

A G E N D A

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METRO

MEETING: METRO COUNCIL REGULAR MEETING
DATE: July 13, 1995
DAY: Thursday
TIME: 2:00 p.m.
PLACE: Council Chamber

<u>Approx. Time *</u>		<u>Presenter</u>
2:00 PM	CALL TO ORDER AND ROLL CALL	
(5 min.)	1. INTRODUCTIONS	
(5 min.)	2. CITIZEN COMMUNICATIONS	
(5 min.)	3. EXECUTIVE OFFICER COMMUNICATIONS	
	4. CONSENT AGENDA	
2:15 PM (5 min.)	4.1 Consideration of Minutes for the July 6, 1995 Metro Council Meeting.	
2:20 PM (5 min.)	4.2 Resolution No. 95-2178 , For the Purpose of Authorizing an Exemption to the Requirement of Competitive Bidding and Authorizing Issuance of a Request for Proposals to Procure Office Supplies.	McCaig
	5. INFORMATIONAL ITEMS	
2:25 PM (30 Min.)	5.1 Presentation and slide show regarding anticipated Oregon Convention Center Expansion.	Blosser
2:55 PM (5 Min.)	6. COUNCILOR COMMUNICATIONS	
3:00 PM	ADJOURN	

For assistance/Services per the Americans with Disabilities Act (ADA), dial TDD 797-1804 or 797-1540 (Council Office)

* All times listed on the agenda are approximate; items may not be considered in the exact order listed.

AGENDA ITEM 4.1
Meeting Date: July 13, 1995

Consent Agenda

Minutes of the July 6, 1995 Metro Council Meeting are attached for Council consideration and adoption.

Minutes of the Metro Council
July 6, 1995
Council Chamber

Councilors Present: Ruth McFarland (Presiding Officer), Rod Monroe (Deputy Presiding Officer), Jon Kvistad, Patricia McCaig, Susan McLain, Don Morissette, Ed Washington

Presiding Officer McFarland called the meeting to order at 2:20 p.m.

1. INTRODUCTIONS

None.

2. CITIZEN COMMUNICATIONS

None.

3. EXECUTIVE OFFICER COMMUNICATIONS

Executive Officer Mike Burton and Jennifer Sims, Chief Financial Officer, were present to discuss Executive Officer communications. Executive Officer Burton noted the Washington Park Zoo had received some funding from OEDD. He credited Ms. Sims with the successful attainment of those funds. He noted the Government Officers Finance Association was awarding Metro with an award in excellence for financial management. Presiding Officer McFarland congratulated and thanked Ms. Sims for her efforts.

Executive Officer Burton noted State Representative Bill Sizemore was proceeding with a suit attempting to prohibit Metro and Tri-Met from proceeding with bond sales for the South/North project. He congratulated Roy Jay for the award to follow.

4. CONSENT AGENDA

4.1 Consideration of Minutes for the June 29, 1995 Metro Council Meeting

Motion: Councilor Monroe moved, seconded by Councilor Kvistad, to approve the resolution.

Vote: All those present voted aye. The vote was unanimous and the motion passed.

5. INFORMATIONAL ITEMS

Presentation of Multicultural Tourism Award to Mr. Roy Jay of the Oregon Convention and Visitor Services Network

Councilor Washington called Mr. Roy Jay and Jeff Blosser, Oregon Convention Center forward for Mr. Roy for his efforts in promotion of multiculturalism in the region. Presiding Officer McFarland presented the award. The Council and audience applauded Mr. Roy.

6. ORDINANCES: FIRST READINGS

6.1 Ordinance No. 95-611, Relating to the Future Development of Transportation Corridors

The Clerk read the ordinance for the first time. Presiding Officer McFarland assigned the Ordinance to the Transportation Planning Committee. Councilor McCaig noted the ordinance did not contain an ordains clause. Councilor Kvistad noted the ordinance was brought forward to facilitate discussion. Dan Cooper, General Counsel, stated the first reading requirement was a code requirement, not a charter requirement. He reviewed the historical perspective on the filing of the ordinance and noticing procedures. The Council discussed procedural matters related to the filing and consideration of legislation.

7. RESOLUTIONS

- 7.1 Resolution No. 95-2163, For the Purpose of Amending Environmental Education Grant Contracts Between Metro and Eight Contractors and Authorizing the Executive Officer to Execute Amendments as Necessary to Complete Projects**

Motion: Councilor McCaig moved, seconded by Councilor Washington, to approve the resolution.

Councilor McCaig presented the Committee report, a copy of which is included in the record of this meeting.

Vote: All those present voted aye. The vote was unanimous and the motion passed.

- 7.2 Resolution No. 95-2171, For the Purpose of Amending Intergovernmental Agreement No. 902784 Between Metro and Washington State University to Extend the Completion Date for the Mill Creek Restoration Grant Project**

Motion: Councilor Morissette moved, seconded by Councilor Washington, to approve the resolution.

Councilor Morissette presented the Committee report, a copy of which is included in the record of this meeting.

Vote: Councilors McCaig, Morissette, Monroe, McLain, Kvistad, and McFarland voted aye. The vote was 6/0 and the motion passed.

8. COUNCILOR COMMUNICATIONS

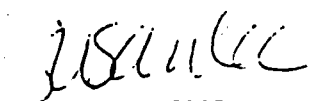
Councilor Monroe announced he planned on attending the Cascadia Conference in Olympia, Washington.

Councilor McLain announced the 2040 update open house was held in Beaverton and approximately 125 people attended. She noted July 20, 1995 was the next open house in the Damascus area. She stated she attended the MCCI and they had concerns about the space allocation and others related to the Electronic Bulletin Board Project.

Councilor Washington introduced Debra Downing, MCCI member.

With no further business before the Council, Presiding Officer adjourned the meeting at 2:55 p.m.

Prepared by,



Susan Lee, CMC
Council Assistant
h:\misc\070695M.DOC

AGENDA ITEM 4.2
Meeting Date: July 13, 1995

Consent Agenda

Resolution No. 95-2178, For the Purpose of Authorizing an Exemption to the Requirement of Competitive Bidding and Authorizing Issuance of a Request for Proposals to Procure Office Supplies, was passed unanimously by the Metro Council Finance Committee (a committee of the whole) July 6, 1995. Therefore it appears as a consent item on this agenda. A copy of the resolution is attached.

FINANCE COMMITTEE REPORT

CONSIDERATION OF RESOLUTION NO. 95-2178, FOR THE PURPOSE OF AUTHORIZING AN EXEMPTION TO THE REQUIREMENT OF COMPETITIVE BIDDING AND AUTHORIZING ISSUANCE OF A REQUEST FOR PROPOSALS TO PROCURE OFFICE SUPPLIES

Date: July 6, 1995

Presented by: Councilor McCaig

Committee Recommendation: At its July 6 meeting, the Committee voted 6-0 to recommend Council adoption of Resolution No. 95-2178. Voting in favor: Councilors Kvistad, McCaig, McClain, McFarland, Monroe and Washington.

Committee Issues/Discussion: Pam Juett, Administrative Services, presented the staff report. Councilor McFarland asked if this resolution would result in a single vendor providing all of Metro's office supplies. Juett responded that, although there would be a primary office supplies vendor, Metro departments would have the authority to purchase office supplies from other vendors as well.

Councilor McClain asked if there would be a requirement for Metro to purchase a minimum amount of office supplies from the primary vendor. Juett responded that would be no such requirement and Metro would not be obligated to purchase a specific dollar amount in office supplies.

STAFF REPORT

IN CONSIDERATION OF RESOLUTION NO.95-2178 FOR THE PURPOSE OF AUTHORIZING AN EXEMPTION TO THE REQUIREMENT OF COMPETITIVE BIDDING AND AUTHORIZING ISSUANCE OF A REQUEST FOR PROPOSALS TO PROCURE OFFICE SUPPLIES

Date June 23, 1995

Presented by Doug Butler

BACKGROUND AND ANALYSIS

This Resolution authorizes an exemption to the competitive bidding process and authorizes the use of a request for proposal process in the selection and procurement of office supplies at Metro. While price remains a major consideration, service from the vendor is another highly desired factor in this proposal. The proposal reflect this in the fact that the majority of the proposal rating is based on price, with the service considerations making up the balance of the rating factors.

The proposal has been structured to consist of four parts. Part A consists of a stockless supply program which sets up a list of common consumable office supplies (pens, pencils, tablets, file folders, etc.) which may be ordered from a checklist transmitted to the vendor, and delivered usually within 24-hours of ordering. Part B consists of supply orders which are not on the stockless list but available from the vendor's catalog with vendor offering a fixed percentage discount reduction from the normal catalog price. Part C allows the vendor to exclude items from the fixed discount program which cannot be offered at that the catalog discount price. These items are likely to be furniture, and equipment that usually is more expensive and which because of profit margin may not be available at the stated discount rate. Part D of the request for proposal contains the service considerations that Metro is seeking in rapid delivery, tracking of supplies in regards to recycled content, use of MBE/WBE vendor sources, and billing arrangements compatible with Metro's accounting needs.

Departmental purchases of supplies would still retain the flexibility to purchase from other vendors based on competitive pricing, availability, special specifications needs or if timing of delivery is a consideration. In setting up a stockless program through this Request for Proposal, the goals are to set up a system that makes it easy to purchase commonly used items at a price discount advantageous to Metro, and that does not require additional staff or storeroom space to operate.

BUDGET IMPACT

The FY 1995-96 Approved Metro Budget contains departmental budgeted amounts for the expenditure for office supplies. Departments would purchase supplies as needed

which would be expensed against the accounts as ordered and authorized by the Departments. Departments would retain control over their budgeted expenditures, with no impact that could not be controlled at the departmental level.

EXECUTIVE OFFICER RECOMMENDATION

The Executive Officer recommends adoption of Resolution No. 95-2178

**BEFORE THE METRO
CONTRACT REVIEW BOARD**

FOR THE PURPOSE OF AUTHORIZING)	Resolution No: 95-2178
AN EXEMPTION TO THE)	
REQUIREMENT OF COMPETITIVE)	Introduced by Mike Burton,
BIDDING AND AUTHORIZING)	Executive Officer
ISSUANCE OF A REQUEST FOR)	
PROPOSALS TO PROCURE OFFICE)	
SUPPLIES)	

WHEREAS, The procurement of Metro office supplies is a decentralized process whereby departments procure small quantities of office supplies for departmental use; and

WHEREAS, There is no central stockroom and staff for the disbursement of bulk office supplies; and

WHEREAS, Metro wishes to take advantage of reduced costs offered by bulk office supply purchase through a "stockless" office supply program; and

WHEREAS, The Metro FY 1995-96 approved budget authorizes expenditures of \$158,136 for office supplies; and

WHEREAS, ORS 279.015(b) authorizes the exemption of certain contracts from the competitive bidding requirement; and

WHEREAS, Metro Code Section 2.04.041(c) authorizes, where appropriate, the use of alternative contracting and purchasing practices that take account of market realities and modern innovative contracting and purchasing methods which are consistent with the public policy of encouraging competition; and

WHEREAS, The Board finds that it is unlikely that exempting solicitation of office supplies will encourage favoritism in the awarding of public contracts or substantially diminish competition for public contracts because: (1) a Request for Proposals process will be utilized; (2) the invitation to submit proposals will be advertised; (3) Requests for Proposals will be sent to a variety of office supply vendors; and (4) the resulting "stockless" office supply contract is not an exclusive, and will allow the purchase of supplies from vendors offering lower prices; and

WHEREAS, The Board also finds that the exemption will result in substantial cost savings to Metro because proposers will be able to extend discounts based on bulk purchasing; and

WHEREAS, The resolution was submitted to the Executive Officer for consideration and was forwarded to the Council for approval; now, therefore,

BE IT RESOLVED,

1. That the Contract Review Board hereby exempts the contract for purchase of office supplies from the competitive bid process and authorizes staff to use a Request for Proposals solicitation process.

2. That the Metro Council approves issuance of the Request for Proposals for Purchase of Office Supplies on a Stockless Supply Program, Exhibit "A".

3. The Executive Officer is authorized to execute a contract with the most qualified proposer.

ADOPTED by the Metro Contract Review Board this _____ day of _____, 1995.

J. Ruth McFarland, Presiding Officer



METRO

***Request for Proposals
for Office Supplies Pursuant to
a Three-Year Supply and
Service Contract With Metro***

RFP 95B-23-AD

June 1995

METRO

Administrative Services Department
600 NE Grand Avenue
Portland, OR 97232-2736
(503) 797-1613
Fax (503) 797-1796

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REQUEST FOR PROPOSAL

Metro hereby solicits formal proposals for a variety of office supplies and services associated with their procurement (RFP # 95B-23-AD). Potential proposers may obtain proposal documents by contacting the Metro Administrative Services Department, (503) 797-1613.

Proposals must be received on the attached bid forms, sealed in an envelope, addressed "Proposal for Office Supplies RFP # 95B-23-AD", Attention: Pam Juett, Metro, 600 NE Grand Avenue, Portland, OR 97232.

Proposals are due to be received in the Metro mail room no later than 3:00 p.m. (Pacific Daylight Time) on Wednesday, August 2, 1995. Envelopes received after 3:00 p.m. (PDT) will be returned unopened. Postmarks and faxes will not substitute for actual receipt.

The work contemplated consists of providing delivery of office supplies to a number of sites in the Metro region, at a discounted cost, as well as maintaining billing and usage records on a department by department basis.

The length of the contract is for three years.

Request for Proposal for Office Supplies

I. Instructions to Proposers

Proposal

Metro hereby solicits formal proposals for a variety of office supplies and services associated with their procurement. Metro will enter into a contract with one vendor for the procurement of the majority of the office supplies purchased by the agency. Proposals are due to be received no later than **3:00 p.m. (Pacific Daylight Time) on Wednesday, August 2, 1995**. Envelopes received after 3:00 p.m. (PDT) will be returned unopened. Postmarks and faxes will **not** substitute for actual receipt.

Proposals must be received on the attached bid forms, sealed in an envelope, addressed "**Proposal for Office Supplies**", Attention: Pam Juett, Metro, 600 NE Grand Avenue, Portland, OR 97232. The outside of the envelope shall plainly identify the subject of the Proposal, the opening date (August 2, 1995), and the proposal number (RFP # 95B-23-AD)

All Proposals must be clearly and distinctly typed, or written with ink or indelible pencil. All blank spaces must be completed. No erasures are permitted. Mistakes must be crossed out and corrections typewritten or written in ink adjacent thereto, and initialed in ink by the party signing the Proposal or his authorized representative.

All proposals must be on the forms furnished by Metro except those specified as provided by proposer, or they may be rejected by Metro.

Cost of Proposal

This Request for Proposal does not commit Metro to the award of a contract, nor to pay any costs incurred in the preparation and submission of quotes and information in anticipation of a contract. Metro reserves the right to accept or reject any proposals received as the result of this Request for Proposal.

Sole Source

The contract resulting from the evaluation and award of this Request for Proposal does not give Contractor exclusive rights to become Metro's sole source for office supplies. Metro reserves the right to purchase office supplies from sources other than Contractor if price, availability, or other services considerations are more beneficial to Metro.

Errors/Omissions/Irregularities

There are four (4) parts to this request for proposal. All four (4) parts must be completed in their entirety or proposal shall be deemed non-responsive, although Metro reserves the right to accept or reject any proposal(s) which contains minor irregularities that would not in Metro's sole discretion significantly affect the selection process. Information provided shall be used as the basis for evaluation and rating of this Request for Proposal. The Scope of Work on the resulting contract shall be developed based on the responses received to this Request for Proposal.

Addenda to Proposal

Requests for additional information or interpretation of the proposal documents shall be delivered to the Project Manager, in writing, at least four (4) days prior to the due date. If, in the opinion of the Project Manager, additional information or interpretation is needed by the Proposers, an addendum will be issued to all known Request for Proposal holders. The provisions of any written addenda issued by the Project Manager at least seventy-two (72) hours prior to the Proposal due date and time shall be binding upon the Proposers and failure of a Proposer to obtain such addenda shall not excuse him from complying therewith, if he is awarded the contract¹.

Execution

Each Proposal shall give the Proposer's full business address and bear its legal signature.

Proposals by partnerships must list the full name of all partners and be signed by a partner or agent authorized to execute the contract on behalf of the partnership and identified by printed name and title.

Proposals by corporations must bear the legal name of the corporation, the name of the state of incorporation, and the signature of the officer or agent authorized to legally bind the corporation.

Upon request by Metro, satisfactory evidence of the authority of the partner or officer shall be furnished.

If the Proposal is signed by an agent who is not an officer of the corporation or a member of the partnership, a notarized Power of Attorney must be on file with Metro prior to the opening of the Proposals or be submitted with the Proposal. Without such notice of authority, the Proposal shall be considered improperly executed, defective and therefore nonresponsive.

¹ All references to "he" in this document shall include the feminine reference of "she."

A Proposal submitted by a joint venture must include a certified copy of the terms and conditions of the agreement creating the joint venture.

All signatures must be in longhand, with the name and title of the signer typed or printed below the signature.

To facilitate evaluation of Proposals, Metro requires that all Proposers adhere to the format, rules and procedures outlined by this RFP. Proposers that wish to take exception to, or comment upon any provision within this RFP are encouraged to document their concerns within the Proposal document.

Comments, conditions or exceptions should be thorough, succinct, well organized and therefore totally self-explanatory. The Proposal must leave no ambiguity, need no clarification, and allow no interpretation.

Metro encourages the Proposers to propose management alternatives that reuse, recycle, or recover energy from wastes. Vendors shall use recycled and recyclable materials and products to the maximum extent economically feasible in the performance of contract work set forth in this document.

Metro may deem nonresponsive and therefore reject any Proposal which fails to conform with, abide by, or otherwise comply with any of the above requirements.

Examination of Proposal

It is understood that the Proposer, before submitting his Proposal has made a careful examination of the RFP; that he has fully informed himself as to the quantity and character of the work required; and that he has made a careful examination of the location and condition of the work required.

Compliance

Each Proposer shall inform himself of, and the Proposer awarded a contract shall comply with, federal, state, and local laws, statutes, and ordinances relative to the execution of the work. This requirement includes, but is not limited to, nondiscrimination in the employment of labor, protection of public and employee safety and health, environmental protection, waste reduction and recycling, the protection of natural resources, fire protection, burning and non-burning requirements, permits, fees and similar subjects.

Equal Employment Opportunity

During the performance of the contract, the Contractor agrees not to discriminate against any employee or applicant for employment because of race, creed, color, sex or national origin.

Permits and Licenses

Each Proposer shall obtain and include in his Proposal the cost for all permits and licenses which may be required to perform the contract.

Conflict of Interest

Proposer filing a Proposal hereby certifies that no officer, agent, or employee of Metro has participated on behalf of Metro in preparation of this proposal, that the proposal is made in good faith without fraud, collusion, or connection of any kind with any other Bidder for the same work, and the Bidder is competing solely in its own behalf without connection of obligation to any undisclosed person or firm.

Immaterial Variances

Metro reserves the right to determine whether equipment or materials that comply substantially in quality and performance with the specifications are acceptable to Metro, and whether any variance listed by the Proposer in a Proposal is material or immaterial.

Latest Model

Parts and materials must be new, of latest model, of current date, and meet specifications. This provision excludes all surplus, remanufactured and used products, unless such material is proposed in lieu of items specified.

Metro's procurement Ordinance No. 93-513 encourages the procurement of products with the greatest post-consumer content, and those that contribute to the use of locally generated and recovered materials for which there are the most significant recycling market development needs.

Quantities

Metro makes no guarantees as to the exact quantities to be purchased. Payment will be only for quantities actually ordered, delivered, and accepted whether greater or less than the stated amounts.

Terms

A Proposal may be rejected if it requires payment in less than thirty (30) calendar days after delivery or if it requires payment, in whole or in part, prior to delivery.

Equivalent Prices/Terms

Proposer represents that all prices, terms and benefits offered in this agreement are equal to or better than the equivalent prices, terms and benefits being offered by Proposer to any other state or local government unit or commercial customer in the State of Oregon.

Should Proposer, during the term of this agreement, enter into any contract, agreement or arrangement that provides lower prices, more favorable terms or grater benefits to any other such government unit or commercial customer, this

agreement shall thereupon be deemed amended to provide the same price or prices, terms and benefits to Metro. This provision applies to comparable products, supplies and services, and to purchase volumes by Metro that are not less than the purchase volumes of the government unit or commercial customer that has received the lower prices, greater benefits or more favorable terms.

Donations of products, supplies or services to charitable, nonprofit or government entities, if the donations are recognized as such and are deductible under the Federal Internal Revenue Code, shall not be considered contracts, agreements, sales or arrangements with other government units or commercial customers that call for the application of this paragraph.

Basis of Award

The award shall be made to the Proposer submitting the most responsive Proposal to Metro. Any determination of the responsible Proposer submitting the most advantageous Proposal and the award are subject to review and determination by the Metro Legal Counsel as to legal sufficiency of any Proposal submitted.

II. General Conditions

Right of Rejection

Metro reserves the right to reject any and/or all Proposals in whole or in part and to waive irregularities not affecting substantial rights.

Information Release

All proposers are hereby advised and through submission of a proposal agree and release Metro to solicit and secure background information based upon the information including references provided in response to this RFP.

Notice of Award

Within ten (10) working days after the proposal due date, Metro will accept one of the Proposals, or combination of Proposals, or reject all Proposals in accordance with the Basis of Award. The acceptance of the Proposal will be by written Notice of Conditional Award, mailed or delivered to the office designated in the Proposal. The Notice of Conditional Award shall not entitle the party to whom it is delivered to any rights whatsoever.

Contract

The Successful Proposer shall, within ten (10) working days after receiving three copies of the Metro Contract, Scope of Work and Terms of Payment, sign and return all three copies to Metro.

Foreign Contractor

A Contractor that is not domiciled in or registered to do business in the State of Oregon shall, upon execution of a contract in excess of \$10,000, promptly report the total contract price, terms of payment, length of contract and all other required information to the Oregon Department of Revenue. Compliance shall be documented and Metro shall be fully satisfied as to complete compliance prior to release of final payment.

Insurance Requirements

As per Article 6 of attached Public Contract.

Notice of Assignment

Metro will not recognize any assignment or transfer of any interest in this contract without written notice to the Procurement Officer by the new vendor.

Hazard Communication

The Contractor shall be required to strictly adhere to, coordinate with Metro and document full compliance with the policies and procedures of the Oregon Occupational Health and Safety Code, OAR Chapter 437, Division 155, Hazard Communication.

Therefore, the Contractor and all subcontractors and suppliers within his control shall notify Metro and all parties to the agreement as to:

- Hazardous materials to which they may be exposed on site;
- Employee measures to lessen the possibility of exposure;
- All contractor measures to reduce the risk;
- Procedures to follow if exposed.

The Contractor shall provide Metro with all Materials Safety Data Sheets (MSDS) prior to delivery of introduction of the material on site.

For further information or clarification, contact the Metro Risk Management Division at 797-1615.

Patents

The Contractor agrees to protect, to defend (if Metro requests) and save the agency harmless against any demand for payment for wrongful or unauthorized use of any patented material, process, article, or device that may enter into manufacture, construction, or forms a part of the work covered by this contract.

Cancellation

Metro reserves the right to cancel this contract in whole or in part if the Contractor willfully fails to perform any of the provisions in the contract, or fails to make delivery within the time stated unless the time is extended by a Change Order.

Law of the State of Oregon

This contract is entered into with the state of Oregon, and the law of said State, whether substantive or procedural, shall apply and be followed with respect to this contract.

III. Proposal Requirements and Evaluation

Metro is seeking proposals from qualified firms for service and supplies for a stockless office supply program. Approximately 20-30 individual departments and divisions will be responsible for ordering and paying for the supplies used in their area. Payment will be through the Metro Accounting Division of the Administration Department from individual department and division budgets. In fiscal year 1993-94, \$167,350 was spent on the office supply budget category for all of Metro, Metro Washington Park Zoo and Metro ERC. Future expenditures are projected to be similar, but there are no specific guarantees expressed or implied in release of this number.

The Contractor will be in contact with individual departments and divisions in filling purchase order requests for office supplies. Delivery will be made to individual departments and divisions at a variety of locations in the Portland metropolitan area. A map and listing of Metro sites requiring delivery is enclosed as Attachment II, but this list should not be construed to be final and it may be adjusted from time to time.

There are four (4) parts to this request for proposal. All four (4) parts must be completed in their entirety or proposal shall be deemed non-responsive, although Metro reserves the right to accept or reject any proposal(s) which contains minor irregularities that would not in Metro's sole discretion significantly affect the selection process.

Response to Part A and Part B must be provided on the proposal response sheets accompanying this document. Part C may be a list provided on the proposal response sheet, or if needed on supplemental sheets provided by the Proposer. Part D consists of questions which require supplemental information from the Proposer and responses may be on pages provided by the respondent. However, for ease of evaluation and comparison, information provided for Part D should be in the order requested and identified as 1 a, 1b, 1c etc. based on the questions being responded to. Responses to Part D must be no longer than five (5) single spaced, double-sided pages, printed on recycled paper (post-consumer content). No waxed page dividers or non-recyclable materials should be included in the proposal. Proposal responses which are nonresponsive in organization may receive a lower rating or be rejected at Metro's option.

Part A - Stockless Supply

Part A contains a stockless supply element with listed items guaranteed to be in stock for immediate delivery and at a fixed unit price. Price adjustments of the unit price for inflation and cost adjustments may be made on January 1 and July 1 of each year, and will then remain firm with no change until next price adjustment.

Contractor shall provide a fixed unit price for each item on the attached list of stockless office supplies. Prices quoted must refer exactly to the item specified. No substitutions may be made to this list during the proposal and rating process. The list of stockless office supplies may be modified periodically to include new items or delete items upon the mutual agreement of both Metro and Contractor.

Part B - Catalog Discount

Part B contains a catalog supply element with items readily available for immediate delivery at a unit price discounted from the catalog list price. One copy of the catalog must be submitted with this proposal.

Discount price shall be expressed as a percentage off of the catalog list price and shall remain fixed for the term of the contract. Price adjustments for inflation and cost of catalog list prices may be made on January 1 and July 1 of each year, and will then remain firm with no change until next price adjustment.

Contractor shall indicate on the response form a fixed percentage discount available off the catalog list price of items which can be ordered from their catalog.

Part C - Special Order Exemptions

Part C contains a special order element consisting of office supply items offered in Contractor's catalog, and defined by Contractor as exempt from the stockless and catalog supply discount and which may be purchased through Contractor at a unit price established prior to ordering.

Contractor shall identify and describe on the Part C response form in general or specific terms as necessary all items in Contractor's catalog which shall be exempt from the stockless and discounted supply portions of the contract, and which can be ordered as special order at a price indicated at the time the order or quote is requested.

Part D - Business Information & Service Capabilities

Part D consists of an evaluation of Contractor's terms, capabilities and quality of service including but not limited to the following related services needed in the procurement of the office supplies. (Note: the following five items, Ordering, Delivery, Billing and Tracking, Returns, and Customer Satisfaction are general outlines of the service Metro requires. The actual questions to be responded to in this Request for Proposals follow this section and begin with item 1, Business Profile. Your response must be no longer than five (5) single spaced, double-sided pages.)

Service Requirements

Ordering

- Contractor shall utilize a system for placing orders for any supplies which is efficient, user friendly and accessible through a wide range of communication media.
- Contractor shall provide at Contractor's cost pre-printed forms for use in ordering the stockless supplies containing product descriptions, unit costs, and any other ordering information to be determined by Contractor and Metro through a process involving information gathering and design.

Delivery

- Contractor shall deliver all goods promptly, packaged by individual order, and clearly identified on the exterior of the package with both the ordering department or division, the purchase order number and the person placing the order. Orders shall contain packing slips.
- Contractor shall deliver all items to any Metro address within the Metro boundary.
- Proposals shall contain a provision to provide emergency delivery service upon request.

Billing and Tracking

- Contractor shall prepare separate invoices for each order of supplies placed.
- Contractor shall provide a method by which all orders, invoices, returns, credits, statements, and other transactions shall be identified by Metro's six digit cost center numbers and purchase order numbers.
- Contractor must be able to provide monthly reports to Metro upon request by cost center based on the classes and types of products being ordered, costs, quantity, etc. and capable of

being sorted and summarized by a variety of categories including recycled produce code, and MBE/WBE vendor status.

Returns

- Contractor's proposal shall include a method or methods for the return and credit or replacement of items ordered incorrectly, orders which have been filled incorrectly, and goods received in a damaged condition, or which are faulty in construction and/or operation.

Customer Satisfaction

- Contractor's proposal shall indicate at least one person by name and phone number to act as Contractor's representative who can be contacted to address any problems, order conflicts, order delay's, etc.
- Contractor shall describe any proposed training that may be required of Metro employees, as well as any cost for training materials, or special items needed.
- Contractor shall provide customer references for evaluation of their level of service satisfaction.

Service Requirement Questions

In response to the above specified services for Part D, Contractor shall provide information to the following questions or topics describing their company and service capabilities. The response must be no longer than five (5) single spaced, double-sided pages, and should be in the order requested and identified as 1a, 1b, 1c etc. based on the question being responded to.

1. **Business Profile.** Provide a detailed profile of the business operation including but not limited to:
 - a) Number of years in the business of supplying office supplies. Annual dollar volume in sales of office supplies. Statement of business ownership and location of corporate home office.
 - b) Background information (brief) and name of contact or contacts to be assigned to provide service on this contract. How many years have they been serving with you or other institutions in this capacity.
 - c) Indicate whether your company is registered to do business in the State of Oregon.
 - d) Is your company a designated MBE or WBE certified with the State of Oregon? Provide certification number.

2. Facilities

- a) Indicate the location or locations of administrative offices, warehouses, distribution centers, etc. which will be directly used in providing the goods and services required on this contract.
- b) Include square footage of distribution center, indicate quantity of items and value of goods kept in stock.

3. Ordering

- a) Describe the system used for placing orders.
- b) How may orders be transmitted from requester to Contractor for fulfillment?
- c) What is the daily deadline for placing orders?
- d) How long will it take to develop and provide the stockless supply order form?
- e) Will you guarantee to maintain 100% stock of the stockless supply items? If no, what percentage of your orders are filled completely at shipment? (100% of requested items, no back orders.)
- f) How many individual items are listed in your catalog?
- g) How many individual items do you list that are made from recycled materials?
- h) Of the items listed in your catalog, how many are maintained in the inventory of the distribution center servicing Metro's needs?

4. Filling Orders

- a) Describe how orders are filled at your distribution center.
- b) When may delivery be expected after order is placed?
- c) What mechanisms do you employ to insure that orders are correctly filled?
- d) How many orders are filled in an average day at your distribution center?

- e) Describe the packaging you use to consolidate an order? Is any of this material made from recycled materials? Can it in turn be recycled?
- f) Do you provide a service to take these packing materials back to reuse or recycle them?

5. Delivery

- a) Provide detailed information on your delivery system. Indicate if delivery method is via in-house delivery service, or external delivery such as UPS or US Postal System. Is there any charge for delivery?
- b) How soon after an order is placed is delivery made to requester of stockless supply items, and in-stock catalog items? Will you guarantee delivery to all Metro sites within the Metro boundary within those terms?
- c) Provide a sample of a delivery label showing a Metro address and how you will identify the department or division and name of person placing the order? (assume department is Solid Waste, and person is Jane Smith)
- d) Describe your response to a request for emergency delivery of in-stock items. Include an indication of length of time from order placement to guaranteed emergency delivery.

6. Billing and Tracking

- a) For a typical order of supplies provide samples of the following forms: packing list, invoice, credit slip, statement, and any other forms or papers you feel are relevant.
- b) Provide copies of the types of reports you can generate regarding Metro's use. Indicate how many types of information you can provide and the types of summary information available. How many categories can you sort by?
- c) Backorder - do you bill for backorder items with the original order, or after the backorder item has been received?
- d) Can you generate an invoice for each separate order?

- e) A copy of the Terms of Payment is attached to this RFP. Can you meet all terms as they are outlined in this document? Answer yes or no. If no, provide detail on those terms that you cannot meet.

7. Returns and Warranty

- a) Provide detailed information on your return policy. For what reason(s) do you allow returned items. For what reason(s) do you not allow returns?
- b) Does this policy cover all items ordered from you or are there any limitations? Provide detail on the limitations.
- c) What warranty do you offer on equipment and supplies? Is this a manufacturers warranty, or your company warranty?

8. Customer Satisfaction

- a) Indicate the name or names of a customer representative with your organization who can be contacted to address any problems, order conflicts, order delay's, etc. Include a phone number and hours and days during which the customer representative may be reached.
- b) Describe any proposed training that you feel is required of Metro staff. Do you have any training materials that are required? Is there a cost for any of the training or materials?
- c) Provide a list of four public or private references with accounts of similar size. References should contain the company name, contact person name and phone number of someone who will be willing to respond to questions regarding length of service and general satisfaction with your level of service.

Evaluation and Scoring

Part A - Stockless Office Supply. - This portion counts as 40% of the total score. The lowest total overall cost shall receive 40 points. Proposals which are 20% or greater than the lowest total overall cost shall receive 0 points. Part A Proposals which are ranked in-between shall receive points based on the proportionate difference in cost. (i.e. if \$1,000 is the lowest and receives 40 points, \$1,200 which is 20 percent higher receives 0 points. \$1,100 which is 10 percent higher receives 20 points).

Part B - Catalog Discount - This portion counts as 11% of the total score. The highest percentage discount shall receive 11 points. Proposals with smaller discounts shall receive points based on the proportionate difference in the

discount. (i.e., if 40% discount is the highest discount the score shall be 11. A discount of 10% (one-fourth of the highest discount) shall receive 2.75 points which is one-quarter of the available score).

Part C - Special Order Exemptions - This portion is not rated.

Part D - Business Information and Service Capabilities - This portion counts for 49% of the total score. Responses to the questions shall be scored 1 low to 3 high and multiplied by the weighting for each question. Questions not answered will receive 0 (zero). The highest possible score is 147. Scores will then be divided by 3 to equal the 49% rating for this portion of the Proposal.

This Request for Proposal has been printed on recycled paper with 35% post-consumer waste.

Request for Proposal for Office Supplies

Response Forms

Part A - Stockless Supply

Schedule of Bid Prices

In this schedule of bid prices, the unit price will apply to whatever quantity is actually ordered by Metro during the term of the contract. Metro cannot predict the amount of any individual order, and the following items may be ordered daily, weekly, monthly, or with varying frequency.

Proposer must check one of the following: (This element is not rated and will not affect the choice of supplier.)

- This pricing shall be extended to other governmental jurisdictions within Metro boundaries.
- This pricing is exclusively for Metro use and will not necessarily be extended to other governmental jurisdictions within Metro boundaries.

Contractor shall provide a fixed unit price for the attached list of stockless office supplies. As required for each item on the bid form, the unit price for each unit shall be shown. Prices shall include all costs for any items to be delivered, any work to be performed, including overhead, profit, packing, import duties, delivery charges, insurance, and all other costs. Metro may make slight adjustments to the stockless list during evaluation to insure all proposals are evaluated on an equal number of items. This list of stockless office supplies developed for use in the contract may be modified periodically to adjust, include or delete items upon the mutual agreement of both Metro and Contractor.

Instructions: Provide a fixed unit price on the following list of stockless office supplies, add all unit prices to one total and insert this figure into the Total Line Price.

Several reference numbers have been included as well as the item description. Unit prices shall reflect the unit cost of that item with no substitutions allowed. Where specific brand name products have been specified, the quoted price shall be for that brand. In some cases, alternative brands have been listed. In these specific cases only, the price can reflect either listed brand. Where the term "Generic" has been used, Proposer may quote any brand that meets the specifications listed for that item. However, Proposer must provide the brand name and product reference number for each generic item in the space provided.






















The bidder, whose legal signature binding the bidder to the bid prices indicated on these pages is found on the signature page, hereby bids as follows:

	Reference Number	Reference Number		Item Description	Unit Size	Unit Price	Multiply by Estimated Quantity	Total
1	MMM 653RP-YW	A2-653RP-YW	♻️	3-M Post-It Notes - Recycled: 1 1/2 x 2, yellow	1 pack of 12		36	
2	MMM 654RP-YW	A2-654RP-YW	♻️	3-M Post-It Notes - Recycled: 3 x 3, yellow	1 pad		220	
3	MMM 655RP-YW	A2-655RP-YW	♻️	3-M Post-It Notes - Recycled: 3 x 5, yellow	1 pad		134	
4	MMM 7671	P3-7671	♻️	3 M Post-It Fax Transmittal, Recycled 1 1/2" x 4"	1 pack of 12		1	
5	AVE FF35215	A5-FF3-5215		Avery Self-Adhesive File Folder Labels, sheet 9/16 x 3 7/16-assorted	1 box		3	
6	AVE FF3-W	A5-FF3-WE		Avery Self-Adhesive File Folder Labels, sheet 9/16 x 3 7/16-white	1 box		3	
7	AVE FF3-YW	A5-FF3-YW		Avery Self-Adhesive File Folder Labels, sheet 9/16 x 3 7/16-yellow	1 pkg		1	
8	AVE FF3-OE	A5-FF3-OE		Avery Self-Adhesive File Folder Labels, sheet 9/16 x 3 7/16-orange	1 pkg		3	
9	AVE FF3-TN	A5-FF3-TN		Avery Self-Adhesive File Folder Labels, sheet 9/16 x 3 7/16-tan	1 pkg.		1	
10	AVE FF3-LR	A5-FF3-LR		Avery Self-Adhesive File Folder Labels, sheet 9/16 x 3 7/16-lavender	1 pkg		2	
11	AVE FF3-PE	A5-FF3-PE		Avery Self-Adhesive File Folder Labels, sheet 9/16 x 3 7/16-purple	1 pkg		4	
12	AVE FF3-DR	A5-FF3-DRD		Avery Self-Adhesive File Folder Labels, sheet 9/16 x 3 7/16-dark red	1 pkg		4	
13	AVE FF3-BK	A5-FF3-BK		Avery Self-Adhesive File Folder Labels, sheet 9/16 x 3 7/16-black	1 pkg.		1	
14	AVE FF3-CL	A5-FF3-CL		Avery Self-Adhesive File Folder Labels, sheet 9/16 x 3 7/16-coral	1 pkg		1	
15	AVE FF3-GN	A5-FF3-GN		Avery Self-Adhesive File Folder Labels, sheet 9/16 x 3 7/16-green	1 pkg		1	
16	AVE FF3-DB	A5-FF3-DBE		Avery Self-Adhesive File Folder Labels, sheet 9/16 x 3 7/16-dark blue	1 pkg		6	
17	AVE FF3-LB	A5-FF3-LBE		Avery Self-Adhesive File Folder Labels, sheet 9/16 x 3 7/16-light blue	1 pkg		1	
18		A5-RFF3-WE	♻️	Avery Self-Adhesive File Folder Labels, sheet 9/16 x 3 7/16-white	1 pkg		1	
19		A5-RFF3-DRD	♻️	Avery Self-Adhesive File Folder Labels, sheet 9/16 x 3 7/16-dark red	1 pkg		4	
20		A5-RFF3-DBE	♻️	Avery Self-Adhesive File Folder Labels, sheet 9/16 x 3 7/16-dark blue	1 pkg		22	
21	AVE 05351	A5-5351		Avery Address Labels for Copiers, 1" x 2 5/8", 3,300 labels	1 box		1	
22	AVE 05160	A5-5160		Avery White Laser Labels, 1 x 2 5/8, 3,000 labels	1 box		22	
23	AVE 05161	A5-5161		Avery White Laser Labels,, 1 x 4, 2,000 labels	1 box		1	
24	AVE 05163	A5-5163		Avery White Laser Labels, 2 x 4, 1,000 labels	1 box		4	
25		A5-5660		Clear Laser Labels, 1 x 2 5/6, 1,500 labels	1 box		22	

	Reference Number	Reference Number		Item Description	Unit Size	Unit Price	Multiply by Estimated Quantity	Total
26	CLI 92233	A5-92263		C-Line Name Badges - Pressure Sensitive, Green Border, 2 1/4 x 3 1/2, 100 labels	1 box		1	
27	CLI 92234	A5-92264		C-Line Name Badges - Pressure Sensitive, Red Border, 2 1/4 x 3 1/2, 100 labels	1 box		3	
28	CLI92235	A5-92265		C-Line Name Badges - Pressure Sensitive, Blue Border, 2 1/4 x 3 1/2, 100 labels	1 box		36	
29	ALL 26147	A6-RB-0-14		Alliance or OIC Rubberbands - #14, 2 x 1/16, 1/4 pound	1 bag		13	
30	ALL 26167	A6-RB-0-16		Alliance or OIC Rubberbands - #16, 2 1/2 x 1/16, 1/4 pound	1 bag		3	
31	ALL 26337	A6-RB-0-33		Alliance or OIC Rubberbands - #33, 3 1/2 x 1/8, 1/4 pound	1 bag		4	
32	ALL 26647	A6-RB-0-64		Alliance or OIC Rubberbands - #64, 3 1/2 x 1/4, 1/4 pound	1 bag		4	
33	ALL 27405	A6-RB-0-117		Alliance or OIC Rubberbands - #117, 7 x 1/8, 1/4 pound	1 bag		7	
34	ALL 26547	A6-RB-0-54		Alliance or OIC Rubberbands - Assorted sizes, 1/4 pound	1 bag		1	
35	MMM C38-BK	A8-C-38-BK		Scotch C-38 Tape Dispenser - black	1 each		1	
36	MMM C4210	A8-C4210	♻️	Scotch C 4210 Recycled tape dispenser - black			15	
37	MMM 810-3/4X36	A8-810-1296-3/4		Scotch "Magic" Tape, 3/4 wide, 1" core	1 roll		245	
38	MMM 202-1	A8-202-1		Scotch Masking Tape, 1" x 60 yds	1 roll		31	
39	MMM 202-2	A8-202-2		Scotch Masking Tape, 2" x 60 yds	1 roll		13	
40	MMM 898-BX-1	A8-898B-1		Scotch Filament Tape, 1" x 60 yds	1 roll		27	
41	MMM 3750-2X60CL1	A8-3750-2-CR		Scotch Box Sealing Tape, 2" x 60 yds	1 roll		27	
42	FAB 99648	C1-00-166		Ebberhard Faber or Avery Dennison Glue Stic, .26 oz	1 each		124	
43	GENERIC	GENERIC		White Glue, bonds porous materials, dries clear, plastic bottle w/ applicator tip, 1.25 oz Specify brand & reference number:	1 each		50	
44	GENERIC	GENERIC	♻️	Plastic Ruler - Rycled plastic 12 inch Specify brand & reference number:	1 each		16	
45	GENERIC	GENERIC	♻️	File Folders , single top - 11 pt manila stock, 10% post consumer, assorted 1/3 cut tabs with undercut, bottom score, letter size - manila Specify brand & reference number:	1 box of 100		31	

	Reference Number	Reference Number		Item Description	Unit Size	Unit Price	Multiply by Estimated Quantity	Total
46	GENERIC	GENERIC	♻️	File Folders , single top - 11 pt manila stock, 10% post consumer, assorted 1/3 cut tabs with undercut, bottom score, legal size - manila Specify brand & reference number:	1 box of 100		2	
47	SMD 2-153LBE	F1-CD21-1/3-BLU	♻️	Globe-Weis or Smead File Folders - 1/3 cut, letter - blue	1 box of 100		6	
48	SMD 2-153GRN	F1-CD21-1/3-GRE	♻️	Globe-Weis or Smead File Folders - 1/3 cut, letter - green	1 box of 100		6	
49	SMD 2-153LOR	F1-CD21-1/3-ORA	♻️	Globe-Weis or Smead File Folders - 1/3 cut, letter - orange	1 box of 100		6	
50	SMD 2-153LPK	F1-CD21-1/3-PIN	♻️	Globe-Weis or Smead File Folders - 1/3 cut, letter - pink	1 box of 100		6	
51	SMD 2-153LR	F1-CD21-1/3-RED	♻️	Globe-Weis or Smead File Folders - 1/3 cut, letter - red	1 box of 100		6	
52	SMD 2-153LY	F1-CD21-1/3-YEL	♻️	Globe-Weis or Smead File Folders - 1/3 cut, letter - yellow	1 box of 100		6	
53	SMD 2-153LLV	F1-CD21-1/3-PUR	♻️	Globe-Weis or Smead File Folders - 1/3 cut, letter - purple	1 box of 100		6	
54	SMD 2-153LGY	F1-CD21-1/3-GRA	♻️	Globe-Weis or Smead File Folders - 1/3 cut, letter - gray	1 box of 100		6	
55		F1-4152 1/5-	♻️	Hanging Folders, Pendaflex olive green & 1/5 cut tabs, clear - letter size	1 box of 25		4	
56		F1-4153 1/5-	♻️	Hanging Folders, Pendaflex olive green & 1/5 cut, tabs, clear - legal size	1 box of 25		4	
57		F1-4152 1/5-RED	♻️	Hanging Folders and matching tabs Pendaflex - 1/5 cut, letter - red	1 box of 25		4	
58		F1-4152 1/5-BGR	♻️	Hanging Folders and matching tabs Pendaflex - 1/5 cut, letter - green	1 box of 25		4	
59		F1-4152 1/5-YEL	♻️	Hanging Folders and matching tabs Pendaflex - 1/5 cut, letter - yellow	1 box of 25		4	
60		F1-4152 1/5-BLU	♻️	Hanging Folders and matching tabs Pendaflex - 1/5 cut, letter - blue	1 box of 25		4	
61		F1-4152 1/5-ORA	♻️	Hanging Folders and matching tabs Pendaflex - 1/5 cut, letter - orange	1 box of 25		4	
62		F1-4152 1/5-GRA	♻️	Hanging Folders and matching tabs Pendaflex - 1/5 cut, letter - gray	1 box of 25		4	
63		F1-4152 1/5-VIO	♻️	Hanging Folders and matching tabs Pendaflex - 1/5 cut, letter - violet	1 box of 25		4	
64		F1-4152 1/5 PIN	♻️	Hanging Folders and matching tabs Pendaflex - 1/5 cut, letter - pink	1 box of 25		4	
65		F1-4152 1/5-BLA	♻️	Hanging Folders and matching tabs Pendaflex - 1/5 cut, letter - black	1 box of 25		4	
66		F1-4152 1/5-AQU	♻️	Hanging Folders and matching tabs Pendaflex - 1/5 cut, letter - aqua	1 box of 25		4	
67		F1-4152 1/5-ASST	♻️	Hanging Folders and matching tabs Pendaflex - 1/5 cut, letter - assorted colors	1 box of 25		4	
68	ESS 43-1/2YEL	F1-43 1/2-YEL		Colored Plastic Tabs, Esselte- 3 1/2" - 1/3 cut- yellow	1 box of 25		2	
69	ESS 43-1/2BLU	F1-43 1/2-BLU		Colored Plastic Tabs, Esselte - 3 1/2" - 1/3 cut- blue	1 box of 25		2	

	Reference Number	Reference Number		Item Description	Unit Size	Unit Price	Multiply by Estimated Quantity	Total
70	ESS 43-1/2GRE	F1-43 1/2-GRE		Colored Plastic Tabs, Esselle - 3 1/2" - 1/3 cut- green	1 box of 25		2	
71	ESS 43-1/2ORA	F1-43 1/2-ORA		Colored Plastic Tabs, Esselle - 3 1/2" - 1/3 cut- orange	1 box of 25		2	
72	ESS 43-1/2PIN	F1-43 1/2-PIN		Colored Plastic Tabs, Esselle - 3 1/2" - 1/3 cut- pink	1 box of 25		2	
73	ESS 43-1/2RED	F1-43 1/2-RED		Colored Plastic Tabs, Esselle - 3 1/2" - 1/3 cut- red	1 box of 25		2	
74	ESS 43-1/2VIO	F1-43 1/2-VIO		Colored Plastic Tabs, Esselle - 3 1/2" - 1/3cut- violet	1 box of 25		2	
75	ESS 43-1/2	F1-43 1/2		Colored Plastic Tabs, Esselle - 3 1/2" - 1/3cut- clear	1 box of 25		2	
76		H1-54501		Stapler, Swingline 545 Economy - black	1 each		12	
77	SWI35108	H1-35200		Staples, Swingline full strip, standard, 5,000 per box	1 box		52	
78		H1-SR-R		Staple Remover - OIC, black	1 each		15	
79		H3-414R-8	♻️	Shears, Acme 8 inch stainless blade, recycled plastic handle	1 each		40	
80	OIC 94909	H3-03008		Commercial letter opener, 9 inch, metal, bent style	1 each		16	
81	ACC72020	H4-BC-20		Binder Clips, OIC or Acco tempered spring steel - 3/4 inch width	1 box of 12		49	
82	ACC72050	H4-BC-50		Binder Clips, OIC or Acco tempered spring steel - 1 1/4 inch width	1 box of 12		21	
83	ACC72100	H4-BC-100		Binder Clips, OIC or Acco tempered spring steel - 2 inch width	1 box of 12		13	
84	ACC72380	H4-72380		Paper clip, #1, .034 guage wire	1 box of 100		234	
85	ACC72580	H4-72580		Paper clip, jumbo, .048 guage wire	1 box of 100		16	
86	LAB 1Recycled		♻️	Paper clip, Labelon recycled 25% post-consumer steel	1 box of 100		50	
87	72610	H4-ID-1		Ideal Clamps, - large	1 box of 12		20	
88	72620	H4-ID-2		Ideal Clamps - small	1 box of 50		35	
89	OIC 93690	H4-93690		Paper clip dispenser - magnetic	1 each		5	
90	LAB CP20	H4-CP20		Push pins, clear plastic head	1 box of 100		10	
91	RUBR2956-1	K6-16021		Wastebasket, 14 1/2"w x 15"h x 10 1/2"d, black plastic	1 each		7	
92		L2-UT11-10-BE	♻️	Binder - 3 ring, recycled, K&M Ultratuf - 1 inch capacity, blue	1 each		3	
93		L2-UT11-10-BK	♻️	Binder - 3 ring, recycled, K&M Ultratuf - 1 inch capacity, black	1 each		3	
94		L2-UT11-10-GY	♻️	Binder - 3 ring, recycled, K&M Ultratuf - 1 inch capacity, gray	1 each		3	

Reference Number	Reference Number		Item Description	Unit Size	Unit Price	Multiply by Estimated Quantity	Total
95	L2-UT11-10-GN		Binder - 3 ring, recycled, K&M Ultratuf - 1 inch capacity, green	1 each		3	
96	L2-UT11-10-RD		Binder - 3 ring, recycled, K&M Ultratuf - 1 inch capacity, red	1 each		3	
97	L2-UT11-10-BY		Binder - 3 ring, recycled, K&M Ultratuf - 1 inch capacity, burgundy	1 each		3	
98	L2-UT11-15-BE		Binder - 3 ring, recycled, K&M Ultratuf - 1 1/2 inch capacity, blue	1 each		3	
99	L2-UT11-15-BK		Binder - 3 ring, recycled, K&M Ultratuf - 1 1/2 inch capacity, black	1 each		3	
100	L2-UT11-15-GY		Binder - 3 ring, recycled, K&M Ultratuf - 1 1/2 inch capacity, gray	1 each		3	
101	L2-UT11-15-GN		Binder - 3 ring, recycled, K&M Ultratuf - 1 1/2 inch capacity, green	1 each		3	
102	L2-UT11-15-RD		Binder - 3 ring, recycled, K&M Ultratuf - 1 1/2 inch capacity, red	1 each		3	
103	L2-UT11-15-BY		Binder - 3 ring, recycled, K&M Ultratuf - 1 1/2 inch capacity, burgundy	1 each		3	
104	L2-UT11-20-BE		Binder - 3 ring, recycled, K&M Ultratuf - 2 inch capacity, blue	1 each		3	
105	L2-UT11-20-BK		Binder - 3 ring, recycled, K&M Ultratuf - 2 inch capacity, black	1 each		3	
106	L2-UT11-20-GY		Binder - 3 ring, recycled, K&M Ultratuf - 2 inch capacity, gray	1 each		3	
107	L2-UT11-20-GN		Binder - 3 ring, recycled, K&M Ultratuf - 2 inch capacity, green	1 each		3	
108	L2-UT11-20-RD		Binder - 3 ring, recycled, K&M Ultratuf - 2 inch capacity, red	1 each		3	
109	L2-UT11-20-BY		Binder - 3 ring, recycled, K&M Ultratuf - 2 inch capacity, burgundy	1 each		3	
110	L2-UT11-30-BE		Binder - 3 ring, recycled, K&M Ultratuf - 3 inch capacity, blue	1 each		3	
111	L2-UT11-30-BK		Binder - 3 ring, recycled, K&M Ultratuf - 3 inch capacity, black	1 each		3	
112	L2-UT11-30-GY		Binder - 3 ring, recycled, K&M Ultratuf - 3 inch capacity, gray	1 each		3	
113	L2-UT11-30-GN		Binder - 3 ring, recycled, K&M Ultratuf - 3 inch capacity, green	1 each		3	
114	L2-UT11-30-RD		Binder - 3 ring, recycled, K&M Ultratuf - 3 inch capacity, red	1 each		3	
115	L2-UT11-30-BY		Binder - 3 ring, recycled, K&M Ultratuf - 3 inch capacity, burgundy	1 each		3	
116	L2-AV1180-1/2BK		Binder - 3 ring, K&M Standard View - 1/2 inch capacity, black	1 each		3	
117	L2-AV1180-1/2WE		Binder - 3 ring, K&M Standard View - 1/2 inch capacity, white	1 each		3	
118	L2-AV1181-BK		Binder - 3 ring, K&M Standard View - 1 inch capacity, black	1 each		3	
119	L2-AV1181-WE		Binder - 3 ring, K&M Standard View - 1 inch capacity, white	1 each		3	

	Reference Number	Reference Number		Item Description	Unit Size	Unit Price	Multiply by Estimated Quantity	Total
120		L2-AV1185-BK		Binder - 3 ring, K&M Standard View - 1 1/2 inch capacity, black	1 each		3	
121		L2-AV1185-WE		Binder - 3 ring, K&M Standard View - 1 1/2 inch capacity, white	1 each		3	
122		L2-AV1182-BK		Binder - 3 ring, K&M Standard View - 2 inch capacity, black	1 each		3	
123		L2-AV1182-WE		Binder - 3 ring, K&M Standard View - 2 inch capacity, white	1 each		3	
124		L2-AV1183-BK		Binder - 3 ring, K&M Standard View - 3 inch capacity, black	1 each		3	
125		L2-AV1183-WE		Binder - 3 ring, K&M Standard View - 3 inch capacity, white	1 each		3	
126		L3-06091	♻️	Tab dividers, recycled paper, 5 tab clear plastic	1 set		15	
127		L3-06090	♻️	Tab dividers, recycled paper, 5 tab colored plastic	1 set		15	
128		L3-06093	♻️	Tab dividers, recycled paper, 8 tab clear plastic	1 set		15	
129		L3-06092	♻️	Tab dividers, recycled paper, 8 tab colored plastic	1 set		15	
130	BIC GSF11-BK	N1-GSF-11-BK		Pens - Bic round stick ballpoint, fine, black	1 box of 12		42	
131	BIC GSF11-BE	N1-GSF-11-BE		Pens - Bic round stick ballpoint, fine, blue	1 box of 12		54	
132	BIC GSF11-RD	N1-GSF-11-RD		Pens - Bic round stick ballpoint, fine, red	1 box of 12		16	
133	BIC GSM11-BK	N1-GSM-11-BK		Pens - Bic round stick ballpoint, medlum, black	1 box of 12		64	
134	BIC GSM11-BE	N1-GSM-11-BE		Pens - Bic round stick ballpoint, medium, blue	1 box of 12		52	
135	BIC GSM11-RD	N1-GSM-11-RD		Pens - Bic round stick ballpoint, medium, red	1 box of 12		15	
136		N1-60143		Pens - Uni-Ball Onyx , 0.3mm, black	1 each		72	
137		N1-60144		Pens - Uni-Ball Onyx , 0.3mm, red	1 each		24	
138		N1-60145		Pens - Uni-Ball Onyx , 0.3mm, blue	1 each		24	
139	FAB 64171	N2-64171		Markers - Eberhard Faber 7000 chisel point tip, permanent ink - black	1 each		10	
140	FAB 64172	N2-64172		Markers - Eberhard Faber 7000 chisel point tip, permanent ink - red	1 each		10	
141	FAB 64173	N2-64173		Markers - Eberhard Faber 7000 chisel point tip, permanent ink - blue	1 each		5	
142	FAB 64174	N2-64174		Markers - Eberhard Faber 7000 chisel point tip, permanent ink - green	1 each		5	
143	SAN 25005	N2-25005		Highlighter - Sanford Major Accent - yellow	1 each		49	
144	SAN 25009	N2-25009		Highlighter - Sanford Major Accent - pink	1 each		3	

	Reference Number	Reference Number		Item Description	Unit Size	Unit Price	Multiply by Estimated Quantity	Total
145	SAN 25010	N2-25010		Highlighter - Sanford Major Accent - blue	1 each		5	
146	FAB12201	N5-12201	♻️	Pencils - Recycled, wooden American Ecowriter - #2	1 box of 12		94	
147	SAN 64501	N4-64501		Pencils - Mechanical, ZeZe Sanford - 0.5 mm - black	1 each		68	
148		N4-64511		Pencils - Mechanical, ZeZe Sanford - 0.7 mm - black	1 each		69	
149	PEN C505-HB	N4-C505-HB		Lead for mechanical pencil - Pentel - 0.5 mm - HB	1 tube of 12		6	
150	PEN 50-7HB	N4-50-HB		Lead for mechanical pencil - Pentel - 0.7 mm - HB	1 tube of 12		6	
151	SAN 64881	N4-64881		Erasers for Zeze mechanical pencil, Sanford	1 tube of 5		15	
152		N6-70520		Eraser, Pink Pearl, medium	1 each		12	
153		N6-73200		Eraser, Design 2000 white plastic	1 each		7	
154		N6-70569		Eraser Caps for Pencils, Arrowhead	1 bag of 12		6	
155		P3-A151	♻️	Easel pads - Cascade Recycled white paper, 27 inch x 34 inch - plain	1 box of 2		7	
156		P3-A152	♻️	Easel pads - Cascade Recycled white paper, 27 inch x 34 inch - plain	1 carton of 5		6	
157	Generic	Generic	♻️	Writing pads-Recycled w/ 10% post consumer, headstrip, 50 sheets, 5 x 8,-yellow Specify brand & reference number:	1 pack of 12		25	
159	Generic	Generic	♻️	Writing pads-Recycled w/ 10% post consumer, headstrip, 50 sheets, 8 1/2 x 11,-yellow Specify brand & reference number:	1 pack of 12		55	
161	Generic	Generic	♻️	Writing pads-Recycled w/ 10% post consumer, headstrip, 50 sheets, 8 1/2 x 14,-yellow Specify brand & reference number:	1 pack of 12		15	
163	AMP 23-700	P3-R2334	♻️	Phone message pad, Recycled 4"x5 1/2", 50 sheets	1 pack of 12		15	
164	TOP 4005	P3-4005		Phone message book, wire bound, 2 part, carbonless 4 messages per page, 200 sets	1 each		3	
165	DEN 36862	P3-36-862	♻️	Steno pads - Recycled, 6"x9" Avery Dennison, Gregg ruled	1 each		25	
166		S3-564-01		Correction Fluid - Liquid Paper - white	1 each		20	
167		S3-710-01		Correction Fluid - Just for Copies - white	1 each		10	

	Reference Number	Reference Number		Item Description	Unit Size	Unit Price	Multiply by Estimated Quantity	Total
168	PAP 590-01	S3-590-01		Correction Fluid - Liquid Paper, latex - white	1 each		3	
169	MMM 12881	S7-12881		Diskettes - 3M, DS/HD/2MB, formatted, 3.5"	1 box of 10		10	
170	MMM 542-90	M1-542-90		Cassette Tapes - 3M, 90 minute	1 each		40	
Part A - Total all stockless office supplies								\$

Metro may make slight adjustments to the stockless list during evaluation to insure all proposals are evaluated for an equal number of items.

Rating on Part A shall count for 40% of the overall score

 = Recycled Product

Request for Proposal for Office Supplies

Response Forms

Part B - Catalog Discount

Contractor shall indicate below a fixed percentage discount available off the catalog list price of items which can be ordered from their catalog. Discount rate shall remain the same throughout the term of the contract including any amendments or revisions. Price adjustments for inflation and other price changes may be made twice per year, on July 1 and January 1.

In reference to all items in the Contractor's catalog, except those specific items indicated on the stockless supply list, and those items which are special order items detailed on Part C Response Form, indicate a percentage discount adjustment reduction off of the catalog list price which Contractor will apply to Metro's orders.

Percentage discount applied to Metro's catalog orders is: _____ %
Round to nearest two (2) decimal places (e.g., 99.99% or 5.00%)

Rating on Part B shall count for 11% of the overall score.

Request for Proposal for Office Supplies

Response Forms

Part C - Special Order Exemptions

Identify and describe in general or specific terms as necessary all items in Contractor's catalog which shall be exempt from the stockless and catalog discount supply portions of the contract, and which can be ordered as special order at a unit price established by Contractor prior to ordering. Response may be indicated below or attached if typed and too large to fit in the space here provided. Attachment shall be clearly labeled Attachment - Part C - Special Order Exemption Response Form - Supplemental

Request for Proposal for Office Supplies

Response Forms

Part D - Business Information & Service Capabilities

There are no response forms provided for this section. Proposal response to Part D questions is limited to five (5) single spaced, double-sided pages to be provided by Proposer. The proposal should be submitted on recycled paper, with no non-recyclable inserts, covers or other parts.

PROPOSAL for furnishing office supplies and related procurement services.

The undersigned having full knowledge of the specifications for the item(s) listed below offers and agrees that this Proposal shall be irrevocable for at least 60 calendar days after the Proposal due date and time, and if accepted, to furnish any and/or all items(s) at the prices offered and deliver at the designated point(s) within the time specified in the schedule.

ITEM #	SUPPLIES/EQUIPMENT	QUANTITY	UNIT	UNIT PRICE	EXTENDED AMOUNT
	AS PER ATTACHED: PROPOSAL REQUIREMENTS				

\$

BIDDER REPRESENTS/CERTIFIES/ACKNOWLEDGES AS PART OF THIS OFFER THAT

(Check or complete all applicable boxes or blocks)

- 1. **CONFLICT OF INTEREST:** Proposer hereby certifies that no officer, agent, or employee of Metro has participated on behalf of Metro in preparation of this proposal, that the proposal is made in good faith without fraud, collusion, or connection of any kind with any other Proposer for the same work, and the Proposer is competing solely in its own behalf without connection of obligation to any undisclosed person or firm.
- 2. **RESIDENT/NON-RESIDENT:** Undersigned Proposer states that it is a resident or non-resident of the state of Oregon. State in which Bidder resides: _____
- 3. **TYPE OF BUSINESS ORGANIZATION:** Proposer operates as an individual; a corporation, incorporated under the laws of the State of _____; a non-profit organization; or a partnership. (If partnership, list/attach names of the partners.)
- 4. **OREGON LICENSE:** If a corporation, it is, or is not, licensed with the Oregon Corporation Commission.
- 5. **DOING BUSINESS AS:** Provide any assumed names utilized: _____

FIRM OR CORPORATION NAME: _____

NAME OF LOCAL REPRESENTATIVE: _____

MAILING ADDRESS: _____

PHONE NUMBER: AREA() _____

FAX NUMBER: AREA() _____

STREET, CITY, STATE, ZIP CODE

NAME AND TITLE OF PERSON AUTHORIZED TO CONTRACT/SIGN OFFER (TYPE OR PRINT)

SIGNATURE OF AUTHORIZED PERSON

OFFER DATE

NOTE: If Proposer desires to make offer, but cannot sign contract, attach letter of explanation regarding who will sign and time required for authorized signature.

Proposals must be enclosed in a sealed envelope, endorsed on the outside, indicate the proposal subject number/opening date, and delivered to Metro on or before the date and time of the bid opening. (See Instructions to Proposers)

ATTACHMENT 1 - SAMPLE PUBLIC CONTRACT

ATTACHMENT 2 - MAP OF METRO SITE LOCATIONS

Sample

ATTACHMENT I

Contract No.

PUBLIC CONTRACT

THIS Contract is entered into between Metro, a metropolitan service district organized under the laws of the State of Oregon and the 1992 Metro Charter, whose address is 600 N.E. Grand Avenue, Portland, Oregon 97232-2736, and , whose address is 97 , hereinafter referred to as the "CONTRACTOR."

THE PARTIES AGREE AS FOLLOWS:

ARTICLE I

SCOPE OF WORK

CONTRACTOR shall perform the work and/or deliver to METRO the goods described in the Scope of Work attached hereto as Attachment A. All services and goods shall be of good quality and, otherwise, in accordance with the Scope of Work.

ARTICLE II

TERM OF CONTRACT

The term of this Contract shall be for the period commencing , 19 through and including , 19

ARTICLE III

CONTRACT SUM AND TERMS OF PAYMENT

METRO shall compensate the CONTRACTOR for work performed and/or goods supplied as described in Attachment B. METRO shall not be responsible for payment of any materials, expenses or costs other than those which are specifically included in Attachment B.

ARTICLE IV

LIABILITY AND INDEMNITY

CONTRACTOR is an independent contractor and assumes full responsibility for the content of its work and performance of CONTRACTOR's labor, and assumes full responsibility for all liability for bodily injury or physical damage to person or property

arising out of or related to this Contract, and shall indemnify, defend and hold harmless METRO, its agents and employees, from any and all claims, demands, damages, actions, losses, and expenses, including attorney's fees, arising out of or in any way connected with its performance of this Contract. CONTRACTOR is solely responsible for paying CONTRACTOR's subcontractors and nothing contained herein shall create or be construed to create any contractual relationship between any subcontractor(s) and METRO.

ARTICLE V

TERMINATION

METRO may terminate this Contract upon giving CONTRACTOR seven (7) days written notice. In the event of termination, CONTRACTOR shall be entitled to payment for work performed to the date of termination. METRO shall not be liable for indirect or consequential damages. Termination by METRO will not waive any claim or remedies it may have against CONTRACTOR.

ARTICLE VI

INSURANCE

CONTRACTOR shall purchase and maintain at CONTRACTOR'S expense, the following types of insurance covering the CONTRACTOR, its employees and agents.

A. Broad form comprehensive general liability insurance covering personal injury, property damage, and bodily injury with automatic coverage for premises and operation and product liability. The policy must be endorsed with contractual liability coverage.

B. Automobile bodily injury and property damage liability insurance.

Insurance coverage shall be a minimum of \$500,000 per occurrence. If coverage is written with an aggregate limit, the aggregate limit shall not be less than \$1,000,000. METRO, its elected officials, departments, employees, and agents shall be

named as an ADDITIONAL INSURED. Notice of any material change or policy cancellation shall be provided to METRO thirty (30) days prior to the change.

This insurance as well as all workers' compensation coverage for compliance with ORS 656.017 must cover CONTRACTOR'S operations under this Contract, whether such operations be by CONTRACTOR or by any subcontractor or anyone directly or indirectly employed by either of them.

CONTRACTOR shall provide METRO with a certificate of insurance complying with this article and naming METRO as an insured within fifteen (15) days of execution of this Contract or twenty-four (24) hours before services under this Contract commence, whichever date is earlier.

CONTRACTOR shall not be required to provide the liability insurance described in this Article only if an express exclusion relieving CONTRACTOR of this requirement is contained in the Scope of Work.

ARTICLE VII

PUBLIC CONTRACTS

All applicable provisions of ORS chapters 187 and 279, and all other terms and conditions necessary to be inserted into public contracts in the State of Oregon, are hereby incorporated as if such provision were a part of this Agreement, including, but not limited to, ORS 279.310 to 279.320. Specifically, it is a condition of this contract that Contractor and all employers working under this Agreement are subject employers that will comply with ORS 656.017 as required by 1989 Oregon Laws, Chapter 684.

ARTICLE VIII

ATTORNEY'S FEES

In the event of any litigation concerning this Contract, the prevailing party shall be entitled to reasonable attorney's fees and court costs, including fees and costs on appeal to any appellate courts.

ARTICLE IX

QUALITY OF GOODS AND SERVICES

Unless otherwise specified, all materials shall be new and both workmanship and materials shall be of the highest quality. All workers and subcontractors shall be skilled in their trades. CONTRACTOR guarantees all work against defects in material or workmanship for a period of one (1) year from the date of acceptance or final payment by METRO, whichever is later. All guarantees and warranties of goods furnished to CONTRACTOR or subcontractors by any manufacturer or supplier shall be deemed to run to the benefit of METRO.

ARTICLE X

OWNERSHIP OF DOCUMENTS

All documents of any nature including, but not limited to, reports, drawings, works of art and photographs, produced by CONTRACTOR pursuant to this agreement are the property of METRO and it is agreed by the parties hereto that such documents are works made for hire. CONTRACTOR does hereby convey, transfer and grant to METRO all rights of reproduction and the copyright to all such documents.

ARTICLE XI

SUBCONTRACTORS

CONTRACTOR shall contact METRO prior to negotiating any subcontracts and CONTRACTOR shall obtain approval from METRO before entering into any subcontracts for the performance of any of the services and/or supply of any of the goods covered by this Contract.

METRO reserves the right to reasonably reject any subcontractor or supplier and no increase in the CONTRACTOR's compensation shall result thereby. All subcontracts related to this Contract shall include the terms and conditions of this agreement. CONTRACTOR shall be fully responsible for all of its subcontractors as provided in Article IV.

ARTICLE XII

RIGHT TO WITHHOLD PAYMENTS

METRO shall have the right to withhold from payments due CONTRACTOR such sums as necessary, in METRO's sole opinion, to protect METRO against any loss, damage or claim which may result from CONTRACTOR's performance or failure to perform under this agreement or the failure of CONTRACTOR to make proper payment to any suppliers or subcontractors.

If a liquidated damages provision is contained in the Scope of Work and if CONTRACTOR has, in METRO's opinion, violated that provision, METRO shall have the right to withhold from payments due CONTRACTOR such sums as shall satisfy that provision. All sums withheld by METRO under this Article shall become the property of METRO and CONTRACTOR shall have no right to such sums to the extent that CONTRACTOR has breached this Contract.

ARTICLE XIII

SAFETY

If services of any nature are to be performed pursuant to this agreement, CONTRACTOR shall take all necessary precautions for the safety of employees and others in the vicinity of the services being performed and shall comply with all applicable provisions of federal, state and local safety laws and building codes, including the acquisition of any required permits.

ARTICLE XIV

INTEGRATION OF CONTRACT DOCUMENTS

All of the provisions of any bidding documents including, but not limited to, the Advertisement for Bids, General and Special Instructions to Bidders, Proposal, Scope of Work, and Specifications which were utilized in conjunction with the bidding of this Contract are hereby expressly incorporated by reference. Otherwise, this Contract represents the entire

and integrated agreement between METRO and CONTRACTOR and supersedes all prior negotiations, representations or agreements, either written or oral. This Contract may be amended only by written instrument signed by both METRO and CONTRACTOR. The law of the state of Oregon shall govern the construction and interpretation of this Contract.

ARTICLE XV
ASSIGNMENT

CONTRACTOR shall not assign any rights or obligations under or arising from this Contract without prior written consent from METRO.

CONTRACTOR METRO

By: _____

By: _____

Date: _____

Date: _____

PUBLIC.FOR
12/21/94

Metro Facilities, Natural Areas and Cemeteries

■ Metro Facilities

- A. **Metro Washington Park Zoo**
4001 SW Canyon Road
Portland, OR 97221
- B. **Metro Central Station**
6161 NW 61st Ave.
Portland OR 97210
- C. **St. Johns Landfill**
9363 N. Columbia Blvd.
Portland, OR 97232
- D. **Oregon Convention Center**
777 NE Martin Luther King Jr. Blvd.
Portland, OR 97232
- E. **Civic Stadium**
1844 SW Morrison St.
Portland, OR 97205
- F. **Portland Center for the Performing Arts**
1111 SW Broadway
Portland, OR 97205
- G. **Metro Regional Center**
600 NE Grand Ave.
Portland, OR 97232
- H. **Metro South Station**
2001 Washington St.
Oregon City, OR 97045

● Natural Areas

- 1. **Mason Hill**
3 acres
- 2. **Sauvie Island Boat Ramp**
1 acre
- 3. **Multnomah Channel**
11 acres
- 4. **Bybee House & Howell Park**
73 acres
- 5. **Bell View Point**
10 acres
- 6. **M. James Gleason Memorial Boat Ramp**
6 acres
- 7. **Broughton Beach**
9 acres
- 8. **Beggar's-tick Marsh**
20 acres
- 9. **Glendoveer Golf Course & Fitness Trail**
232 acres
- 10. **Blue Lake Park**
185 acres
- 11. **Gary & Flagg Islands**
132 acres
- 12. **Oxbow Park**
1,000 acres
- 13. **Indian John Island**
64 acres
- 14. **Larch Mountain Corridor**
185 acres
- 15. **Chinook Landing Marine Park**
67 acres
- 16. **Expo Park (future overnight facility)**
12 acres
- 17. **Sandy River Access Points (4)**
5.6 acres
- 18. **Beggar's-tick Addition**
.25 acres
- 19. **Smith & Bybee Lakes Addition**
5.17 acres

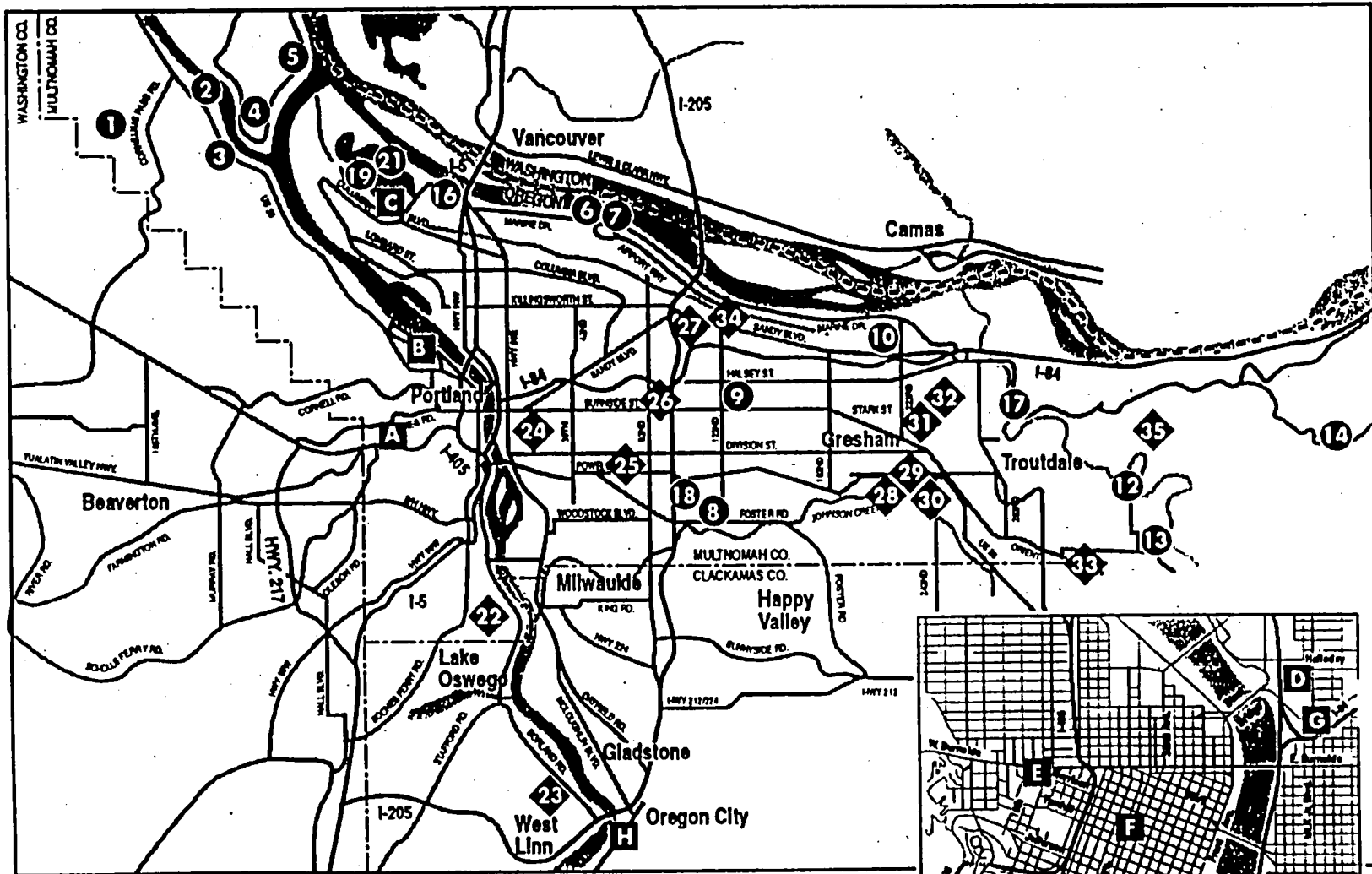
- 20. **Phillipi Property**
6.38 acres
- 21. **Smith & Bybee Lakes**
2,000 acres

◆ Cemeteries **

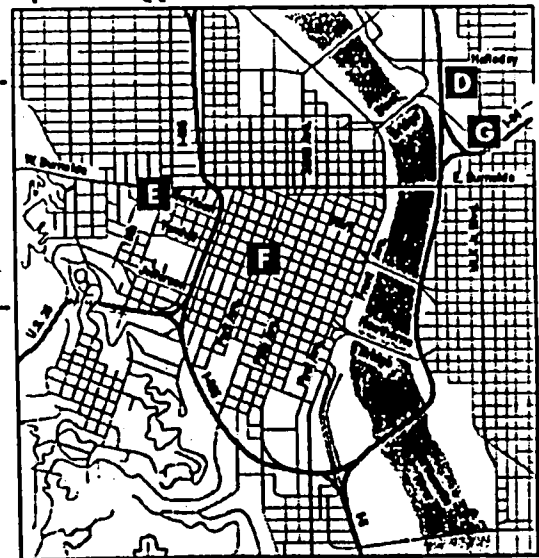
- 22. **Jones**
2.5 acres
- 23. **Grand Army of the Republic**
1 acre
- 24. **Lone Fir**
30.5 acres
- 25. **Multnomah Park**
9.3 acres
- 26. **Brainard**
1.1 acres
- 27. **Columbia Pioneer**
2.4 acres
- 28. **White Birch**
0.5 acres
- 29. **Escobar**
0.5 acres
- 30. **Gresham Pioneer**
2 acres
- 31. **Mt. View Stark**
0.8 acres
- 32. **Douglass**
9.1 acres
- 33. **Pleasant Home**
2 acres
- 34. **Powell Grove**
1 acre
- 35. **Mt. View Corbett**
2 acres

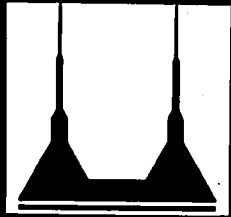
** While possible, it is not highly likely that delivery will be requested at these sites.

Metro Facilities, Natural Areas and Cemeteries



Downtown Portland





Oregon Convention Center

	Goal*	1994 Result**
Annual Sales	\$137 million	\$430 million
Jobs	3,300	6,500
Taxes	\$4.3 million	\$20.9 million

* Source: CTS Masterplan

** Source: CIC Research/Dean Runyan Study, April 1995

PENDLETON CONVENTION CENTER

1601 Westgate • Pendleton, Oregon 97801 • (503) 276-6569 / FAX (503) 278-1317



RECEIVED FEB 15 1995

February 14, 1995

Mr. Jeff Blosser, Director
Oregon Convention Center
P.O. Box 12210
Portland, OR 97212

Dear Jeff,

Yes!...activities at the Oregon Convention Center do have an impact on the visitor/tourism industry in the Pendleton area. You asked this question yesterday in regards to your proposed expansion...and I support this expansion activity. I think it will bring increased tourism business to our Pendleton area as well as the entire state and region.

It is hard to be definitive regarding visitor spending dollars; but, it's easy in a small town, such as ours, to spot the folks that are "just looking around". For instance, last year during the large square dance convention/festival held in Portland, we noticed a number of folks in town around those dates. They simply stopped in Pendleton to look around..and this gives us a chance for our visitor industry economic development.

Your Oregon Convention Center activities do have an impact here in Pendleton. I think that we have gained meeting/convention business from the fact that folks enjoy meeting in a convention center that has lots of room for meetings, displays, and trade shows. And, a convention center is free of distractions that are present at a hotel facility. At a convention center, the meeting planner has much more control over the meeting environment compared to a facility that offers sleeping rooms, public restaurants, and other public access areas.

I consider the Oregon Convention Center to be the flagship of meeting space for all of Oregon - and even the Pacific Northwest! Your expansion will bring increased visitor/tourism business to all of us. I certainly encourage and support your expansion plans and will be glad to help in any way I can.

Sincerely,

PENDLETON CONVENTION CENTER

Wesley Grilley, CAE
Director

Msg From: Pam Erickson

Date: 6/20/95

Time: 11:06:11

Title: Seaside Convention Center

Page: 1

Received a phone call from Les McNary of the Seaside Convention Center requesting our CIC report. Their convention business is doing extremely well and they are pretty much maxed out. They are very pleased with the success of the OCC because that means all of the smaller conventions must go to places like Seaside. He said he is very supportive of our expansion efforts and would be willing to provide a statement of support when we need it. He also feels that the efforts of OCC and the Oregon Tourism Alliance to sell people on visiting Oregon before or after the convention has also been very successful.

Pam

July 13, 1995

COUNCIL COMMENTS

1. Discuss the impact of House Bill 2709. The bill was signed this afternoon.

We must bring our partners in the local jurisdictions up to speed on what a 20 year supply of land means to Metro and to them according to state law. The available land numbers from 12/94 Growth Concept adoption need to be compared to the actual buildable land numbers we now are using.

My fear is, if we do not act, we will be reacting to lawsuits. Our growth planning will become a reaction to urban growth boundary additions parcel by parcel and lawsuit by lawsuit. We must give local jurisdiction the time to do infrastructure planning, obtain resources to pay for and construction the required facilities. Expansion of the UGB must be done in a pro-active not reactive fashion, with our partners fully informed.



Councilor Don Morissette



CIC RESEARCH, INC.

Economic Research • Marketing Research • Environmental Research • Survey Research

8361 VICKERS STREET • SAN DIEGO, CALIFORNIA 92111-2112

TELEPHONE (619) 637-4000

FAX: (619) 637-4040



**ECONOMIC IMPACT OF THE
OREGON CONVENTION CENTER
ON THE TRI-COUNTY REGION OF
CLACKAMAS,
MULTNOMAH, AND WASHINGTON**

Prepared for:

Oregon Economic Development
Division of Tourism
775 Summer St., N.E.
Salem, OR 97310

Prepared by:

CIC Research, Inc.
8361 Vickers Street
San Diego, CA 92111
Ph (619)637-4000

and

Dean Runyan Associates
815 SW Second Avenue
Suite 620
Portland, OR 97204
Ph (503) 226-2973

April 5, 1995



EXECUTIVE SUMMARY

The Oregon Convention Center (OCC) first opened in September of 1990. The 500,000 square foot structure with its distinctive twin spires, is located on 17 acres of land in Northeast Portland. The OCC was designed and built over a four-year period at a total capital cost of \$93 million. The center features 150,000 square feet of exhibit space, 30,000 square feet of meeting rooms, and a 25,200 square foot ballroom. The Oregon Convention Center generated \$430 million in economic activity including income to households within the tri-county economy during 1994. OCC-generated economic activity provided employment for over 6,500 people and paid them nearly \$116 million in wages and salaries -- about \$17,700 per job. Since its opening in 1990 the Oregon Convention Center has hosted more than 2,300 events with a total attendance of nearly 2.9 million people.

The purpose of this study was to determine the total economic activity and fiscal revenues associated with OCC operations within the tri-county region of Clackamas, Multnomah, and Washington. This economic activity includes the combined direct and indirect impacts of the center's construction period as well as more than four years of operation. The analysis did not assess the costs of providing public services or infrastructure. The results of this study provides a framework for determining the benefits associated with the existing center and the potential of an expanded convention center.

Expenditure profile data was collected for the OCC, OCC contractors, associations and event sponsors, exhibitors, convention and trade show delegates, and local community event attendees. This spending data was compiled by type of event to yield a per attendee or per delegate total expenditure. Care was taken to avoid double counting of expenditures of associations, the OCC, and OCC contractors by tracking the flow of expenses within the tri-county. The resulting per capita spending estimate provides a means of estimating total direct spending in the local economy based on the type of event and total attendance.

Spending by local residents was included in the estimates of total direct spending, but was not included in the estimates of indirect economic impacts (i.e., economic multiplier effects). Only spending by nonresidents was subject to economic multiplier effects. Total economic activity (direct and indirect) was measured in terms of total regional sales, employment, and income.

OCC-GENERATED ECONOMIC ACTIVITY

The following table lists the OCC direct and indirect economic impacts by year. These economic impacts have risen dramatically since 1990. Please note that the indirect impacts are approximately 128 percent as large as the direct impacts. In other words the resulting overall economic multiplier effect is 2.28 times the direct economic activity.

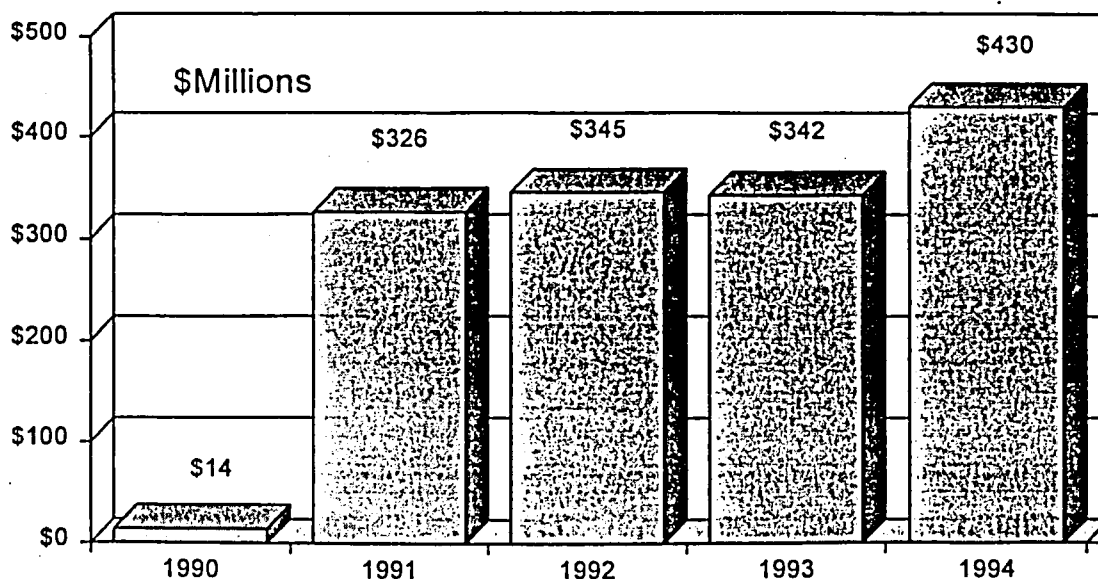
Table E-1
**ANNUAL SUMMARY OF TOTAL ECONOMIC IMPACTS
 GENERATED BY OCC OPERATIONS**

Economic Measures	Year				
	1990	1991	1992	1993	1994
Industry Sales (\$millions)	\$ 13.7	\$ 326.0	\$ 345.4	\$ 341.8	\$ 430.2
Direct	\$ 8.2	\$ 141.7	\$ 150.6	\$ 150.7	\$ 188.6
Indirect	\$ 5.5	\$ 184.3	\$ 194.8	\$ 191.1	\$ 241.6
Personal Income (\$millions)	\$ 1.5	\$ 88.9	\$ 93.8	\$ 91.1	\$ 115.7
Employment (f.t.e.)	102	5,578	5,632	5,285	6,539

Source: CIC Research, Inc., 1994

The total economic activity generated by the Oregon Convention Center has increased substantially since its opening in 1990 -- rising from \$14 million in 1990 (the first year of operations) to \$430 million in 1994. The cumulative total regional sales associated with OCC events since its opening is \$1.46 billion. The average total regional sales (direct and indirect) per convention and trade show delegate in 1994 was \$1,520. The total regional sales (direct and indirect) per community event attendee was \$32.

Figure E-1
OCC TOTAL ECONOMIC IMPACT



OCC CONSTRUCTION PERIOD ECONOMIC IMPACTS

- The \$93.2 million in construction related expenditures for the Oregon Convention Center resulted in total regional sales of \$202 million (direct and indirect) -- an overall multiplier of 2.2.
- Construction period economic impacts generated a total of 2,027 f.t.e. job years of labor and \$50.6 million in wages and salaries -- about \$25,000 income per job.

DIRECT SPENDING PER DELEGATE OR EVENT ATTENDEE

- During 1994 the average direct spending per delegate was \$653 within the tri-county economy. Trade Show delegates recorded the highest overall spending at \$851 per delegate, followed by delegates attending a combined convention and trade show (\$660) and convention/conference delegates (\$579).
- Direct spending per community event attendee was \$22 on average. Local event attendees spend far less money on average than convention and trade show delegates (refer to Table E-2 and Figure E-2). This is very reasonable due to the nature of community events, which are usually single day activities and the attendees are generally tri-county residents.
- When the spending of the 273,000 convention and trade show delegates is combined with the 472,000 community event attendees, the overall average spending during 1994 was \$253 per person.
- The average total direct spending per person varies from year to year depending on the mix of conventions, trade shows, and community events

Table E-2
DIRECT SPENDING PER DELEGATE/EVENT ATTENDEE

Type Of Event	1994		
	Non Residents	Residents	Average
Spending Per Delegate	\$ 797	\$ 186	\$ 653
Convention/Conference	\$ 764	\$ 182	\$ 579
Trade Show	\$ 1,057	\$ 256	\$ 851
Convention with Trade Show	\$ 732	\$ 131	\$ 660
Community Events	\$ 32	\$ 21	\$ 22
Total Spending Per Attendee	\$ 719	\$ 42	\$ 253

Source: CIC Research, Inc.

Figure E-2
PER CAPITA SPENDING BY TYPE OF EVENT

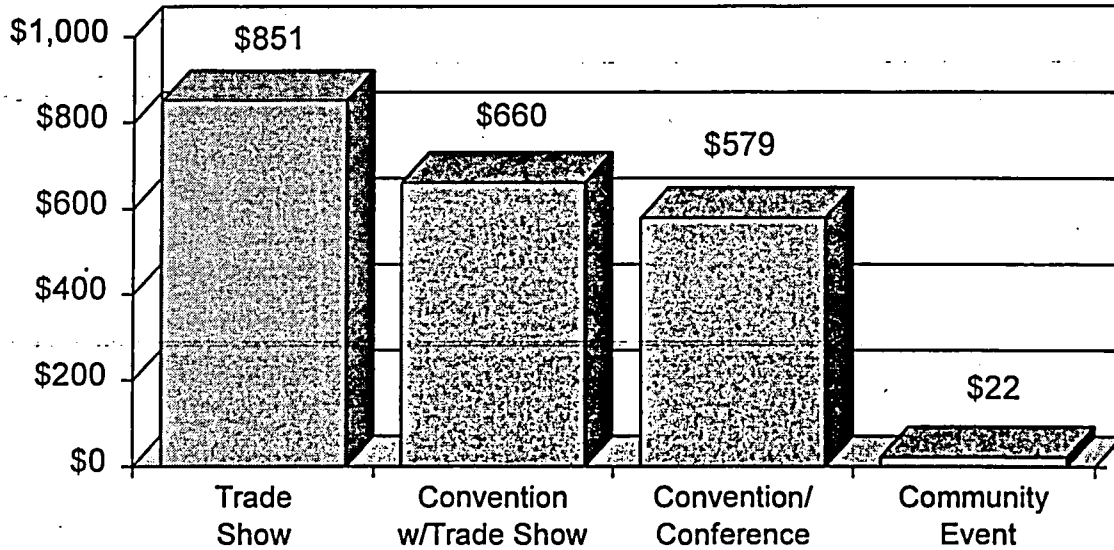
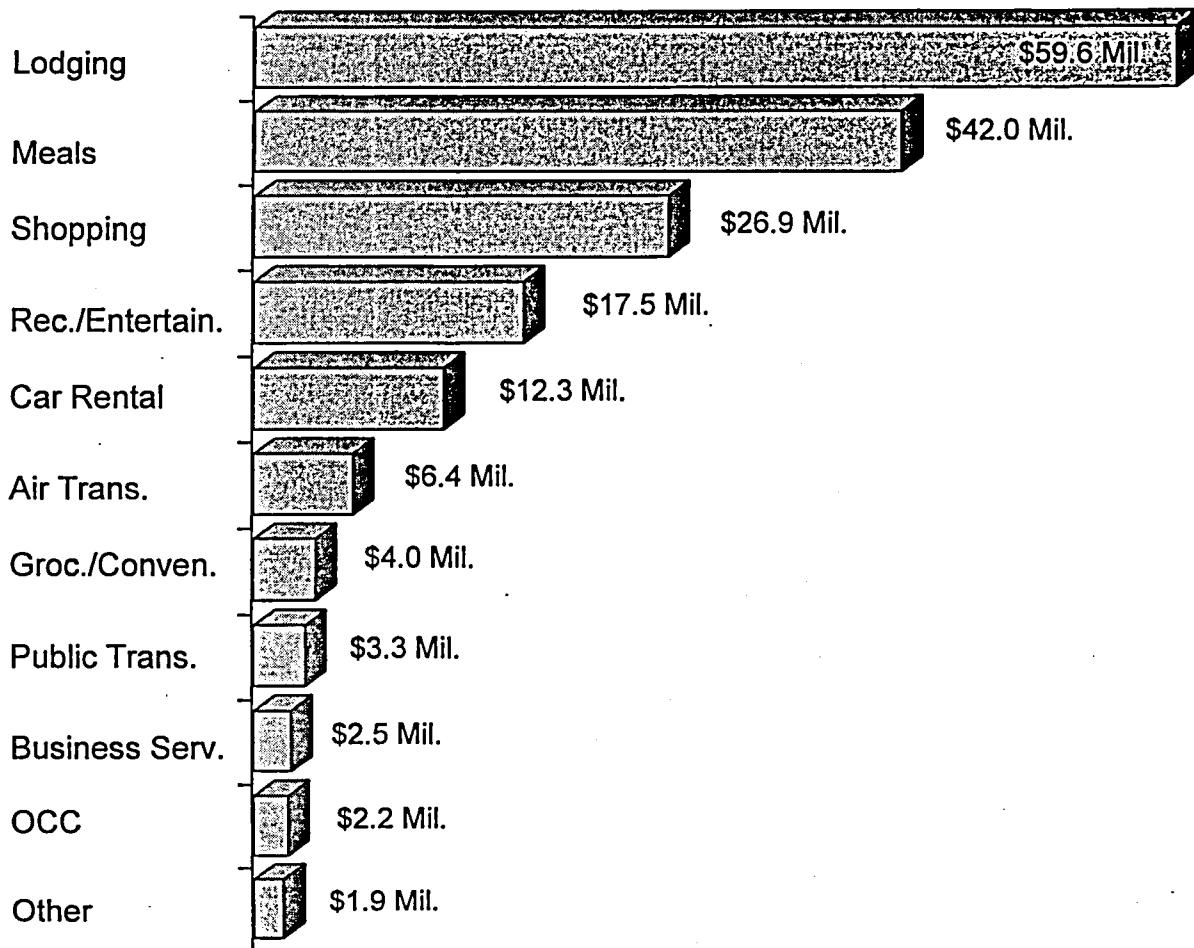


Table E-3
**TOTAL DIRECT SPENDING FOR CONVENTIONS AND TRADE SHOWS
 (1994)**

Spending Category	Spending Per Delegate	Total Direct Spending
Lodging	\$ 218	\$ 59,555,000
Meals	\$ 154	\$ 42,004,000
Shopping (excl'd groceries/conven.)	\$ 98	\$ 26,881,000
Recreation/Entertainment	\$ 64	\$ 17,453,000
Car Rental	\$ 45	\$ 12,340,000
Air Transportation	\$ 24	\$ 6,431,000
Groceries/Convenience	\$ 15	\$ 3,981,000
Public Transportation	\$ 12	\$ 3,262,000
Business Services	\$ 9	\$ 2,469,000
Oregon Convention Center	\$ 8	\$ 2,209,000
Exposition Services	\$ 4	\$ 1,140,000
Printing And Publishing	\$ 2	\$ 492,000
Utilities	\$ 1	\$ 235,000
Total	\$ 653	\$ 178,452,000

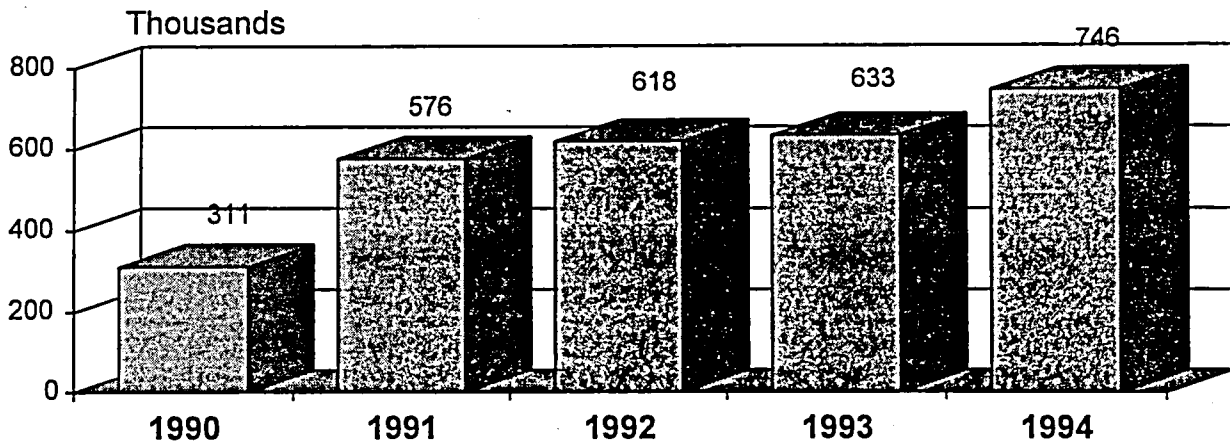
Source: CIC Research, Inc.

Figure E-3
**TOTAL DIRECT CONVENTION & TRADE SHOW SPENDING
 FOR SELECTED SPENDING CATEGORIES**



- Total direct sales for conventions and trade shows were \$178 million during 1994.
- The largest expenditure category was for lodging which totaled \$59.6 million and represents approximately 33 percent of total convention and trade show spending.
- Meal expenditures were also a significant category representing 24 percent of total spending and more than \$42 million in sales.
- Shopping, recreation, and car rental sales rounded out the top five expenditure categories and 89 percent of total spending.
- Total direct sales for community events were \$10.2 million during 1994.
- The largest expenditure category was for meals which totaled \$2.8 million and represents approximately 27 percent of total community event spending.

**Figure E-4
OCC TOTAL ATTENDANCE
(1990 - 1994)**



**Table E-4
OCC ATTENDANCE BY TYPE OF EVENT**

Type of Business/Event	Annual Attendance				
	1990	1991	1992	1993	1994
Convention & Trade Show Attendance	8,555	228,918	223,192	236,467	273,427
Community Event Attendance	301,988	347,385	394,788	396,313	472,367
Total Attendance	310,543	576,303	617,980	632,780	745,794

Sources: Oregon Convention Center

FISCAL IMPACT OF OCC ON LOCAL GOVERNMENTS

Fiscal impacts were derived from the total sales (direct and indirect) that occurred in each sector of the tri-county economy. Transient lodging tax generation was therefore based on the transient lodging tax rate and total lodging sales resulting from OCC events. Rental car tax generation was estimated using the rental car tax rate on rental car sales. Property taxes were determined as a proportion of total regional property tax revenues, based on total OCC related sales within the region as a percent of total regional sales. Corporate income taxes were based on the effective average tax rate as a percent of total industry sales. Personal income taxes were based on effective average rates as a percent of total household income.

Table E-5
**SUMMARY OF FISCAL REVENUES GENERATED
 BY OCC ASSOCIATED ECONOMIC ACTIVITY**

Revenue Source	1994	Cumulative Total 1990 - 1994
Property Taxes	\$ 8,102,000	\$ 27,440,000
Hotel Lodging Taxes	\$ 5,351,000	\$ 18,163,000
Rental Car Taxes	\$ 1,235,000	\$ 4,248,000
OCC Excise Taxes	\$ 222,000	\$ 600,000
Total Local Tax Revenues	\$14,910,000	\$ 50,451,000
State Personal Income Taxes	\$ 4,672,000	\$ 15,644,000
State Corporate Income Taxes	\$ 880,000	\$ 2,882,000
Gasoline Taxes	\$ 410,000	\$ 1,275,000
Total State Tax Revenues	\$ 5,962,000	\$ 19,801,000
Total Estimated Tax Revenues	\$20,872,000	\$ 70,252,000

Source: CIC Research, Inc., 1994

- Tax revenues directly and indirectly associated with OCC operations were nearly \$20.9 million during 1994. Since the center's opening in September of 1990, cumulative fiscal revenues total \$70.3 million of which \$50.5 million represents direct local tax revenues.
- Property tax revenues of \$8.1 million represent the single largest source of fiscal income associated with OCC economic activity. To date the OCC's events have generated an estimated \$27.4 million in property tax revenues. In comparison for the total tri-county region during FY1993 (the most current year available) there was almost \$1.2 billion in property tax revenue collected.
- Transient lodging taxes are estimated at \$5.4 million and are also a primary source of direct local tax revenues. OCC related transient occupancy tax revenues equal 31 percent of total transient lodging taxes collected within the region.
- OCC delegates and event attendees generated rental car taxes of approximately \$1.2 million in 1994 -- about 20 percent of the total \$6.4 million in rental car taxes collected by Multnomah County during FY1993-94.
- Personal and corporate state income tax revenues combined are a significant source of fiscal revenues. Probably as much as 70 percent of the combined \$5.6 million income tax revenue is returned to the region in the form of grants from the state to local governments and agencies, as well as in the form of services or transfer payments provided by the State.
- Gasoline taxes were 24 cents per gallon during 1994 (approximately 19.1 cents per dollar sale) and generated total tax revenues of \$410,000.

FUTURE VISITORS

The conventions and trade shows held at the Oregon Convention Center provide an opportunity to expose visitors to the local area who might never have come here. Although it was not included in the economic impact estimates presented in this study, it is interesting to note that a significant proportion of delegates indicated that they would return to Portland for a pleasure/vacation trip. Approximately 48 percent of all delegates surveyed reported that they intended to return to Portland within two years.

These potential return visitors are relatively wealthy (median income = \$66,000) and they have a greater tendency to stay in commercial lodging, to dine out, to shop, and to visit area attractions. These future visitors will add to the flow of visitor dollars within the tri-county region.



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INTRODUCTION

The Oregon Convention Center (OCC) first opened in September of 1990. The 500,000 square foot structure with its distinctive twin spires, is located on 17 acres of land in Northeast Portland. The OCC was designed and built over a four-year period at a total capital cost of \$93 million. The center features 150,000 square feet of exhibit space, 30,000 square feet of meeting rooms, and a 25,200 square foot ballroom.

BACKGROUND

In many respects the Oregon Convention Center has been a resounding success. Since its opening in 1990, the OCC has hosted more than 2,300 events with a total estimated attendance of nearly 2.9 million people. Currently, the OCC is operating at or near full capacity utilization. In addition, because events must be booked many months or years in advance, the center is essentially sold out. This has prompted the OCC's management (the Metropolitan Exposition-Recreation Commission) to consider the possibility of expanding the center's size. An expansion would of course allow the OCC to book additional events and would allow the center to accommodate some conventions and trade shows that are too large for the existing center.

However, construction costs for expanding the OCC would probably exceed \$60 million. As with any development requiring public funding, the OCC management must determine the fiscal soundness of such a proposed project. While market demand for space within the existing center has exceeded expectations, it is still necessary to determine the economic and fiscal impacts (benefit) to the local economy associated with the center's operations. This economic activity can be measured in terms of total sales, employment, wage and salary income, and local government taxes that are directly and indirectly associated with the events held at the OCC.

STUDY OBJECTIVES

The purpose of this study was to determine the total economic activity and fiscal revenues associated with OCC operations within the tri-county region of Clackamas, Multnomah, and Washington. This economic activity includes the combined direct and indirect impacts of the center's construction period as well as the more than four years of operation. The analysis did not assess the costs of providing public services or infrastructure. The results of this study provides a framework for determining the benefits associated with the existing center and the potential of an expanded convention center. In the process of conducting this study, CIC Research developed the software for an input-output economic impact model.

THE STUDY TEAM

CIC Research, Inc. was retained by the Oregon Economic Development Department's, Division of Tourism to provide this economic and fiscal impact analysis of the Oregon Convention Center. Dean Runyan Associates of Portland, Oregon is a subcontractor to CIC Research on this study and provided substantial support in the collection of data and analysis of local area business impacts. Both CIC Research, Inc. and Dean Runyan Associates are economic research firms with extensive experience in conducting economic and market studies on travel and tourism, as well as land use market feasibility analysis, and socioeconomic and fiscal impact studies.



STUDY METHODOLOGY

The Oregon Convention Center is a generator of economic activity for the tri-county region. This economic activity is directly and indirectly related to the events that are hosted at the center. Economic activity is the result of the spending of convention and trade show delegates and community event attendees as well as the spending of the convention and trade show associations, exhibitors and event sponsors.

GENERAL OVERVIEW

To determine the economic and fiscal impacts of these expenditures it is necessary to track the source and amount of dollars brought into the local economy and the flow of these dollars as they circulate within the economy. Typical expenditures by convention delegates include: local transportation, hotel lodging, meals in restaurants, shopping in local area stores, and entertainment. The spending of out of town convention and trade show delegates generates a substantial portion of the economic impact for the tri-county economy. However, there are additional sources of OCC related sales.

Associations, exhibitors and event sponsors have expenditures that typically include the rental of the of the OCC facilities and:

- **Event planning** -- by companies like Ewe-Me & Co.
- **Decorating and construction design** -- Mercer, Wirfs & Associates
- **Setup, tear down, decoration and construction services** -- Greyhound Exhibition Services
- **Catering and concession sales** -- for events in the center by Fine Host Corporation
- **Transportation** -- of convention delegates to and from the airport, their hotels, the Oregon Convention Center, as well as other off site activities, by companies like RAZ or Evergreen Transportation
- **Parking** -- City Center Parking
- **Ticketing** -- FASTIXX
- **Security for events** -- Coast to Coast Event Services, Inc.
- **Advertising and promotions** -- Borders Perrin and Norrander, Inc.

The types of expenditures and companies listed above are illustrative, but do not include all potential areas of expenditure or all the companies that provide that specific type of service for events. Each event is unique in its own way. For example the National Square Dancing Association's annual conference held in June of 1994, was attended by more than 20,000 people and required the purchase of \$60,000 of finished plywood for the construction of a temporary dance floor.

Finally, there is the economic activity of community events and consumer shows held at the OCC. While the people who attend these local serving events are usually residents of the tri-county area, there is a substantial flow of dollars in and around the Portland downtown area associated with these events. The companies hosting these local serving events may also have substantial expenditures and are a further source of economic activity.

DATA COLLECTION

A significant portion of the economic impact research effort was expended in data collection. This effort was necessary to determine the spending generated within the tri-county economy from the various sources described above. The data collection efforts involved surveys of convention delegates who attended events at the OCC, interviews with associations and event sponsors regarding activities and expenditures, and financial operating data for the OCC.

Convention Delegate Surveys

In many studies the survey data collection effort is the most expensive element of the study. This is especially true when large sample sizes are necessary to cover the wide spectrum of convention delegates and events. Fortunately, prior to the start of this economic impact study, the Portland Oregon Tourism Alliance had contracted for a market profile survey of OCC convention and trade show delegates. The OCC delegate survey was conducted by Intercept Research Corporation and the final results of their study became available during the course of this economic impact analysis.

The sample universe for the OCC convention and trade show delegate survey consisted of attendees to the:

Table 1
Convention & Trade Show Delegate Survey

<u>Event</u>	<u>Date</u>	<u>Attendance</u>
National Square Dance Convention	6/20/94	20,000
Oregon Nurserymen	8/23/94	16,500
National Recyclers	9/22/94	2,300
American Association of Community Colleges	4/26/93	4,000
Super Computing '93	11/ 9/93	2,200

A total of 3,000 self-administered surveys were mailed to a random sample of the delegates attending the above listed events. A total of 746 surveys were returned with complete and usable data. The overall response rate for the survey was 25 percent.

The delegate survey was designed to collect information regarding trip-related expenditures, mode of travel to the Portland area, ground transportation in the Portland area, lodging accommodations, travel party size, length of stay, activities and sites visited while in the Portland area, as well as the delegates zip code and general demographics.

Associations and Event Sponsor Survey

A total of 14 associations and event sponsors were contacted by telephone to collect information regarding their expenses in the tri-county area necessary for their event. These events were selected independent of the convention delegate survey and were designed to cover a range of the different types of events that are held at the OCC. The associations and event sponsors that were selected included:

**Table 2
ASSOCIATION & EVENT SPONSOR SURVEY**

<u>Association or Event Sponsor</u>	<u>Event Date</u>	<u>Attendance</u>
National Events:		
Associated General Contractors	9/26/94	1,700
Natl Assoc Cardiovascular & Pulmonary Phys.	9/22/94	2,300
National Association of Colleges	10/13/94	7,500
National Square Dancing Assoc.	6/20/94	20,000
Regional Events:		
Assemblies of God	9/29/94	5,000
NW Food Processors Association	1/20/94	6,500
Pacific NW PGA Merchandisers	10/28/94	2,500
Statewide Events:		
American Electronics	9/11/94	840
Oregon Golf Course Superintendents	12/13/94	600
Oregon Society of CPAs	11/ 2/94	450
Local Events:		
Portland Celebrity Forum	11/ 9/95	2,500
Portland International Auto Show	2/ 4/95	60,000
Portland Roadster Show	2/28/95	34,000
Portland Yard, Garden & Patio Show	2/21/95	25,000

Initially, each of the above listed associations and sponsors were contacted by telephone to introduce the general purpose of the study, to inform them of the types of information needed and to solicit their participation in the economic impact study. An expenditure outline was used as a guide during the interview process. The types of expenses that were covered included:

meeting planners	exposition contractors
facility and equipment rentals	utilities
lighting and A/V services	communications
hospitality suites	entertainment
hotel rooms	speakers
local transportation	activities
catering	florists
marketing and promotions	printing

Each of the listed expense items were probed to determine the amount of expenditures that were made in the tri-county area. The associations and sponsors were also probed regarding any pre-site visits and related expenses. In most cases the associations and sponsors required additional time to research their expenses for the Portland area. Follow up calls were scheduled as needed.

OCC Operating Reports

The Metropolitan Exposition Recreation Commission (MERC) was created in 1987. MERC is responsible for operation of the OCC and is also currently responsible for operation of Civic Stadium, the Portland Center for the Performing Arts and the Expo Center. The commission consists of seven members representing Clackamas, Multnomah and Washington counties and the City of Portland. MERC staff provided the study team with Metro budgets for fiscal years FY1989-90 through FY1994-95 and annual financial reports for selected years. The budget data indicates current annual expenses of \$12.5 million to operate and maintain the Oregon Convention Center.

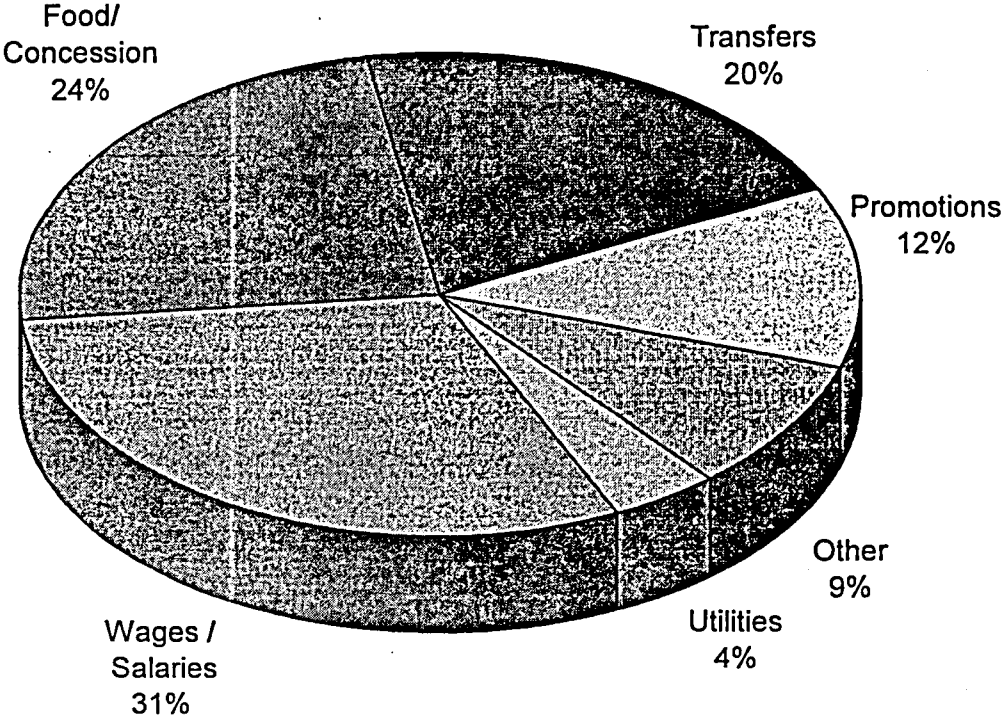
The OCC FY1994-95 budget covers employment for approximately 93.5 full time equivalent (f.t.e.) jobs. The largest sources of revenue for the OCC include: \$4.2 million from transient lodging taxes; \$3.9 million from food service concessions; \$1.2 million for facilities rental; \$790 thousand for electric utility services; and \$587 thousand for parking. The largest operating expense categories include: \$3.6 million for wages, salaries and fringe benefits; \$2.6 million concession catering contract; \$1.6 million for professional services; \$1.2 million of interfund transfers for support services, MERC administration, and risk management and insurance; and \$469 thousand for utilities.

Table 3
FY1994-95 OCC OPERATING REVENUES AND EXPENSES

Revenue Category	Amount	Expense Category	Amount
Hotel/Motel Tax	\$4,180,000	Wages, Sal.&Benefits	\$3,654,705
Food Serv. Concession	3,989,951	Promotions/Pub. Rel.	1,521,000
Building Rental	1,291,001	Utilities	468,550
Utility Services-Electric	787,500	Concession Contract	2,880,992
Parking	587,335	Capital Outlays	370,000
Other Revenues	638,657	Interfund Transfers	2,448,592
Total	\$11,474,444	Other Expenses	1,122,292
Fund Balance Change	<991,687>	Total	\$12,466,131

A more detailed breakdown of expenditures was used to develop the economic model estimates of OCC purchases. These purchases appear as part of the tri-county transactions matrix in Appendix B.

Figure 1
1994 OCC OPERATING EXPENSES





OCC ECONOMIC IMPACT MODEL

INPUT/OUTPUT MODELS

The OCC Economic Impact Model draws upon a basic economic modeling tool called input/output analysis. Input/output analysis is a technique developed to analyze and quantify the economic interrelationships of the sectors which make up an economic community. The term "input/output" refers to this interrelationship where the inputs of one industry (i.e., the purchases of materials and labor necessary to produce a good or service) must be purchased from the outputs of other industries (i.e., the sales of other industries and labor that are supplying the inputs). In a perfectly closed economy there is no end to the chain of inputs and outputs. The input/output modeling software used in developing the OCC Economic Impact Model was IMPLAN/Q, a microcomputer program that aids the user in developing and analyzing regional input-output models.

The economic activity generated by the OCC includes not only the specific expenditures of the convention center, but is driven by the expenditures of associations and event sponsors, convention and trade show delegates, event exhibitors and consumer show and community event attendees within the tri-county economy.¹ The OCC is therefore more correctly defined as a catalyst or facilitator of economic activity, and not the source of the economic activity.

The associations, event sponsors, delegates, exhibitors, and consumer and community event attendees are the source of economic activity. From these initial sources of spending there is additional indirect economic activity generated as the effects of the spending circulates through the regional economy. The interdependence of businesses within the tri-county area generates indirect economic impacts. By identifying and measuring the inputs (purchases) of each sector of the economy, and by identifying and measuring the outputs (sales) of each sector of the economy, it is possible to build a model that simulates the tri-county economy. Further, with this regional input/output model it is possible to measure the total impact on the local economy of activity specifically associated with the OCC. These impacts are measured in terms of total regional sales, employment, and personal income (i.e., wage and salary income) generated directly and indirectly within the tri-county economy.

To assist in a full understanding of the results of this economic analysis, it is helpful to define some terminology that is specific to input/output analysis. Key to this terminology is the differentiation between "direct" impacts, "indirect" impacts, "induced" impacts, and economic "multiplier" effects.

¹ In fact the expenditures of the OCC are derived from these sources of economic activity (i.e., associations, event sponsors, delegates, exhibitors, and consumer show and community event attendees). OCC spending represents only a small portion of the economic activity generated by these sources.

Input/Output Model Terminology

Direct Impacts refer to the initial sales resulting from the spending of associations, event sponsors, delegates and exhibitors.² For example, the model would track an initial expenditure by a convention delegate of \$100 for one night of hotel lodging.

Indirect Impacts result from the increased sales between businesses which are generated from the initial \$100 dollar direct impact. For example the hotel must spend a portion of the \$100 it receives for laundry services, utilities, facilities maintenance, landscape services, interest on debt, and taxes.

Induced Impacts refer to the increased sales to households (generated by wages and salaries paid to residents of the tri-county area). For example, a significant portion of the \$100 of direct expenditure for lodging is spent on labor to run the hotel. In addition, a part of all the indirect sales to businesses is spent for labor. As a result there is an increase in tri-county employment and wages. A large portion of these wages and salaries are spent for goods and services in the local area, creating an induced increase in sales.

Multiplier Effects refer to the total of all direct, indirect, and induced impacts as the initial \$100 in direct expenditure ripples through the tri-county economy. As a result, a \$100 increase in hotel lodging sales may yield a total impact of \$220 (direct, indirect, and induced). The ratio of the total impact to the direct impact ($\$220 \div \100) yields a multiplier of 2.2.

For the purposes of this study, indirect and induced impacts are combined as indirect impacts. This makes the report a little less cumbersome for the reader. The total economic impact is then the sum of the direct and indirect impacts. All economic impacts are measured in terms of total regional sales, employment, and income (wages, salaries, and proprietors' earnings).

IMPLAN/Q Input/Output Modeling Software

The IMPLAN/Q input/output modeling software is driven off of the 528 industry U.S. input/output model where each industry (economic sector) represents the various types of businesses that make up the economy. The IMPLAN/Q software enables the user to regionalize the U.S. input/output model to any area of the United States down to the county level. For the purposes of this study, a regional economic model for the tri-county area of Clackamas, Multnomah, and Washington was constructed. To simplify the OCC analysis the original 528-industry model was reduced to a 23-sector model for the local area economy. This was accomplished by aggregating sectors with similar characteristics or removing sectors that do not exist in the local economy (i.e., coal mining).

² Consumer show and community event attendees are treated somewhat differently, as their spending is derived from local dollars and is therefore not subject to economic multiplier effects. However, spending from these sources is appropriately included with the estimates of total economic activity.

Secondary county-level data was also collected from the Oregon Employment Department, and the U.S. Department of Commerce -- Bureau of Economic Analysis. This information was used to check and adjust the economic model control totals by sector in terms of sales and employment for each year of the study period (1990 through 1994). This tri-county economic model was further adjusted with the data collected from the surveys of delegates, as well as expense and operating information from associations, event sponsors, and selected Portland area businesses and public agencies. The following table lists the 23 sectors of the tri-county economic model.

Table 4
TRI-COUNTY ECONOMIC MODEL SECTORS

1. Agriculture
2. Natural Resource Industries
3. Construction
4. Food and Kindred Products
5. All Other Manufacturing
6. All other Transportation
7. Local, Interurban Passenger Transportation
8. Air Transportation
9. Portland International Airport
10. Transportation Services
11. Communications & Utilities
12. Wholesale Trade
13. Retail Trade
14. Eating & Drinking Places
15. Finance, Insurance, Real Estate
16. Hotels And Lodging Places
17. Convention Center
18. All Other Services
19. Business Services
20. Automobile Rental And Leasing
21. Amusement And Recreation Services
22. Government
23. Households

OCC ECONOMIC & FISCAL IMPACT MODEL

One of the objectives of this study was to provide a personal computer software program that would enable OCC staff to generate economic and fiscal impacts for future years and to evaluate the economic and fiscal impacts of specific events. To accomplish this objective, CIC Research incorporated the output multipliers for each sector of the tri-county input/output model within an Excel spreadsheet matrix. Spending profiles for delegates, consumer and community event attendees, and associations and event sponsors were incorporated in direct expenditure arrays by sector. By providing basic input parameters that are prompted through question and answer screens, the OCC staff can use the Excel spreadsheet program to generate economic and fiscal impact estimates.

Excel Spreadsheet Input Parameters

In all, 17 variables can be defined by the OCC impact model user. However, not all inputs are necessary to run the model. These inputs include:

- calendar year for the model run
- consumer show/local community event attendance
- state convention attendance
- state convention/trade show attendance
- state trade show attendance
- regional convention delegate attendance
- regional convention/trade show attendance
- regional trade show attendance
- national or international convention delegate attendance
- national or international convention/trade show attendance
- national or international trade show attendance
- transient lodging tax rate
- consumer price index
- travel price index
- transient lodging tax rate
- gasoline tax rate
- rental car tax rate

The table and graphic on the following page illustrate the volume of people attending events at the OCC for each year during the period of 1990 through 1994. Attendance and the number of events held at the Oregon Convention Center started off at a quick pace from the center's opening. The OCC ramped up to annual attendance of more than 600,000 people in less than two years. The number of events and the attendance levels at the OCC have been achieved with occupancy levels of 65-70⁺ percent. The convention center facility is currently operating at or near full capacity utilization based on occupancy rates in the low 70s. It is difficult to achieve much higher utilization because of the setup and tear down time requirements associated with many events.

Nearly two thirds of all attendance for events held at the OCC is for community events. During 1994 there were 492 community events held at the OCC --- up from 372 events during 1993. The number of local resident events and the high volume of attendance is indicative of the community's need for a public facility of this size, quality and location. These community events range in nature from large consumer shows, family reunions, receptions, and dances to small meetings and seminars for local businesses and clubs. Religious, educational, and community groups also routinely require meeting or event space.

The remaining third of OCC attendance is comprised of delegates attending regional, national, or international conventions and trade shows. It is the spending of these delegates that creates the largest economic impact for the local region. They are largely nonresidents whose incomes are derived from outside of the tri-county economy and therefore their spending generates economic multiplier effects --- they also have longer stays and they spend more per capita.

Figure 2
OCC TOTAL ATTENDANCE
 (1990 - 1994)

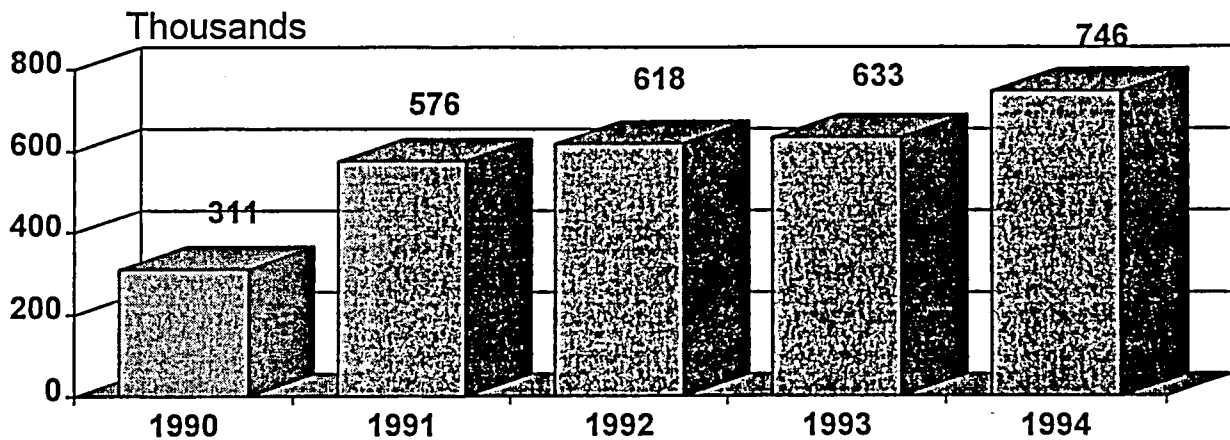


Table 5
OCC ATTENDANCE BY TYPE OF EVENT AND RESIDENCY

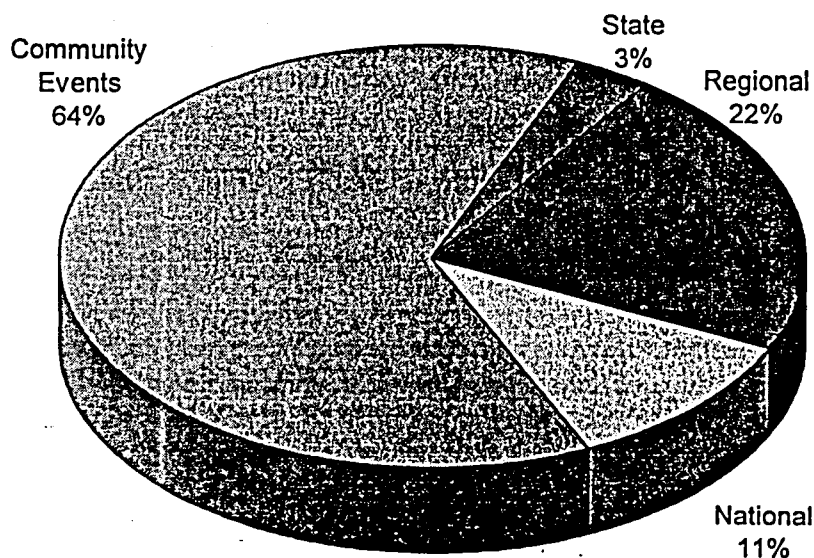
Type of Business/Event	Annual Attendance				
	1990	1991	1992	1993	1994
Convention & Trade Show Attendance	8,555	228,918	223,192	236,467	273,427
Convention/Conference	7,155	109,624	75,265	94,759	129,048
Trade Show		18,030	46,050	35,295	44,027
Convention with Trade Show	1,400	101,264	101,877	106,413	100,352
State	6,023	12,750	14,316	47,673	25,244
Regional	1,700	122,139	123,591	83,151	166,154
National	832	94,029	85,285	105,643	82,029
Community Event Attendance	301,988	347,385	394,788	396,313	472,367
Non Residents of Tri-County	15,099	17,369	19,739	19,816	23,618
Tri County Residents	286,889	330,016	375,049	376,497	448,749
Total Attendance	310,543	576,303	617,980	632,780	745,794
Non Residents of Tri-County	17,951	202,337	197,715	190,163	232,640
Tri County Residents	292,592	373,966	420,265	442,617	513,154

Sources: Oregon Convention Center

The residency of visitors attending OCC events (i.e., where the people live that are attending an OCC event) has a significant impact on the level of expenditures. In estimating the economic multiplier effects of OCC events, it was necessary to adjust the per capita spending estimates for the proportion of attendance derived from tri-county residents. The proportion of local residents varies by type of event as follows:

Local Events ³	95%
Statewide	87.5%
Regional	23%
National or International	5%

Figure 3
1994 OCC EVENT ATTENDANCE
BY TYPE OF EVENT



DERIVATION OF IMPACTS

Economic Impacts

The estimates of economic impacts resulting from events and activities held at the Oregon Convention Center are addressed in the following chapter. In general, it was necessary to estimate the change in final demand (sales) for each industry of the 23-sector tri-county economic model.

The expenditure profile data collected for the OCC, OCC contractors, associations and event sponsors, exhibitors, convention and trade show delegates, and local community event attendees was compiled by type of event to yield a per attendee or per delegate total

³ The proportion of local residents for local events was based on surveys conducted by CIC Research, Inc., during prior studies for San Jose, Long Beach, and San Diego.

expenditure. Care was taken to avoid double counting of expenditures of associations, the OCC, and OCC contractors by tracking the flow of expenses within the tri-county. This per capita spending estimate provides a means of estimating total direct spending in the local economy based on the type of event and total attendance.

Spending by local residents was **not included** in the estimates of indirect economic impacts (i.e., economic multiplier effects). However, local resident spending was included in the estimates of total economic activity as measured by total regional sales, employment, and income.

Fiscal Impacts

Fiscal impacts were derived from the total sales (direct and indirect) that occurred in each sector of the tri-county economy. Transient lodging tax generation was therefore based on the tax rate and total lodging sales resulting from OCC events. Car rental tax generation was handled using the same procedure. Property taxes as well as corporate income taxes were based on effective average rates as a percent of total regional sales. Personal income taxes were based on effective average rates as a percent of total household income.



DIRECT AND INDIRECT ECONOMIC IMPACTS ASSOCIATED WITH OCC EVENTS

This section of the report provides estimates of the OCC-related economic activity on the tri-county study area. The total economic impact estimates are summarized in the table below. The direct impacts (the initial round of sales) generated by associations, event sponsors, delegates, exhibitors, and community event attendees are very important to this analysis and are detailed within the rest of this section. However, the total impacts have been presented first to give the reader an over view in terms of how the direct impacts ultimately effect the regional economy (directly and indirectly).

TOTAL ECONOMIC ACTIVITY

Total economic activity is measured in terms of direct and indirect regional sales, employment, and income (wages and salaries). Total industry sales associated with the economic activity of the OCC, measures the value of this activity to the region's economy. Employment measures the number of full time equivalent jobs that are directly or indirectly supported by that level of regional sales activity. Personal income, is the compensation paid to workers and business owners. Each of these measures provides an indication of the level of economic activity.

The Oregon Convention Center generated \$430 million in economic activity including income to households within the tri-county economy during 1994. This represents a little less than one percent of the total regional economy. OCC-generated economic activity provided employment for over 6,500 people and paid them nearly \$116 million in wages and salaries -- about \$17,700 per job. Since its opening in 1990, the Oregon Convention Center has hosted more than 2,300 events with a total attendance of nearly 2.9 million people.

Table 6
Total Economic Activity Associated with OCC

	Total Regional Sales (\$millions)	Personal Income (\$millions)	Employment
Construction Period	\$ 202.0	\$ 50.6	2,027
1990	\$ 13.7	\$ 1.5	102
1991	\$ 326.0	\$ 88.9	5,578
1992	\$ 345.4	\$ 93.8	5,632
1993	\$ 341.8	\$ 91.1	5,285
1994	\$ 430.2	\$ 115.7	6,539

Source: CIC Research, Inc., 1994

ECONOMIC MULTIPLIERS

A look at the direct and indirect impacts for sales, employment and income indicates that the overall economic multiplier for the OCC generated activity is about 2.3 (including household income). Total economic activity (direct and indirect) associated with the operation of the OCC touches every sector of the economy in the tri-county area. The multipliers for the key OCC direct impact sectors (i.e., lodging, restaurants, retail shopping, and transportation) have multipliers of 2.3 to 2.5, the exclusion of local resident purchases from multiplier effects lowered the overall regional sales multiplier to 2.28 for 1994. The economic multipliers for each sector of the 23-industry tri-county model range from as low as 1.6 to as high as 2.9.

DIRECT ECONOMIC IMPACT ESTIMATES

As stated in the last chapter, the economic activity associated with OCC was developed from its four major sources: association and event sponsor expenditures, delegate expenditures, exhibitor expenditures, and community event attendee spending. However, it was convenient to incorporate spending from all sources into a per delegate or per community event attendee. This provided a reasonably reliable means for MERC staff to measure future economic impacts with readily available attendance data.

Convention and Trade Show Delegate Expenditure Profile

The basis for the delegate spending profile was built on the "Oregon Convention Center Conference and Convention Visitor Survey," conducted by Intercept Research Corporation, dated December 1994. This survey provided several key factors in developing the total direct spending of OCC delegates within the tri-county area. These factors included:

- type of event (i.e., convention, trade show, or combined convention and trade show.
- a breakdown of average daily spending (i.e., lodging, meals, entertainment, shopping, etc.)
- length of stay during the convention or trade show as well as additional days stayed in Oregon
- type of transportation used to arrive in the Portland area and type of transportation used while in the Portland area.
- intention to revisit the Portland area for pleasure or vacation within the next two years.

The following table summarizes some of the OCC convention delegate survey data and provides a spending profile for the delegate's travel party by type of event. As can be seen from the table, trade show delegates reported the highest average daily spending and as might be expected, lodging was the single largest spending category. However, trade show delegates also reported somewhat shorter lengths of stay for the event and a much lower proportion of extended stays in Oregon before or after the event. For the approximately 42 percent of delegates who reported that they would stay some additional nights beyond the convention, the average length of stay was about four nights in Oregon. Over 50 percent of these same extended stay delegates indicated that they would visit attractions or activities within the tri-county metropolitan area.

While it was not included in the economic impact estimates, it is important to note that a significant proportion of delegates indicated that they would return for a pleasure/vacation trip. Approximately 48 percent of all delegates reported that they intended to return to Portland within two years.

Table 7
**OCC CONFERENCE AND CONVENTION VISITOR SURVEY
 DELEGATE'S TRAVEL PARTY SPENDING PROFILE**

Spending and Trip Characteristic	Convention/ Conference	Trade Show	Convention w/Trade Show
Daily Spending Per Party	\$ 208.27	\$ 311.07	\$ 188.42
Lodging	\$ 83.42	\$ 129.84	\$ 89.85
Meals	\$ 51.05	\$ 89.12	\$ 41.30
Shopping	\$ 34.80	\$ 36.15	\$ 26.07
Transportation	\$ 12.36	\$ 18.80	\$ 15.56
Recreation/Entertainment	\$ 20.93	\$ 16.94	\$ 10.67
Groceries/Convenience	\$ 4.53	\$ 8.80	\$ 3.94
Other	\$ 1.18	\$ 11.42	\$ 1.03
Nights Stayed For Convention	4.53	3.97	4.29
Arrived By Air	58%	33%	82%
Transportation In Tri-County:			
Rental Vehicle	35%	20%	49%
Private Vehicle	30%	73%	17%
Public Transportation	43%	16%	45%
Stayed Additional Nights In OR	58%	27%	20%
Nights Stayed After Convention	3.8	4.7	4.0
Likelihood to Return <2yrs			
Definitely	12%	48%	18%
Probably	22%	27%	28%

Source: OCC Conference and Convention Visitor Survey, Intercept Research, Corp., December 1994.

The spending estimates in the preceding table were further modified to include several additional expenditure factors. Face-to-face delegate surveys conducted by CIC Research for San Jose, Long Beach, Anaheim, and San Diego yield an average of 1.5 delegates per travel party. The OCC delegate surveys also did not include air transportation spending. CIC included a portion of air transportation spending within the local economy. This air transportation spending was based on the Dean Runyan Associates "Travel Economic Impact Model" estimates of air travel expenditures per passenger within the tri-county for the proportion of delegates who arrived by air. Local area receipts per air traveler averaged \$45 in 1993.

Delegate spending was also adjusted to include the average net spending per delegate within the tri-county economy of associations and event sponsors, trade show exhibitors, and the Oregon Convention Center -- about \$53 per delegate total within the tri-county, depending on the type of event. These spending estimates were based on the surveys of associations and event sponsors. Net spending of associations and event sponsors excluded OCC facilities and utilities charges to associations and event sponsors. To remove possible double counting of expenditures, OCC spending per delegate was reduced by the amount of transient lodging tax revenues transferred to the OCC budget and OCC concession and parking revenues.

Table 8
TOTAL SPENDING PER DELEGATE/EVENT ATTENDEE

Type Of Event	1994		
	Non Residents	Residents	Average
Spending Per Delegate	\$ 797	\$ 186	\$ 653
Convention/Conference	\$ 764	\$ 182	\$ 579
Trade Show	\$ 1,057	\$ 256	\$ 851
Convention with Trade Show	\$ 732	\$ 131	\$ 660
Community Events	\$ 32	\$ 21	\$ 22
Total Spending Per Attendee	\$ 719	\$ 42	\$ 253

Source: CIC Research, Inc.

During 1994 the overall average spending per delegate was \$653 within the tri-county economy. Trade Show delegates recorded the highest overall spending at \$851 per delegate, followed by delegates attending a combined convention and trade show (\$660) and convention/conference delegates (\$579). Community event attendees spent a total of \$22 on average. Local event attendees spend far less money on average than convention and trade show delegates. This is very reasonable due to the nature of community events, which are usually single day activities and the attendees are generally tri-county residents. When the spending of the 273,000 convention and trade show attendees is combined with the 472,000 community event attendees, the overall average spending during 1994 was \$253 per person.

Figure 4
PER CAPITA SPENDING BY TYPE OF EVENT

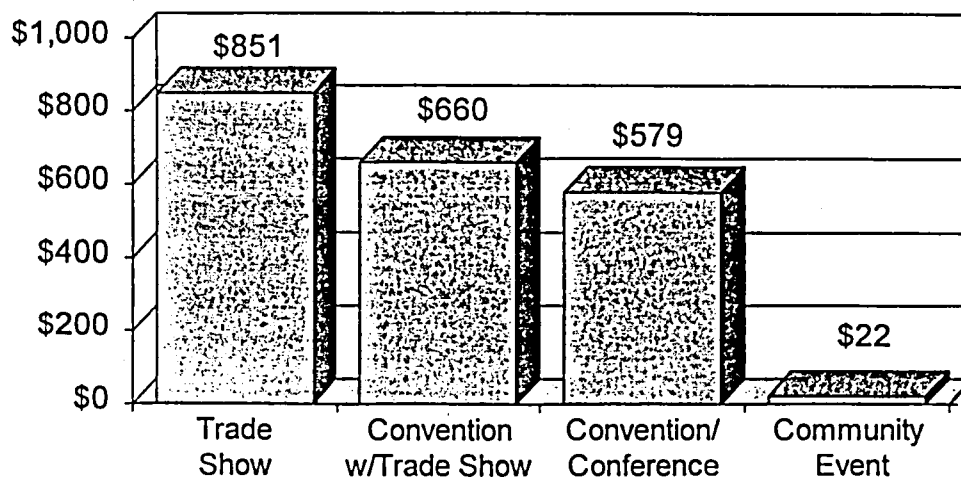
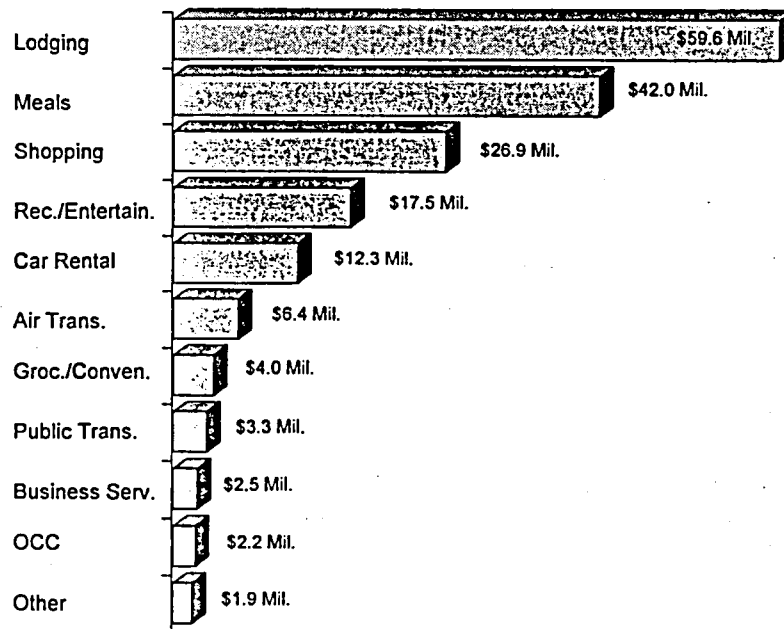


Table 9
1994 DIRECT SPENDING FOR CONVENTIONS AND TRADE SHOWS

Spending Category	Spending Per Delegate	Total Direct Spending
Lodging	\$ 218	\$ 59,555,000
Meals	\$ 154	\$ 42,004,000
Shopping (excl'd groceries/conven.)	\$ 98	\$ 26,881,000
Recreation/Entertainment	\$ 64	\$ 17,453,000
Car Rental	\$ 45	\$ 12,340,000
Air Transportation	\$ 24	\$ 6,431,000
Groceries/Convenience	\$ 15	\$ 3,981,000
Public Transportation	\$ 12	\$ 3,262,000
Business Services	\$ 9	\$ 2,469,000
Oregon Convention Center	\$ 8	\$ 2,209,000
Exposition Services	\$ 4	\$ 1,140,000
Printing And Publishing	\$ 2	\$ 492,000
Utilities	\$ 1	\$ 235,000
Total	\$ 653	\$ 178,452,000

Source: CIC Research, Inc.

Figure 5
**TOTAL DIRECT CONVENTION & TRADE SHOW SPENDING
 FOR SELECTED SPENDING CATEGORIES**



As can be seen in the preceding table, total direct sales for conventions and trade shows were \$178 million during 1994. The largest expenditure category was lodging which totaled \$59.6 million and represents approximately 33 percent of total convention and trade show spending. Meal expenditures were also a significant category representing 24 percent of total spending and more than \$42 million in sales. Shopping, recreation, and car rental sales rounded out the top five expenditure categories and 89 percent of total spending. Figure 5 graphically illustrates the relative size of these direct expenditure categories.

In addition to the \$178 million in direct spending for conventions and trade shows, community events at the OCC resulted in an additional \$10.2 million of direct sales within the tri-county economy. Community event attendees have a distinctly different spending profile than convention and trade show delegates. The primary difference is the relatively low average spending per person (\$22 for community events v. \$653 for convention and trade show delegates). This of course is due to the fact that a very high proportion of the community event attendees are residents of the tri-county.

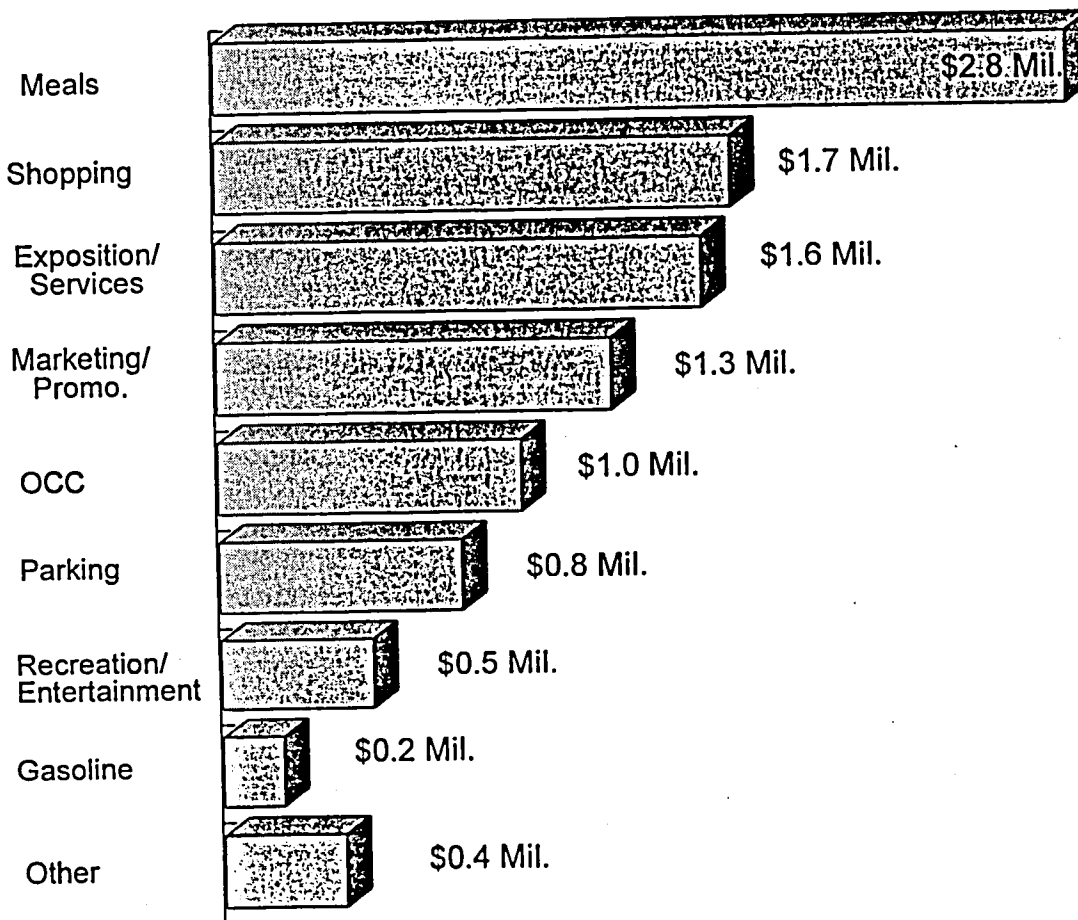
The single largest spending category for community event attendees was meals, which averaged about six dollars per attendee -- or about \$2.8 million within the tri-county economy. Retail purchases by community event attendees averaged a little more than \$3.60 -- or about \$1.7 million within the region. Exposition services and event marketing and promotions play an important role for staging successful community events. These two categories total about \$2.9 million. The Oregon Convention Center also has expenses associated with hosting these community events of about \$2 per event attendee (net of concessions, parking and transient lodging tax revenues). The top five spending categories represent \$8.3 million in spending -- approximately 82 percent of the total \$10.2 million in community event expenditures. The following table lists the direct spending estimates for OCC community events and Figure 6 on the following page graphically illustrates the relative size of the expenditure categories.

Table 10
TOTAL DIRECT SPENDING FOR OCC COMMUNITY EVENTS
(1994)

Expenditure Category	Spending Per Event Attendee	Total Direct Spending
Meals	\$ 5.99	\$ 2,829,000
Shopping	\$ 3.61	\$ 1,705,000
Exposition Contractors	\$ 3.35	\$ 1,582,000
Advertising/Marketing/Event Promotion	\$ 2.69	\$ 1,271,000
Oregon Convention Center	\$ 2.02	\$ 954,000
Parking	\$ 1.63	\$ 770,000
Fuel Purchases	\$ 0.44	\$ 208,000
Lodging	\$ 0.23	\$ 109,000
Custom Printing	\$ 0.18	\$ 85,000
Other Business Services	\$ 0.18	\$ 85,000
Public Transportation	\$ 0.12	\$ 57,000
Florists	\$ 0.04	\$ 19,000
Air Trans. Spending In Tri-County	\$ 0.02	\$ 9,000
Car Rental	\$ 0.01	\$ 5,000
Total	\$ 21.57	\$ 10,189,000

It would be typically preferable not to show spending estimates per attendee that indicate precision to the nearest penny. However, it was useful in this economic impact report to demonstrate the relative size of some of the small spending categories. It was also necessary to remove the problems associated with rounding in individual categories to maintain consistency with the overall spending estimate.

Figure 6
**TOTAL DIRECT SPENDING FOR OCC COMMUNITY EVENTS
 SELECTED SPENDING CATEGORIES - 1994**



TOTAL ECONOMIC ACTIVITY

The preceding tables have identified the direct spending associated with conventions and trade shows and community events. A portion of these direct expenditures were used to model the economic multiplier effects on the local economy. As indicated in the previous chapter the direct spending of tri-county residents and businesses does not generate economic multiplier effects, but is included with the estimates of total economic activity. The following table lists the estimated direct spending impacts by non-resident or resident source. Approximately, 89 percent of the \$188.6 million in direct spending activity was sourced from

outside the tri-county economy during 1994. The \$167 million in non-resident spending was used as input for the economic impact model and the resulting total (including indirect impacts) was added back to the \$21.4 million in local resident direct spending activity. The percentage of resident v. non-resident spending sources will vary depending on the types of events and attendance each year.

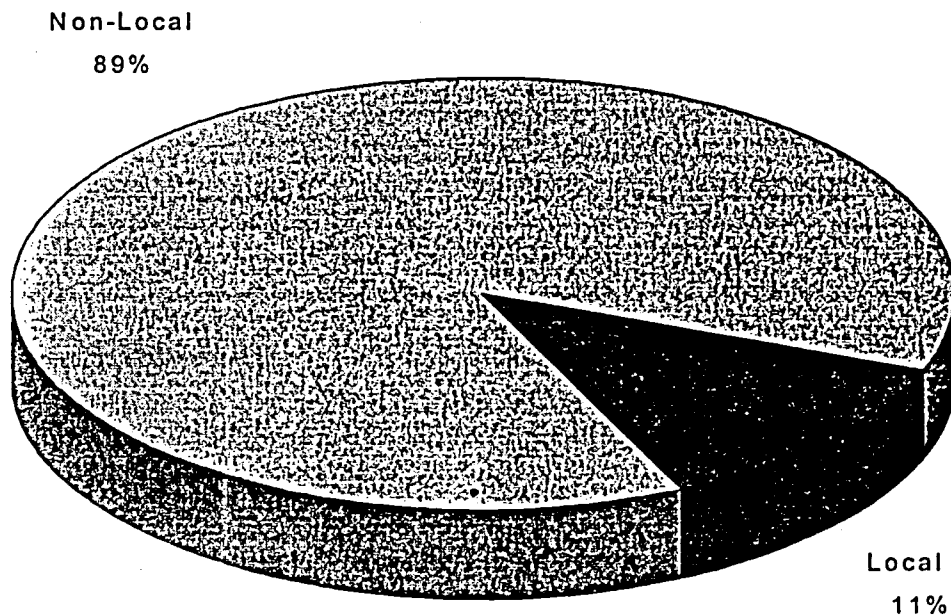
Table 11
TOTAL ESTIMATED DIRECT SPENDING

Type Of Event	1994		
	Non Residents	Residents	Total
Conventions & Trade Shows	\$ 166,500,000	\$ 11,900,000	\$ 178,500,000
Convention/Conference	\$ 67,300,000	\$ 7,500,000	\$ 74,800,000
Trade Show	\$ 34,600,000	\$ 2,900,000	\$ 37,500,000
Convention with Trade Show	\$ 64,600,000	\$ 1,600,000	\$ 66,200,000
Community Events	\$ 800,000	\$ 9,400,000	\$ 10,200,000
Total Direct Spending (All Events)	\$ 167,300,000	\$ 21,400,000	\$ 188,600,000

Column and row totals may differ slightly due to rounding.

Source: CIC Research, Inc.

Figure 7
LOCAL V. NON-LOCAL DIRECT SPENDING



Total economic impacts were estimated for each year of operation of the OCC (1990 - 1994). The direct spending inputs for each of the 23 economic sectors of the tri-county model are listed on the tables in the appendix. The following table lists the direct and indirect sales activity for each year of the period 1990 - 1994 and the resulting total impact on sales, employment and personal income. These are the same total impacts that were summarized in the table at the beginning of this chapter.

Table 12
**ANNUAL SUMMARY OF TOTAL ECONOMIC IMPACTS
 GENERATED BY OCC OPERATIONS**

Economic Measures	Year				
	1990	1991	1992	1993	1994
Industry Sales (\$millions)	\$ 13.7	\$ 326.0	\$ 345.4	\$ 341.8	\$ 430.2
Direct	\$ 8.2	\$ 141.7	\$ 150.6	\$ 150.7	\$ 188.6
Indirect	\$ 5.5	\$ 184.3	\$ 194.8	\$ 191.1	\$ 241.6
Personal Income (\$millions)	\$ 1.5	\$ 88.9	\$ 93.8	\$ 91.1	\$ 115.7
Employment (f.t.e.)	102	5,578	5,632	5,285	6,539

Source: CIC Research, Inc., 1994

OCC CONSTRUCTION PERIOD ECONOMIC IMPACTS

The Oregon Convention Center was built at a cost of \$93.2 million over a period of four years (late 1986 to September 1990) and was designed, managed and constructed by firms and labor operating within the local economy. A project of the size and scope of the OCC requires a large team that includes more than just construction laborers and skilled crafts, but also includes, planners, architects, engineers, financial consultants, attorneys and project management personnel. Approximately, \$62.4 million was spent by the general contractor on construction of the Center. In addition, \$11.6 million was spent for site acquisition, \$5.5 million was spent for project management and administration, \$4.4 million was spent on project design, and \$3.8 million was spent for furniture, fixtures and equipment.

The \$93.2 million in construction expenditures for the Oregon Convention Center resulted in total regional sales of \$202.2 million (direct and indirect) -- an overall sales multiplier of 2.2.⁴ In addition, construction period economic impacts generated a total of 2,027 f.t.e. job years of labor and \$50.6 million in wages and salaries -- about \$25,000 income per job. These impacts were not evenly distributed over the construction period, but were felt in approximate proportion to the level of construction activity and expenditures occurring in each of the four years. Total construction expenditures were distributed as follows: FY1986-87 -- (1%); FY1987-88 -- (17%); FY1988-89 -- (26%); FY1989-90 -- (41%); and FY1990-91 -- (15%).

⁴ For purposes of the input-output modeling, approximately \$78.3 million of the \$93.2 million total construction costs were spent within the tri-county region (net of the \$11.6 million site acquisition expense).



FISCAL IMPACTS GENERATED BY OCC ECONOMIC ACTIVITY

The prior chapters of this report detail the economic activity generated by the Oregon Convention Center within the tri-county regional area. This economic activity (direct and indirect) is felt in all sectors of the local economy and is measured in terms of total industry outlays (total gross regional sales -- \$430 million) and employment (6,500 jobs). This level of economic activity also generates fiscal revenues for local area governments that can be measured in terms of property taxes, transient lodging taxes, rental car taxes, OCC excise taxes, state income tax revenues, and fuel taxes.

PROPERTY TAXES

The total assessed value of all property in the tri-county area was \$60.0 billion in FY1993-94. The total property taxes collected during this period was \$1.2 billion and the overall tax rate was approximately 1.98 percent of assessed valuation. Property tax rates for Clackamas and Washington counties are a little lower (1.83% and 1.87%, respectively) and Multnomah is a little higher (2.14%).

The amount of property tax directly and indirectly generated by OCC activities was estimated based on a pro-rata share of total gross regional sales for the tri-county area. OCC directly and indirectly generates \$430.2 million in sales within the region -- approximately 0.68 percent of the \$63.2 billion total for the tri-county. Based on this 0.68 percent of total regional sales the estimated annual property tax generation from OCC related economic activity is about \$8.1 million within the three counties.

TRANSIENT LODGING TAXES

There are a total of 13,950 hotel rooms in the tri-county study area. Over 5,100 of these rooms are in the Lloyd Center and Downtown areas of Portland. The transient lodging tax rate within Multnomah County was 9.0 percent on commercial lodging sales for 1994. The effective rate for Washington County is 7.0 percent and Clackamas County is 7.3 percent. Total transient lodging tax revenues within the tri-county for FY1994-95 are estimated at approximately \$17.3 million on total sales of about \$206 million and an effective overall tax rate of 8.4 percent.

Nearly all of the \$59.6 million of direct lodging expenditures for conventions and trade shows occur in Multnomah County. However, Clackamas and Washington Counties have also benefited from spill over created by peak room night demand of OCC conventions and trade shows and as generally increased room demand has pushed normal lodging business to outlying areas and adjacent counties. Total lodging sales within the tri-county have increased

by 59 percent since FY1988/89. The effective overall tax rate on OCC generated lodging sales is currently 8.97 percent. Total lodging tax revenues (direct and indirect) generated by the OCC within the tri-county is estimated at \$5.4 million -- approximately 31 percent of total estimated lodging tax revenues.

CAR RENTAL

The State of Oregon is one of a handful of states in the U.S. that does not collect a sales tax on retail sales. However, some counties within the state do levy sales and use taxes on specific goods or services. Multnomah County charges a 10.0 percent car rental tax. This tax is imposed countywide and has been in effect since 1991. Multnomah County collected approximately \$6.4 million in car rental tax for FY1993-94. The dollar amount of car rentals directly and indirectly generated by the OCC during 1994 was about \$12.4 million in the tri-county area. For all practical purposes these sales occurred within Multnomah County and are subject to tax. Over \$1.2 million in car rental tax revenue was collected as a result of the \$12.4 million in car rental sales during 1994. -- about 20 percent of the total \$6.4 million in rental car taxes collected by Multnomah County during FY1993-94.

OCC EXCISE TAXES

The OCC is charged an excise tax on usage of its facility. This tax is collected by MERC and is used to support MERC's costs for administering the various facilities under its jurisdiction. The excise tax rate has increased steadily from 5.0 percent in FY1990-91 to 7.5 percent in September 1994. This excise tax is charged against revenues and is primarily assessed on building rental fees, OCC utility service revenues, and parking revenues. The OCC excise tax is small in comparison to other fiscal revenues, but totaled about \$220,000 during FY1993-94.

STATE INCOME TAXES

Personal Income Taxes

Individual income tax revenues within the State of Oregon were \$2.4 billion during 1993. Total personal income reported within the State was \$58.9 billion for the same year. The overall effective personal income tax rate was 4.04 percent in 1993 -- up from 3.75 percent in 1990. For purposes of this analysis, the 1993 tax rate of 4.04 percent was used to estimate the personal income taxes generated by OCC operations in 1993 and 1994. For example total direct and indirect household income (wages and salaries) generated by the OCC was \$115.6 million for 1994. State personal income tax revenues generated by this amount of income is estimated at \$4.7 million.

Business Income Taxes

Commercial income tax revenues within the State of Oregon were \$155.7 million during 1992. The total taxable business income within the State was estimated at just under \$2.6 billion for the same year. This yields a tax rate on taxable income of about six percent. However, the overall effective business tax rate as a percent of total revenue was 0.28 percent in 1993 (preliminary) -- up from 0.25 percent in 1990. For purposes of this analysis, the 1993 tax rate of 0.28 percent was used to estimate the business income taxes generated by OCC operations in 1993 and 1994. Again using the total direct and indirect sales within the tri-county

generated by the OCC of \$430.2 million for 1994, less household income of \$115.6 million, yields net industry sales of \$314.6 million and corporate State income tax revenues of \$880,000.

Gasoline Taxes

The effective tax rate on gasoline has been trending upward from 14.7 percent of the average sales price in 1990 to 19.1 percent of the sales price in 1994 (24 cents per gallon). The 19.1 percent tax rate was also used for estimating gasoline tax revenues for 1994. The dollar amount of gasoline sales directly and indirectly generated by the OCC is about \$410,000 in the tri-county region for 1994.

TOTAL FISCAL REVENUES

Tax revenues directly and indirectly associated with OCC operations were nearly \$20.9 million during 1994. Since the center's opening in September of 1990, cumulative fiscal revenues total \$70.3 million of which \$50.5 million represents direct local tax revenues.

Property tax revenues of \$8.1 million represent the single largest source of fiscal income associated with OCC economic activity -- nearly 39 percent of total fiscal revenues. To date the OCC's events have generated an estimated \$27.4 million in property tax revenues. Combining transient lodging taxes of \$5.4 million, rental car taxes of \$1.2 million, and OCC excise taxes of \$220,000 with the \$8.1 million in property taxes yields a total of \$14.9 million in local tax revenues during 1994.

Table 13
SUMMARY OF 1994 FISCAL REVENUES GENERATED
BY OCC ECONOMIC ACTIVITY

Revenue Source	1994	Cumulative Total 1990 - 1994
Property Taxes	\$ 8,102,000	\$ 27,440,000
Hotel Lodging Taxes	\$ 5,351,000	\$ 18,163,000
Rental Car Taxes	\$ 1,235,000	\$ 4,248,000
OCC Excise Taxes	\$ 222,000	\$ 600,000
Total Local Tax Revenues	\$14,910,000	\$ 50,451,000
State Personal Income Taxes	\$ 4,672,000	\$ 15,644,000
State Corporate Income Taxes	\$ 880,000	\$ 2,882,000
Gasoline Taxes	\$ 410,000	\$ 1,275,000
Total State Tax Revenues	\$ 5,962,000	\$ 19,801,000
Total Estimated Tax Revenues	\$20,872,000	\$ 70,252,000

Source: CIC Research, Inc., 1994



SOCIOECONOMIC IMPACTS GENERATED BY OCC ECONOMIC ACTIVITY

Although this study is primarily an economic impact analysis there are some socioeconomic factors that became evident in the process of conducting the research. These socioeconomic factors include the distribution of employment and job generation from OCC economic activity as well as some indication of quality of life issues related to choices and opportunities.

FULFILLING COMMUNITY NEEDS

The prior chapters have demonstrated the much larger economic impact from conventions and trade shows than community events held at the OCC. The OCC was of course built to accommodate conventions and trade shows and to capture the resulting benefits to the local economy. However, one of the most obvious indicators of the OCC's service to the local community is the number of local serving events that are held at the Center. During 1994 there were a total of 598 events held at the OCC. Of this total there were 492 events (82%) that were classified as local serving with total attendance of more than 460,000 people.

ENTERTAINMENT, EDUCATION, AND OPPORTUNITY

The types of local serving events held at the OCC include a wide spectrum of activities. Examples of these community events include everything from the high profile consumer shows such as the auto show and the yard and garden show; to banquets, dances, fund raisers, receptions, educational workshops, religious, fraternal and social meetings, and local business meetings. The OCC facilities provide a public forum that is obviously in high demand and provides an opportunity for local residents to enhance and enrich their lives.

PRESERVATION AND REVITALIZATION

The very nature of the convention and trade shows held at the OCC, concentrates direct economic impacts within the downtown area of Portland. As indicated from the spending profiles of the out-of-town delegates, nearly 72 percent of their total spending is for lodging (\$59.6 million), meals (\$42.0 million) and shopping (\$26.9 million). Convention and trade show delegates stay in downtown area hotels, they eat in downtown area restaurants, and they shop in downtown area stores. The health and vitality of the greater downtown area benefits from this \$130 million infusion of spending.

Businesses have reacted as is evidenced by the major commercial, retail and residential renovation that has and is occurring between Lloyd Center mall, Memorial Coliseum, and Rose Quarter including the Rose Garden (the Oregon Arena Project). With the addition of all of the elements of the Rose Quarter there should be a substantial increase in economic activity. This commercial activity tends to be self feeding as the critical mass of entertainment, eating and shopping opportunities creates a chain reaction of consumer awareness and demand.

EMPLOYMENT

As part of the public contract for development of the Oregon Convention Center, MERC (the Metropolitan Exposition and Recreation Commission) adopted a policy of first opportunity hiring and purchasing from within a first opportunity target area. The target area boundaries are roughly:

- Columbia Blvd. on the north
- 42 Ave. NE on the east
- I-84 on the south and
- N. Greeley / N. Willamette Blvd. / N. Dana Ave. / Willis Blvd. / and Portsmouth Ave. on the west

The following employment data was compiled based on the First Opportunity Hiring and Purchasing Program half-yearly reports submitted by MERC to the Metro Trade and Economic Development Committee for the period of 1990 to 1994:

Table 14
MERC TARGET AREA HIRES

Year	Full Time			Part-Time		
	Internal	New	Total	Internal	New	Total
1990	NA	26	26	NA	34	34
1991	NA	9	9	NA	47	47
1992	8	9	17	0	21	21
1993	0	4	4	1	16	17
1994	4	2	6	2	8	10
Total	12	50	62	3	126	129

In the preceding table "internal" refers to positions that are filled from applicants who were already a MERC employee and "new" hires were applicants from outside of MERC's staff. MERC first opportunity target area hires (full-time and part-time) total 191 people during the period covered. As of March 15, 1995 the OCC had a total of 187 employees of which 96 (51%) were minorities by race or ethnicity (26%) or gender (27%).⁵ In addition to target area hiring there are several WBE/MBE/DBE classified firms within the target area that have made sales associated with the OCC. These firms include:

⁵ A total of 14 women employees were also counted as minorities by race or ethnicity.

ADT Security
Ascot Laser
Castle Rock Construction
Coast Janitorial
Krohn Print and Graphics
Northwest in a Basket
NW Entertainment Magazine
Portland Provision
Quality Office Supply
Ramona's House of Flowers
Sound Elevator
Sundown Electric

Security Services
Printing
Construction
Janitorial Services
Printing
Gift Items
Advertising
Food Supplies
Office Supplies
Florist
Elevator Repair & Maintenance
Construction

Other examples of target area and Portland metro area purchases include:

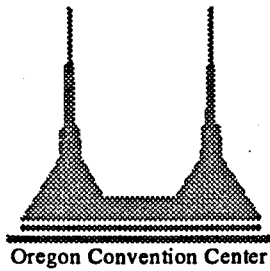
- City Center Parking (the OCC's parking contractor) hires at least 85 percent of its employees from the target area. City Center Parking also purchases uniforms from a firm located in the target area, and purchases other supplies and services such as ticket stock and insurance from local suppliers.
- FASTIXX, the events ticketing contractor, hires an average of 40 percent of its staff from the target area and makes other primary purchases such as telephone service from U.S. West.
- Fine Host, the OCC food concessionaire, purchases its food supplies, liquor, and other items for resale from local suppliers.
- The Portland Oregon Visitors Association purchases a large portion of its printing services, office supplies, and other materials from the local area. Total purchases from WBE/MBE/DBE certified vendors totaled over \$140,000 during the first six months of 1994 (the most recent period for which data are available).

Recreation, entertainment, education, choices, and opportunities are all part of the metro area lifestyle that is enhanced by the Oregon Convention Center's facilities and resulting economic activities.



APPENDIX A

OCC DETAILED ECONOMIC IMPACT TABLES



**Oregon Convention Center
Summary of Economic and Fiscal Impact Analysis
1994 OCC Economic Impact**

Attendance Figures

	Number Attending
<i>Community/Consumer Shows Attendance</i>	472,367
<i>Convention/Conference Attendance</i>	129,048
State	21,139
Regional	95,080
National/International	12,829
<i>Trade Show Attendance</i>	44,027
State	2,025
Regional	41,252
National/International	750
<i>Convention with Trade Show Attendance</i>	100,352
State	2,080
Regional	29,822
National/International	68,450

Summary of Results

Economic Impacts

Total Direct Sales	\$ 188,635,000
Total Sales (Direct & Indirect)	\$ 430,214,000
Employment	6,539
Income (Wages & Salaries)	\$ 115,654,000

Fiscal Impacts

\$ 20,872,289

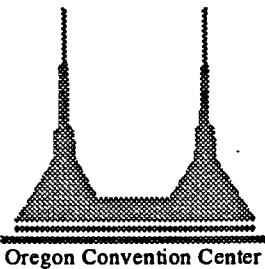
**Oregon Convention Center
Sector Specific Results
1994 OCC Economic Impact**

Economic Impact Results

Economic Sector	Direct Sales Activity	Direct, Indirect, and Induced		
		Sales	Employment	Income
Agriculture	\$ -	\$ 1,039,000	\$ 16	\$ 222,000
Natural Resource Industries	-	63,000	1	14,000
Construction	2,723,000	4,572,000	35	954,000
Food and Kindred Products	-	3,631,000	17	506,000
All Other Manufacturing	577,000	7,050,000	56	2,019,000
All other Transportation	-	1,739,000	20	640,000
Local, Interurban Passenger Transportation	3,316,000	3,487,000	90	1,820,000
Air Transportation	6,441,000	7,195,000	58	2,238,000
Portland International Airport	-	807,000	10	324,000
Transportation Services	-	151,000	2	59,000
Communications & Utilities	235,000	4,684,000	22	1,140,000
Wholesale Trade	-	14,464,000	65	2,238,000
Retail Trade	32,794,000	65,239,000	630	11,247,000
Eating & Drinking Places	44,831,000	48,557,000	1,558	17,700,000
Finance, Insurance, Real Estate	241,000	19,600,000	184	3,346,000
Hotels And Lodging Places	59,654,000	60,336,000	2,258	42,136,000
Convention Center	3,163,000	3,163,000	13	436,000
All Other Services	3,245,000	27,518,000	595	13,662,000
Business Services	1,109,000	3,970,000	67	1,510,000
Automobile Rental And Leasing	12,347,000	12,621,000	190	3,561,000
Amusement And Recreation Services	17,959,000	20,545,000	547	6,971,000
Government	-	4,008,000	106	2,911,000
Household Income	-	115,775,000	6,539	119,000
Total	\$188,635,000	\$430,214,000	6,539	\$115,654,000
	Direct Non Res	167,258,400	\$408,837,400	2.44

Fiscal Impact Results

Revenue Source	Amount
Property Taxes	\$ 8,102,000
Transient Lodging Taxes	5,351,000
Rental Car Taxes	1,235,000
OCC Excise Taxes	222,289
Total Local General Fund Tax Revenues	\$ 14,910,289
State Personal Income Taxes	\$ 4,672,000
State Corporate Income Taxes	880,000
Gas Taxes	410,000
Total Non-General Fund Tax Revenues	\$ 5,962,000
Total Tax Revenues	\$ 20,872,289



**Oregon Convention Center
Summary of Economic and Fiscal Impact Analysis
1993 OCC Economic Impact**

Attendance Figures

	Number Attending
<i>Community/Consumer Shows Attendance</i>	396,313
<i>Convention/Conference Attendance</i>	94,759
State	29,720
Regional	19,814
National/International	45,225
<i>Trade Show Attendance</i>	35,295
State	4,366
Regional	28,519
National/International	2,410
<i>Convention with Trade Show Attendance</i>	106,413
State	13,587
Regional	34,818
National/International	58,008

Summary of Results

Economic Impacts

Total Direct Sales	\$ 150,675,000
Total Sales (Direct & Indirect)	\$ 341,801,000
Employment	5,285
Income (Wages & Salaries)	\$ 91,068,000

Fiscal Impacts

\$ 16,561,945

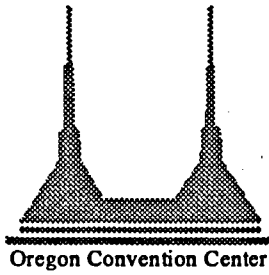
**Oregon Convention Center
Sector Specific Results
1993 OCC Economic Impact**

Economic Impact Results

Economic Sector	Direct Sales Activity	Direct, Indirect, and Induced		
		Sales	Employment	Income
Agriculture	\$ -	\$ 813,000	\$ 13	\$ 174,000
Natural Resource Industries	-	50,000	1	11,000
Construction	2,250,000	3,705,000	28	753,000
Food and Kindred Products	-	2,841,000	14	396,000
All Other Manufacturing	485,000	5,586,000	45	1,592,000
All other Transportation	-	1,369,000	16	504,000
Local, Interurban Passenger Transportation	2,621,000	2,756,000	72	1,413,000
Air Transportation	5,284,000	5,878,000	49	1,829,000
Portland International Airport	-	651,000	9	262,000
Transportation Services	-	120,000	1	47,000
Communications & Utilities	199,000	3,702,000	18	898,000
Wholesale Trade	-	11,376,000	53	1,760,000
Retail Trade	26,171,000	52,731,000	508	8,825,000
Eating & Drinking Places	35,590,000	38,528,000	1,249	13,798,000
Finance, Insurance, Real Estate	198,000	15,422,000	149	2,631,000
Hotels And Lodging Places	47,351,000	47,887,000	1,843	33,443,000
Convention Center	2,635,000	2,635,000	11	346,000
All Other Services	2,604,000	21,699,000	480	10,719,000
Business Services	906,000	3,142,000	54	1,181,000
Automobile Rental And Leasing	9,984,000	10,198,000	158	2,878,000
Amusement And Recreation Services	14,397,000	16,400,000	430	5,318,000
Government	-	3,152,000	86	2,290,000
Household Income	-	91,160,000	5,285	93,000
Total	\$150,675,000	\$341,801,000	5,285	\$ 91,068,000
	Direct Non Res 131,649,230	\$322,775,230	2.45	

Fiscal Impact Results

Revenue Source	Amount
Property Taxes	\$ 6,437,000
Transient Lodging Taxes	4,247,000
Rental Car Taxes	998,000
OCC Excise Taxes	165,945
Total Local General Fund Tax Revenues	\$ 11,847,945
State Personal Income Taxes	\$ 3,679,000
State Corporate Income Taxes	702,000
Gas Taxes	333,000
Total Non-General Fund Tax Revenues	\$ 4,714,000
Total Tax Revenues	\$ 16,561,945



**Oregon Convention Center
Summary of Economic and Fiscal Impact Analysis
1992 OCC Economic Impact**

Attendance Figures

	Number Attending
<i>Community/Consumer Shows Attendance</i>	394,788
<i>Convention/Conference Attendance</i>	75,265
State	11,231
Regional	39,709
National/International	24,325
<i>Trade Show Attendance</i>	46,050
State	1,600
Regional	43,425
National/International	1,025
<i>Convention with Trade Show Attendance</i>	101,877
State	1,485
Regional	40,457
National/International	59,935

Summary of Results

Economic Impacts

Total Direct Sales	\$ 150,570,000
Total Sales (Direct & Indirect)	\$ 345,404,000
Employment	5,632
Income (Wages & Salaries)	\$ 93,762,000

Fiscal Impacts

\$ 16,733,738

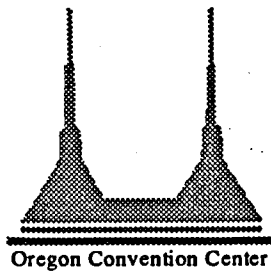
**Oregon Convention Center
Sector Specific Results
1992 OCC Economic Impact**

Economic Impact Results

Economic Sector	Direct Sales Activity	Direct, Indirect, and Induced		
		Sales	Employment	Income
Agriculture	\$ -	\$ 837,000	\$ 13	\$ 179,000
Natural Resource Industries	-	51,000	1	12,000
Construction	2,118,000	3,617,000	30	770,000
Food and Kindred Products	-	2,938,000	15	409,000
All Other Manufacturing	444,000	5,693,000	48	1,636,000
All other Transportation	-	1,409,000	17	519,000
Local, Interurban Passenger Transportation	2,711,000	2,851,000	79	1,505,000
Air Transportation	5,277,000	5,888,000	51	1,832,000
Portland International Airport	-	658,000	9	265,000
Transportation Services	-	122,000	2	48,000
Communications & Utilities	181,000	3,783,000	19	923,000
Wholesale Trade	-	11,723,000	56	1,814,000
Retail Trade	25,764,000	51,206,000	538	9,032,000
Eating & Drinking Places	35,810,000	38,823,000	1,342	14,323,000
Finance, Insurance, Real Estate	189,000	15,860,000	159	2,708,000
Hotels And Lodging Places	48,766,000	49,318,000	1,964	34,442,000
Convention Center	2,444,000	2,444,000	11	349,000
All Other Services	2,741,000	22,391,000	516	11,134,000
Business Services	870,000	3,171,000	57	1,213,000
Automobile Rental And Leasing	10,082,000	10,303,000	165	2,907,000
Amusement And Recreation Services	13,173,000	15,219,000	450	5,386,000
Government	-	3,244,000	91	2,356,000
Household Income	-	93,855,000	5,632	96,000
Total	\$150,570,000	\$345,404,000	5,632	\$ 93,762,000
	Direct Non Res	135,283,651	\$330,117,651	2.44

Fiscal Impact Results

Revenue Source	Amount
Property Taxes	\$ 6,505,000
Transient Lodging Taxes	4,374,000
Rental Car Taxes	1,008,000
OCC Excise Taxes	120,738
Total Local General Fund Tax Revenues	\$ 12,007,738
State Personal Income Taxes	\$ 3,797,000
State Corporate Income Taxes	654,000
Gas Taxes	275,000
Total Non-General Fund Tax Revenues	\$ 4,726,000
Total Tax Revenues	\$ 16,733,738



**Oregon Convention Center
 Summary of Economic and Fiscal Impact Analysis
 1991 OCC Economic Impact**

Attendance Figures

	Number Attending
<i>Community/Consumer Shows Attendance</i>	347,385
<i>Convention/Conference Attendance</i>	109,624
State	10,647
Regional	41,778
National/International	57,199
<i>Trade Show Attendance</i>	18,030
State	200
Regional	17,000
National/International	830
<i>Convention with Trade Show Attendance</i>	101,264
State	1,903
Regional	63,361
National/International	36,000

Summary of Results

Economic Impacts

Total Direct Sales	\$ 141,746,000
Total Sales (Direct & Indirect)	\$ 326,014,000
Employment	5,578
Income (Wages & Salaries)	\$ 88,855,000

Fiscal Impacts

\$ 15,640,028

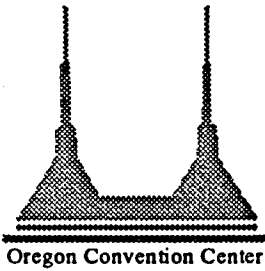
**Oregon Convention Center
Sector Specific Results
1991 OCC Economic Impact**

Economic Impact Results

Economic Sector	Direct Sales Activity	Direct, Indirect, and Induced		
		Sales	Employment	Income
Agriculture	\$ -	\$ 796,000	\$ 13	\$ 170,000
Natural Resource Industries	-	48,000	1	11,000
Construction	1,904,000	3,323,000	30	738,000
Food and Kindred Products	-	2,759,000	15	384,000
All Other Manufacturing	426,000	5,403,000	48	1,555,000
All other Transportation	-	1,336,000	17	492,000
Local, Interurban Passenger Transportation	2,339,000	2,469,000	72	1,312,000
Air Transportation	5,306,000	5,886,000	53	1,831,000
Portland International Airport	-	647,000	9	260,000
Transportation Services	-	118,000	2	46,000
Communications & Utilities	176,000	3,601,000	19	879,000
Wholesale Trade	-	11,084,000	56	1,715,000
Retail Trade	24,852,000	48,457,000	543	8,711,000
Eating & Drinking Places	32,888,000	35,768,000	1,306	13,342,000
Finance, Insurance, Real Estate	160,000	15,027,000	157	2,569,000
Hotels And Lodging Places	46,030,000	46,554,000	1,938	32,512,000
Convention Center	2,294,000	2,294,000	12	345,000
All Other Services	1,871,000	20,522,000	499	10,320,000
Business Services	740,000	2,931,000	57	1,154,000
Automobile Rental And Leasing	9,926,000	10,136,000	170	2,860,000
Amusement And Recreation Services	12,834,000	14,830,000	473	5,412,000
Government	-	3,079,000	90	2,237,000
Household Income	-	88,946,000	5,578	91,000
Total	\$141,746,000	\$326,014,000	5,578	\$ 88,855,000
	Direct Non Res	128,865,869	\$313,133,869	2.43

Fiscal Impact Results

Revenue Source	Amount
Property Taxes	\$ 6,139,000
Transient Lodging Taxes	4,129,000
Rental Car Taxes	993,000
OCC Excise Taxes	91,028
Total Local General Fund Tax Revenues	\$ 11,352,028
State Personal Income Taxes	\$ 3,439,000
State Corporate Income Taxes	616,000
Gas Taxes	233,000
Total Non-General Fund Tax Revenues	\$ 4,288,000
Total Tax Revenues	\$ 15,640,028



**Oregon Convention Center
Summary of Economic and Fiscal Impact Analysis
1990 OCC Economic Impact**

Attendance Figures

	Number Attending
<i>Community/Consumer Shows Attendance</i>	301,988
<i>Convention/Conference Attendance</i>	7,155
State	5,673
Regional	650
National/International	832
<i>Trade Show Attendance</i>	0
State	0
Regional	0
National/International	0
<i>Convention with Trade Show Attendance</i>	1,400
State	350
Regional	1,050
National/International	0

Summary of Results

Economic Impacts

Total Direct Sales	\$ 8,173,000
Total Sales (Direct & Indirect)	\$ 13,665,000
Employment	102
Income (Wages & Salaries)	\$ 1,519,000

Fiscal Impacts

\$ 444,000

**Oregon Convention Center
Sector Specific Results
1990 OCC Economic Impact**

Economic Impact Results

Economic Sector	Direct Sales Activity	Direct, Indirect, and Induced		
		Sales	Employment	Income
Agriculture	\$ -	\$ 14,000	\$ 0	\$ 3,000
Natural Resource Industries	-	1,000	0	-
Construction	885,000	910,000	1	27,000
Food and Kindred Products	-	50,000	0	7,000
All Other Manufacturing	58,000	148,000	1	28,000
All other Transportation	-	24,000	0	9,000
Local, Interurban Passenger Transportation	72,000	75,000	1	21,000
Air Transportation	79,000	89,000	1	28,000
Portland International Airport	-	10,000	0	4,000
Transportation Services	-	2,000	0	1,000
Communications & Utilities	6,000	67,000	0	15,000
Wholesale Trade	-	202,000	1	31,000
Retail Trade	1,546,000	4,239,000	10	149,000
Eating & Drinking Places	2,157,000	2,212,000	26	254,000
Finance, Insurance, Real Estate	130,000	390,000	3	46,000
Hotels And Lodging Places	691,000	700,000	31	489,000
Convention Center	575,000	575,000	0	11,000
All Other Services	495,000	823,000	10	189,000
Business Services	558,000	597,000	2	34,000
Automobile Rental And Leasing	142,000	146,000	3	41,000
Amusement And Recreation Services	779,000	814,000	9	92,000
Government	-	55,000	2	40,000
Household Income	-	1,522,000	102	2,000
Total	\$ 8,173,000	\$ 13,665,000	102	\$ 1,519,000
	Direct Non Res	2,228,560	\$ 7,720,560	3.46

Fiscal Impact Results

Revenue Source	Amount
Property Taxes	\$ 257,000
Transient Lodging Taxes	62,000
Rental Car Taxes	14,000
OCC Excise Taxes	0
Total Local General Fund Tax Revenues	\$ 333,000
State Personal Income Taxes	\$ 57,000
State Corporate Income Taxes	30,000
Gas Taxes	24,000
Total Non-General Fund Tax Revenues	\$ 111,000
Total Tax Revenues	\$ 444,000



APPENDIX B

**TRI-COUNTY REGION INPUT/OUTPUT MODEL
TRANSACTIONS TABLE
DIRECT, INDIRECT AND INDUCED OUTPUT COEFFICIENTS
EMPLOYMENT PER \$MILLION DELIVERY TO FINAL DEMAND
INCOME PER \$MILLION DELIVERY TO FINAL DEMAND**

**Transaction Matrix for Tri-County Economy
(\$millions)**

	Agric	Natural Res Ind	Construct	Food and Kindred Products	All Other Manuf	All other Trans	Local, Interurban Pass Trans	Air Trans	Portland Intern'l Airport	Trans Services	Comm & Utilities	Wholesale Trade	Retail Trade	Eating & Drinking Places	Finance, Insurance, Real Estate	Hotels And Lodging Places	Conv Center
1 Agnculture	\$ 52.96	\$ 3.87	\$ 21.84	\$ 48.92	\$ 1.73	\$ 0.34	\$ 0.01	\$ 0.13	\$ -	\$ 0.03	\$ 0.43	\$ 0.25	\$ 0.86	\$ 4.44	\$ 26.73	\$ 0.35	\$ -
2 Natural Resource Industries	\$ 20.75	\$ 8.30	\$ 1.75	\$ 0.22	\$ 10.86	\$ 0.03	\$ 0.00	\$ 0.02	\$ -	\$ 0.00	\$ 0.94	\$ 0.04	\$ 0.01	\$ 0.11	\$ 0.00	\$ 0.00	\$ -
3 Construction	\$ 9.10	\$ 2.20	\$ 4.48	\$ 3.17	\$ 48.45	\$ 24.10	\$ 0.87	\$ 3.47	\$ 0.51	\$ 0.55	\$ 33.05	\$ 2.05	\$ 7.44	\$ 3.46	\$ 182.75	\$ 0.65	\$ 0.23
4 Food and Kindred Products	\$ 2.02	\$ 0.11	\$ 0.03	\$ 83.23	\$ 1.73	\$ 0.14	\$ 0.00	\$ 0.53	\$ -	\$ 0.01	\$ 0.02	\$ 0.01	\$ 0.05	\$ 53.09	\$ 0.00	\$ 0.02	\$ -
5 All Other Manufacturing	\$ 30.94	\$ 4.91	\$ 286.22	\$ 92.93	\$ 1,240.18	\$ 21.68	\$ 1.92	\$ 16.11	\$ -	\$ 2.28	\$ 24.73	\$ 9.38	\$ 5.97	\$ 10.66	\$ 10.71	\$ 0.40	\$ 0.15
6 All other Transportation	\$ 9.04	\$ 0.72	\$ 67.01	\$ 32.45	\$ 92.10	\$ 142.25	\$ 0.37	\$ 3.21	\$ 0.00	\$ 0.63	\$ 12.87	\$ 0.74	\$ 2.56	\$ 5.75	\$ 10.03	\$ 0.08	\$ 0.02
7 Local, Interurban Pass Trans	\$ 0.08	\$ 0.02	\$ 0.87	\$ 0.18	\$ 1.54	\$ 0.68	\$ 1.13	\$ 0.09	\$ 0.01	\$ 0.23	\$ 0.28	\$ 0.23	\$ 1.23	\$ 0.56	\$ 1.47	\$ 0.02	\$ -
8 Air Transportation	\$ 1.01	\$ 0.42	\$ 3.68	\$ 1.03	\$ 18.70	\$ 1.39	\$ 0.02	\$ 1.00	\$ 0.05	\$ 2.87	\$ 1.65	\$ 1.78	\$ 1.23	\$ 0.30	\$ 3.56	\$ 0.01	\$ 0.01
9 Portland International Airport	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 8.18	\$ -	\$ -	\$ 0.62	\$ -	\$ 3.47	\$ 1.05	\$ -	\$ -	\$ -
10 Transportation Services	\$ 0.21	\$ 0.04	\$ 1.25	\$ 0.63	\$ 3.15	\$ 36.64	\$ 0.21	\$ 2.82	\$ -	\$ 7.92	\$ 0.47	\$ 0.82	\$ 0.10	\$ 0.11	\$ 0.32	\$ 0.00	\$ -
11 Communications & Utilities	\$ 18.70	\$ 1.61	\$ 31.74	\$ 28.57	\$ 198.99	\$ 23.20	\$ 0.24	\$ 8.49	\$ 2.13	\$ 3.47	\$ 68.53	\$ 11.75	\$ 29.29	\$ 14.46	\$ 29.35	\$ 1.52	\$ 0.55
12 Wholesale Trade	\$ 25.25	\$ 3.53	\$ 171.66	\$ 63.03	\$ 327.57	\$ 19.73	\$ 1.08	\$ 6.43	\$ -	\$ 0.52	\$ 5.59	\$ 6.03	\$ 3.20	\$ 27.15	\$ 3.23	\$ 0.18	\$ 0.02
13 Retail Trade	\$ 0.80	\$ 0.09	\$ 104.20	\$ 0.10	\$ 1.25	\$ 4.15	\$ 0.23	\$ 0.17	\$ 1.55	\$ 0.04	\$ 0.06	\$ 0.23	\$ 0.71	\$ 0.05	\$ 0.32	\$ 0.00	\$ 0.57
14 Eating & Drinking Places	\$ 1.35	\$ 0.34	\$ 20.25	\$ 3.85	\$ 37.47	\$ 7.67	\$ 0.32	\$ 12.06	\$ -	\$ 4.01	\$ 4.87	\$ 7.97	\$ 21.56	\$ 4.33	\$ 27.51	\$ 0.08	\$ 2.88
15 Finance, Insurance, Real Est	\$ 65.73	\$ 11.59	\$ 78.97	\$ 18.18	\$ 142.75	\$ 54.51	\$ 1.91	\$ 15.03	\$ 3.68	\$ 17.50	\$ 42.85	\$ 22.94	\$ 89.19	\$ 49.24	\$ 493.30	\$ 1.97	\$ 0.68
16 Hotels And Lodging Places	\$ 0.62	\$ 0.37	\$ 4.89	\$ 0.49	\$ 13.85	\$ 1.47	\$ 0.01	\$ 0.19	\$ -	\$ 0.17	\$ 0.49	\$ 2.25	\$ 1.58	\$ 0.20	\$ 4.14	\$ 0.01	\$ -
17 Convention Center	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
18 All Other Services	\$ 22.74	\$ 11.88	\$ 339.02	\$ 28.12	\$ 198.61	\$ 57.68	\$ 1.97	\$ 18.49	\$ 3.24	\$ 7.27	\$ 25.62	\$ 26.37	\$ 79.06	\$ 40.74	\$ 174.49	\$ 1.95	\$ 1.76
19 Business Services	\$ 3.82	\$ 0.90	\$ 10.02	\$ 27.91	\$ 82.33	\$ 9.06	\$ 0.20	\$ 3.43	\$ -	\$ 1.96	\$ 8.54	\$ 26.10	\$ 24.78	\$ 21.84	\$ 24.38	\$ 0.79	\$ -
20 Auto Rental And Leasing	\$ 2.69	\$ 0.54	\$ 26.94	\$ 0.98	\$ 11.11	\$ 19.80	\$ 0.02	\$ 0.59	\$ -	\$ 0.74	\$ 0.59	\$ 2.41	\$ 5.87	\$ 0.82	\$ 2.05	\$ 0.08	\$ -
21 Amusement And Recr Serv	\$ 0.03	\$ 2.67	\$ 0.53	\$ 0.07	\$ 1.30	\$ 0.19	\$ 0.00	\$ 0.11	\$ -	\$ 0.08	\$ 45.75	\$ 0.58	\$ 0.83	\$ 3.33	\$ 0.68	\$ 0.01	\$ -
22 Government	\$ 10.16	\$ 1.45	\$ 13.64	\$ 13.89	\$ 95.80	\$ 10.36	\$ 2.14	\$ 1.53	\$ 2.13	\$ 1.73	\$ 13.88	\$ 4.71	\$ 22.65	\$ 11.78	\$ 28.12	\$ 0.89	\$ 0.91
23 Household Income	\$ 168.92	\$ 49.35	\$ 1,461.02	\$ 229.65	\$ 3,513.93	\$ 622.64	\$ 47.27	\$ 158.87	\$ 10.27	\$ 49.36	\$ 514.23	\$ 1,926.64	\$ 1,596.29	\$ 453.32	\$ 1,132.31	\$ 135.75	\$ 3.08
24 Other Value Added	\$ 359.32	\$ 122.35	\$ 1,949.25	\$ 1,024.49	\$ 6,129.67	\$ 673.85	\$ 24.49	\$ 265.14	\$ 1.97	\$ 33.92	\$ 1,308.81	\$ 1,103.74	\$ 638.57	\$ 448.03	\$ 4,593.01	\$ 52.06	\$ 1.40
25 Total Outlays	\$ 790.53	\$ 217.04	\$ 4,287.27	\$ 1,649.27	\$ 11,927.12	\$ 1,691.10	\$ 83.06	\$ 504.22	\$ 25.54	\$ 127.13	\$ 2,087.14	\$ 3,112.94	\$ 2,446.38	\$ 1,097.75	\$ 6,555.34	\$ 194.38	\$ 12.26
Employment	11,958	2,587	53,134	7,819	96,974	19,367	2,334	4,087	325	1,492	9,840	56,061	89,398	39,910	62,304	7,274	94

	All Other Services	Business Services	Auto Rental And Leasing	Amuse And Recr Serv	Govt	Household	Other Value Added
1 Agnculture	14.76	0.11	0.04	3.84	2.43	71.51	534.96
2 Natural Resource Industries	0.05	0.00	0.00	0.01	1.01	4.39	168.55
3 Construction	117.43	1.08	0.22	2.01	121.14	-	3,719.80
4 Food and Kindred Products	12.65	0.01	0.00	1.97	0.13	327.05	1,166.46
5 All Other Manufacturing	270.90	9.04	2.77	2.92	18.49	760.59	9,133.20
6 All other Transportation	12.70	0.72	0.44	0.53	20.12	231.98	1,044.81
7 Local, Interurban Pass Trans	1.94	0.23	0.04	0.16	0.43	16.12	55.56
8 Air Transportation	13.16	1.27	0.13	0.66	2.10	153.25	288.84
9 Portland International Airport	0.05	-	5.21	-	5.61	-	1.20
10 Transportation Services	0.98	0.08	0.01	0.05	0.94	11.90	58.86
11 Communications & Utilities	139.53	12.32	1.70	5.34	70.42	370.10	1,042.48
12 Wholesale Trade	68.14	1.73	2.01	1.19	25.74	333.95	2,016.00
13 Retail Trade	25.44	0.07	0.29	0.04	0.30	1,973.57	334.26
14 Eating & Drinking Places	40.39	5.11	0.63	2.92	1.55	602.33	291.19
15 Finance, Insurance, Real Est	489.83	16.75	4.33	19.89	12.29	2,839.35	2,069.34
16 Hotels And Lodging Places	18.75	1.61	0.07	1.26	0.44	131.09	10.42
17 Convention Center	-	-	-	-	-	-	12.26
18 All Other Services	523.88	20.15	4.39	22.64	16.53	4,351.18	1,882.28
19 Business Services	158.68	4.03	0.78	14.15	1.28	24.94	81.67
20 Auto Rental And Leasing	13.57	1.08	0.01	0.55	0.72	9.91	5.58
21 Amusement And Recr Serv	4.80	0.52	0.01	34.88	0.04	260.41	51.19
22 Government	84.25	4.17	1.15	4.84	23.15	506.16	2,449.08
23 Household Income	4,113.32	269.88	30.07	182.62	2,401.35	31.30	9,088.60
24 Other Value Added	1,732.83	181.59	55.72	137.96	594.24	18,321.00	-
25 Total Outlays	7,858.02	531.55	106.55	407.12	3,305.53	30,530.00	-
Employment	114,419	76,561	1,605	14,340	87,197	4,473	-

**Total Sales Change From Unit Direct Change In Sales
(\$millions)**

	Natural Res		Food and Kindred	All Other	All other	Local, Interurban	Portland Intern'l	Trans	Comm & Utilities	Wholesale	Eating & Drinking	Finance, Insurance, Real Estate	Hotels And Lodging	Conv Center
	Agric	Ind	Construct	Products	Manuf	Pass Trans	Air Trans	Airport	Services	Trade	Places	Real Estate	Places	
1 Agnculture	1.075	0.022	0.008	0.035	0.002	0.003	0.004	0.003	0.004	0.002	0.004	0.006	0.006	0.006
2 Natural Resource Industries	0.030	1.040	0.001	0.001	0.001	0.000	0.000	0.000	0.000	0.001	0.000	0.000	0.000	0.000
3 Construction	0.021	0.018	1.009	0.007	0.010	0.023	0.017	0.014	0.039	0.018	0.021	0.008	0.013	0.012
4 Food and Kindred Products	0.009	0.007	0.009	1.058	0.007	0.009	0.011	0.009	0.011	0.011	0.005	0.011	0.012	0.060
5 All Other Manufacturing	0.069	0.048	0.103	0.083	1.137	0.044	0.060	0.059	0.043	0.058	0.031	0.035	0.040	0.043
6 All other Transportation	0.020	0.009	0.025	0.027	0.015	1.099	0.014	0.013	0.011	0.015	0.012	0.009	0.011	0.014
7 Local, Interurban Pass Trans	0.000	0.000	0.001	0.000	0.001	0.001	1.014	0.001	0.001	0.003	0.000	0.001	0.001	0.001
8 Air Transportation	0.004	0.005	0.005	0.003	0.005	0.005	0.005	1.005	0.007	0.029	0.003	0.005	0.006	0.004
9 Portland International Airport	0.000	0.000	0.001	0.000	0.000	0.001	0.000	0.018	1.001	0.001	0.000	0.000	0.002	0.001
10 Transportation Services	0.001	0.001	0.001	0.001	0.001	0.028	0.001	0.008	0.001	1.067	0.001	0.001	0.001	0.001
11 Communications & Utilities	0.039	0.020	0.025	0.029	0.031	0.031	0.021	0.032	0.110	0.049	1.043	0.021	0.032	0.030
12 Wholesale Trade	0.045	0.027	0.054	0.050	0.040	0.025	0.028	0.024	0.017	0.020	0.011	1.015	0.017	0.039
13 Retail Trade	0.032	0.030	0.068	0.022	0.033	0.045	0.058	0.036	0.118	0.049	0.027	0.054	1.060	0.044
14 Eating & Drinking Places	0.013	0.013	0.020	0.011	0.015	0.021	0.023	0.037	0.022	0.052	0.012	0.021	0.030	1.020
15 Finance, Insurance, Real Est	0.159	0.122	0.106	0.061	0.078	0.123	0.128	0.104	0.273	0.258	0.074	0.107	0.152	0.134
16 Hotels And Lodging Places	0.003	0.004	0.005	0.002	0.004	0.004	0.004	0.004	0.005	0.005	0.002	0.005	0.005	0.004
17 Convention Center	-	-	-	-	-	-	-	-	-	-	-	-	-	-
18 All Other Services	0.117	0.139	0.193	0.079	0.105	0.150	0.165	0.128	0.287	0.195	0.084	0.144	0.187	0.154
19 Business Services	0.011	0.010	0.010	0.022	0.012	0.013	0.009	0.013	0.011	0.025	0.009	0.015	0.018	0.027
20 Auto Rental And Leasing	0.005	0.004	0.008	0.002	0.002	0.014	0.001	0.002	0.002	0.007	0.001	0.002	0.004	0.002
21 Amusement And Recr Serv	0.006	0.019	0.007	0.004	0.006	0.006	0.009	0.006	0.011	0.009	0.029	0.009	0.010	0.010
22 Government	0.028	0.018	0.019	0.018	0.020	0.022	0.045	0.017	0.106	0.033	0.016	0.019	0.030	0.027
23 Household Income	0.459	0.440	0.627	0.331	0.504	0.634	0.835	0.522	0.851	0.727	0.398	0.822	0.914	0.662
Total	2.15	2.00	2.30	1.85	2.03	2.30	2.45	2.05	2.93	2.63	1.78	2.31	2.55	2.30

	All Other Services	Business Services	Auto Rental And Leasing	Amuse And Recr Serv	Gov't	Household
1 Agnculture	0.006	0.004	0.003	0.015	0.005	0.005
2 Natural Resource Industres	0.000	0.000	0.000	0.001	0.001	0.000
3 Construction	0.026	0.010	0.011	0.015	0.045	0.010
4 Food and Kindred Products	0.013	0.010	0.007	0.018	0.013	0.016
5 All Other Manufacturing	0.075	0.050	0.052	0.044	0.047	0.048
6 All other Transportation	0.012	0.010	0.011	0.011	0.018	0.013
7 Local, Interurban Pass Trans	0.001	0.001	0.001	0.001	0.001	0.001
8 Air Transportation	0.007	0.007	0.004	0.006	0.008	0.007
9 Portland International Airport	0.000	0.000	0.049	0.000	0.002	0.000
10 Transportation Services	0.001	0.001	0.001	0.001	0.001	0.001
11 Communications & Utilities	0.038	0.041	0.034	0.034	0.043	0.025
12 Wholesale Trade	0.025	0.017	0.029	0.018	0.025	0.020
13 Retail Trade	0.058	0.049	0.040	0.051	0.068	0.084
14 Eating & Drinking Places	0.025	0.027	0.018	0.028	0.023	0.029
15 Finance, Insurance, Real Est	0.174	0.128	0.119	0.159	0.125	0.153
16 Hotels And Lodging Places	0.007	0.007	0.004	0.008	0.005	0.008
17 Convention Center	-	-	-	-	-	-
18 All Other Services	1.213	0.165	0.139	0.197	0.172	0.210
19 Business Services	0.029	1.015	0.013	0.046	0.008	0.009
20 Auto Rental And Leasing	0.003	0.003	1.001	0.003	0.002	0.001
21 Amusement And Recr Serv	0.010	0.009	0.006	1.102	0.011	0.013
22 Government	0.030	0.025	0.027	0.031	1.029	0.027
23 Household Income	0.828	0.743	0.514	0.772	0.995	1.286
Total	2.582	2.321	2.083	2.557	2.644	1.965

**Total Employment Change From Unit Direct Change In Sales
(\$millions)**

	Natural Res		Food and Kindred	All Other	All other	Local, Interurban	Portland Intern'l	Trans	Comm & Utilities	Wholesale Trade	Eating & Drinking Places	Finance, Insurance, Real Estate	Hotels And Lodging Places	Conv Center	
	Agric	Ind	Construct	Products	Manuf	Pass Trans	Air Trans	Airport	Services	Trade	Places	Real Estate	Places		
1 Agriculture	16.282	0.339	0.128	0.531	0.037	0.050	0.059	0.045	0.074	0.068	0.036	0.053	0.068	0.088	0.085
2 Natural Resource Industries	0.352	12.402	0.010	0.015	0.015	0.003	0.004	0.004	0.005	0.004	0.008	0.003	0.004	0.004	0.005
3 Construction	0.264	0.222	12.509	0.092	0.128	0.290	0.213	0.174	0.477	0.221	0.282	0.093	0.156	0.145	0.432
4 Food and Kindred Products	0.043	0.031	0.040	5.014	0.033	0.041	0.052	0.043	0.054	0.054	0.026	0.051	0.058	0.283	0.106
5 All Other Manufacturing	0.564	0.393	0.840	0.674	9.246	0.380	0.487	0.480	0.346	0.451	0.255	0.284	0.322	0.346	0.461
6 All other Transportation	0.224	0.109	0.283	0.315	0.172	12.590	0.162	0.153	0.130	0.170	0.134	0.100	0.125	0.164	0.149
7 Local, Interurban Pass Trans	0.014	0.013	0.020	0.011	0.015	0.027	28.503	0.017	0.030	0.073	0.013	0.018	0.033	0.029	0.022
8 Air Transportation	0.035	0.039	0.039	0.023	0.038	0.042	0.041	8.149	0.059	0.231	0.026	0.042	0.047	0.035	0.048
9 Portland International Airport	0.005	0.004	0.008	0.003	0.003	0.011	0.004	0.210	12.734	0.013	0.006	0.004	0.024	0.016	0.010
10 Transportation Services	0.013	0.008	0.015	0.015	0.011	0.303	0.010	0.073	0.010	12.526	0.009	0.011	0.009	0.010	0.010
11 Communications & Utilities	0.183	0.095	0.116	0.138	0.144	0.146	0.101	0.150	0.517	0.232	4.920	0.097	0.151	0.143	0.341
12 Wholesale Trade	0.815	0.486	0.971	0.893	0.712	0.452	0.507	0.429	0.314	0.353	0.193	18.282	0.302	0.701	0.439
13 Retail Trade	1.161	1.092	2.408	0.808	1.220	1.641	2.113	1.314	4.295	1.776	0.973	1.971	38.753	1.600	3.586
14 Eating & Drinking Places	0.491	0.461	0.737	0.398	0.559	0.759	0.842	1.337	0.789	1.902	0.437	0.771	1.088	37.079	9.291
15 Finance, Insurance, Real Est	1.512	1.155	1.003	0.578	0.741	1.170	1.216	0.989	2.599	2.433	0.707	1.017	1.449	1.275	1.715
16 Hotels And Lodging Places	0.131	0.162	0.175	0.085	0.147	0.163	0.166	0.121	0.181	0.206	0.091	0.182	0.200	0.141	0.168
17 Convention Center	-	-	-	-	-	-	-	-	-	-	-	-	-	-	7.670
18 All Other Services	2.674	3.174	4.399	1.810	2.393	3.422	3.765	2.917	6.541	4.443	1.904	3.287	4.283	3.502	6.790
19 Business Services	0.247	0.231	0.232	0.502	0.279	0.283	0.214	0.288	0.248	0.571	0.197	0.328	0.403	0.619	0.348
20 Auto Rental And Leasing	0.072	0.053	0.115	0.025	0.028	0.210	0.022	0.032	0.026	0.113	0.018	0.026	0.054	0.028	0.027
21 Amusement And Recr Serv	0.206	0.661	0.242	0.141	0.203	0.248	0.303	0.217	0.386	0.320	1.017	0.303	0.351	0.369	0.354
22 Government	0.676	0.482	0.498	0.471	0.536	0.575	1.178	0.449	2.791	0.864	0.428	0.501	0.779	0.702	2.566
Total	25.942	21.613	24.785	12.539	16.658	22.787	39.964	17.590	32.605	27.023	11.657	27.424	48.640	47.330	34.624

	All Other Services	Business Services	Auto Rental And Leasing	Amuse And Recr Serv	Gov't	Household
1 Agriculture	0.093	0.055	0.045	0.228	0.078	0.079
2 Natural Resource Industries	0.005	0.004	0.003	0.007	0.008	0.005
3 Construction	0.320	0.130	0.133	0.192	0.564	0.121
4 Food and Kindred Products	0.061	0.048	0.033	0.076	0.061	0.078
5 All Other Manufacturing	0.613	0.405	0.423	0.354	0.384	0.391
6 All other Transportation	0.132	0.112	0.122	0.121	0.203	0.149
7 Local, Interurban Pass Trans	0.025	0.028	0.023	0.029	0.023	0.024
8 Air Transportation	0.054	0.055	0.036	0.052	0.051	0.058
9 Portland International Airport	0.006	0.005	0.625	0.005	0.026	0.005
10 Transportation Services	0.010	0.010	0.008	0.010	0.015	0.011
11 Communications & Utilities	0.181	0.191	0.158	0.159	0.201	0.118
12 Wholesale Trade	0.449	0.299	0.525	0.322	0.458	0.360
13 Retail Trade	2.126	1.792	1.453	1.870	2.422	3.077
14 Eating & Drinking Places	0.912	0.983	0.671	0.963	0.844	1.046
15 Finance, Insurance, Real Est	1.658	1.213	1.131	1.507	1.190	1.450
16 Hotels And Lodging Places	0.258	0.259	0.132	0.284	0.193	0.238
17 Convention Center	-	-	-	-	-	-
18 All Other Services	27.639	3.769	3.175	4.497	3.929	4.779
19 Business Services	0.651	22.880	0.296	1.038	0.180	0.201
20 Auto Rental And Leasing	0.047	0.046	15.078	0.041	0.026	0.021
21 Amusement And Recr Serv	0.339	0.325	0.209	38.818	0.373	0.455
22 Government	0.798	0.652	0.720	0.824	27.132	0.708
Total	36.376	33.261	25.002	51.397	38.362	13.373

**Total Income Change From Unit Direct Change In Sales
(\$millions)**

	Natural Res		Food and Kindred	All Other	All other	Local, Interurban	Portland Internl	Trans	Comm & Utilities	Wholesale Trade	Retail Trade	Eating & Drinking Places	Finance, Insurance, Real Estate	Hotels And Lodging Places	Conv Center
	Agnc	Ind	Construct	Products	Manuf	Pass Trans	Air Trans	Airport	Services						
1 Agriculture	0.230	0.005	0.002	0.007	0.001	0.001	0.001	0.001	0.001	0.001	0.001	0.002	0.001	0.001	0.001
2 Natural Resource Industres	0.007	0.237	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000
3 Construction	0.007	0.006	0.344	0.003	0.003	0.008	0.008	0.005	0.013	0.008	0.007	0.003	0.004	0.011	0.004
4 Food and Kindred Products	0.001	0.001	0.001	0.147	0.001	0.001	0.002	0.001	0.002	0.002	0.001	0.002	0.008	0.001	0.002
5 All Other Manufacturing	0.020	0.014	0.030	0.024	0.335	0.013	0.018	0.017	0.013	0.018	0.009	0.010	0.012	0.013	0.005
6 All other Transportation	0.007	0.003	0.009	0.010	0.008	0.405	0.005	0.005	0.004	0.005	0.004	0.003	0.004	0.005	0.002
7 Local, Interurban Passenger	0.000	0.000	0.000	0.000	0.000	0.001	0.577	0.000	0.001	0.001	0.000	0.000	0.001	0.001	0.000
8 Air Transportation	0.001	0.001	0.001	0.001	0.001	0.002	0.002	0.313	0.002	0.009	0.001	0.002	0.002	0.001	0.001
9 Portland International Airport	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.007	0.402	0.000	0.000	0.000	0.001	0.001	0.000
10 Transportation Services	0.000	0.000	0.000	0.001	0.000	0.010	0.000	0.002	0.000	0.414	0.000	0.000	0.000	0.000	0.000
11 Communications & Utilities	0.010	0.005	0.006	0.007	0.008	0.008	0.005	0.008	0.027	0.012	0.257	0.005	0.008	0.007	0.003
12 Wholesale Trade	0.028	0.017	0.033	0.031	0.024	0.018	0.017	0.015	0.011	0.012	0.007	0.628	0.010	0.024	0.005
13 Retail Trade	0.021	0.020	0.043	0.014	0.022	0.029	0.038	0.023	0.077	0.032	0.017	0.035	0.892	0.029	0.013
14 Eating & Drinking Places	0.006	0.005	0.008	0.005	0.006	0.009	0.010	0.015	0.009	0.022	0.005	0.009	0.012	0.421	0.005
15 Finance, Insurance, Real Est	0.027	0.021	0.018	0.010	0.013	0.021	0.022	0.018	0.047	0.044	0.013	0.018	0.026	0.023	0.194
16 Hotels And Lodging Places	0.002	0.003	0.003	0.002	0.003	0.003	0.003	0.002	0.003	0.004	0.002	0.003	0.004	0.003	0.002
17 Convention Center	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
18 All Other Services	0.061	0.073	0.101	0.042	0.055	0.079	0.087	0.067	0.150	0.102	0.044	0.076	0.098	0.080	0.044
19 Business Services	0.006	0.005	0.005	0.011	0.006	0.006	0.005	0.008	0.006	0.013	0.004	0.007	0.009	0.014	0.004
20 Automobile Rental And Leas	0.001	0.001	0.002	0.000	0.001	0.004	0.000	0.001	0.000	0.002	0.000	0.000	0.001	0.001	0.000
21 Amusement And Recreation	0.003	0.008	0.003	0.002	0.003	0.003	0.004	0.003	0.005	0.004	0.013	0.004	0.004	0.005	0.002
22 Government	0.019	0.013	0.014	0.013	0.015	0.018	0.032	0.012	0.077	0.024	0.012	0.014	0.021	0.019	0.009
23 Household Income	0.000	0.000	0.001	0.000	0.001	0.001	0.001	0.001	0.001	0.001	0.000	0.001	0.001	0.001	0.000
Total	0.459	0.440	0.627	0.331	0.504	0.634	0.835	0.522	0.851	0.727	0.398	0.822	0.914	0.662	0.301

	All Other Services	Business Services	Auto Rental And Leasing	Amuse And Recr Serv	Govt	Household
1 Agriculture	0.001	0.001	0.001	0.003	0.001	0.001
2 Natural Resource Industres	0.000	0.000	0.000	0.000	0.000	0.000
3 Construction	0.009	0.004	0.004	0.005	0.016	0.003
4 Food and Kindred Products	0.002	0.001	0.001	0.002	0.002	0.002
5 All Other Manufacturing	0.022	0.015	0.015	0.013	0.014	0.014
6 All other Transportation	0.004	0.004	0.004	0.004	0.007	0.005
7 Local, Interurban Pass Trans	0.001	0.001	0.000	0.001	0.000	0.000
8 Air Transportation	0.002	0.002	0.001	0.002	0.002	0.002
9 Portland International Airport	0.000	0.000	0.020	0.000	0.001	0.000
10 Transportation Services	0.000	0.000	0.000	0.000	0.000	0.000
11 Communications & Utilities	0.009	0.010	0.008	0.008	0.010	0.006
12 Wholesale Trade	0.015	0.010	0.018	0.011	0.016	0.012
13 Retail Trade	0.038	0.032	0.026	0.033	0.043	0.055
14 Eating & Drinking Places	0.010	0.011	0.008	0.011	0.010	0.012
15 Finance, Insurance, Real Est	0.030	0.022	0.021	0.027	0.022	0.028
16 Hotels And Lodging Places	0.005	0.005	0.002	0.005	0.004	0.004
17 Convention Center	-	-	-	-	-	-
18 All Other Services	0.635	0.087	0.073	0.103	0.090	0.110
19 Business Services	0.015	0.515	0.007	0.023	0.004	0.005
20 Auto Rental And Leasing	0.001	0.001	0.282	0.001	0.000	0.000
21 Amusement And Recr Serv	0.004	0.004	0.003	0.494	0.005	0.008
22 Government	0.022	0.018	0.020	0.023	0.747	0.019
23 Household	0.001	0.001	0.001	0.001	0.001	0.001
Total	0.828	0.743	0.514	0.772	0.995	0.288



APPENDIX C

MICRO IMPLAN/Q AND ECONOMIC MULTIPLIERS

DESCRIPTION OF MULTIPLIERS

Micro IMPLAN/Q generates two types of multipliers, "Type I" and "Type III". It is possible to estimate "Type II" multipliers, but Micro IMPLAN/Q does not provide them as they generally overestimate the impacts of a change in final demand. The difference between the three types of multipliers, and how they are calculated, is described below.

Leontief Inverse

Derivation of the multipliers is done by calculating the $(I-A)$ inverse, where I = the identity matrix, and A is the transactions matrix. The result is a matrix of "total requirements coefficients", or the amount each industry in the economy is required to produce (directly and indirectly) in order for the purchasing industry to deliver one dollar's worth of output to final demand. The Leontief Inverse calculated in Micro IMPLAN/Q is an "Open Model", that is, household consumption is included as a component of final demand rather than as an industry. This means that the induced effects are not explicit within the model and must be calculated by some method other than the inversion technique.

Type I Multipliers

The Leontief Inverse is a matrix of Type I multipliers - the direct effect (produced by a change in final demand) plus the indirect effect divided by the direct effect. Increased demands are assumed to lead to increased employment and population, with the average income level remaining constant.

Type II Multipliers

The sum of the direct, indirect, and induced effects divided by the direct effect yields Type II multipliers. This is done for a "Closed Model" - households are brought into the transactions matrix as an industry, and the resulting matrix is inverted in the same manner as the Open Model. The total requirements coefficients for the Closed Model, therefore, include induced effects in addition to direct and indirect effects. Since households are defined as a production sector, the relationship between changes in final demand and household expenditures is linear, in the same way as industrial production functions are linear. The assumption is that an increase in output will raise income levels, and therefore increase household spending proportionately.

Population is assumed stable. Thus, if household income doubles, all household purchases ("inputs" to the household sector) will also double. Since this multiplier tends to overestimate economic impacts, Micro IMPLAN does not calculate it.

Type III Multipliers

The Micro IMPLAN/Q Type III multiplier is a modification of the Type III multiplier developed by Miernyk in The Elements of Input-Output Analysis (1965). The IMPLAN/Q Type III compares direct, indirect, and induced effects to the direct effects generated by a change in final demand (direct + indirect + induced, all divided by direct). The Type III (Open Model) induced effects are quite different from the induced effects of a Type II multiplier. To minimize the over-estimation that occurs with a linear consumption function, IMPLAN/Q estimates Type III induced effects based on the changes in employment and population. The resulting multipliers are typically five to fifteen percent smaller than Type II multipliers. To estimate induced effects, IMPLAN/Q first converts direct and indirect effects to changes in employment

based on each sector's employment-to-output ratio. Employment change is then multiplied by the region's population-to-employment ratio, converting it into population change. Population change is multiplied by average regional per-capita consumption rates by sector to estimate the regional household consumption generated by the initial final demand changes. This change in household consumption is treated as an additional set of final demand changes and are multiplied by the Leontief Inverse matrix to generate the first round of induced (additional direct and indirect) effects. In order to capture successive rounds of induced effects, the procedure is repeated until the population changes by fewer than 10 people. Often, induced effects are larger than indirect effects.

Output Multipliers

A Type III output multiplier represents the value of production (from direct, indirect and induced effects) required from all sectors by a particular sector to deliver one dollar's worth of output. Note that the size of the multiplier is not a measure of the amount of activity or the importance of a given industry for the economy, rather it is an estimation of what would happen if that industry's sales to final demand increased or decreased. In this way, output multipliers can be used to gauge the interdependence of sectors; the larger the output multiplier, the greater the independence of the sector on the rest of the regional economy.

Employment Multipliers

The Type III employment multiplier estimates the direct, indirect, and induced effects on employment from the production of one dollar of output. Employment figures are in terms of full time equivalents.

Personal Income Multipliers

A Type III personal income multiplier is the direct, indirect and induced employee compensation divided by the direct employee compensation (generated by one dollar of final output).