

Print

Klamath County Economic Development Grant Application - Submission #1345

Date Submitted: 9/29/2020

Title of Project*

Ceramics Additive Manufacturing Expansion

Funds Requested*

30000

Grant Manager/Contact*

William Wiessmeyer

Organization Applying*

Viowiess Co (www.viowiess.com)

Applicant Type*

Please check one

Non Profit

Private Business

Tribe

Other

Phone Number*

18605081466

Email Address*

williamw@viowiess.com

Address

1114 E Main St

City

Klamath Falls

State

OR

Zip Code

97601

Brief Description of Project*

The purpose of the project is to expand the additive manufacturing capabilities of Viowiess CO to include ceramic, clay, concrete, and proprietary aggregates in support of building out an R&D capacity for our product lines of agricultural, home & garden, civic, and residential/commercial building products.

By end of year 1 the goal is to have at least 1 product line of decorative tile or agricultural pottery that will be sold through both new and existing Viowiess CO distribution channels.

To learn more about Viowiess CO please visit www.viowiess.com.

Please see the included project plan for milestones and outcomes.

Also provide a project schedule if possible.

Explain the source of all funds for this project*

Total Project Cost: \$86,900 with backing of \$19,000 in personal/business funds and \$21,900 in already-secured EIDL funds. In-kind volunteer labor is valued at \$16,000. The remaining County Grant request of \$30,000 will make this project both possible and successful.

On reduced budget, some R&D equipment, raw material purchases, and site improvements may be scaled back.

Please review the detailed project budget for a further breakdown of project costing and financing. There will be no option to add a public viewing area for the large robotic arm if the budget is reduced during this phase.

In addition to this answer, a project budget is necessary. A detailed budget is not required; in the box below provide a general financial description. Identify how this project would be modified if only partial funding from the County is obtained. Be sure to include the required 30% cash match in your budget

Explain what exactly the project funds (and especially the county funds) will pay for*

The project funds will be used to purchase additive manufacturing equipment (3D printers), raw materials, and non-structural workspace modifications to the physical building plan in support of safely operating a large commercial ceramic 3D printer.

Additionally, funds are to be used to pay a monthly \$1200 stipend to 4 interns during the 2021 summer internship program.

County funds will be used for the procurement of the primary robotic arm and a rapid prototyping machine, both which will be purchased from US manufacturers.

Identify how this project would be modified if only partial funding from the County is obtained. Be sure to include the required 30% cash match in your budget

Identify the specific economic development benefits from this project*

Viowiess CO will R&D affordable and structurally fire-resistant housing components under this project while using the same technology to localize production of commercial agricultural, construction, and consumer goods typically imported into the region.

Reference to economic development objectives in section 5 in grant memorandum

Identify how this project is consistent with regional or local economic development plans*

Creates high tech manufacturing jobs and brings emerging markets, skills, and revenue streams to the local economy.

3D printed aggregates, in combination with new building standards and materials, are already forming part of the solution to the affordable housing crisis in the US and 3D printed construction techniques particularly lend themselves to high desert environments.

Additionally, large 3D-printed ceramics, concrete, and composite structures will make more fire-proof construction an affordable building option in the region.

<http://www.scoedd.org/docs/2013%2020CEDs%20Final.pdf>

Describe the prospective applicant's experience in administering and/or delivering similar types of projects*

I spent my first career leading over 30 teams on multi-million dollar software and hardware projects for companies including Nike (see Nike.net), Lowe's (see Lowe's.ca), and Qumulo (see Hybrid SSD).

I am uniquely qualified to deliver this project and am happy to answer, in full, any questions pursuant to the signature of an NDA.

Describe how the prospective applicant intends to publically acknowledge the assistance received from the County:*

Press release, social media, site tours (if requested), speaking events (if requested).

At a minimum, the applicant will provide a press release to local media

Let us know of any questions, comments or concerns that you would like to give us about the Economic Development Grant Program or any feedback you would like to offer

Thank you for making this opportunity possible in #KFalls

Supporting Docs (put them all in one file)*

Viowies Co 2020 Economic Grant Application.pdf

Proof of federal tax id (if one is issued, do not upload docs for SSN) ***Entity's W-9 form (omit SSN) ***Grant Budget - Use the grant budget template provided ***Support letters - All entities are required to obtain support from 3 businesses/organizations ***If your grant project involves signage of any kind, you are required to gather and submit letters from all required local, regional or state sign authorities involved demonstrating approval to place signage on their land/property during the timeframe of the grant ***If your grant project involves infrastructure development/construction you must include plan drawings and approval from permitting authorities if required locally ***These documents must be uploaded as ONE pdf document.

Insurance Requirements

Insurance Acord 25-S with County required minimums, Klamath County as additional insured, additional insured endorsement, proof of workers comp and auto coverage (if needed). If no employees or autos will be used for grant fulfillment, a document on letterhead stating no employees or autos will be used for grant fulfillment must be submitted.

Electronic Signature Agreement*

By checking the "I agree" box below, you agree and acknowledge that 1) your application will not be signed in the sense of a traditional paper document, 2) by signing in this alternate manner, you authorize your electronic signature to be valid and binding upon you to the same force and effect as a handwritten signature, and 3) you may still be required to provide a traditional signature at a later date.

I agree.

Electronic Signature

William B Wiessmeyer

Date and Time*

9/29/2020

9:00 AM

ECONOMIC DEVELOPMENT GRANT APPLICATION COVER PAGE

Title of Project: Viowiess Ceramics Manufacturing Expansion
Funds Requested: \$30,000
Organization Applying: Viowiess Co
Grant Manager: William Wiessmeyer
Phone Number: 860 508 1466
Email Address: williamw@viowiess.com
Mailing Address: 1114 E. Main St., Klamath Falls, OR 97601
Brief Description of Project: Ceramics robotics arm procurement

The undersigned, as applicant, declares that he/she has carefully examined the requirements of the Klamath County Economic Development Grant Application packet and agrees, if the application is funded that applicant will enter into an agreement with Klamath County to furnish the services as specified, in accordance with the grant application attached.

Signature of Applicant William Wiessmeyer Date 9/27/2020

If the applicant is requesting funds on behalf of an organization, the application must be approved by that organization.

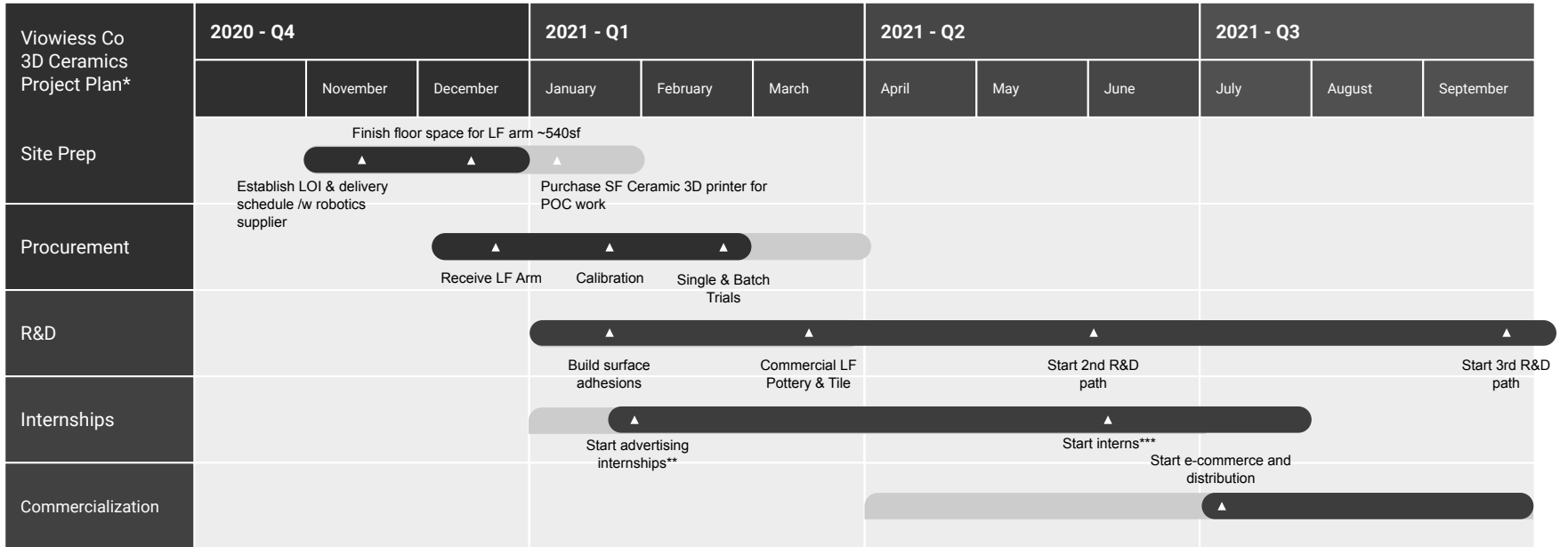
Authorized Signature of Organization Rep William Wiessmeyer Date 9/27/2020

Klamath County Economic Development Grant Application Project Budget

	Comit	Pending	Total	Actual	Comments/Explanations
INCOME					
County Grant Request		\$30,000			
Cash Revenues -					
Source: EIDL		\$21,900			
Source: 30% Match		\$9,000			personal savings
Source: Viowies Co Revenue		\$10,000			product sales
Total Cash Revenues	-	\$70,900	-	-	
In-Kind Revenues:					
Source: Intern Labor		\$16,000			2mo 4x internship program
Source:					
Source:					
Total In-Kind Revenues	-	\$16,000	-	-	
Total Revenue	-	\$86,900	-	-	
EXPENSES					
Cash Expenses -					
Personnel costs		\$9,600			intern stipends
Travel costs		\$0			
Materials and supplies		\$6,750			
Professional services		\$6,000			mount and mobile build platform construction
Other: LF Ceramic 3D Printer	-	\$27,500	-	-	9'D x 7'Z build space
Other: SM Ceramic 3D Printer		\$5,550			prototyping / hacking
Other: LF FDM 3D Printer		\$10,500			3' x 3' x 3' build space
Other: 220V LF Kiln		\$5,000			min 4' x 4' enclosure
Total Cash Expenses	-	\$70,900	-	-	
In-Kind Expenses					
Incubator Labor		\$16,000			2mo 4x Incubator interns
Other:					
Other:					
Other:					
Other:					
Other:					
Total In-Kind Expenses	-	\$16,000	-	-	
Total Expenses	-	\$86,900	-	-	
Net Income<Expense>	-	\$0	-	-	

NOTES

- Be as specific as possible; provide explanation to help clarify budget items**
- Use the "Actual" column when preparing your final report; submit this form with the final report**
- Use additional space or lines if necessary to provide complete information**
- Value all volunteer labor at \$12.50 per hour for in-kind revenues and expenses.**



Legend:

- ▲ Slack
- ▲ Critical Path

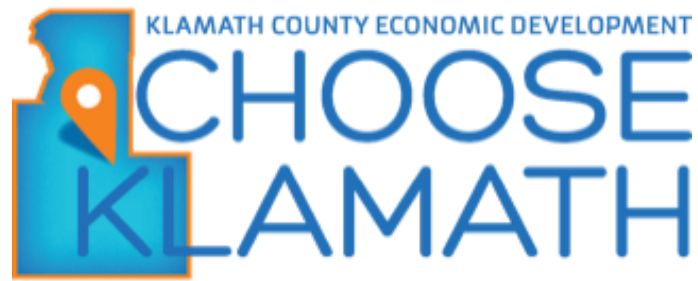
Notes:

*Confidential work product. Intended for Klamath County Finance Dept. and SCOEDD for the sole purpose of Klamath Economic Grant application: <http://www.klamathcounty.org/FormCenter/Finance-20/Economic-Development-Grant-Application-96>

- **Prefer KCC or OIT students with:
- 1) 1 engineering track degree,
 - 2) 1 business track degree,
 - 3) 1 public service track degree,
 - 4) 1 arts track degree.

***The internship is meant to present exceptional individuals a master's level learning experience focused on business development and product commercialization and entrepreneurship.





September 28, 2020

To: Klamath BOCC / Economic Development Grant Committee

From: Randy Cox, KCEDA

RE: Letter of Support – Viowiess Grant Application

Dear Klamath BOCC and Grant Committee Members,

I am writing on behalf of the Klamath County Economic Development Association (KCEDA) to endorse the County grant application submitted by Viowiess Co. As you know, KCEDA is the area's lead economic development agency, focused on being a proactive force in business recruitment, retention, expansion, and scalable entrepreneurship. In the work we do, we strive to catalyze a flourishing economic climate, where area organizations have the best opportunities to be successful. As we seek to diversify and enhance the components of our economy, it is critical that we as a community invest in knowledge-based employers that can fill industry gaps present within the area, especially when it comes to small business start-ups.

To shape our community into an “entrepreneurial haven”, it is important that our area leadership recognize opportunities, such as this, and utilize them to show aspiring entrepreneurs that Klamath County is an economy that welcomes and supports start-up businesses. In addition, our region has frequently established that development of “traded-sector” enterprise is a top priority. KCEDA believes the Viowiess Company perfectly fits the definition of traded sector industry, having the potential to create primary jobs and inject new capital resources within the economy through their international distribution platform. We believe this project will foster added growth to our High Tech and Advanced Manufacturing sectors, providing Klamath a multitude of economic benefits. Listed below, we have provided an outline of what we believe some of the main benefits are to supporting this project:

- **Market Diversification & Emerging Industry:** During COVID-19, the fears of a national recession have been revisited, where locally, it has had community leaders ponder an economic downturn could affect our Southern Oregon region. To ensure market resiliency in such times, industry diversification is required; negative impacts are further mitigated if that diversification can consist of industry that is in an emerging market or field. Supporting entities that will grow our High Tech and Advanced Manufacturing sectors provides Klamath County more and more economic security; these companies are often associated with the highest spin-off job multipliers of any market, posing substantial opportunity for subsequent economic benefit to occur.
- **Partnerships w/Higher Education & Corporations:** One goal that has been a focal point for many stakeholders throughout Klamath County is to develop “supply chains” between the talent pools of our higher education institutions and our local employers. Creating bridges between these groups is

key to maintaining workforce stability in Klamath County and is an essential variable in making our region's employers their most dynamic. Viowiess is innovation driven, placing significant emphasis on R&D as they grow their business on a parallel path. They will be using Oregon Tech students as interns, offering these individuals to apply their education through assisting Viowiess in a "hands-on" setting. Additionally, they have expressed interest in future partnerships with Wood Products companies in the area like JELD-WEN. In this regard, Viowiess' partnership efforts and vision create a template for Klamath County that should be celebrated and expanded upon for other businesses in the area to replicate.

- **Housing Development:** 3D Printing technology of this type lends itself to creating a better Klamath, particularly if you consider the long-term possibilities this technology offers as it relates to future housing development. There is over \$1.2B in new construction taking place over the course of 24 months within Klamath County, and even more development is expected to take place on top of that figure over the next few years. Rising business development means higher demand for homes, and with the County's current shortage, available and affordable housing only becomes more important to the economic vitality of this region; important note is how the housing stock can become more disproportionate if Klamath County becomes severely impacted by wildfires. Viowiess Co. mission is to ultimately make affordable and structurally fire-resistant housing components, using that same technology to localize additional production. This can help accelerate the region's ability to develop housing and combat wildfire risk on a major level.

Having learned many details about the future plans of their business and reviewed their grant application, we at KCEDA wholeheartedly believe the Viowiess Co. is a worthy destination for these funds to be deployed. Thank you for giving this letter of support your thorough consideration. If there are questions or thoughts related to this matter of which you would like to discuss with our offices, please do not hesitate to contact our team (541.882.9600).

Respectfully,



Randy G. Cox
CEO, KCEDA

September 22, 2020

Dear Grants Committee:

As a business lender for Craft3, a regional community development financial institution, based in Klamath Falls, I am acutely aware of the need for more living wage manufacturing jobs, educational internships, and workforce housing. Companies like Viowiess Co that have innovative ideas backed by experience and dedication to the community to create positive change are a huge benefit to Klamath Falls.

I support Viowiess Co's request for funding to expand their additive manufacturing capabilities to include ceramic, clay, concrete and proprietary aggregates in support of building out an R&D capacity for product lines of agricultural, home and garden, civic and residential/commercial building products. I believe this project is important because of the real difference it can make in the economic development of the Klamath community.

The purchase of the primary robotic arm used with 3D printers and raw materials will help Viowiess Co create structurally fire-resistant housing components while using the same technology to localize production of commercial agricultural, construction and consumer goods typically imported into the region. Viowiess Co also plans to have local interns learning the processes adding an important educational element to the project.

I have personally witnessed William Wiessmeyer's dedication to the local community while working with the Mills Neighborhood Association (MNA). William meets monthly with the MNA participating in decision making to make the community for the people who live there and businesses a better place. He volunteers time in his warehouse to manufacture special products for MNA events as well as other volunteer activities. William has many years in his industry and is visionary, hardworking and committed.

Please give this proposal your full consideration. If you have any questions I can answer, feel free to contact me at (541) 601-4282.

Sincerely,

Stephanie Hirche

VP, Business Lender

Craft3

Other local organizations I am involved with for reference: Klamath Falls Rotary Secretary, KCEDA Executive Board Secretary, Klamath Housing Authority board member, Klamath Idea, Catalyze Klamath judge.

September 23, 2020

For your consideration

We would like to submit this letter of recommendation on behalf of William Wiessmeyer at Viowieiss Co. for the purpose of obtaining the Klamath County Economic Development Grant. We are familiar with Mr. Weissmeyer as a local business owner in Klamath falls with international clientele. William commits himself to community building through his involvement and event coordinating with the Mills Neighborhood Association and consistently brings ideas and opportunity to the discussion. He has volunteered his time and expertise with his equipment to participate in local beautification processes.

We believe, should William receive the grant, that the funds would further enable him to improve our community through job expansion, a greater product availability, and locally made components that support affordable construction of both housing and commercial projects, and agricultural needs.

The field of 3D printing as an emerging market brings countless, unthought of, possibilities to a community in regards to employment, services, purchase of local supplies, education, revenue, and local tech advancement. Please consider Vioweiss Co. for this grant as we are excited to see this next level of capability and what it could be utilized for to benefit our community.

Thank
you

Patrick Sullivan Local General Contractor Mills
Neighborhood Association (Vice President)