campus, 8 to 9 pm. Free.
- February 21 and 22: Intermediate Outlook 2003 Training offered by Gorge Technology Group. \$210 per student. Coe Building, register with Community Education at 541-386-2055.
- Tuesday, February 26: GTA annual meeting and monthly membership meeting featuring Scott Goddin with the

Portland US Export Assistance Center. 6:30 p.m. Free.  
Hood River County Administration Building, 601 State St.

- Tuesday, March 11: Hood River PubTalk, 5:30 pm to 7:30 p.m.
- Saturday, March 15: Making a Profit for Your Business, The Dalles campus of Columbia Gorge Community College. \$75.
- Thursday, March 20: Washington RTD Grant Program Letter 2008 awards.
- Saturday, March 22: Product and Service Delivery, CGCC Small Business Development Center. \$75.
- Tuesday, March 25: GTA meeting: "Employee Recruitment Techniques." 6:30 p.m. Free
- Tuesday, March 25-27: OECDD SBIR/STTR workshops, visit the [Oregon SBIR website](#) for more details.

Click [here](#) to see the full GTA calendar of events or for more information on any of the events listed above.



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