

# Business Case



## ORENCO SYSTEMS®



“Douglas County has been a good platform for growth: readily available commercial sites, supportive community, hard-working employees, and a fantastic quality of life to offer new recruits.”

– JEFF BALL, Vice President



### COMPANY BASICS

Since 1981, **Orenco Systems®** has been designing, manufacturing, and selling leading-edge decentralized wastewater technologies for individual properties, subdivisions, and communities. The company has literally “written the book” on several technologies and devices, including the development of effluent sewer collection systems and engineered textile treatment systems (an advanced alternative to sand filters).

#### Key Products/Product Lines:

- Wastewater collection systems (watertight fiberglass tanks, effluent sewers)
- In-tank filtration systems (effluent filters, pumping packages)
- Secondary and tertiary treatment systems (AdvanTex® textile filters, sand filters, nitrogen-reduction systems, disinfection devices)
- Advanced electrical controls, OEM controls
- Asset management, online management systems
- Miscellaneous accessory products, tools, fittings, adhesives

### GROWING IN DOUGLAS COUNTY

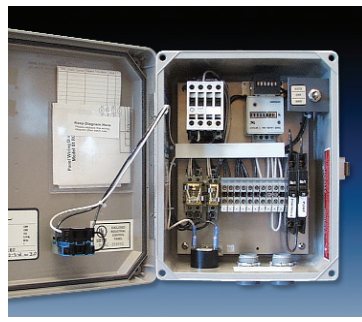
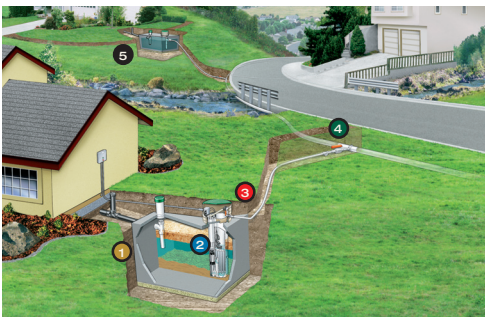
The company was a “garage startup” during the depths of one of Oregon’s worst recessions but has grown to occupy nearly 300,000 square feet of facilities, including their 26-acre headquarters in Sutherlin, Oregon. Orenco anticipated and weathered the recent near-collapse of residential construction in the United States by continued development and growth of larger-scale wastewater systems for the commercial and municipal markets. Orenco is one of the world leaders in “effluent collection” systems, where dispersed settlement tanks are combined with low-cost centralized treatment of liquid effluent, only. This arrangement achieves compliance with the strictest environmental standards at a fraction of the cost of installing a more traditional gravity sewer.

Orenco employs about 250 people, including field representatives scattered around the U.S. With more than 150 world-wide points of distribution, Orenco systems and products have been installed in 60 countries. Annual sales top \$30 million and the mostly local payroll is \$9 million.

The company remains vital and successful in large part thanks to the development and retention of world class technical talent. The company holds about a dozen patents, with additional patents pending. Roughly 15% of the company’s workforce — more than 30 individuals — are scientists or engineers.



*continued on back*



continued from front

Orenco has a very successful electronic controls division, supported by half a dozen electrical engineers. And the company continues to break ground in production technology, including injection mold casting of fiberglass tanks and components. Orenco operates an active training program — led by a former professor at the University of Arkansas — with workshops that serve thousands of wastewater industry professionals each year.

### WHY DOUGLAS COUNTY?

While a great deal of Orenco's product is installed east of the Rockies, the company's owners are committed to living in Douglas County — with its great weather and fabulous outdoor recreational opportunities. And they are committed to raising the next generation of their families here.

The appeal of the area helps the company to recruit — and retain — the talent that is critical to continued innovation and company success. So do the new employee and employee retention programs offered by Umpqua Training & Employment (UT&E) and Umpqua Community College (UCC). For example, UT&E has sponsored a composites training program for Orenco's new production employees and both organizations have teamed up to offer a lead-tech training program for advancement of existing employees.

In addition, access to I-5 and major ports provides the necessary connection to suppliers and markets. Orenco's new larger-scale treatment tanks are sized to ship in a standard cargo container, and will be delivered to overseas markets through the Port of Portland (just 2.5 hours to the north).

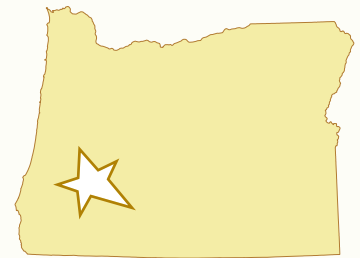
### THE BOTTOM LINE

*"My father — Hal Ball — and Terry Bounds both saw an opportunity to meet the need for better decentralized wastewater treatment solutions by establishing and growing a company here in the Umpqua Valley. Orenco's success is due to their vision — and our continued efforts to respond to new opportunities with cutting-edge design and innovation. Douglas County has been a good platform for that growth: readily available commercial sites, supportive community, hard-working employees, and a fantastic quality of life to offer new recruits." — Jeff Ball, Vice-President*

### ECONOMIC DEVELOPMENT PROGRAMS USED

- **Enterprise Zone tax incentives**
- **UCC worker training assistance**
- **UT&E recruitment and training assistance; summer work program for youth**
- **Purchase of former public land (company headquarters is on a former public airport converted to an industrial park)**

*The new employee and employee incentive programs offered by UT&E and UCC are critical to continued innovation and company success.*



*For more information about doing business in Douglas County, please contact:*

**Umpqua Economic Development Partnership**

**Alex Campbell**

**Executive Director**

**email:** alexc@uedpartnership.org

**Toll Free:** 800.210.9032

**web:** www.uedpartnership.org

See also [www.orenco.com](http://www.orenco.com) for more info.

