

# Associate Development Organizations 2022 Report



Annual report required per RCW 43.330.082

**OFFICE OF ECONOMIC  
DEVELOPMENT &  
COMPETITIVENESS**

April 14, 2023

Report to the Legislature

**Director Mike Fong**

# Acknowledgments

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# Authorizing Legislation

**RCW 43.330.082 requires Commerce develop a report on specified performance metrics of Associate Development Organizations (ADOs) as follows:**

(1)(a) Contracting associate development organizations must provide the department with measures of their performance and a summary of best practices shared and implemented by the contracting organizations. Annual reports must include the following information to show the contracting organization's impact on employment and overall changes in employment: Current employment and economic information for the community or regional area produced by the employment security department; the net change from the previous year's employment and economic information using data produced by the employment security department; other relevant information on the community or regional area; the amount of funds received by the contracting organization through its contract with the department; the amount of funds received by the contracting organization through all sources; and the contracting organization's impact on employment through all funding sources. Annual reports may include the impact of the contracting organization on wages, exports, tax revenue, small business creation, foreign direct investment, business relocations, expansions, terminations, and capital investment. Data must be input into a common web-based business information system managed by the department. Specific measures, data standards, and data definitions must be developed in the contracting process between the department and the contracting organization every two years. Except as provided in (b) of this subsection, performance measures should be consistent across regions to allow for statewide evaluation.

(b) In addition to the measures required in (a) of this subsection, contracting associate development organizations in counties with a population greater than one million five hundred thousand persons must include the following measures in reports to the department:

(i) The number of small businesses that received retention and expansion services, and the outcome of those services;

(ii) The number of businesses located outside of the boundaries of the largest city within the contracting associate development organization's region that received recruitment, retention, and expansion services, and the outcome of those services.

## Associate Development Organizations

ADOs serve as the local economic development partners for Washington State Department of Commerce (Commerce). ADOs are local organizations designated by each county to coordinate business recruitment, retention and expansion activities within their service areas, as well as provide export assistance. ADOs also support research, planning, and implementation of regional and local economic development strategies.

Commerce negotiates ADO contracts on a biennial basis. This negotiation process requires ADOs and Commerce staff to jointly determine and agree upon target goals for a set of performance measures for each county. Currently, Commerce maintains contracted partnerships with the 35 ADOs that oversee the state's 39 counties.

## Highlights

- During the pandemic, ADOs served as a critical lifeline to county and local economies, supporting state-mandated public health orders during the COVID-19 pandemic and public health emergency, while assisting business in reopening, recovering and rebuilding. In many cases, ADOs performed outreach to

the business community to build awareness of federal and state grant opportunities, particularly the Working Washington Small Business Emergency grants.

- The collective Business Retention and Expansion (BRE) engagements activity level around the state for all ADOs follows:

**Table 1: ADO business retention and expansion statewide**

Fiscal Year	Business retention and expansion (BRE) - engagements
2019	3,568
2020	11,597
2021	19,426
2022	3,854
<b>Total</b>	<b>38,445</b>

\*Reflects COVID-19 Assistance for FY20 and FY21

- The work of ADOs will continue to change as the emerging innovation economy unfolds. The pandemic will accelerate economic disrupters such as automation, 5G cellular networks, artificial intelligence, internet of things, and advanced manufacturing. The work of ADOs will become even more essential to help small businesses adapt to rapidly changing economic conditions, especially in rural and underserved communities.
- ADOs are actively engaged in supporting the state's efforts to reduce barriers to historically underserved populations participating in grant programs, redressing inequities in existing policies and programs, and improving the equitable delivery of resources and benefits of programs and services. This focus on diversity, equity and inclusion reflects Commerce's priority in ensuring that its work, and that of its local economic development organizations, reflects the people it serves and meets their needs.
- For this reporting cycle, Commerce used data from the [Employment Security Department](#) and data provided by ADOs to provide the employment and other related economic data described in RCW 43.330.082(1). More information is in the [ADO Performance Metrics section](#) and the [appendices](#) of this report.

## Next Steps

As the economy recovers from the pandemic, Commerce plans to:

- Continue the momentum and refine reporting requirements where necessary to incorporate diversity, equity and inclusion (DEI) initiatives and activities into ADO metrics and deliverables.
- Work with individual ADOs to identify opportunities for improving programs and services so they are more responsive to all segments of the communities they serve.
- Recognize the complexities of serving diverse populations, including meeting businesses where they are with what they need when they need it. The goal is to understand that “one size fits all” is not a viable approach to economic development or addressing historical wealth gaps and access to economic opportunities.

- Continually improve Commerce's biennial contracting process to commit ADOs to using work group metrics to satisfy the reporting requirements of RCW 43.330.084.
- Continue tracking business classification activities summaries. Since 2014, Commerce has made a concerted effort to track activities by business classification to provide appropriate resources to the communities by the demographic information in line with legislative intent to increase economic opportunities and reduce barriers ensuring resources are equitably available to underserved communities. We will continue to support trusted partners to encourage networking and corresponding self-reporting of demographic information so these metrics most accurately reflect the communities we serve.

## Table 2: Activities by business classification

Responders self-reported their data and were able to select more than one option.

Demographic group	Number of activities
Black, Indigenous or people of color (BIPOC)-owned business	356
Woman-owned business	957
Veteran-owned business	70
Native-owned business	40
Washington Small Business	752
Washington Office of Minority and Women's Business Enterprise (OMWBE) certified	14
Nonprofit organization	207
Other/unclassified	7,757

# ADO Performance Metrics

## ADO Funding Summary

The table below provides fiscal year 2022 data on ADO fund sources, including the ADO grant from Commerce. The “all other” column represents private, local, federal and other non-Commerce dollar amounts. In-kind numbers were not included in these totals.

ADO	Contract	All other	Total
Adams	\$75,000	\$190,466	\$265,466
Asotin, Garfield and Whitman	\$225,000	\$44,705	\$269,705
Benton and Franklin	\$171,347	\$890,647	\$1,061,994
Chelan and Douglas	\$150,000	\$13,084,363	\$13,234,363
Clallam	\$75,000	\$686,928	\$761,928
Clark	\$224,592	\$880,300	\$1,104,892
Columbia	\$75,000	\$45,000	\$120,000
Cowlitz	\$75,000	\$305,700	\$380,700
Ferry and Stevens	\$150,000	\$41,925	\$191,925
Grant	\$75,000	\$350,729	\$425,729
Grays Harbor	\$75,000	\$421,534	\$496,534
Island	\$75,000	\$149,283	\$224,283
Jefferson	\$75,000	\$311,783	\$386,783
King	\$288,000	\$6,157,264	\$6,455,264
Kitsap	\$138,123	\$455,849	\$593,972
Kittitas	\$75,000	\$91,136	\$166,136
Klickitat	\$75,000	\$120,700	\$195,700
Lewis	\$75,000	\$628,793	\$703,793
Lincoln	\$75,000	\$75,008	\$150,008
Mason	\$75,000	\$234,000	\$309,000

ADO	Contract	All other	Total
Okanogan	\$75,000	\$306,171	\$381,171
Pacific	\$75,000	\$158,561	\$233,561
Pend Oreille	\$75,000	\$105,000	\$180,000
Pierce	\$288,000	\$1,031,177	\$1,319,177
San Juan	\$75,000	\$366,396	\$441,396
Skagit	\$78,651	\$766,453	\$845,104
Skamania	\$75,000	\$108,330	\$183,330
Snohomish	\$288,000	\$1,574,441	\$1,862,441
Spokane	\$248,805	\$3,861,109	\$4,109,914
Thurston	\$138,745	\$4,521,679	\$4,660,424
Wahkiakum	\$75,000	\$8,248	\$83,248
Walla Walla	\$75,000	\$75,000	\$150,000
Whatcom	\$110,627	\$549,876	\$660,503
Yakima	\$133,777	\$502,665	\$636,442

## King County - Additional Information

RCW 43.330.082(2)(b) requires ADOs in counties with a population greater than 1.5 million people report data for two additional measures. The King County ADO is the only entity meeting this requirement and reported the following:

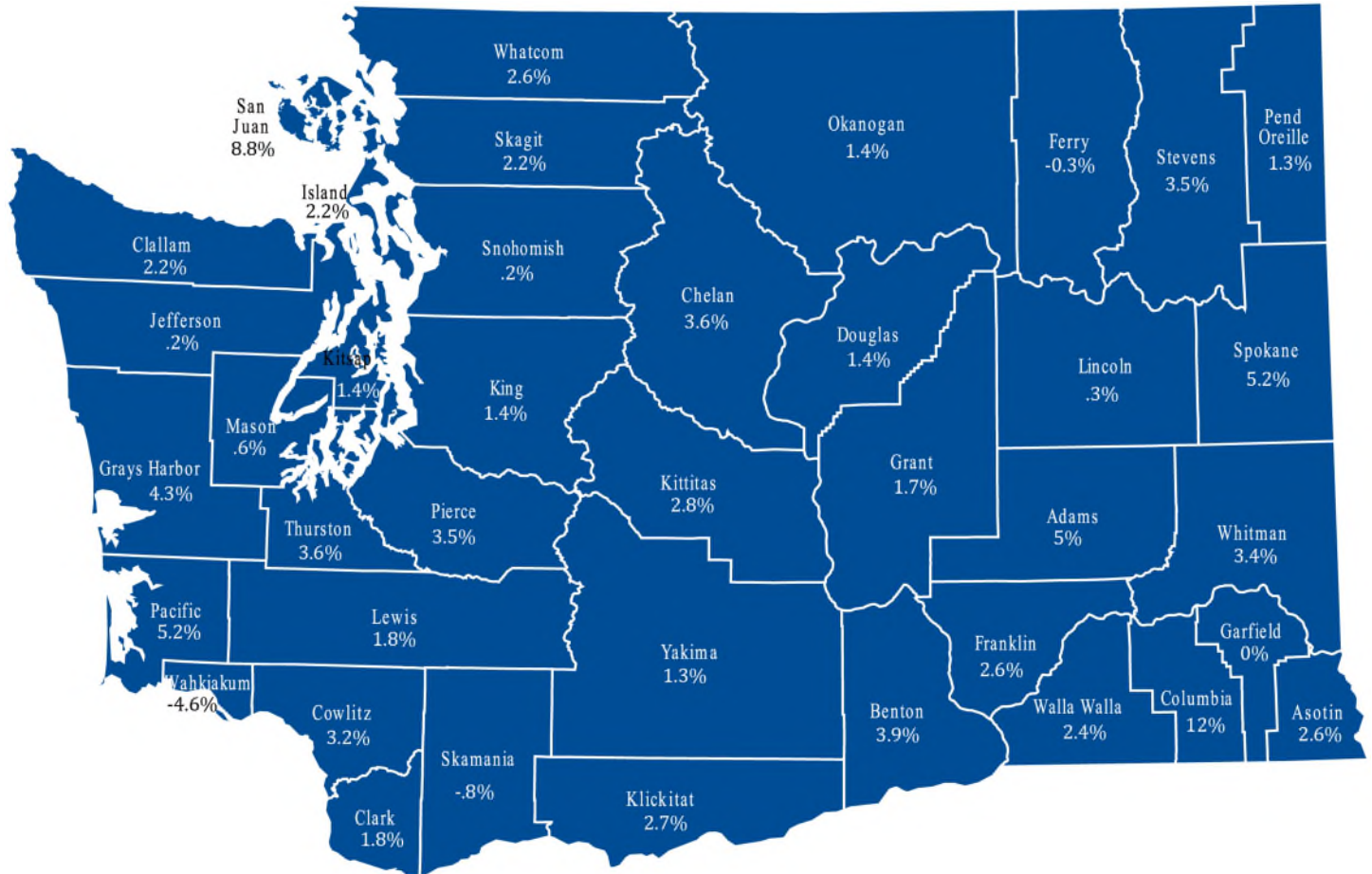
- 180 businesses received retention and expansion services in King County over the reporting period.
- 285 businesses received recruitment, retention, and expansion services outside of the boundaries of the largest city within the ADOs region. Estimated outcomes include 226 jobs retained.



# Employment and Economic Data

The map view below shows the percentage change for each county from August 2020 to September 2021 based on available reporting data from the Employment Security Department. This timeframe was selected based on when data was available and when research for this report began for the calendar year.

Downloadable [Excel](#) and [PDF](#) tables of this data are available online.



County	Change in Employment 2020-21
Adams	5.0%
Asotin	2.6%
Benton	3.9%
Chelan	3.6%
Clallam	3.7%
Clark	6.0%
Columbia	12.0%

County	Change in Employment 2020-21
Cowlitz	3.2%
Douglas	1.4%
Ferry	-3.1%
Franklin	2.6%
Garfield	0.0%
Grant	1.7%
Grays Harbor	4.3%
Island	3.3%
Jefferson	0.2%
King	2.2%
Kitsap	1.4%
Kittitas	2.8%
Klickitat	2.7%
Lewis	1.8%
Lincoln	-0.3%
Mason	0.6%
Okanogan	1.4%
Pacific	5.2%
Pend Oreille	1.3%
Pierce	3.5%
San Juan	8.8%
Skagit	2.2%
Skamania	-0.8%
Snohomish	0.2%
Spokane	5.2%
Stevens	3.5%

County	Change in Employment 2020-21
Thurston	3.6%
Wahkiakum	-4.6%
Walla Walla	2.4%
Whatcom	2.6%

# Appendices

## Appendix A: ADO Key Outcomes

County	New jobs	Jobs retained	Private investment	Public investment	Public infrastructure
Adams County: Adams County Development Council (ACDC)	22	0	\$20,250,000	\$100,000	
Asotin, Garfield and Whitman counties: Southeast Washington Economic Development Association (SEWEDA)	107	270	\$1,878,000	\$0	
Benton and Franklin counties: Tri-City Economic Development Council (TRIDEC)	5	250	\$121,000,000	\$6,000,000	
Chelan and Douglas counties: Chelan Douglas Regional Port Authority (CDRPA)	58	108	\$7,255,833	\$1,340,000	
Clallam County: Clallam County Economic Development Council	2	2	\$0	\$2,930,000	
Clark County: Columbia River Economic Development Council (CREDC)	283	275	\$157,536,000	\$200,000	
Columbia County: Port of Columbia	6	4	\$350,000	\$25,000	
Cowlitz County: Cowlitz Economic Development Council	12	50	\$22,003,000	\$2,503,000	
Ferry and Stevens Counties: Tri County Economic Development District (TEDD)	6	28	\$351,675	\$460,700	
Grant County: Grant County Economic Development Council	0	0	\$36,000,000	\$0	

County	New jobs	Jobs retained	Private investment	Public investment	Public infrastructure
Grays Harbor County: Greater Grays Harbor, Inc.	196	0	\$20,000	\$840,000	
Island County: Development Council for Island County	10	0	\$15,000	\$0	
Jefferson County: Economic Development Council of Jefferson County	85	413	\$1,093,100	\$450,000	
King County: Greater Seattle Chamber of Commerce	235	0	\$10,000,000	\$0	
Kitsap County: Kitsap Economic Development Alliance (KEDA)	1	0	\$0	\$250,000	
Kittitas County: Kittitas County Chamber of Commerce	66	51	\$4,898,797	\$0	
Klickitat County: Klickitat County Public Economic Development Authority	250	0	\$150,000,000	\$0	
Lewis County: Economic Alliance of Lewis County	192	55	\$602,380,000	\$5,000,000	\$235,000,000
Lincoln County: Lincoln County Economic Development Council	8	0	\$ 8,625,992	\$5,709,052	
Mason County: Economic Development Council of Mason County	53	15	\$0	\$100,000	
Okanogan County: The Economic Alliance	30	130	\$91,000	\$6,173,514	
Pacific County: Pacific County Economic Development Council	79	0	\$1,005,000	\$9,010,850	

County	New jobs	Jobs retained	Private investment	Public investment	Public infrastructure
Pend Oreille County: Pend Oreille County Economic Development Council	52	0	\$2,000,000	\$0	
Pierce County: Economic Development Board for Tacoma-Pierce County	170	215	\$35,000,000	\$0	
San Juan County: San Juan County Economic Development Council	53	0	\$13,163,933	\$0	
Skagit County: Economic Development Alliance of Skagit County (EDASC)	261	25	\$0	\$0	
Skamania County: Skamania County Economic Development Council (SCEDC)	27	0	\$4,000,000	\$685,000	
Snohomish County: Economic Alliance Snohomish County	694	972	\$742,000,000	\$3,294,415	
Spokane County: Greater Spokane, Incorporated	100	12	\$0	\$350,000	
Thurston County: Thurston Economic Development Council	125	0	\$20,950,000	\$0	
Wahkiakum County: Wahkiakum Chamber of Commerce	61	34	\$12,000	\$1,015	
Walla Walla County: Port of Walla Walla	80	0	\$0	\$0	
Whatcom County: Port of Bellingham	234	10	\$30,343,000	\$100,000	
Yakima County: Yakima County Development Association (YCDA)	90	0	\$28,652,000	\$1,142,000	\$8,000,000
<b>Total</b>	<b>3653</b>	<b>2919</b>	<b>\$2,020,874,330</b>	<b>\$46,664,546</b>	<b>\$243,000,000</b>

## Appendix B: ADO Reports by County

The following county summaries were submitted directly by the ADOs per [RCW 43.330.082](#), which requires contracting ADOs to provide a summary of best practices shared and implemented every year. They are lightly edited for spelling and grammar, and modified for formatting.

### Adams County: Adams County Development Council (ACDC)

#### **Diversity, Equity and Inclusion**

ACDC did not have an employee from June 2021 through December 2021. Upon taking over in January of 2022, I began to work with the ACDC board to revamp and modernize all of our processes and procedures – with a core focus on DEI being a fundamental part of every effort we undertake. As Adams County is largely Hispanic (over 60% by census data reports), a core focus of our efforts will be to actively engage the Latino community.

A large percentage of our businesses are minority-owned, especially in the food and dining industry. Historically, ACDC has been less-than-ideally prepared to connect with these business owners and integrate with them as part of the overall business success community that ACDC has typically been present in. To address the language barrier issues, I actively used my resources from a prior position I held in Othello to connect with leaders within the Hispanic community. Using the opinions and recommendations of these leaders, I was able to reach out to two individuals regarding active board positions with ACDC. Conversations are ongoing, and both individuals are interested in engaging both formally and informally with our development council efforts.

Additionally, a focus on dual-language literature has been implemented at ACDC. I was very excited to connect with Thurston EDC and their ScaleUp training, with the addition of Spanish classes coming soon. This is something our community has expressed extreme interest in and will allow us to reach a large portion of our business district that is ready to take their business to the next level, in a language that allows the training to be in a language that is 100% familiar.

#### **Capital Investment – Small Business Community**

Upon taking over in January of 2022, I took it upon myself to immediately get out in front of our small businesses and check in with as many as I could in a relatively short period of time. One such particular business was a boutique shop in Othello that I was able to reach at the right time. The owners were ready to take a serious step forward in their goals for expansion. They had conversations to purchase the building they were leasing and expand their footprint by over double by inhabiting the vacant portion of the building that had existed for years prior. As much as COVID had devastated a lot of the small business community, the pandemic had nearly the opposite effect on their business. They saw their sales increase dramatically and were going to be able to convert their part-time employees to full-time.

They reached out to ACDC for assistance on navigating the expansion waters. We worked with them to talk through their business plans and identify areas where they felt like they needed the most guidance. Thankfully, this had happened nearly at the same time I was being introduced to Alan at the SBDC, so I was able to take the information they gave us and prepare an intro package to the SBDC. They connected with the SBDC, and expansion is underway (slower than anticipated, as construction capacity is limited both by worker and supplies availability). To see a small business triumph through COVID, and use the increased funds to find a permanent revenue stream to replace the temporary bump that the pandemic brought them is a win for all.

This small business will add 5-10 full time jobs, with additional part-time jobs as needed. Capital investment is expected to be around \$250,000 in the community.

**New Businesses**

Upon taking over in January of 2022, I began fielding new business requests. These requests come from a variety of sources, all with varying needs. The top priority for ACDC is to respond to each request and provide assistance with the various information requests needed for each inquiry. Each response ACDC gives to a prospective employer is one more chance that county has at seeing new jobs land within the county.

ACDC has been working with a prospective agricultural-adjacent employer since January of this year. Recently, the employer confirmed they have chosen Adams County as their new location and will be locating within the county this year. The employer reiterated that ACDC had a direct influence in their decision. If it were not for the efforts of the development council in connecting this employer with the various leaders and county departments required to move this project forward, they would have selected an alternate site outside the county and state. This will add 10-15 full-time jobs, with a large capital investment around \$20 million. This is a fantastic win for the county.

**Washington Small Business Development Center (WSBDC) and Small Business Development Center (SBDC) collaboration:**

ACDC did not have an employee from June 2021 through December 2021. When I took over in January of 2022, I was quickly introduced to Alan Peterson at the SBDC in Moses Lake. We had several introductory Zoom sessions to get acquainted. I then introduced a business in Othello I was working with to Alan for expansion assistance. ACDC will continue to work with Alan and the SBDC as I continue to expand my role.

<b>Other Funding Sources: Do not include Commerce ADO funding Sources</b>	<b>FY22 Total</b>
Private	\$11,350
Local – Adams Co. Agreement	\$150,000
Local - Cities	\$ 29,116
State / Federal	\$0
Other	\$0
<b>Total Other Funding Sources</b>	<b>\$190,466</b>

<b>Commerce ADO Grant Funding only</b>	<b>County</b>	<b>FY22 Total</b>
Associate Development Organization – grant	Adams	\$75,000
<b>Total ADO grant funds</b>		<b>\$75,000</b>



# Asotin, Garfield and Whitman counties: Southeast Washington Economic Development Association (SEWEDA)

## **Diversity, Equity and Inclusion**

Valuing diversity and practicing equity and inclusion are imperative to SEWEDA meeting our mission and to strengthen rural people, places, and economies.

SEWEDA recognizes our diversity, equity, and inclusion work is only as successful as our ability to hold ourselves accountable to the rural people and places we serve. We believe that inclusivity is critical to the vitality and resiliency of rural people, places, and economies.

This year, SEWEDA has formed partnerships with entities also focused on the importance of diversity. These included Spokane Independent Metro Business Alliance and Center for Inclusive Entrepreneurship.

## **Employment and Workforce Development**

A critical component to the SEWEDA region's economic growth and well-being is its workforce. The new and expanding companies in the region need qualified and available workers to realize their potential.

Accomplishing this requires a partnership between education/training institutions and workforce agencies.

Identified locations and industries experiencing workforce shortages and needs. At this time, every business we visited with is experiencing a workforce shortage.

The Inland Northwest Workforce Council, to which SEWEDA belongs, took the initiative to meet with local hospitals and higher education institutions to discuss workforce and talent pipeline needs.

Work with Eastern Washington Partnership Workforce Development Council, Work Source, Rural Resources and Employment Security to ensure an adequate labor force exists throughout the SEWEDA Counties.

Partner with educational institutions (K-12) and higher education (Walla Walla Community College) to increase the skill sets of the workforce and to ensure students become fully aware of local job availability, and apprenticeship programs. Examples of this can be seen through our promotion of Creator Fairs, DECA, Career Days, Try-A-Trade, and Girls Represented in the Trades events/workshops.

Dream It. Do It. Partnered with the annual youth conference for 10th and 11th grade students. This is an opportunity for each student to experience a day of local industry and higher education breakouts exploring future, local career options. Businesses participating are located in southeast Washington (Asotin, Garfield, or Whitman counties) and north-central Idaho (Clearwater, Idaho, Latah, Lewis, and Nez Perce counties). This past year we had over 500 students and counselors participate.

SEWEDA holds various business educational workshops including marketing, finances, and grant assistance. These also present networking opportunities.

## **Small Business Creation**

The basis of most economic development efforts center around business startup, expansion, retention, and recruitment. These remain an important part of our efforts to grow quality jobs, investment in the District, and tax base. A comprehensive approach will be utilized to reach the goal of increased economic vitality for the region.

Promote the growth and sustainability of existing businesses within the region through identifying and addressing business needs. Improve and diversify the economic well-being of the region.

Asotin County saw the startup of a local restaurant which, under a year, is already undergoing expansion. This has resulted in four jobs prior to expansion and an investment of approximately \$50,000.

A construction company was acquired with the creation of five fulltime positions, 20 seasonal and the possibility of additional positions for larger projects. This resulted in an investment of \$1.5M to start.

Recently, a purchase of a building which is currently being remodeled is underway. At completion, this will house a restaurant, bar and in-door golf driving simulator. This has the possibility of creating approximately 20 positions.

Facilitate establishment of private business ventures in the region.

Market the business attributes of the region. Working with local marketing companies, SEWEDA has been able to focus on strengths to best assist businesses, promoting the organization and offerings, printed material concepts and website updates.

Promote on-site and remote workshops to assist businesses and startups.

Actively participate in providing and facilitating the offering of educational resources to the business community throughout the region.

Promote value-added agriculture of the region.

Collaborate with City, County, and Port for critical infrastructure needs and improvements.

**Washington Small Business Development Center (WSBDC) and Small Business Development Center (SBDC) collaboration:**

Explored partnerships as needed including workshops, referrals, trainings.

New Director extended introduction to our SBDC partners and offered willingness to collaborate. Possible workshop topics discussed for the future.

Referred numerous businesses to our Pullman SBDC. Reached out to the WSDC to explore co-location possibilities within our Clarkston office.

Asotin County Development Association (SEWEDA). Combined: Asotin, Garfield and Whitman Counties

<b>Other Funding Sources: Do not include Commerce ADO regular funding</b>	<b>FY22 Total</b>
Private	\$0
Local	\$0
State	\$0
Federal	\$14,101; \$29,105 (Whitman)
<b>Total funding sources</b>	<b>\$43,206</b>

Commerce ADO Grant Funding only	County	FY22 Total
Associate Development Organization – grant	Asotin	\$75,000
	Garfield	\$75,000
	Whitman	\$75,000
Total ADO grant funds		\$225,000

## Benton and Franklin counties: Tri-City Economic Development Council (TRIDEC)

### Diversity, Equity and Inclusion

TRIDEC has led a regional effort to re-convey Columbia River Shoreline from the US Army Corps of Engineers back to our local jurisdictions. To respect, honor and collaborate with the Consolidated Tribes of the Umatilla Indian Reservation (CTUIR) we have proactively included them in our legislative process.

In 1885, the ancestors of today’s tribal leadership signed a treaty with the U.S. Government giving them access to lands today that make up the Greater Tri-Cities. We have been meeting with staff and Tribal Council members monthly to both enter into Memorandums of Understanding (MOU’s) with each jurisdiction and the tribes as well as drafting new proposed federal legislation that will include portions of the shoreline that will be transferred to the tribe and allow them to once again own property in the Tri-Cities.

### Expansions

**Reser’s Fine Foods new wing and expansion at new Pasco facility.** Reser’s Fine Foods has chosen to build a new processing center in Pasco while considering various options to add additional capacity throughout their North American production network. The new facility will allow them to expand their deli salad, side dishes and prepared food product mix from Pasco. It also gives them more flexibility to shift between supermarket, club foods and food service industries in unforeseen market shifts such as those experienced in the pandemic. They have purchased land from the Port of Pasco and are currently working to open in October of 2022 or sooner.

While building this new processing center they were considering either adding capacity in Oregon, repurposing their existing plant or expanding the new facility in Pasco. TRIDEC applied for a strategic reserve fund grant from the Department of Commerce. Early in June a grant was made and Reser’s just confirmed they will be making the investment in expanding their Pasco location. TRIDEC will make a local match to the state dollars from our incentive fund. The net new job creation numbers will lead to 130 new jobs in Pasco. Without an incentive they would have taken these jobs to Oregon.

## Workforce

TRIDEC Beginning Implementation of Talent Pipeline Management Principles in Central Washington. With the announcement in FY'21 that Amazon will soon open two, one million square foot warehouse/distribution centers in Pasco, the new Darigold Dairy Processing Facility, Reser's Fine Foods expansion detailed above and other organic growth in our local economy, the Tri-Cities will need over 3,000 new employees over the next 24 months. We are currently statistically fully employed and are facing a talent shortage at all skill and education levels in the Tri-Cities. During the pandemic some of our major employers lost as much as 10% of their workforce through retirements and changes in the local/remote workplace balance.

TRIDEC has launched a pilot with our federal programs committee that includes the CEO's of PNNL, Hanford Contractors and Energy Northwest to work through the [Talent Pipeline Management](#) Process. It includes:

- Forecasting current and future employment needs
- Assessing local education and training programs for alignment with forecasted demand
- Convening education and training partners to build connections with local students and families

We are also building social media and marketing materials to connect with potential new employees such as:

- Visitors to the Tri-Cities
- Commuters leaving our market for jobs in neighboring communities and states
- Remote workers who live in the Tri-Cities
- Friends and families who would like to have their children, grandchildren, etc. move home

Washington Small Business Development Center (WSBDC) and Small Business Development Center (SBDC) collaboration:

TRIDEC has provided free office space to the SBDC during FY 21-22 year. However, the SBDC lost their local advisor right before the COVID shutdown, and that position has remained vacant.

With the reopening, we have worked with the SBDC to create a local match so they could have a full time counselor physically in the Tri-Cities again. With the funding they have been able to attain, though, they will be adding two counselors to the Tri-Cities. One full time local coach, housed at TRIDEC, and a minority business specialist counselor that will most likely be housed at the Tri-Cities Hispanic Chamber.

<b>Other Funding Sources: Do not include Commerce ADO funding Sources</b>	<b>FY22 Total</b>
Private	\$507,467
Local	\$272,884
State	\$110,296
Federal	\$0
Other	\$0
<b>Total Other Funding Sources</b>	<b>\$890,647</b>

Commerce ADO Grant Funding only	County	FY22 Total
Associate Development Organization – grant	Benton	\$96,347
	Franklin	\$75,000
Total ADO grant funds		\$171,347

## Chelan and Douglas counties: Chelan Douglas Regional Port Authority (CDRPA)

### Diversity, Equity and Inclusion

The need for diversity, equity and inclusion in all areas of American society has never been more important than today. Creating economic opportunities for all workers and business owners should be a key goal of an economic development organization’s efforts to have a meaningful impact on their region. Some steps the CDRPA is taking include:

- Communicating in a culturally appropriate and relevant way. It’s more than just having flyers interpreted.
- Provide CDRPA staff as interpreters for the SBDC and others when communicating with individuals who do not speak English fluently.
- Identify and communicate through trusted voices from the underserved.
- Have native speakers/members of the targeted community do media interviews and voice for marketing directed at this audience.
- Have a presence at and support a variety of cultural and community events.

### Small Business Creation

Our ADO covers two geographically large counties. The areas we serve encompass sparsely populated rural areas up to a metropolitan area, with a variety of small cities, towns, and communities in between.

Besides agriculture, most of the economic activity is concentrated in and around the metro area where our offices are located. But one size does not fit all in economic development. Economic development efforts need to be tailored to meet the needs of all parts of the area served. In the last year we have strived to expand our efforts in smaller communities.

Bridgeport is a small Agricultural based community in Douglas County. It is about 80% Hispanic with a very low per capita income and education levels. To find out what economic development looks like in Bridgeport, we met in-person with the mayor and community leaders and reviewed their current economic development plan. The goal was to understand the community and identify what economic development looks like to them and what activities are a fit there. Now we are working with the City, our regional EDD, and local businesses to get more economic activity happening in this community.

The first step will be a “pop-up” community event later this fall to demonstrate some proposed downtown street improvements to support their business district and get feedback from the residents about the potential changes. We will also help provide enhanced access for tourists to a local attraction.

Ultimately, the goal is to connect with the community and create a partnership to bring jobs and financial resources into this community.

### Capital Investment

Adaptive reuse of industrial property and buildings.

Several years ago, a crypto currency mining company went bankrupt, leaving a partially completed eight-acre campus consisting of 25 small (about 550 sf) “pods”, only one of which was complete, in the Pangborn Industrial Business Park. Once the real property was released from bankruptcy, the CDRPA had to decide how to redevelop this site to create more jobs and support our economic development mission.

There is great demand for affordable small industrial and commercial spaces in our community, especially with our traditionally disadvantaged entrepreneurs and businesses, which make up a significant percentage of our population. To help meet this need the site is being converted into the “Trades District” – consisting of 25 small (about 1350 sf) high ceiling structures each having a roll-up door, personnel door, and ADA restroom.

We have secured significant Federal, state, and local funding to create this District which will operate as an incubator providing discounted rent and significant business coaching and resources to help the participants be successful, grow and expand.

Two key principals are flexibility and affordability. Uses will vary – from food production to manufacturing to retail – but the goal is to create a vibrant community of small, growing entrepreneurial businesses.

One of our main targets is the region’s historically underserved entrepreneurs. We have already partnered with the Hispanic Business Council of the Wenatchee Valley Chamber of Commerce to support our grant applications to make this project happen. We will continue to work with them to identify and recruit tenants.

In addition, we have expanded our bilingual staff to communicate with our tenants that are more comfortable using Spanish. She will also assist our SBDC counselors who will be providing training and counseling to the participants.

### Washington Small Business Development Center (WSBDC) and Small Business Development Center (SBDC) collaboration:

The Chelan Douglas Regional Port Authority partners with and financially supports two SBDC business advisors by providing 100% of the required matching funds as well as free office space in one of the Port’s buildings. The CDRPA and SBDC refer businesses to each other depending on what the business needs. Through the first three quarters of the past fiscal year the SBDC worked with 71 businesses in Chelan and Douglas County. Of those businesses 16 were start-ups, 18 were Latino owned and 22 were woman owned. Businesses helped by the SBDC were able to raise \$633,833 in capital, create 38 new jobs and retain 108. The SBDC also conducted 31 training events that the CDRPA helped to support and promote.

Other Funding Sources: Do not include Commerce ADO funding Sources	FY22 Total
Private	\$0
Local	\$4,601,624
State	\$81,207

Other Funding Sources: Do not include Commerce ADO funding Sources	FY22 Total
Federal	\$8,401,532
Other	\$0
<b>Total Other Funding Sources</b>	<b>\$ 13,084,363</b>

Commerce ADO Grant Funding only	County	FY22 Total
Associate Development Organization – grant	Chelan	\$75,000
	Douglas	\$75,000
<b>Total ADO grant funds</b>		<b>\$150,000</b>

## Clallam County: Clallam County Economic Development Council

### Diversity, Equity and Inclusion

The Clallam EDC implemented the following to increase DEI related to outreach in our county:

- We administered locally funded grants which targeted the Forks’ Guatemalan and Hispanic communities.
- We hired a Guatemalan speaker to translate our small business grant documents
- We specifically coordinated with the four Tribes in Clallam County to ensure their member businesses were receiving our weekly newsletter updates.
- We worked with the Center for Inclusive Entrepreneurship (CIE) which targets LMI business owners to ensure our resources were known to their clients.
- We regularly communicate with four west end community and religious organizations where people of color are members (First Baptist Church of Forks, Queen of Angels in Port Angeles, and St. Joseph in Sequim).
- We created flyers in Nan and Spanish and distributed them at stores in Forks and the West End.
- Two tribal members serve on our board of directors.

### Capital Investment

We have partnered with each of our four Chambers of Commerce in our County to create COIN – Clallam Opportunity Investment Network. We have housed a networking system and work with CIE to prepare small startups to present to local investors. We are becoming a trustee of KIVA and host online meetings open to the public to explain how KIVA works and how they can receive loans through KIVA.

A small hair salon was required to move her shop because the building owner was putting the building on the market. In order for the owner of the hair salon to move her business she needed an \$8,000 loan. We connected her to a local investor, and she was able to secure the financing needed to pay for the move of her equipment, supplies and chairs. She is making monthly payments to the investor and has nearly paid off the loan. Without that loan she would have lost her business and the beauticians that lease space from her.

## Foreign Direct Investment

The Clallam EDC regularly attempts to respond to the Commerce “Hot List” inquiries from companies that are interested in locating in Washington State. Frequently Clallam County cannot compete due to the infrastructure requirements that Clallam County does not possess, such as rail, power levels greater than 10MW and natural gas lines.

Our community does have a deep water port and a strong maritime and manufacturing workforce.

In October 2021 the Clallam EDC responded to the Department of Commerce “Flybridge” Site Selector offering. This was the first time we could meet all of the necessary infrastructure requirements. We partnered with Peninsula College, the City of Port Angeles and the Port of Port Angeles to offer a suite of services and ready-to-occupy building space to win their business. Stabi Craft is a New Zealand based company that has already assembled and sold 54 boats ranging in price from \$23,000 to \$240,000 since they occupied the space. They plan to sell a minimum of 150 boats per year and grow that to over 200. This investment could have gone to Oregon, but they are thriving in our community.

The EDC has continued to help them attract the workforce they need and found the service contractors to help them establish their business.

## Washington Small Business Development Center (WSBDC) and Small Business Development Center (SBDC) collaboration:

For the first four months of the fiscal year, we had an SBDC Advisor located in Port Angeles that supported Clallam County businesses and worked hand-in-hand with the Clallam EDC and the Center for Inclusive Entrepreneurship. We shared office space and referred small businesses to one another. We frequently collaborated on projects without divulging proprietary business information. However, once COVID hit, the advisor was not able to come into the office and the impact from the WSBDC was not as impactful. We did offer online training programs together to over 212 businesses from July 1, 2021 – Nov 5, 2021 which was the advisor’s last day with the SBDC.

The advisor was instrumental in collaborating with the EDC to support the analysis of the timber sawmill company that selected Clallam County to develop a refurbished sawmill and mass timber plant.

We are hopeful the SBDC will hire a replacement for the position soon.

<b>Other Funding Sources: Do not include Commerce ADO funding Sources</b>	<b>FY22 Total</b>
Private	\$143,375
Local	\$452,144
State	\$32,618
Federal	\$58,533
Other	\$258
<b>Total Other Funding Sources</b>	<b>\$686,928</b>



Commerce ADO Grant Funding only	County	FY22 Total
Associate Development Organization – grant	Clallam	\$75,000
Total ADO grant funds		\$75,000

## Clark County: Columbia River Economic Development Council (CREDC)

### Diversity, Equity and Inclusion

Future Leaders Internship Program (partnership between CREDC, Workforce Southwest Washington, and Washington State University - Vancouver) – Secured internships for 12 first generation college students with Clark County businesses, with \$36,000 in total wages (for 200 hours), and the possibility of permanent employment for some. 2022 saw a 71% increase over 2021.

### Recruitment

CREDC receives project leads from Washington State Department of Commerce, Greater Portland Inc., and internally. Projects are immediately assessed for fit. Once this has been determined, we communicate with business representatives to identify the optimal information that will meet the business’s needs and also showcase Clark County for the win. These projects are generally considered labor intensive.

During the reporting period, CREDC evaluated 41 prospective recruitment projects for businesses outside Clark County. Of this number, seven became wins, one of which was also approved to receive \$150,000.00 in SRF dollars. Private capital investment dollars for all FY22 wins (combined): \$156,500,000.00.

### Small Business Creation

2022 CREDC Business Accelerator program for entrepreneurs which includes four full days of in person training on the following subjects: business strategy, finance, marketing, and HR. The program also provides opportunity for peer interaction and review, instruction, business tours, and mentorship from established business leaders and subject matter experts.

2022 CREDC Business Accelerator Program – CREDC received a \$50,000 SBA award to stand up a Clark County business accelerator in 2022. CREDC sought to ensure women and BIPOC business owners were aware of the opportunity through strategic marketing. We accepted nine startups into the program (five of which identify as women). The industries represented in the group are food production, biotech, technology, professional services, and health- wellness.

### Washington Small Business Development Center (WSBDC) and Small Business Development Center (SBDC) collaboration:

CREDC refers new businesses which appear to need personalized (1:1) assistance and counseling. Additionally, our local SBDC representative frequently makes himself available to answer the generalized startup/small business questions folks have.

Other Funding Sources: Do not include Commerce ADO funding Sources	FY22 Total
Private	\$322,850

<b>Other Funding Sources: Do not include Commerce ADO funding Sources</b>	<b>FY22 Total</b>
Local	\$368,650
State	\$0
Federal	\$0
Other	\$94,400
<b>Total Other Funding Sources</b>	<b>\$785,900</b>

<b>Other notes</b>	<b>FY22 Total</b>
SBA award	\$50,000
Workforce SW WA	\$30,000
Impact WA	\$14,400
<b>Total Other Notes</b>	<b>\$94,400</b>

<b>Commerce ADO Grant Funding only</b>	<b>County</b>	<b>FY22 Total</b>
Associate Development Organization – grant	Clark	\$224,592
<b>Total ADO grant funds</b>		<b>\$224,592</b>

## Columbia County: Port of Columbia

### Diversity, Equity and Inclusion

Broadband has become a critical issue for the sustainability of our rural community, and the Columbia County ADO has participated in Digital Equity Forums sponsored by the WA State Broadband Office to learn more about how we can help disadvantaged communities. The pandemic really put a spotlight on the inequities of service across the spectrum of our population, so the Port of Columbia is taking the lead on investments in infrastructure to level the internet playing field for all citizens of Columbia County. The Port has been awarded \$3.165 million in grants to construct a fiber-to-the-premises network that will provide access to affordable high-speed broadband service to 1,337 homes and businesses in the City of the Dayton and the surrounding area. The Port is partnering with the school and library districts to implement an Adoption Assistance Plan to address outreach to underserved community members. The three pathways that will be followed are Digital Literacy, Access to a Computer, and Monthly Cost of Service. EVERY home or business, regardless of race, income level, or any other systemic disadvantage in the project area will have access to high-speed internet

service, and the private internet service providers will be required to participate in federal programs that have income-scaled rates for low-income residents.

### **Small Business Creation**

Very small businesses are the lifeblood of a rural community's business sector. Mom and Pop restaurants, retail stores, and service businesses line our Main Street and help keep downtown vibrant. The Port has had good success assisting entrepreneurs with start-up businesses over the past year. The commercial kitchen at Blue Mountain Station is a starting point for many business ideas, but we've also had success with a small start-up grant program.

During the pandemic, one of our local philanthropic organizations, the Innovia Foundation, gave the Port a \$20,000 grant to use for small business start-up grants. We had inquiries from businesses that did not qualify for any of the COVID relief funds, but needed a very small amount of assistance to get started. We issued four grants to start-ups during that first round, and three of them continue in business on our Main Street today. In 2021-2022, we received a second allocation of \$15,000 and gave out three, \$5,000 grants. Two of the businesses are up and running, and a third is making improvements to a downtown building and will open soon. ADO staff facilitated the program, and only private dollars were granted to the start-ups. Leveraging ADO staff time to spark investment by the private sector has worked extremely well, and we would like to continue this successful program.

### **Employment and Workforce Development**

Our employers are facing an unprecedented challenge in finding workers. Restaurants are having to limit hours, service and repair shops can't keep up with demand, and manufacturing businesses can't find workers with enough skills to meet the requirements. Many factors contribute to our workforce shortage, some of which we can't control at the local level. We have focused our work on workforce readiness preparation at the junior high and high school level and addressing the lack of childcare in the community. We've become a childcare desert since the pandemic, with zero licensed childcare providers operating here.

The Port is participating in a working group that is actively seeking solutions to the lack of childcare. This working group came out of a regional effort to study the effect the lack of childcare has on employers in both Columbia and Walla Walla Counties. The partnership includes the Early Learning Coalition, Columbia County Health System, ESD 123, YWCA, Dayton Chamber, and the Port of Columbia. We have applied for a federal appropriation, a state grant, and a private foundation grant, and have secured over \$600,000 toward development of a licensed childcare center. Sites have been evaluated in depth, and a location has finally been chosen. We expect a facility to be operational within the next nine months.

### **Washington Small Business Development Center (WSBDC) and Small Business Development Center (SBDC) collaboration:**

The Columbia County ADO works closely with the Walla Walla SBDC to provide assistance to any Columbia County business in need. We support the SBDC office financially with a \$1,750 annual payment to help keep it open and staffed. One current project receiving assistance from the SBDC is for a local business expansion that includes funding from the USDA for value-added meat processing. The SBDC advisor has worked closely with the business owner to provide market information, cash flow projections, and other financial information required for the grant applications, and is continuing work with the business owner on access to capital for construction. Currently there has been \$15,000 in private investment and \$6,000 in public investments in the planning phase of the project.

Other Funding Sources: Do not include Commerce ADO funding Sources	FY22 Total
Private	\$15,000
Local	\$30,000
State	\$0
Federal	\$0
Other	\$0
<b>Total Other Funding Sources</b>	<b>\$45,000</b>

Commerce ADO Grant Funding only	County	FY22 Total
Associate Development Organization – grant	Columbia	\$75,000
<b>Total ADO grant funds</b>		<b>\$75,000</b>

## Cowlitz County: Cowlitz Economic Development Council

### Diversity, Equity and Inclusion

We made a concerted effort to assist businesses owned by underserved populations through grants, SBDC, ScaleUp and Impact Washington. We utilized the resources at the Ethnic Support Council, Cowlitz/Wahkiakum Council of Governments, Goodwill Industries and the Community Action Network to reach underserved populations and to make the best inroads to be inclusive. At this point we did not use translation services, but some of the partners we worked with do feature translation services.

### Expansions

One of our priorities is assisting in relocations or expansion of industrial companies into Cowlitz County.

One of our largest private employers is WestRock. They have changed ownership a couple of times in the past few years, and it has been incumbent on the CEDC to maintain relationships with leadership at the site. Through our efforts, during the 1st quarter of 2022 WestRock announced an expansion at the Longview site. They chose Longview over several other sites in the Northwest and beyond. They have started the permitting process for a 400K SF state of the art, cardboard manufacturing facility valued at over \$150mm and retaining/expanding by over 100 new jobs.

### Workforce Development

We have an extremely high level of cooperation between the SW Workforce Development Council, Lower Columbia College, and Impact Washington.

Through the pandemic we discovered one area small business owners were desperate for help with was basic, simple business practices. We worked in cooperation with Lower Columbia College and set up a series of one-

hour intensive courses on basic business management. "How to work in Excel" and "How to create a social media presence and post to social media sites" are a couple of examples of the one-hour courses offered. Our local Chambers have a higher level of courses for business, so we filled the gap with these rudimentary courses that businesses truly appreciated. We also started a Local Investment Network pairing companies in need of capital with potential private sector investors.

**Washington Small Business Development Center (WSBDC) and Small Business Development Center (SBDC) collaboration:**

We provide leads to our local WSBDC and collaborate with local staff on cases.

<b>Other Funding Sources: Do not include Commerce ADO funding Sources</b>	<b>FY22 Total</b>
Private	\$0
Local	\$4,601,624
State	\$81,207
Federal	\$8,401,532
Other	\$0
<b>Total Other Funding Sources</b>	<b>\$13,084,363</b>

<b>Commerce ADO Grant Funding only</b>	<b>County</b>	<b>FY22 Total</b>
Associate Development Organization – grant	Cowlitz	\$75,000
<b>Total ADO grant funds</b>		<b>\$75,000</b>

## Ferry and Stevens Counties: Tri County Economic Development District (TEDD)

**Diversity, Equity and Inclusion**

TEDD continues to engage a wide variety of demographics for inclusion into its operation. Its Board of Directors are from Ferry, Stevens and Pend Oreille County. This includes elected officials, business owners and community members from many walks of life and backgrounds. TEDD also has representatives from the Kalispell Tribe, the Confederated Tribes of the Colville Reservation and the Spokane Tribe of Indians on its board. TEDD also is working with local tribes on several projects. Recently, TEDD worked closely with the Kalispell Tribe while hosting a series of tourism workshops which gathered feedback and information for the state of Washington on NE Washington’s tourism climate. One of the workshops was held at the Kalispell Tribe Wellness Center and representatives from several tribes were at several of the workshops. TEDD’s staff includes several women, veterans and a Spokane Tribe of Indians member.

## Employment and Workforce Development

TEDD has been working closely with area partners to help grasp the current workforce issues and what the region should do moving forward to bolster workforce development. Currently, Regional Economic Development Specialist Brandon Hansen serves on a community advisory board for the business school of Spokane Community College (SCC). Hansen has also formed a working professional group UCAN (Understanding, Connections and Networking) to help networking within NE Washington, and is in contact with area high schools about workforce development.

Hansen, as an advising member for the Business School of SCC, has been pushing for the college to reach out directly to area school's alternative programs to help reach more kids to recruit. He has also suggested reaching out to area chambers of commerce to see if young people currently working in the community would be interested in going to school and coming back to their community with a new business degree.

UCAN has already had several meetings where the purpose of the group is being fleshed out. More feedback is being registered by Hansen about the needs of the community and where he can put his efforts into business development. A series of training seminars is being planned by UCAN.

Hansen is also in contact with area high schools about developing the workforce by connecting students with businesses before they graduate. Several schools are trying out work programs and Hansen is in contact to help assist the program in any way that TEDD can.

## Small Business Creation

Hansen has identified start up organizations and helped them get off the ground with a variety of resources, advice, and support.

Hansen identified Omni Gaming in Chewelah as a potential growth business in Chewelah with both an online and physical storefront. Hansen sent the owner information on loans, the steps of starting a business, resources on the on the job training program offered by the Employment Security Department (ESD), researched pricing for their subscription membership model and showcased the business at a UCAN meeting. Omni Gaming has since moved into a downtown Chewelah location and made a profit within weeks of opening.

Hansen also provided information for site locations for the Columbia Community Creamery, assisted a lilac farm with information on how to get a business started, advised a guide in how to start his bird watching business and provided site selection knowledge for a gym in Colville.

<b>Other Funding Sources: Do not include Commerce ADO funding Sources</b>	<b>FY22 Total</b>
Private	\$0
Local	\$41,925
State	\$0
Federal	\$0
Other	\$0

Other Funding Sources: Do not include Commerce ADO funding Sources	FY22 Total
Total Other Funding Sources	\$41,925

Commerce ADO Grant Funding only	County	FY22 Total
Associate Development Organization – grant	Ferry	\$75,000
	Stevens	\$75,000
Total ADO grant funds		\$150,000

## Grant County: Grant County Economic Development Council

### Diversity, Equity and Inclusion

The Grant County EDC’s partnership with the WSBDC and Hispanic Chamber of Commerce has allowed us to provide business workshops, delivered in Spanish, to the residents in Grant County. We are also working to bring these workshops and instruction to middle school Hispanic students.

Due to our partnership with the Port of Mattawa, and Big Bend Community College, we’ve been able to help support CDL trainings and certificates in Mattawa for the Mattawa community.

In addition, our work with the Grant County Workforce Alliance, has allowed us to provide industry tours to middle and high school students throughout Grant County, educating them on the opportunities right here in their neighborhood.

### Business Relocation, Capital Investment and Workforce Development

Grant County EDC helped recruit Sila, a battery material company, to the Grant County area. Sila recently purchased a 600,000-square-foot facility in Moses Lake, WA for \$36,000,000. Sila will utilize this facility to manufacture lithium-anode battery material for the automation and cellphone industries. This will bring hundreds of jobs to the community, with potential expansion in years to come.

### Business Expansion

At REC Silicon’s peak employment in the early 2000s, they had well over 400 employees. In 2018, REC Silicon had to moth ball the Moses Lake facility, which brought the employment down to roughly 50 employees. REC Silicon partnered with the Grant County EDC to revitalize the Moses Lake facility by expanding their customer base and product sales. REC has begun hiring, looking at filling 25 current positions as the plant restarts production, and will be looking to fulfill over 100 more jobs in the next year, as business progresses.

### Washington Small Business Development Center (WSBDC) and Small Business Development Center (SBDC) collaboration:

The Grant County EDC works closely with the WSBDC advisor for the Grant, Adams, and Lincoln county areas, which was previously held by Allan Peterson. Allan transitioned to a new role within the WSBDC, supporting export efforts in Eastern Washington, and a new advisor is hopefully starting July 2022. WSBDC and Grant County EDC worked together to host several trainings, including one for Fundamentals of E Commerce and

Website Design, as well as a Social Media Workshop. The WSBDC is a huge asset to the Grant County EDC, working with 120 plus clients throughout Grant County this past year. We value our relationship with the WSBDC as they are a critical partner in the work of the Grant County EDC and fulfilling our mission.

Other Funding Sources: Do not include Commerce ADO funding Sources	FY22 Total
Private	\$91,729
Local	\$221,500
State	\$0
Federal	\$37,500
Other	\$0
<b>Total Other Funding Sources</b>	<b>\$350,729</b>

Commerce ADO Grant Funding only	County	FY22 Total
Associate Development Organization – grant	Grant	\$75,000
<b>Total ADO grant funds</b>		<b>\$75,000</b>

## Grays Harbor County: Greater Grays Harbor, Inc.

### Diversity, Equity and Inclusion

Historically GGHI has not consistently tracked business owner demographics in their business assistance program. Starting with the administration of Working Washington grants in 2020 and continuing with other business recovery grants in late 2020 and throughout 2021 GGHI has prioritized capturing business owner demographics and cataloging those businesses in our CRM. Identifying those businesses has allowed us to better serve them with connection to referral partners and access to capital. In the 2021 contract year, woman owned businesses represented 39% of our business assistance interactions. We continue to encounter resistance to demographic disclosure and are building a more customer-friendly intake system to encourage disclosure.

### Tax Revenue

GGHI commissions unique economic performance research for Grays Harbor County. This research project takes place over 3-4 months and culminates with the release of the report at a regional event. A notable increase in tax revenue was seen in two key areas in the county.

### Taxable Retail Sales

In 2021 Taxable Retail sales increased 25.4% in Grays Harbor County. This increase can be attributed to the large volume of construction and development in the region. As an ADO we have increased our outbound marketing efforts to highlight the development opportunities in the county.



## Hotel/Motel Tax

In 2021 the Grays Harbor County Hotel/Motel tax increased by 52.3%. It is important to note that this performance increase does not reflect the catchment areas of Ocean Shores or Westport, but specifically any county properties. As air travel waned in 2020 and 2021 our beaches and tourism assets became increasingly popular for short-term and extended stay visitors. In 2020 GGHI featured over 200 tourism assets on our web-based online directory, regardless of investment status in our organization. We continued sourcing and adding more tourism assets, writing original content blog pieces and investing in paid advertising outside the region in 2021. Website visitors for the “Directory” tab of our site increased by over 97% over 2020 performance.

## Business Development and Capital Investment

During the most intensive period of COVID-19 economic crisis it was apparent that many of region’s small businesses were not prepared to access any type of capital. Obstacles included preparation of financial documents, documentation of COVID impact, connectivity, and ability to apply the funds to an eligible expense. In response to this need GGHI created two programs that provided business development assistance, one of which also paired that assistance with capital investment.

### Business Development Programs

GGHI launched a Business Builder Series with Timberland Regional Library and other referral partners. The three-part series provided free resources related to business plans, non-profit funding options and workforce development. GGHI also featured resource partners including SBDC, Department of Commerce, Washington State Non-Profits, and Washington FlexFund.

### Capital Investment

Starting in Fall 2021 GGHI was a sub-recipient of Grays Harbor County’s Community Development Block Grant (CDBG) for COVID-19 Recovery. GGHI was funded to develop a grant and technical assistance program for Micro-Enterprises (five employees or less, including owner) that experienced negative economic impact because of the COVID-19 pandemic. Additional funds were also approved to specifically support the childcare industry. GGHI partnered with Enterprise for Equity to create a technical assistance feature that supported applicants with the application process as well as the development of four on-demand webinars that covered high need/demand technical assistance topics including financials, marketing, e-commerce and contracts. GGHI conducted two cycles for grant applications and has awarded \$40,000 in aid. Starting in August 2022 GGHI will run another cycle of grants to target minority owned businesses.

## Washington Small Business Development Center (WSBDC) and Small Business Development Center (SBDC) collaboration:

- Greater Grays Harbor, Inc (GGHI) engages with our local SBDC Counselor through three different methods.
- Direct referral to SBDC counselor based on in-bound technical assistance requests.
- Co-presenting with SBDC counselor for recorded virtual workshops on business assistance topics to include SBA disaster recovery products. Meetings are recorded and live on the GGHI YouTube channel.
- Co-presenting with SBDC counselor for recordings on business assistance resources and regional ecosystem beyond what the SBA has to offer.

Other Funding Sources: Do not include Commerce ADO funding Sources	FY22 Total
Private	\$210,312

Other Funding Sources: Do not include Commerce ADO funding Sources	FY22 Total
Local	\$211,222
State	\$0
Federal	\$0
Other	\$0
<b>Total Other Funding Sources</b>	<b>\$421,534</b>

Commerce ADO Grant Funding only	County	FY22 Total
Associate Development Organization – grant	Greys Harbor	\$75,000
<b>Total ADO grant funds</b>		<b>\$75,000</b>

## Island County: Development Council for Island County

### Diversity, Equity and Inclusion

Island County is not as diverse as many other counties. For example, with a total county population of 87,100 which includes Whidbey and Camano Islands, the ethnicity is about 79% white followed by Asian at about 5% and the remaining 16% is Black or African America; American Indian & Alaska Native; Native Hawaiian or other Pacific Island; and Other. The highest population diversity is in North Whidbey due to the Naval Air Station, which skews the overall county diversity. The EDC kicked off efforts to try to identify and reach out to the businesses of varying ethnic ownership, as well as addressing best practices for that outreach for specific ethnic populations. These efforts, still in the early stage, are continuing and will be improved as well as identifying possible diversity, equity and inclusion frameworks that are important to growth and building long-term resilience.

Additionally, EDC will work with other organizations to mutually help and leverage efforts, for example, local government and other organizations that have an economic development component.

### Entrepreneurship Ecosystem

The EDC launched the Entrepreneurial Ecosystem Initiative in the Fall of 2021 to facilitate small business creation and growth. This initiative, in response to the need of an adequate infrastructure that entrepreneurs can access, goes beyond EDC’s valuable business advising to pre-venture and startups. The goal is to develop a network of people and organizations supporting entrepreneurs, and the culture of trust and collaboration that allows them to interact successfully. The desired result is an entrepreneurial ecosystem that is cohesive, effective, inclusive, and reaches all areas of the county.

The EDC continues to work with individuals who would like to start a business and those that are in the process of launching (pre-venture and startups) as part of our one-on-one business advising, mostly offered through our SBDC advisor. This advising is an important part of the ecosystem. In addition, two existing local entrepreneurial groups were brought under the umbrella of the EDC, a networking group and a local lending

network of individuals. The goal is to expand geographically the reach of these groups and explore the possibility of creating similar groups in other parts of the county.

Additionally, the EDC identified a way to accelerate the ecosystem development and worked for many months to hone and promote the program to obtain support. This opportunity, referred to as the Entrepreneurial Ecosystem Acceleration Program (EEAP) included bringing in identified expertise specific to rural communities. This expertise team would work with the EDC and others to help guide and perform research, do outreach, plan, implement, track and report. The expertise team offered a 10-week pilot program on digital marketing at no cost to Island County businesses. Nine businesses participated and were very enthusiastic references for the program.

Despite support of some local governments and stakeholders and the demonstrated success of the pilot training program, the EEAP has not yet launched due to limited availability of required funding.

### **Business Relocation - Retail Recruitment**

The EDC works with both local commercial property owners looking for tenants for their properties as well as businesses looking to move their businesses or move to Island County to start a new business in Island County.

A recruitment project on which EDC assisted was with the owner of a local commercial property. The owner wanted to find either one or two retail tenants to lease the building that was over 20,000 square feet. The property and building were in excellent condition and had ample parking. Located on a main retail corridor with local and national retailers, it demonstrated strong volumes for this captive marketplace.

The EDC worked with the property owner to first look locally for potential retail businesses. Partially due to COVID, a tenant was not identified. Focus moved to businesses outside the region that were interested in relocation or expansion, including national chains that may be interested in opening an additional site. These efforts were also impacted by COVID but after several months, a retail chain from California retail tenant was secured for the majority of the space, moved in and opened the doors to the public. The estimated cost to prepare the property and bring in necessary fixtures was \$15,000. The resulting hired employees was approximately 10 people.

### **Washington Small Business Development Center (WSBDC) and Small Business Development Center (SBDC) collaboration:**

Island County EDC hosts the SBDC advising covering all of the county which includes Whidbey and Camano Islands. The EDC provides office space to the advisor in the EDC office in Coupeville in which the advisor provides both in-person and virtual 1:1 business advising. The addition of the SBDC advisor at the end of 2020 has increased the number of businesses being assisted as well as increasing the value and impact they receive due to the higher caliber and more encompassing of advising. Additionally, the SBDC advisor is increasingly doing presentations and workshops, both with fellow EDC staff and without, thus increasing the number of learning events available to businesses.

The relationship between the advisor and the EDC is very strong and collaborative. The EDC promotes the advisor by including her in presentations, on the website, emails and word-of-mouth, and in return, the advisor makes more businesses aware of the work of the EDC.

### **Results performed by SBDC advisor during the period:**

CASE TOTALS (Clients)

- Number of Clients Counseled: 94
- Number of New Clients: 56
- Company Status
- Pre-venture, Nascent: 32
- Startups: 20
- In Business: 43

CASE TOTALS (Total Hours)

- All Prep + Contact Client Hours: 348
- New Client Hours: 77
- CASE TOTALS (Impacts)

Capital Infusion: \$1,314,870

- Number Businesses Created: 2
- Jobs Created + Retained (FT + PT): 42
- Jobs Supported (In Business): 189

Areas of business advising: Business Accounting/Budget Management, Business Plan, Buy/Sell Business, Cash Flow Management, COVID-19 related, Financing/Capital, Human Resources/Employee Management, International Trade, Managing a Business, Marketing/Sales, Startup Assistance, and other.

Other Funding Sources: Do not include Commerce ADO funding Sources	FY22 Total
Private	\$12,658
Local	\$134,750
State	\$0
Federal	\$0
Other	\$0
<b>Total Other Funding Sources</b>	<b>\$147,408</b>

Other Notes	FY22 Total
Pass-through: As partner with Leadership Whidbey, EDC pays fee to program's administrative person and then invoices Skagit Valley College. EDC received 100% reimbursement.	\$1,875
<b>Total Other Notes</b>	<b>\$1,875</b>

Commerce ADO Grant Funding only	County	FY22 Total
Associate Development Organization – grant	Island	\$75,000
Total ADO grant funds		\$75,000

## Jefferson County: Economic Development Council of Jefferson County

### Diversity, Equity and Inclusion

Last year we focused on improving board diversity and partnerships. This year we are focusing on supporting diversity in the small business community.

Jefferson County is rural. It has a population of 31,285 and have recorded the total number of jobs as 11,607. The County is 91% white. The largest ethnic population is Hispanic, 3.8%, and second largest is tribal, at 2.2%. 3,896 veterans live in the county. Women business owners make up the majority of entrepreneurs seeking assistance. Based on these statistics, our diversity, equity and inclusion priorities are to assist deep rural businesses, woman and veteran owned businesses and BIPOC businesses.

The issue we perceive as most significant is wealth inequality, which is exacerbated by the housing shortage and inflation. The cost of living here is discouraging workers. Most businesses with employees find it difficult to retain employees and find it difficult to grow if growth is dependent upon hiring. We are focused on supporting connections between local businesses, supporting the development of diverse local business networks to improve local resilience, building local workforce pathways to employment, and growing local businesses from within.

The EDC was designated as the pass-through organization for developing a process and criteria for the administration of federal ARPA grant funding (\$400K), as allocated by Jefferson County for small businesses. The EDC took to heart the diversity, equity and inclusion focus of the Treasury Guidance and emphasized in our criteria priority for underserved businesses based on financial need and business ownership by women/veteran and members of the BIPOC community. Grant money reached 133 small Jefferson County businesses, including 23 BIPOC owned businesses, eight veteran owned businesses. The majority of funded applicants were woman owned businesses.

Additionally, we provided ARPA funding (\$50K) for five technical support partners assisting with uplifting diversity, equity and inclusion businesses:

- The Jefferson Community Foundation for building local networks
- The Jefferson County Chamber for deeper outreach into the rural and underserved southeast county
- North Olympic Development Council to extend their program to assist small rural businesses with online marketing
- The Center for Inclusive Entrepreneurship to support ongoing microenterprise programming with an emphasis on serving traditionally underserved business owners
- Stronger Towns for a Job Fair attended by all of the county’s High School students. Over 60 businesses presented some form of entry level employment opportunity. The event was a true collaboration between our three small rural school districts.

We maintain our close alliance with the Center for Inclusive Entrepreneurship, hosting an advisor in house in the upcoming year, and will host an entrepreneurship program with them soon. Impacts will include business starts, jobs created and capital infusion.

### **Capital Investment**

Linking funding sources to local businesses and enhancing access to capital.

Jefferson County has the first and longest standing Local Investment Network in WA State, Local Investment Opportunity Network (LION). This network bridges the gap between generally underfunded microenterprises and businesses that are traditional loan ready. The EDC continues to facilitate connection between small businesses seeking funding and LION investors. The EDC is assisting business applicants improve their business plans and presentations and refer those not yet ready to receive funding to technical support appropriate for their stage and industry. LION as a funding source is important, as during COVID we have seen an increase in startup businesses, many of whom could not qualify for traditional lending. These loans tend to be made in small amounts with more flexible terms than a bank can provide. The alliance between the EDC and LION helps our community by supporting an essential runway for business starting or growing to scale.

#### **Impacts:**

In the year 2021-2022, the EDC facilitated the introduction of 19 businesses to LION investors and was able to document \$260,000 in local investment via patient capital made through individual private loans to small businesses. Through follow up interviews we have been able to document eight jobs created, 24 jobs retained and seven above average wage jobs.

As referenced above, the EDC was a pass-through organization for administering \$450K in ARPA grant funding allocated by Jefferson County to small businesses and tech service providers.

#### **Impacts:**

- 133 ARPA grants were issued to rural underserved businesses, of these:
- 23 are BIPOC owned businesses
- Eight are veteran owned
- >50% woman owned

### **Small Business Support and Startup Businesses**

During COVID and the Great Resignation, Jefferson County observed increased interest in startup small business development. We have assisted business startups by advising eight individuals in how to start a WA. State business and have documented \$150,000 in startup capital formation. The EDC assists these startup business clients by advising them on regulatory requirements, how register a new business with the Dept of Revenue and setting up an L&I account. We connect them to individual liaisons who work with the State for ongoing support, refer them to legal resources regarding decisions pertaining to choosing a business structure, and help them find support for developing their initial business model to test and iterate through introduction to technical service partners. We provide in house business planning classes and LEAN systems support once their businesses have traction.

Industries represented by these startups include:

- Professional service
- Building trades
- Lodging
- Restaurant

- Recreation

**Washington Small Business Development Center (WSBDC) and Small Business Development Center (SBDC) collaboration:**

EDC Team Jefferson hired a new executive director on Nov 27, 2021. Historically, the EDC has provided a small amount of funding to SBDC, yet even so, SBDC referrals were not prioritized as an outreach strategy. The new director has worked for SBDC and understands the value of the statewide SBDC network, including the individual expertise of the 40+ advisors in the SBDC network.

Over the past six months, EDC Team Jefferson has been hosting a monthly Zoom event called Resource Roundtable as a platform to introduce the Jefferson County business community to helpful technical service opportunities, including SBDC advisors Steve Burke, Ellie He, Kristina Hines and Mia Johnstone, and the Center for Inclusive Entrepreneurship advisors, Rick Dickenson and Micah Jonet. These guests introduced at the EDC’s Resource Roundtable illustrate a range of no-cost services available to Jefferson County businesses.

We intend to revise our budget to allocate more funding to the SBDC. The North Olympic Peninsula (Jefferson and Clallam Counties) is currently without a designated SBDC advisor. SBDC has an open hiring process to fill this vacancy. EDC Team Jefferson is broadcasting the open position. We are actively referring clients to the statewide SBDC network. We realize the value of the network, and seek to refine the scorecard reporting process to include training data as many clients were reached online during COVID. This was extremely useful to the small business owners and reflected SBDC’s ability to step up to providing services differently (on Zoom) when needed.

SBDC Scorecard metrics for July 1, 2021- June 30, 2022, a baseline to build upon:

- Jobs Created: 28
- Jobs Retained: 36
- Capital Formed: \$533,100
- Predominant Counseling Focus: COVID recovery, startup, managing a business
- Demographics: Clients are predominantly rural, white and female

<b>Other Funding Sources: Do not include Commerce ADO funding Sources</b>	<b>FY22 Total</b>
Private	\$0
Local	\$254,258
State	\$0
Federal	\$0
*Other	\$57,525
<b>Total Other Funding Sources</b>	<b>\$311,783</b>

*Other Notes (detail from other above)	FY22 Total
ARPA Grant Revenue	\$50,000
WEDA State Grant	\$5,000
Tuition Income – Bus. Plan Class	\$2,025
NODC – Annual Sponsorship	\$500
<b>Total Other Notes</b>	<b>\$57,525</b>

Commerce ADO Grant Funding only	County	FY22 Total
Associate Development Organization – grant	Jefferson	\$75,000
<b>Total ADO grant funds</b>		<b>\$75,000</b>

## King County: Greater Seattle Chamber of Commerce

### Diversity, Equity and Inclusion

The Seattle Metropolitan Chamber of Commerce and Business Impact Northwest created Endeavor Northwest to pioneer an economic recovery initiative to grow scalable BIPOC-owned businesses.

This program is managed under the Chamber’s ADO and aligned with the Forward Together Economic Recovery Framework published by Greater Seattle Partners.

Endeavor NW connects BIPOC business communities to market opportunities to help stimulate inclusive growth. The initiative is designed to advance a more equitable regional economy.

The model is intended for organizations to replicate opportunity-driven business accelerators in their communities. It is a matter of identifying supplier and procurement opportunities in the market that opens a growth pathway for minority-owned firms.

Endeavor NW’s opportunity-driven accelerators extends the reach of a company’s diversity, equity and inclusion efforts and generates a pool of homegrown suppliers and businesses. We are proud that Cornerstone General Contractors, Inc. is an opportunity partner for our inaugural accelerator program.

Seattle Metro Chamber, Business Impact NW, and Emerald Cities Collaborative implemented the first business accelerator in Seattle. On June 25, 2022, Endeavor NW graduated 12 participants in its first cohort. The participants completed a free, six-week e-contractor academy.

BIPOC business owners in the program received 1) customized industry-based coaching, 2) access to capital, and 3) an opportunity to win a contract with Cornerstone. Our Minority Business Construction Accelerator is the birth of a regional network of accelerators in various industries under the Endeavor NW initiative.



## **Business Recruitment**

Commercial Space Industry Company was seeking potential expansion in the region. King County ADO regional partner, Greater Seattle Partners (GSP), has identified Commercial Space to be a top industry of focus in attraction. The Greater Seattle region has more than 900 Aerospace, Space, and Aviation firms. The project was seeking to grow 45 jobs and \$3.5 million in capex to support space launch activities. The company has global launch location with which they cooperate. The region fit the location and project specs of the company.

GSP made proactive efforts to attend an Aerospace/Commercial Space industry conference in 2021. The Commercial Space Industry Company was engaged proactively. They shared with GSP that they were seeking potential expansion and explicitly said Bellevue would be of interest. GSP gathered the project specs and shared information with the company on the region as a whole which solidified their interest in choosing Bellevue as part of their internal discussions. GSP laid a foundation of engaging Aerospace and Commercial Space before this with presence at the Dubai Air Show. This year GSP will continue this work by engaging even more of the industry at the Farnborough Airshow.

## **Business Relocation**

HR Company from Australia was seeking a new location to launch their unique digital platform for HR recruitment and management. The company uses digital technology and proprietary architecture to streamline processes. This HR-Tech company fits well with GSP's priority to attract IoT and IT companies to the region of Amazon, Microsoft, and so many other leading global companies. King County ADO regional partner, Greater Seattle Partners (GSP), engaged the team in Australia to grow the conversation on relocation. GSP believes this project not only adds a company, but also plays into a combined effort in the region to cultivate our workforce.

They were considering an expansion in Silicon Valley and GSP made the case for locating in Seattle given the cluster represented by the region. The company ultimately chose Seattle proper as the location for location and expansion. This project is expected to grow from a small core team to many more in the region over the next year. GSP has engaged the Australian ecosystem over the last year through tailored meetings with representatives from Australia. What made this small project so appealing for support is the "workforce" supporting technology provided by the company. The synergies in the region are vast.

Additional measures to report for contracting associate development organizations in counties with a population greater than one million five hundred thousand people include the following per RCW 43.330.082:

a) The number of small businesses that received retention and expansion services, and the outcome of those services.

COVID-19 Response: King County Public Health required customers and attendees at most indoor restaurants and bars as well as gyms, arts and entertainment venues and sporting events to show proof of being fully vaccinated for COVID-19 before entering. King County announced fines and possible business closure for non-compliance.

Problem: Complaints were received for 806 unique business locations (8% of the 10,000). From the few inspections done, most of the businesses that received complaints were found in compliance, our enforcement lead said.

Target: Increase knowledge in 10,000 impacted King County businesses to encourage compliance with the vaccine verification requirement.

Result: It's estimated that 92% of the 10,000 businesses verified vaccinations -- just 8% of businesses received complaints of non-compliance.

BRE services & outreach:

- Created KCVaxVerified.com
- 161 business community partners leveraged for outreach
- 21 language translations for Accessible and Equitable Education and Outreach Materials
- 66,000 print ad circulation, and 141,225 social media engagements + video views 20,000 visits to KCVaxVerified.com
- Six business training webinars with 1,114 registered and 3,028 total People Reached in attendance + replays

b) The number of businesses located outside of the boundaries of the largest city within the contracting associate development organization's region that received recruitment, retention, and expansion services, and the outcome of those services.

King County ADO regional partner, Greater Seattle Partners (GSP), has served more than 150 companies over the last year seeking information on the Greater Seattle Region for the purposes of business opportunities and/or location. We have also served at least 103 companies in export assistance from Seattle to the globe through participation in forums, seminars, trade shows, and on-on-one meetings. Some of these shows include: Dubai Air Show, Mobile World Congress, Select USA, World Forum for FDI, Mission to Iceland, and the Association of Washington Business mission to the UK. GSP has also engaged 32 inbound delegations over the last year.

Of the more than 150 companies served, GSP was able to gain at least \$10 million of new FDI into the Greater Seattle MSA. Also, these projects represent 226 jobs added to the regional economy. GSP also tracks FDI as a whole into King County where more than \$186.7 million was logged July '21 to June '22.

Two companies outside of the largest city within the contracting associate development organization's region received recruitment/attraction services which helped land the company in the region to the largest city outside of the principal city (Seattle). Seattle gained three and Bellevue gained two. One IoT company and one Commercial Space company are landed in Bellevue.

<b>Other Funding Sources: Do not include Commerce ADO funding Sources</b>	<b>FY22 Total</b>
Private	\$5,841,439
Local	\$315,825
State	\$0
Federal	\$0
Private	\$5,841,439
<b>Total Other Funding Sources</b>	<b>\$6,157,264</b>

Commerce ADO Grant Funding only	County	FY22 Total
Associate Development Organization – grant	King	\$288,000
Total ADO grant funds		\$288,000

## Kitsap County: Kitsap Economic Development Alliance (KEDA)

### Diversity, Equity and Inclusion

KEDA engaged the services of NEXT Organizational Cultural and Equity Consulting to determine priorities in DEI after determining our DEI definition. This was done through discussions at board meetings, events and a community invitation online session. The initial outcome goals determined by the board and community to achieve increased diversity and support are to:

- Add a DEI lens to investor recruitment and KEDA event strategy
- Leverage the news lens and events to increase investor diversity
- Foster new partnerships with organizations that are led by underrepresented groups or who’s primary mission is to serve underrepresented groups
- Determine ways to work through identified barriers such as lack of translation services, limited funding, staff capacity and cultural capital.

We will continue working with the consultants to focus on leadership/board diversity and working with DEI clients through agreed upon programs and techniques.

### Business Relocations

Working with local, regional or out of state companies who express need for new locations.

Snohomish County company expressed desire to relocate business to be closer to family (and grandchildren) in Kitsap. After discussions and emails to determine space needs, provided potential site info.

Client preferred Poulsbo as location for business and secured site in late 2021. Business is open and doing well, loving downtown Poulsbo. During the process we connected owner with brokers, mayors and other leaders such as Chamber directors to help them find the best location.

### Employment and Workforce

KEDA works with local partners who provide training, guidance and funding for workforce training and placement. This is accomplished by sitting on boards and committees, such as West Sound STEM, Olympic Workforce Development Council and Olympic College Workforce Development Advisory Committee. We provide current articles and insights to our partners, as well as funding opportunities that would help grow training selections.

As part of the West Sound STEM board and executive board, KEDA has regularly provided the business perspective to meetings. Additionally, letters of support are supplied when requested to increase offerings in area schools for CTE class offerings and teacher training.

### Washington Small Business Development Center (WSBDC) and Small Business Development Center (SBDC) collaboration:

KEDA and Kitsap SBDC work collaboratively together, often sharing clients when warranted.

Kitsap SBDC provides to KEDA provides to Kitsap SBDC:

- Referrals for those seeking bank funding prep, general counsel and/or business plan prep/review
- Timely information on state and federal grant opportunities for their clients
- Standing invitation for input on our quarterly “Kitsap Digital Hour”
- KEDA’s executive director recently served on the search committee to hire the retiring Kitsap SBDC counselor’s replacement

Kitsap SBDC provides to KEDA:

- Referrals for government contracting counseling (PTAC)
- Introductions to partners/investors they may not have relationships with (but only with the client’s permission or by them asking client to contact us directly)

Other Funding Sources: Do not include Commerce ADO funding Sources	FY22 Total
Private (Includes \$29,001 of Related In-Kind)	\$117,816
Local	\$174,250
State (Includes \$125,000 for WAV-C Contract)	\$125,000
Federal (PTAC Includes \$8,108 of Related In-Kind)	\$67,822
Other - Events	\$8,070
<b>Total Other Funding Sources</b>	<b>\$492,958</b>

Commerce ADO Grant Funding only	County	FY22 Total
Associate Development Organization – grant	Kitsap	\$138,123
<b>Total ADO grant funds</b>		<b>\$138,123</b>

## Kittitas County: Kittitas County Chamber of Commerce

### Diversity, Equity and Inclusion

The Kittitas County Chamber of Commerce is an equal opportunity employer and service provider dedicated to the advocacy of small businesses and does not and shall not discriminate on the basis of race, color, religions (creed), gender, gender expressions, age, national origin (ancestry), disability, marital status, sexual orientation, or military status, in any of its activities or operations.

Kittitas County Chamber of Commerce offers many events, networking and professional development opportunities for all to attend and participate across the county. We hold monthly networking groups located in Cle Elum, which are available to the public and to our members of the Chamber.

### **Small Business Creation**

The Kittitas County Chamber of Commerce continues to work creating small businesses in Kittitas County. During the past year, we have continued our efforts through our trainings and networking events at our Business Development Center. Poised to serve business throughout Kittitas County programming provides assistance in the following areas: Business Accounting, Business Plan, Cash Flow Management, HR, Managing a Business, Marketing a Business, and Business Insurance. Annually we encourage businesses less than two years in operation to advance their learning by participating in our Business Plan Competition. This provides us an avenue to assist small businesses in Kittitas County.

The Botany Shop was a participant of the 2021 Enterprise Challenge, she was able to work with SBDC Advisor and local experts. She received step by step process of starting a business, from creating a business plan, to calculating financial projections, to negotiating a lease and getting the business up and running. As of this writing, April (owner) is now expanding and has employed additional workforce. This programming to assist Small Business Creation could not have been done without the partnership of SBDC and our Business Development Center sponsored by the Department of Commerce.

### **Expansions**

The Kittitas County Chamber of Commerce provides assistance to small businesses to encourage growth and expansion of their services. Our efforts are provided through our many offerings of professional development, webinars, and networking events. These events are held both in-person and hybrid. Access to these programs are available at the Business Development Center sponsored by Commerce.

Most of these expansions were spurred by the available commerce grants and continues with additional local resources. The Kittitas County Chamber of Commerce has been able to track available funding and share these opportunities to business throughout the Kittitas County.

Melissa Gillaspy, owner of Jack and Jill's House Preschool had to shift her entire business plan and expand from traditional preschool curriculum to an innovative offering of preschool education in the retail market. With the guidance from the Kittitas County Chamber of Commerce and SBDC Certified Advisor she was able to expand into the retail market with her product Jack and Jill's Kits4Kids. <https://jacknjillskits4kids.com/> Not only is her product now available online, she also attends local farmer's market and provides product to other retail outlets.

With the added revenue stream, Jack and Jill's House Preschool is an example of small business expansion that not only saved the physical business but created a product that is now available worldwide.

### **Washington Small Business Development Center (WSBDC) and Small Business Development Center (SBDC) collaboration:**

The Kittitas County Chamber of Commerce has a partnership with the Washington Small Business Development Center (WSBDC), U.S. Small Business Administration (SBA) and Washington State University. We host a SBDC advisor for our county in Cle Elum, Washington located within our Business Development Center. Liz Jamieson, a Certified Business Advisor through SBDC is providing advising to businesses in Kittitas County on behalf of the Kittitas County Chamber of Commerce. She has met with over 100 businesses in Kittitas County covering many topics such as marketing, website design, financing, trade and more. Since July 2021,

Liz has clocked over 600 hours of counseling and research/prep time to businesses within our county, with a capital infusion of \$2.3 million.

Other Funding Sources: Do not include Commerce ADO funding Sources	FY22 Total
Private	\$0
Local	\$91,136
State	\$0
Federal	\$0
Other	\$0
<b>Total Other Funding Sources</b>	<b>\$91,136</b>

Other Notes	FY22 Total
In-kind Local	\$25,526
<b>Total Other Notes</b>	<b>\$25,526</b>

Commerce ADO Grant Funding only	County	FY22 Total
Associate Development Organization – grant	Kittitas	\$75,000
<b>Total ADO grant funds</b>		<b>\$75,000</b>

## Klickitat County: Klickitat County Public Economic Development Authority

### Diversity, Equity and Inclusion

KCPEDA continues to promote and encourage all policies from the Dept. of Commerce that encourages Diversity, Equity, and Inclusion. With a current staff of 1.5 FTE, and with the help of our new SBDC representative, and in partnership with our local chambers, we are looking forward to continuing develop and implement best practices we are learning about from our fellow ADOs and the Dept. of Commerce.

### Capital Investment, Workforce Development, Tax Revenue and Business Development

Blue Bird Bickleton Solar Project is concluding its construction operations. It has put in approximately \$150 million of capital investments, with 250 construction jobs over the last year. This provides 100 MW of solar energy. Our department assisted them with site selection, permitting, workforce development, natural resource issues while working with WDFW, and community engagement.

Staff assisted the project by providing counsel with site selection, permitting issues with County regulations/policies; assisted with pursuing workforce development goals; liaised with WDFW while working through potential Natural Resource issues at the County level; staff assisted with engaging community members on the impact of the solar project.

**Small Business Creation**

Childcare- KCPEDA assisted with the Klickitat County Childcare Committee led by WAGAP. After receiving \$100,000 grant for a Needs Assessment from Commerce, this effort led to receiving approximately \$500,000 to purchase or renovate a building for childcare purposes from the Federal Government.

KCPEDA and Klickitat County has assisted with the Childcare initiative since 2016. We helped form the Klickitat County Childcare Committee alongside WAGAP, and have helped from its inception, which includes WAGAP obtaining the \$500k grant. KCPEDA with various partners, has conducted two training sessions for childcare, and one work session with our County Commissioners to try to figure out how to make a business case that is sustainable for childcare operations within the County. This is a high priority project for the community as there are zero licensed childcare providers in the area.

**Washington Small Business Development Center (WSBDC) and Small Business Development Center (SBDC) collaboration:**

Last year, KCPEDA and Klickitat County hired a woman named Lorena Lowell who speaks fluent Spanish, to be our SBDC representative to assist with our business retention and expansion program within Klickitat County. Her background in Childcare operations in both Washington and Oregon are greatly needed in this childcare desert. Since she came on, we have been engaged in two childcare training programs with an additional work session with our County Commissioners; engaged in our entrepreneur week alongside our two local chambers of commerce, and she consistently assists our local aerospace manufacturing sector with funding assistance and contracting assistance. This has been done in partnership with Skamania County EDC. She spends three days in Klickitat County, and two days in Skamania County. In addition, she is our primary resource when it comes to reaching our Spanish speaking population here in the region. We work closely together in providing resources to our local businesses, and she is a welcomed asset to the region.

<b>Other Funding Sources: Do not include Commerce ADO funding Sources</b>	<b>FY22 Total</b>
Private	\$0
Local	\$120,700
State	\$0
Federal	\$0
Other	\$0
<b>Total Other Funding Sources</b>	<b>\$120,700</b>

Commerce ADO Grant Funding only	County	FY22 Total
Associate Development Organization – grant	Klickitat	\$75,000
Total ADO grant funds		\$75,000

## Lewis County: Economic Alliance of Lewis County

### Diversity, Equity and Inclusion

Team continues to explore options through community meetings to engage with marginalized populations, minority and women owned business and Tribal leaders. Look to further expand our involvement with the local Chehalis and Cowlitz Tribes. Currently working with the County and Commerce regarding a Broadband grant that will provide high speed connectivity to thousands of people in Lewis County. Lack of connectivity has the biggest impact on low-income households, of which data show are more likely to be minorities.

### Impact on Rural Broadband

During COVID, the lack of broadband through most of rural Lewis County was exposed. Remote learning and online medical were almost impossible. Temporary solutions were provided by school districts, but a permanent solution was needed. The Alliance began to look for solutions on how to expand or improve broadband service throughout the county. By using Federal, State, ARPA and private funds we are making headway in Winlock, Napavine and Centralia.

By addressing the gap in services in rural areas, The Alliance is working to provide Broadband to give opportunities in fields such as medical and educational. We began working with the Department of Commerce broadband division in the summer of 2022. We partnered with Lewis County, Toledo Tel and Commerce to light up Winlock with high-speed fiber. The Department of Commerce approved a \$23.5 million dollars investment in the project.

We are assisting Centralia in developing an RFP to expand Broadband in Centralia. While there is plenty of Trunk fiber in Centralia, the cost of getting it to the business and residential properties is cost prohibitive. This will enable service companies and customers alike to receive affordable high-speed internet.

### Recruitment of Project Steelhead

As companies around the world seek to go more “green” Washington State has dedicated resources to focus on this initiative. The Economic Alliance of Lewis County has a unique opportunity with the closing of our coal mine. We have lots of land available to attract large companies that can make a positive impact on green energy. The Alliance set out to come up with an idea to make Lewis County the Hydrogen Hub of Washington State. Project Steelhead became our focus, a Hydrogen manufacturer with a \$600 million dollar investment into our community.

As the TransAlta coal mine comes to a complete close by 2025, Lewis County can go from a community that focused on coal mining to a community that is focused on clean green energy. By creating a hydrogen hub and recruiting a hydrogen manufacturer, it will produce jobs that can transition jobs lost from the coal mine. Since the announcement of project steelhead, other companies that can use hydrogen have shown interest in coming to Lewis County to be a part of the Hydrogen Hub.



**Washington Small Business Development Center (WSBDC) and Small Business Development Center (SBDC) collaboration:**

While we haven't worked a lot with the SBDC or the WSBDC. I recently worked with Jennifer Dye with the SBDC for assistance in helping a new local entrepreneur in writing an extensive business plan for her new storage facility. Jennifer gave me the tools to go forth in preparing an extensive business plan that would fit the need of the banking institution for my client. She was very knowledgeable with SCORE templates and we had great success with the question answer format.

Within the Economic Alliance of Lewis County, we have our own Business Development Center.

Our BDC Program Manager facilitates daily BDC operations and coordinates a sustainable entrepreneurial program for Lewis County. This position offers the ability to work one-on-one with all clients of the BDC in a tailored way. In addition, the Program Manager collaborates with local educational institutions, experts, and organizations to develop the Build Better Businesses Workshops and hosts Keynote Speaker Luncheons. The manager, has created a multi-curricular program that promotes economic growth and workforce development, fosters new business start-ups, and fulfills the business community's needs. The manager's role is to provide new entrepreneurs and existing business owners' mentorship and guidance to succeed.

The responsibilities of the BDC Program Manager include:

- Assisting local business owners with city, county, and state regulations and requirements.
- Supporting community resource needs such as employee retention.
- Providing location acquisition support and logistic solutions.
- Connecting clients to the Microlending program furnished by the EALC.
- Developing and distributing marketing materials for BDC events.
- Creating newsletters of recent events and developments of the BDC.
- Coordinating monthly luncheon with keynote speakers to include travel and lodging.
- Retaining event space for luncheons & workshops.
- Developing curriculum and agenda for Build Better Businesses Workshops
- Supporting Office Manager with BDC expenditure reporting
- Supporting Office Manager with reporting requirements for grant makers

Other Funding Sources: Do not include Commerce ADO funding Sources	FY22 Total
Private	\$115,934
Local	\$253,800
State (Impact Washington, pass through state funds)	\$7,200
Federal	\$41,453
ARPA	\$210,406
<b>Total Other Funding Sources</b>	<b>\$628,793</b>

Commerce ADO Grant Funding only	County	FY22 Total
Associate Development Organization – grant	Lewis	\$75,000
Total ADO grant funds		\$75,000

## Lincoln County: Lincoln County Economic Development Council

### Diversity, Equity and Inclusion

Making sure that every household, business and anchor institution have the choice of desired Internet Service Provider that is affordable and reliable with speeds up to 1gig provisional. Through the broadband office that will be implemented in Lincoln County we can provide online and in person training to individuals/families from how to access the internet to internet safety, we will collaborate with the Libraries in the County to further expand trainings that are offered. Lincoln County wants to make sure Diversity, Equity and Inclusion are the basis for any trainings that are offered, that way resources are made available for every individual's specific need(s), thus evenly distributing resources to all. Always keeping in mind that every individual is unique with their own voice and perspective. We plan on holding several community meetings to get input and needs assessed (one in each city/town).

### Broadband Infrastructure

Lincoln County's goal is to provide affordable open access fiber to all of Lincoln County. The builds will also expand services for our Internet Service Providers (ISP), potentially creating jobs within the ISP's. Connecting Lincoln County with fiber gives the county endless potential for job creation and expansion, also the ability to work from home. Keeps our communities connected for learning, health needs and emergency management, along with personal needs and keeping connected to family and friends.

Lincoln County was awarded \$1,963,920 with a 20% match (\$490,980) from the Community Economic Revitalization Board for the first build out, which covers Almira, Creston and Harrington in Lincoln County Washington. Lincoln County is finishing up the design phase for this build with focus on getting fiber to Almira due to the school burning down and the rebuild of the school taking place.

The Public Works Board also awarded Lincoln County \$4,162,072 for the second build which includes: Odessa, Reardan, Sprague and Hawk Creek located in Lincoln County. This build will be going into the design phase within the month of July.

Lincoln County's third build was awarded through the Washington State Broadband Office Infrastructure Acceleration Grant in the amount of \$5,218,072 which will include Davenport and Wilbur. The WSBO builds design phase is also anticipated to start in July.

The three grants received have made it possible to deliver fiber to all the cities and towns in Lincoln County. Lincoln County is currently working on plan development of the outlining rural areas for build out, currently focusing on the Northern area which borders with Lake Roosevelt.

### Small Business Creation

Lincoln County has decided to implement a Broadband Office within the County, thus creating a new business and a County job. The employee will deal with everything from grant management to financial data with record

keeping. The new employee will work under the Lincoln County Auditor. The Lincoln County Auditor is currently working on a job description for this position with the help of Spokane County’s Procurement Manager.

Without the funding from CERB, PWB and WSBO, Lincoln County would not have a Broadband Office. This position will create another Union job within Lincoln County with full benefits for the recipient. Lincoln County will possibly place the Broadband Office on the third floor of the Court House next to the Prosecuting Attorney, making it easier for required and ongoing paperwork that will be needed.

<b>Other Funding Sources: Do not include Commerce ADO funding Sources</b>	<b>FY22 Total</b>
Private	\$10,008
Local	\$65,000
State	\$0
Federal	\$0
Other	\$0
<b>Total Other Funding Sources</b>	<b>\$75,008</b>

<b>Commerce ADO Grant Funding only</b>	<b>County</b>	<b>FY22 Total</b>
Associate Development Organization – grant	Lincoln	\$75,000
<b>Total ADO grant funds</b>		<b>\$75,000</b>

## Mason County: Economic Development Council of Mason County

### Diversity, Equity and Inclusion

During the Covid pandemic the EDC broadened our community partnerships through Area Command to include our Hispanic and Guatemalan communities. We continue to work with translators for business support and funding outreach. Our marketing documents are now available in Spanish and Mam to better educate and include these business owners and residents. Businesses need to take this opportunity to not only continue the conversation, but to implement and uphold more impactful strategies to see real, lasting change within business models.

Promoting diversity initiatives was only our first step. Diversity, equity, and inclusion go hand-in-hand, and to make real change, we must build a truly inclusive work culture. We also continue to work with our partners to assist with basic business building and bookkeeping education.

### Business Relocation and Recruitment

We have always maintained a focus on recruitment and over the last few years are starting to see an increase in interest for locating businesses in Mason County: a hotel, a food manufacturer, and multiple housing developments. This increased focus has allowed us the opportunity to really assess our potential sites/areas and the needed utilities to make these areas shovel ready.

We have no sites that do not need at least one major utility! But we are seeing both public and private investment to bring these areas to readiness level, such as in Belfair. With the state moving forward with the new freight corridor, we have been working with Mason County and private landowners to increase sewer capacity and accessibility as well as with Congressman Kilmer’s office and Mason County PUD3 for additional substation capacity needed for the current and future growth that we are seeing in our north area.

### Small Business Creation and Support

We recently completed a report on the impact of COVID on Mason County. It was interesting to learn that between 2019 and 2022 we slightly increased our number of businesses. This was due, in large part, to the unprecedented support and efforts from the federal government, to Washington State through Department of Commerce, to local public entities, to every citizen of Mason County. We did have businesses close, but we had extremely high numbers of people working hard to take this opportunity to create something new.

Other Funding Sources: Do not include Commerce ADO funding Sources	FY22 Total
Private	\$54,000
Local	\$180,000
State	\$0
Federal	\$0
Other	\$0
Total Other Funding Sources	\$234,000

Commerce ADO Grant Funding only	County	FY22 Total
Associate Development Organization – grant	Mason	\$75,000
Total ADO grant funds		\$75,000

## Okanogan County: The Economic Alliance

### Diversity, Equity and Inclusion

Okanogan County is a very diverse county, the Colville Indian Reservation encompasses a large portion of our county and over the last 50+ years, Agriculture and Natural Resources have been our top industries, which has brought many migrant workers to our region.

The work that we do has always focused on bringing together all cultures, communities, businesses, and leaders to the table to make decisions that are going to impact our local economy from a community and economic development lens. The Economic Alliance's mission is to facilitate partnerships with private, government, and tribal entities that will create an environment to nurture, support and recruit businesses and industry in Okanogan County. We partner with all the local chambers of commerce, the Northwest Native Development Fund and other business and services groups to ensure that we reach all businesses and entrepreneurs in the area.

The Economic Alliance is not just the ADO, but we are also the WSBDC, the Small Business Resource and Technology Center (SBRTC). We provide the Administrative Support for the Okanogan County Tourism Council, which is the Destination Marketing Organization (DMO), and we contract with the county to provide overarching Economic Development services to the county and communities, which includes but is not limited to:

- Oversight of the annual Prioritization Process for Public Infrastructure and Community and Economic Development Projects.
- Facilitating the Okanogan County and Colville Confederated Tribes Broadband Action Team (BAT).
- Facilitating the creation of the Okanogan County Latino Small Business Network.
- Work with local communities to access Local, State and Federal Dollars for their projects.

All these items focus on bringing equitable services to all the residents within Okanogan County. We recognized several gaps during the COVID 19 public health pandemic that needed to be addressed and by adjusting our services to address the business needs identified by creating new programs and focusing on the much-needed expansion of key infrastructure, we believe that we will continue to see those gaps close every year.

### **Business Retention and Expansion**

The Small Business Resource and Technology Center (SBRTC) was created by the Economic Alliance using funding from USDA, and match from our state ADO and Okanogan County contracts. We learned during the COVID 19 Public Health Pandemic that many of our small businesses had to shut their doors down completely and had no way to sell their products because they did not have an online presence.

In August of 2021, the Economic Alliance opened the SBRTC which offers classes focused on e-commerce, to assist local businesses expand into the online environment including, Website Development, Social Media 101, Etsy and Instagram Marketplace, Photography for your business, Building your brand and Marketing 101. We also purchased the technology they could use, as that was also identified as a barrier, which businesses could check out to use at their place of business or use in our office. This includes laptops, photography equipment including cameras, light boxes, video equipment, drones etc. We offered Digital Navigation Services at the center as many of our business owners do not have the basic computer skills including email addresses, which prevented many of them from applying for the local, state and SBA grant and loan programs offered during the pandemic.

Since November of 2021, we have held over 39 workshops with a total of 56 attendees, some who attended multiple workshops. Out of those 26 were woman owned businesses, two were Native American owned, six were Latino owned and two were Veteran owned. We also offered 1: 1 Business Support to 13 Startups businesses, several existing businesses and made several referrals to our SBDC advisor for additional support.

Covid 19 and the uptick in cases throughout 2021 and into 2022 prevented many businesses from utilizing the SBRTC for in person activities, so we adjusted our workshops and services to offer them in a hybrid setting via

zoom. Those who were comfortable attended in person at our office and those who did not could attend online. Staff also went out and met with Small Businesses in person at their location to offer the training and technology to them in a 1: 1 setting.

**Employment and Workforce Development**

The Economic Alliance created the Latino Small Business Network. We are partnering with Worksource Okanogan and their Business Outreach Team to meet with and work with our Latino Small Business Owners who have historically been an underserved population in Okanogan County. In a Latino Small Business Survey conducted last summer, the small businesses identified employee retention, hiring, and access to capital as their main business priorities.

In the spring of 2022, we met with 25+ Latino Small Businesses 1:1 or at one of three community meetings that were held in different locations within the county. Worksource Staff was on hand to share their services, programs and how they can assist these businesses with their workforce needs. The Economic Alliance was there to talk about the services that we provide including the Digital Navigator Services, SBDC, and SBRTC to share that all our services are now offered in Spanish. Many of these businesses were not aware of the services that were offered from either of our organizations and were extremely excited to begin working with us.

In June 2022, the Economic Alliance was able to schedule a meeting to introduce one of the Latino small business groups to the Okanogan County Commissioners to discuss some of the concerns that that their businesses were having in their area. This was the first time that this group had ever felt comfortable presenting or talking to that level of leadership. From this meeting we have already seen movement to resolve some of their small business concerns, and due to this, they are very excited to work with the county and with the Economic Alliance in the future.

**Washington Small Business Development Center (WSBDC) and Small Business Development Center (SBDC) collaboration:**

The Economic Alliance is the sponsor for the WSBDC Small Business Advisor for over 20 years. We have a unique relationship with the WSBDC in Okanogan County as we not only sponsor the program, but we also dedicate staff time to the administrative work including data entry, scheduling client meetings, and marketing the program and services throughout the county. This model has worked for us, as our WSBDC advisor is a part time position, and we know that these services are essential to our local economy and to the future success of our small businesses in Okanogan County and our local communities.

<b>Other Funding Sources: Do not include Commerce ADO funding Sources</b>	<b>FY22 Total</b>
Private	\$29,500
Local	\$113,945
State	\$0
Federal	\$114,226
Other	\$48,500

Other Funding Sources: Do not include Commerce ADO funding Sources	FY22 Total
Total Other Funding Sources	\$306,171

Other Notes	FY22 Total
Washington State Microenterprise Grant	\$19,000
Community Foundation of NCW Grant	\$29,500
Total Other Notes	\$48,500

Commerce ADO Grant Funding only	County	FY22 Total
Associate Development Organization – grant	Okanogan	\$75,000
Total ADO grant funds		\$75,000

## Pacific County: Pacific County Economic Development Council

### Diversity, Equity and Inclusion

Pacific County Economic Development Council Diversity Statement:

True economic success is achieved with mindful planning, sustainable development, and intentional engagement creating equitable opportunities for all. We embrace diversity as a driver of economic success. As conveners and collaborative partners, we pledge to do the work and support inclusion and prosperity for all members of the Pacific County community.

Collaboration: Pacific County Economic Development Council has initiated outreach activities to minority owned businesses in collaboration with local Chambers and Merchants Associations to assure access to resources for minority owned businesses.

Integration: Additionally, Pacific County Economic Development Council is taking intentional steps to integrate diversity and equity values into core documents, priorities and employee training. Including:

- Posted to website at: <https://pacificcountyedc.org/about-pcedc/>
- Expanding and Diversifying the PCEDC Network of Potential Board Candidates
- Initiated Collaboration with Pacific County Voices United
- Made additional support Services Available to minority, veteran and woman-owned businesses
- Formation of Minority Business Networking Group
- 2021 Emerging Leadership Award - Chinook Indian Nation
- Minority status, veteran status and woman owned business status was a considered factor in grant review and award processes conducted by PCEDC in 2021-2022.

## Development

PCEDC increased business outreach, through virtual town halls and webinars. We also added walk in service at the new Long Beach Merchants Services Center in Long Beach, to online and email service requests. In Q2 -22 PCEDC posted 45 social media announcements of grants, SBDC services, and professional development opportunities to multiple outlets. PCEDC continues to meet twice monthly with all of our affiliates to share and exchange information and has posted a variety of resources on our technical support

<https://pacificcountyedc.org/technical-support/> and business toolkit web pages:

<https://pacificcountyedc.org/business-startup-toolkit/>

The website also features industry business profiles from across multiple sectors.

<https://pacificcountyedc.org/featured-businesses/>.

PCEDC has also launched planning for minority-owned business support services.

Total of 282 business technical assistance interactions were recorded from the following industry sectors:

- 43% Service Industry
- 22% Manufacturing
- 9% WTU
- 9% Retail
- 9% Finance and Real Estate
- 9% Construction

## Employment and Workforce

Pacific County is faced with a range of unmet housing needs that impact key industry workforce needs. An aging population (Median age 54.4), low median income (\$59,900) and seasonally impacted industries (Hospitality, Commercial Fishing, Agriculture and Aquaculture) make this statewide issue an even greater challenge. Employers cannot recruit or expand, as there is not vacant housing within 50 miles. Pacific County EDC is leading a collaborative effort to create a housing action plan that will address housing needs at all income levels and create a landscape that is conducive to attracting and retaining a competitive workforce.

In collaboration with the UW Livable Cities Year Program, Pacific County EDC has launched a series of initiatives for the 2022-23 biennium, including:

- Property and manufactured housing inventory
- State, Municipal and County Property Ordinance Review
- Housing Ordinance Case Study and Analysis
- Municipality UGA adjustment Analysis
- Land Capacity Analysis
- Pacific County Housing Needs Assessment

These preliminary activities will position Pacific County to create a Housing Action Plan and develop shovel-ready workforce housing projects to accommodate our current and future need to attract and retain a competitive workforce.



<b>Other Funding Sources: Do not include Commerce ADO funding Sources</b>	<b>FY22 Total</b>
Private	\$10,050
Local - Public Entity Service Contracts	\$53,663
State	\$0
Federal	\$0
Other	\$94,848
<b>Total Other Funding Sources</b>	<b>\$158,561</b>

<b>Other Notes</b>	<b>FY22 Total</b>
Includes:  WEDA Bus Tech Support, Willapa Bay Enterprises Grant, Impact WA Contract, PCOG Service Contract, PC Targeted Marketing .09 Funds, Pac Mtn Bus Tech Support	\$0
<b>Total Other Funding Sources</b>	<b>\$0</b>

<b>Commerce ADO Grant Funding only</b>	<b>County</b>	<b>FY22 Total</b>
Associate Development Organization – grant	Pacific	\$75,000
<b>Total ADO grant funds</b>		<b>\$75,000</b>

## Pend Oreille County: Pend Oreille County Economic Development Council

### Diversity, Equity and Inclusion

The Pend Oreille EDC has paid close attention to diversity, equity and inclusion over the past few years particularly regarding the pandemic. Pend Oreille County’s business landscape is largely made of small, local businesses. The EDC team worked with many partners to share resources, grants and training for small businesses to ensure there was assistance available and accessible for all. Grants/resources were advertised in the local newspapers, social media, door to door, emails, and word of mouth. The Kalispel Tribe is an important partner in ensuring tribal businesses are reached and the information is distributed appropriately. The Kalispel Tribe also partners to provide technical career training to assist in preparing a diverse workforce.

### Small Business Creation

Assisting and promoting the start of small business within the county and aiding wherever possible to help them succeed.

The EDC's business team has worked to make a friendly business environment for small businesses to start up. Working with partners to address key issues within the community and develop small business creation. Along with referring businesses to appropriate resources such as access to capital, training, business planning and site selection and export assistance wherever possible. As a result, we have seen numerous startups over the past year with creation of jobs.

### Workforce Development

Workforce development is a topic that all businesses of all sizes are dealing with. Finding qualified workforce who are skilled and ready to work with both soft and hard skills has become increasingly difficult. The pandemic led to additional holes in finding people to fill jobs that were deemed necessary. The EDC has partnered to address key issues in the landscape of WFD.

The EDC has partnered with the Kalispel Tribe of Indians to continue workforce development training through the Kalispel Career Training Center. This program is designed to give young adults the skills necessary to obtain local jobs. Local businesses in the county are surveyed to see what qualifications are in demand. The EDC and KCTC have also worked with the local Spokane Community College Newport branch for job skills and classes offered.

Washington Small Business Development Center (WSBDC) and Small Business Development Center (SBDC) collaboration:

Currently the Spokane SBDC office covers Pend Oreille County. I have referred several businesses to SBDC as a resource. There is some reluctance for small businesses to travel to Spokane for this assistance.

<b>Other Funding Sources: Do not include Commerce ADO funding Sources</b>	<b>FY22 Total</b>
Private	\$0
Local	\$105,000
State	\$0
Federal	\$0
Other	\$0
<b>Total Other Funding Sources</b>	<b>\$105,000</b>

<b>Commerce ADO Grant Funding only</b>	<b>County</b>	<b>FY22 Total</b>
Associate Development Organization – grant	Pend Oreille	\$75,000

Commerce ADO Grant Funding only	County	FY22 Total
Total ADO grant funds		\$75,000

## Pierce County: Economic Development Board for Tacoma-Pierce County

### Diversity, Equity and Inclusion

In response to the horrifying deaths of George Floyd and Manuel Ellis by police officers, the EDB joined local, regional, and national leaders in condemning the unjust taking of Black lives. These tragedies were not isolated incidents, and the reaction to them exposes, once again, the injustices inflicted on people of color every day in the United States and around the world. Just as our communities have rallied to address the COVID-19 crisis, we need to rally to address the crisis of systemic racism. The first step in addressing a crisis is acknowledging it for what it is. Decades of indifference exacerbates widespread systemic racism and its impact on Black and other racially underrepresented groups.

The EDB’s CEO Bruce Kendall and the Tacoma-Pierce County Chamber’s CEO Tom Pierson wrote an Open Letter to the Community asking business leaders to join them and others in our community in the fight to end systemic racism. We do not claim to have the answers, but we have the will to engage with Black and other racially underrepresented groups to “ask and listen” and to collaborate on efforts to end systemic racism. Several areas of the work program address the racism pandemic. In every case, these are initiatives that will help the EDB achieve its goal of creating and retaining jobs for the people of Tacoma-Pierce County.

**Here are a couple examples of the work we’ve accomplished to increase Diversity, Equity, and Inclusion: Big focus on BIPOC business support.** The BRE program laid the foundations for BIPOC business support in 2021. Activities included strategic outreach to the BIPOC community via informational webinars, piloting technical assistance opportunities, and renewing our contract with the WA State Minority Business Development Agency (MBDA).

In Q2 and Q3-2021, the program developed and executed two technical assistance programs: EDB Thrive! and Marketing for Success leveraging matching funds from WA Department of Commerce and Impact Washington. We learned more about Tacoma-Pierce County’s BIPOC business demographic including typical industry sectors, average employee size (>5 FTEs), and average annual gross revenues (>\$150,000).

In Q4-2021, we renewed a \$50,000 contract with MBDA and proceeded to plan our service delivery for the rest of the year. A portion of the contract was awarded to black-owned Clarity Consulting to leverage its existing community connections to assess challenges, opportunities, and potential solutions. Clarity surveyed the BIPOC business community online and delivered two hybrid separate round table events. A comprehensive report was published sharing the results and recommendations in response to the needs within our BIPOC business community.

In Q4-2021, the EDB partnered with Heritage Bank on a community briefing to share information on a new \$50M dollar community development fund to help underserved communities access capital to fund commercial development projects.

In Q1-2022, the EDB in partnership with the WA State Minority Business Development Agency hosted a “Fast Track Certification” event for BIPOC businesses to help them navigate the application portal and process for Minority Business Enterprise (MBE) and Disadvantaged Business Enterprise (DBE) certification at Bates

Technical College – Downtown Campus. This interactive and hands-on approach helped 22 business owners in navigating the requirements to successfully complete an application. We continue to follow-up with the businesses to ensure they have their questions answered.

In Q1-2022, the EDB in partnership with the WA State Minority Business Development Agency hosted a hybrid “BIPOC Business Forum” to share available resources. Speakers included representatives from fellow small business owners, Procurement Technical Assistance Center, Marketing & SEO experts, and ScaleUp. The hybrid event highlighted opportunities for 40 business owners to leverage existing programs to compete and grow their business.

In Q1-2022, the EDB partnered with the University of WA Tacoma Global Innovation and Design Lab to help lead the EDB board of directors and staff through a process to further enhance our work toward Diversity, Equity, and Inclusion.

### **Expansion**

**NewCold achieved a significant milestone with their expansion project.** For the past year, NewCold has been engaged in a public process to apply for a Comprehensive Land Use Amendment to change a portion of their 3-acre facility from light industrial to heavy industrial zoning. Last week, Tacoma City Council voted 9-0 to pass an ordinance allowing for a higher land use designation. NewCold plans to construct up to the same building 130-foot height as their existing facility thereby generating higher efficiencies.

The EDB, City of Tacoma, and our partners continue to support the client to move this expansion forward. The next step is for NewCold to move through a 6–9-month public rezone process. We are anticipating additional opportunities to engage our partners to testify and submit letters.

This FDI project would generate \$100 million in private capital and create an estimated eighty-five new family-wage jobs. The project creates supply chain certainty for manufacturers and contributes to regional/global food security.

### **Employment and Workforce Development**

**SAFE Boats is on track to re-open its Tacoma large craft facility in the tide flats in the Fall of 2022.** The client recently submitted a grant request through the U.S. Department of Transportation Maritime Administration Grant and are awaiting feedback. The grant would help fund a portion of the equipment, workforce, and other needs for the facility. A big thank you to our partners: City of Tacoma, Clover Park Technical College, Impact Washington, Maritime Blue, Pierce County, Port of Tacoma, and WorkForce Central who supported the grant application.

The first two fabricated Mark VI Patrol Boats will arrive in September to the new Tacoma facility for assembly and installation work. The focus is to quickly ramp up from an existing six (6) current management employees to fifty new blue-collar employees by the end of December. Positions will range from welders and system integration installers. Due to the tight labor market, SAFE Boats has increased starting wages for entry-level high school graduates to \$22-\$23/hr. and up to \$35/hr. for their more experienced workers. In addition, SAFE Boats offers outstanding benefits which accrue during day one. These includes options for 100% health/medical, 401k and other benefits.

We are working to coordinate with our local workforce partners resources to help SAFE Boats access talent. We are suggesting that they focus on a couple of areas including marketing/messaging, partner referrals, job postings, onsite job fairs and hiring events, connecting with local community colleges, and transitioning service members out of JBLM.

Once fully staffed, SAFE Boats will employ 75 FTEs in Tacoma. The company is on schedule to construct and deliver the first two boats to support the government of Ukraine’s military action in December 2022.

**Washington Small Business Development Center (WSBDC) and Small Business Development Center (SBDC) collaboration:**

The Economic Development Board for Tacoma-Pierce County has worked with Steve Burke with the Small Business Development Center (SBDC). Steve participated and presented during monthly ecosystem partner calls to share the latest information and resources for small businesses. Our ecosystem partners include local jurisdictions, utilities, transit, workforce, and non-profit partners.

As small business needs arise, we have been directing and sending over referrals to SBDC to assist the business. We consider them a valuable partner who has breadth and experience with technical assistance and counseling.

We look forward to furthering our relationship and supporting local businesses together.

Other Funding Sources: Do not include Commerce ADO funding Sources	FY22 Total
Private	\$620,000
Local	\$386,177
State	\$0
Federal	\$25,000
<b>Total Other Funding Sources</b>	<b>\$1,031,177</b>

Commerce ADO Grant Funding only	County	FY22 Total
Associate Development Organization – grant	Pierce	\$288,000
<b>Total ADO grant funds</b>		<b>\$288,000</b>

## San Juan County: San Juan County Economic Development Council

**Diversity, Equity and Inclusion**

We were very pleased to offer our first Spanish language business workshop in many years, in partnership with Lorena Lowell from the Stevenson SBDC.

We are also working on programs specifically for underserved populations in San Juan County, and have been coordinating with organizations that work with underserved populations.

We ensure that the Family Resource Centers and non-profits such as the United Way help distribute information to low income and non-native English-speaking residents about our free workforce development programs.

We participate in the Vulnerable Populations Long Term Care workgroups (which include members of multiple non-profits and local government entities) to identify workforce development programs that could benefit the elderly, disabled, and infirm.

Particularly during the height of the economic crisis, but continuing afterwards, we coordinated with the local Community Foundations, the Family Resource Centers, and other non-profits, to distribute information about aid programs for businesses, workers, and people who were newly eligible for unemployment benefits.

We have added Spanish language capability to our website and have offered courses for Spanish-speaking entrepreneurs. Much of this work was enabled by a grant received from Commerce.

Additionally, we are working to improve representation on our board of directors, and among staff. This will take time, but our efforts are sincere.

In terms of equity, a majority of our work over the past 4 years has been to improve income equity in San Juan County. Unfortunately, our county has some of the lowest wages in the state, which makes for an untenable situation for our workers, particularly as the cost of living skyrockets. We have many programs to improve economic outcomes, including trades and tech training programs.

### **Business Recovery Support**

Our office has a driving and enduring mission to help our tiny businesses by whatever means we have available, so that they may thrive and expand, and our underlying tenet is that the most critical economic growth is the growth of our existing, committed businesses.

Having this bone-deep commitment to our small business owners can mean small interactions like making a connection to a technical partner in a slowdown. It can also mean extensive work lasting months to lift a sector or an entire business community out of dire straits, as in during Covid times or, more recently, the catastrophic fire in Friday Harbor earlier this year.

In the early morning April 7 of this year, a catastrophic fire wiped out half of a city block of Friday Harbor's downtown core. The fire destroyed four historic buildings, erasing the work and livelihoods of nearly a dozen of our small businesses.

The EDC team immediately mobilized to support the businesses, starting with getting to the burn site in the early hours, to support grieving business owners and to offer counsel, and acting as a liaison to local, state and federal representatives.

By the end of that first day, the team had started a fundraising campaign for the affected businesses with a goal of raising funds to assist our businesses. After a month of thorough marketing, outreach, and direct asks, our office had fundraised over \$56,000 that went directly into the hands of the most affected business owners.

During the week after the fire, the EDC worked closely with the businesses, organizing two online info sessions – one for business owners affected by the fire and one for the now-unemployed workers.

Additionally, our office worked with the Emergency Management Division of the Washington Military Department, to ensure that the businesses would have access to emergency funding; we created a comprehensive resource database for those affected, and made dozens of technical assistance calls on their behalf.

We also worked to get the word out about both the resources and funding available through a dedicated webpage ([www.sanjuansedc.org/fire-recovery](http://www.sanjuansedc.org/fire-recovery)), and through other media outlets such as Facebook and the local papers, including a two page ad.

Finally, we helped work to find alternative sites for the most affected businesses, and continue to assist as they navigate into the future.

Impacts:

- Eight relocated to new facilities, with nine counseled on potential relocation sites
- 32 employees impacted - 20 jobs retained (all but one hired by other companies)
- Provided counseling for businesses and for workers

### **Employment, Workforce Development and Equity**

A vexing aspect of the economy in San Juan County is that our job wages are the second lowest in the state. Our office strives to create programs that train our workforce into high-wage jobs in trades, and, more recently, tech, giving them more equitable outcomes in our community.

Additionally, we work to connect employers to workers through events like job fairs, and support the workforce with unemployment filing assistance.

Part of our efforts to support businesses and the workforce included a robust Trades Training Initiative.

This past year, our in-house trades programs included courses in Masonry, Carpentry, CAD for Manufacturing, and Construction Management. We also offered for the first time, a course on Home Care Aide Training, in partnership with PeaceHealth and Cornerstone Healthcare Training. This provided training and financial assistance for 10 students to work toward their HCA Certification.

We also launched a Merchant Mariner Certification program, which offered a one-day introduction to maritime careers, and financial and technical assistance for those interested in maritime careers. Fifteen 15 students participated in the primary training, and students are enrolling in the certification on a rolling basis.

Our Youth Trades Program, in partnership with San Juan County 4H and community tradespeople, introduced students to the trades through after-school projects. 29 students participated last year, and we expect over 70 to participate in the summer of 2022.

These efforts to train workers into higher-wage industries is crucial in our effort to support those industries and to help workers obtain equitable wages, as well as in creating career advancement opportunities in San Juan County, and presenting career options to our youth.

We have also launched the EDC's Tech Training Accelerator Initiative, which aims to train local workers into high-wage, skilled tech jobs, as well as provide local business owners with tech skills that have become necessary as business operations move online.

Providing courses in computer programming and web development at a reduced cost allows youth and underemployed islanders to gain the skills they need to enter high-paying tech careers.

Our first tech training course – CSS/HTML/JavaScript launched in June.

## Washington Small Business Development Center (WSBDC) and Small Business Development Center (SBDC) collaboration:

This past year, we were very pleased to offer our first Spanish language business workshop in many years, in partnership with Lorena Lowell from the Stevenson SBDC. We are grateful to the SBDC and to Ms. Lowell.

This workshop was the first one in a series, to benefit our Spanish language population. The first class was in May, and we're excited to roll out the rest of the series.

In addition, our office refers clients to our SBDC in Mount Vernon regularly.

Other Funding Sources: Do not include Commerce ADO funding Sources	FY22 Total
Private	\$66,530
Local	\$210,404
State (Commerce Covid Grant)	\$89,462
Federal	\$0
Other	\$0
Total Other Funding Sources	\$366,396

Commerce ADO Grant Funding only	County	FY22 Total
Associate Development Organization – grant	San Juan	\$75,000
Total ADO grant funds		\$75,000

## Skagit County: Economic Development Alliance of Skagit County (EDASC)

### Diversity, Equity and Inclusion

Diversity, equity and inclusion is ingrained and normalized in our programming, including in webinars, events, initiatives, staffing, and collaboration. From an economic development perspective, DEI work is essential to addressing systemic barriers to achieving financial independence and prosperity. Our DEI-driven mission builds our capacity to market Skagit County to diverse talent pools and enhances our reputation as a home, destination, and place to do business.

**JEDI Speaker Series:** EDASC in partnership with the local Skagit chambers of commerce launched the Justice, Equity, Diversity and Inclusion (JEDI) Speaker Series to help businesses understand the benefits of a more inclusive workplace and community and shed light on important topics that impact us all.

These well-attended webinars reached hundreds of participants and are available for viewing on the EDASC's website. Three webinars were held for the reporting period.



- July 2021: DEI Strategies for Hiring
- August 2021: Leveraging JEDI as Part of Your Competitive Advantage
- September 2021: Creating a Sense of Belonging Through a Culture of Dignity

**Bilingual Small Business Support:** In 2022, EDASC hired Bilingual Small Business Advisor Jorge Estefan, who is responsible for increasing entrepreneurial opportunities and success for small business owners using a lens of equity and inclusion, with a particular focus on those in the Latino community and others who experience barriers to prosperity. Skagit County has a 20% Latino population. Estefan provides culturally aware one-to-one business support, classes, and workshops in Spanish and/or English, and advises on culturally aware and collaborative policy and programmatic work to explore best practices and develop new avenues for success.

**Center for Inclusive Entrepreneurship:** EDASC’s DEI efforts are included in its business support and outreach. EDASC formalized a partnership with the Center for Inclusive Entrepreneurship (CIE), a nonprofit that supports early-stage entrepreneurs and microenterprises, providing space at EDASC for their advisors to meet with clients. CIE is also a contractor with SBDC. EDASC continues to work with other partners including Community Action’s Latino Advisory Council and the Mount Vernon Chamber of Commerce on Latino business support needs.

**Leadership Skagit DEI Curriculum & Class Diversity:** EDASC’s Leadership Skagit professional development program has made DEI the foundation of its 9-month curriculum and learning outcomes. Examples of topics included the neuroscience of learning and bias, transformative justice, justice through inclusion, economic vitality, a sense of place, and more. Priority was also placed on recruiting diverse participants, and that effort was reflected in the class of 2022, which was the most diverse class in the history of the program.

**Economic Forecast Night:** EDASC’s annual Economic Forecast Night, providing a year-in-review and look ahead at economic trends shaping Skagit County and the world’s economy, for the first time featured an all-women panel of economists covering the pandemic recovery and housing, border restrictions, labor and employment, and inclusive economic growth and recovery. The speakers were Dr. Lisa Brown, Director of the WA Dept. of Commerce, Dr. Laurie Trautman, Director of WWU Border Policy Research Institute, Dr. Anneliese Vance-Sherman, regional labor economist for Employment Security Department, and Dr. Vange Ocasio Hochheimer, associate professor of Economics at Whitworth University.

**EDASC Sponsors “My Otherland” Premier:** EDASC sponsored the premier of the film “My Otherland,” produced by a local filmmaker about the journey a Skagit County transgender resident. At the premier event, EDASC CEO John Sternlicht spoke about the importance of these topics from an economic development perspective, and also that it’s the right thing to do as an empathic human being.

### **Employment and Workforce Development**

EDASC enhances Skagit County’s economic stability by supporting its people and the businesses that employ them. In response to employer needs, EDASC has been adaptive and creative in how it approaches workforce development to meet the immense needs of the business community.

- **Apprenticeships & Internships:** EDASC in early 2022 established a working relationship with the Northwest Career and Technical Academy, an educational institution preparing high-school students for careers. Through its boots on the ground and referral work, EDASC has facilitated the development of multiple apprenticeship and internship program pipelines with five businesses and organizations including a hospital, boat builder, manufacturers, and an auto dealer. The most impactful program promises as many as 60 annual internships in medical fields. More pipeline projects are in the works.

- Virtual Job Fairs: EDASC, in partnership with WorkSource, hosted two Northwest Regional Job Fairs. The events included nearly 100 total employers primarily from Skagit County. Employers recorded hundreds of interactions with the approximately 240 job seekers who attended.
- Talent Retention Workshop: EDASC in partnership with Impact Washington hosted a workshop on attracting and retaining talent, providing information on why employees stay or leave, what matters to current staff and potential employees, best practices, and work-life balance considerations. It was attended by 24 businesses.
- Skagit Job Board: EDASC's Skagit Job Board continues to be its most popular feature on its website, regularly filled to capacity with 100 companies and about 1,500 openings. EDASC has been laying the groundwork with support from Skagit County to expand the capacity to 900 businesses in 2022. The service is currently free to EDASC Investors (members) and will be free and open to the public when it expands to 900.
- Skagit Housing Consortium: EDASC facilitates the Skagit Housing Consortium, formed through a collaborative effort among government, nonprofit and business leaders to address housing availability and affordability. Workforce housing is a major job retention issue in Skagit County, which currently has the lowest vacancy rate among rentals in the state. The consortium, consisting of dozens of broad-based Skagit residents interested in solving the housing dilemma constructively, is working toward independent nonprofit status in 2022.

### **Small Business Creation**

EDASC has a comprehensive suite of entrepreneurial and technical advising services to support the startup ecosystem in Skagit County. These include impactful partnerships with organizations that provide no-cost advising, making connections with programs, no-cost website tools, and more.

- Website Tools for Small Businesses and Entrepreneurs: EDASC provides no-cost tools on its website to support small business creation. In 2022 it launched SizeUp, empowering entrepreneurs and small business owners to discover potential customers, suppliers, competitors and to identify the best locations to target advertising. EDASC's website also provides GIS Planning demographic and site selection data at no cost.
- Data Analytics Course: EDASC partnered with the Northwest Innovation Resource Center to connect businesses to NWIRC's data analytics courses. The courses are designed to enable businesses (particularly SMEs) to make precise data-driven decisions to maximize profit. EDASC also refers clients to NWIRC for advising on innovative ideas and products.
- Impact Washington: EDASC works with Impact Washington to support primarily small- to medium-sized manufacturers through a formal referral process.
- Center for Inclusive Entrepreneurship: EDASC's formal partnership with CIE supports Skagit's entrepreneurial ecosystem. Through this partnership, EDASC provides office space and referrals to CIE, which serves primarily microenterprises with an emphasis on underserved communities as an on-ramp to the SBDC.
- ScaleUp & THRIVE: EDASC continues referring businesses to ScaleUp, a business growth program it helped pilot in 2019. It also had one business successfully complete THRIVE, supporting the growth of a new CEO (and 900% increase in revenues) at a family-owned Mount Vernon business. Businesses that complete each of these programs have found success through growth opportunities, such as opening a storefront.

New Startups: Some of EDASC’s successful startups during the reporting period were:

- Ink + Wool: The retail location sells handmade original goods in Anacortes. EDASC helped Ink + Wool develop a business plan and connected them with business advising services at SBDC.
- ZaZa Turkish Coffee: The Turkish Coffee Company opened a stand and food truck in Anacortes. EDASC help the business start by connecting it with the SBDC, advising on site selection and financing.
- Fidalgo Fudge: The Anacortes chocolatier creates handcrafted, artisanal fudge. EDASC supported Fidalgo Fudge by connecting it with the ScaleUp Business Training program and advising.
- Eagle Way Market: EDASC helped the convenience store open in Mount Vernon by helping it overcome obstacles with the city planning department.
- X Block: The software developer supports restaurants and other hospitality businesses with technology solutions. EDASC supported the startup with help with its National Science Foundation grant application, connections with clients for beta testing, and funding options. X Block is based in Anacortes.
- Breakthrough Speech: The speech therapy and cognitive health business opened in Anacortes. EDASC provided help with marketing, counseling through the SBDC and CIE, and site selection.

**Washington Small Business Development Center (WSBDC) and Small Business Development Center (SBDC) collaboration:**

EDASC contracted for \$35,000 to fund an SBDC advisor serving Skagit, San Juan and Island Counties through Dec. 31, 2021, while providing a physical office space. During that time, the advisor counseled 39 Skagit County clients, for a capital infusion of \$729,402 with a total of 200 jobs supported. One new job was created or retained. Twenty training events reached 556 attendees.

<b>Other Funding Sources: Do not include Commerce ADO funding Sources</b>	<b>FY22 Total</b>
Private	\$390,443
Local	\$349,110
State	\$0
Federal	\$26,900
Other	\$0
<b>Total Other Funding Sources</b>	<b>\$766,453</b>

<b>Commerce ADO Grant Funding only</b>	<b>County</b>	<b>FY22 Total</b>
Associate Development Organization – grant	Skagit	\$78,651
<b>Total ADO grant funds</b>		<b>\$78,651</b>

# Skamania County: Skamania County Economic Development Council (SCEDC)

## Diversity, Equity and Inclusion

- We recently updated our website and applications to be in multiple languages.
- We recently added a BIPOC woman small business owner to our board.
- We began working with our County and partners to provide broadband in opportunity areas.

Our board has wanted to focus on woman owned businesses and business owners who are people of color. The board added two new board members. Our newest board member is a BIPOC woman who, with her family, owns a small business here within Skamania County.

Broadband: We have begun working with our County and partners to provide broadband in opportunity areas.

Skamania County has many areas of low-income households without internet capabilities. We have begun working with the Broadband office on what they refer to as “opportunity areas” whereas the income level and accessibility to internet is low. We have begun a very long project and look forward to getting the funding we need to close the gap on areas that are in need of broadband.

## Expansion

Hoshino Expansion into USA: The Skamania EDC completed and presented a marketing study for Hoshino Resorts, from Tokyo Japan, to expand their resorts and hot spring spa facilities foot print into the USA. Hoshino currently owns a vast number of resorts in Japan and in eastern Asia. The EDC has used our network to convene potential sites for them to expand to and have worked hard to grow the relationship between Hoshino and its potential partner in this transaction.

This partnership is a perfect example of Business Recruitment and Expansion. The EDC works to maintain a vibrant and prospering business climate and welcome all entities who want to make a global impact to our county.

## Washington Small Business Development Center (WSBDC) and Small Business Development Center (SBDC) collaboration:

The Skamania EDC and the Local SBDC Office based out of Stevenson have been working together to help businesses within the County. We have referred businesses who are looking to start up, expand or need help with their business. We work together to ensure that the businesses here within the County feel supported and have the necessary tools for their business. The EDC also has a reference guide for the SBDC and the local offices contact and signup form to get the help businesses need. Lorena Lowell is the County Coordinator and she has done an excellent job within our County.

Other Funding Sources: Do not include Commerce ADO funding Sources	FY22 Total
Private	\$0
Local	\$108,330
State	\$0

Other Funding Sources: Do not include Commerce ADO funding Sources	FY22 Total
Federal	\$0
Other	\$0
Total Other Funding Sources	\$108,330

Commerce ADO Grant Funding only	County	FY22 Total
Associate Development Organization – grant	Skamania	\$75,000
Total ADO grant funds		\$75,000

## Snohomish County: Economic Alliance Snohomish County

### Diversity, Equity and Inclusion

In October of 2021, EASC announced the launch of SnoCode, a new diversity, equity, and inclusion initiative in collaboration with regional partners and major employers. SnoCode, which stands for Creating Opportunities Diversity Equity, is a partnership between EASC, Leadership Snohomish County, Snohomish County Government and other regional non-profit and for-profit entities. This diverse group of partners was brought together with a singular mission of creating opportunities for businesses and residents through DEI work. This mission will be served by providing a direct line of education, communication and advancement for the local business community seeking to expand their DEI work.

Our **Coffee Chat** programs have included live panel discussions, and virtual events both in-person and on social media. On February 1, 2022 EASC hosted a virtual event titled Driving Equity & Inclusion which featured Avianca Walker Loudermon of Black SnoCo, to discuss DEI strategies. Other Coffee Chat trainings included a program honoring Asian Heritage and Asian Diversity by featuring members of the Asian and Pacific Islander business communities, and a program describing the success and challenges faced by the LGBTQ+ entrepreneurship community. In total, over 1,000 guests attended these events.

### Expansion and Location

EASC monitors efforts to land new companies and expand existing companies to identify opportunities to leverage the Strategic Reserve Fund as a tool for making company and employee growth possible.

EASC partnered with Snohomish County to submit an application for hydrogen airplane developer ZeroAvia. In addition to identifying a site at the Paine Field, EASC applied for \$350,000 grant from the Governor's SRF and it was received. With this grant, the deal with the County was able to proceed. We were being compared to other jurisdictions around the western US and this additional grant made all the difference to this company.

### Expansion

Being the type of community that businesses want to stay in requires careful and continuous efforts to understand their needs and respond accordingly. EASC BRE program provides three types of outreach to stay plugged into the needs of various sectors and puts a very high value on collaboration with economic

development programs across the state. EASC partnered to promote both a Thrive Session and Export sessions through our outreach to have more than 50 participants engage in how to grow their businesses. EASC uses Industry Advisory Boards representing various target industries, a chamber advisory board and two types of BRE outreach. The first type is BRE to Key Sectors, reaching out to companies from significant industries such as fabricator or aerospace suppliers to hear about and respond to their needs. The second type is a BRE Blitz, which aims to reach a larger cross section of the community through a shorter survey process of a sector or across a geographic location. Through this process we track our interviews using a CRM program, and develop after actions such as referrals and rechecks to follow up

Through BRE we have identified several companies that plan to expand within the next few years which has allowed us to position various properties for development based on anticipated demand.

In June 2022, preclinical-stage biotech SanaBiotechnology announced their expansion into new manufacturing office and lab space in Bothell, Washington. The company expects the move from Fremont, CA to save about \$100 million in expenses over three years.

#### **Washington Small Business Development Center (WSBDC) and Small Business Development Center (SBDC) collaboration:**

The Small Business Development Center (SBDC) for Snohomish County, part of the US Small Business Administration, is located at the EASC office. The SBDC counseled 445 firms this reporting period.

The Procurement Technical Assistance Center (PTAC) program provided 24 Snohomish County businesses counseling services in Q2 2022 for a total of 32 hours, six of these 24 Snohomish County clients were new to PTAC in Q2 2022.

For April through June, there were \$128,247,635 in total obligations for Prime Awards and \$70,415,753 in total obligations for Sub-Awards at the Federal level. The contracts are for work performed in Snohomish County, not all recipients are businesses in Snohomish County.

#### **Total Obligations – USA Spending Data – Federal**

- Prime Contracts – \$128,247,635
- Sub-Awards – \$70,415,753

PTAC conducted 8 workshops or learning sessions in Q2:

- Dissecting an RFQ
- First Friday Follow Up – April & May
- Networking Know How
- Creating Extraordinary Elevator Pitches
- Developing Successful Proposals
- How to use Snohomish County Procurement
- Guest Speaker at the Marysville Chamber Small Business Summit – Topic: Government Contracting

Client per council district are as follows:

- District 1 – five clients – five counseling hours
- District 2 – 12 clients – 19 counseling hours
- District 3 – seven clients – eight counseling hours

## STEM

Snohomish STEM Network, in partnership with Northwest Educational Service District 189, supported development of five programs applying for Career Connect Washington intermediary program builder RFP, with awards up to \$250,000 each. The intermediary grant is intended to "bridge the connection between industry and educators to create and scale Career Launch, Registered Apprenticeship, Career Prep, Recognized Pre-Apprenticeship, and Career Explore programs." HopeWorks Social Enterprises was announced as a Snohomish County recipient for their Career Launch in Education program. Their new job training program will be at Tomorrow's Hope and is for people interested in Early Childhood Education.

In partnership with Everett Public Schools and the City of Everett, EASC and Snohomish STEM announced an MOU with Everett Public Schools to expand their career preparation and preparedness program, Everett Career Link. The partnership supports significant progress toward having new and returning internship, mentor and exploration partners committed to support annual summer programs.

Snohomish STEM Network has also partnered with Forterra to develop a job training program for the Darrington Wood Innovation Center.

<b>Other Funding Sources: Do not include Commerce ADO funding Sources</b>	<b>FY22 Total</b>
Private	\$820,162
Local	\$398,257
State	\$74,840
Federal	\$229,432
Other	\$51,750
<b>Total Other Funding Sources</b>	<b>\$1,574,441</b>

<b>Commerce ADO Grant Funding only</b>	<b>County</b>	<b>FY22 Total</b>
Associate Development Organization – grant	Snohomish	\$288,000
<b>Total ADO grant funds</b>		<b>\$288,000</b>

## Spokane County: Greater Spokane, Incorporated

### Diversity, Equity and Inclusion

In late January 2022, a Project Director was hired to support and execute the strategic objectives of the Multi-Ethnic Development Council, recently renamed the Inclusive Development Council (IDC). The Project Director of the IDC provides leadership, support, and daily management on behalf of Partners for Growth and Inclusive Prosperity. In collaboration with the Washington Employers for Racial Equity, the IDC honors the commitment to implement a vision for equitable economic growth and wealth creation opportunities. The three primary IDC focus areas for 2022 include:

- Fellowship with the community members, multi-ethnic businesses, and corporate leaders
- Supporting and guiding the work of the Supplier Diversity, Talent, and Access to Capital committees
- Discerning the future regarding long-term sustainability

Fellowship is a relationship building process. Trust is foundational to its success; it must be earned over time. The IDS is engaged in and committed to this long-term investment.

The Supplier Diversity, Talent, and Access to Capital committees are working on mid to long term initiatives.

One of the more in-depth initiatives of IDC is the Supplier Diversity Web Development Project. The Vendor Diversity Management Application supports IDC’s mission in achieving its goals in establishing a strategic state of the art vendor diversity program. The key deliverable in July 2022, is a base version of the Diversity Application, essential for user engagement.

Please contact Ben Krauss, the IDC Project Director, at [bkrauss@greaterspokane.org](mailto:bkrauss@greaterspokane.org) or cell 509.362.4946 to discuss any of the IDC’s work.

In addition to the work of the IDC, GSI convened community economic development leaders to launch Spokane County’s [Comprehensive Economic Development Strategy](#). One of the four pillars of the plan is Equitable Growth. Strategies under the Equitable Growth pillar seek to understand, address, and dismantle outcome disparity through intentional initiatives that include all Spokane residents in the benefits of economic growth and prosperity. Certain populations within Spokane have experienced systematic exclusion from full participation in many aspects of economic prosperity. This reality must change if the Spokane region wants to achieve its goal of maintaining diversity, equity, and inclusion (DEI) as core values. As the keeper of the CEDS, GSI will continue advocate for and prioritize sustainable funding for coalitions such as the Business Equity Coalition of the Inland Northwest and the Inclusive Development Council that are accountable to the communities they serve in addressing DEI issues, building trust, creating strong communication channels, and fostering collaboration across Spokane County.

### **Workforce Development**

GSI has an overall goal of reaching 60% education attainment in Spokane County by 2025. That is, 60% of Spokane County residents hold a quality degree or certificate by 2025 because we know that our regional employers need a talented and educated workforce. We approach this from multiple angles and work alongside numerous community partners to drive towards this goal.

In July 2020, GSI partnered with Association of Washington Business (AWB) Institute to launch the Washington Workforce Portal. This statewide platform serves to connect college-attending students across Washington with the opportunity to apply for internships and gain invaluable real-world learning experiences while also connecting employers with local talent. Currently, the portal has 345 student accounts and 434 organization accounts actively utilizing this tool. GSI continues to support the communication and buildout of this tool statewide as it directly impacts our local business’s access to local talent.

Alongside many community partners, Spokane STEM – housed within GSI – expanded Project ELLO ([helloello.org](http://helloello.org)) throughout the region to provide parents with strategies for applying research-based techniques for fostering language-rich math conversations in everyday spaces with young children. 1,000 sets of math hELLO conversation cards have been distributed to families furthest from opportunity. The resources are available in English, Spanish, Marshallese and Russian, creating familiarity of math terminology and concepts through conversations with care-givers.



GSI's Education & Talent Alliance brings together ~30 Spokane area leaders from early learning, K-12, higher education, and local business to strengthen the entire education attainment pipeline and build, champion and retain a talented workforce by addressing complexities, advocating for initiatives, and prioritizing efforts that build overall regional economic success. This group meets monthly to identify gaps and highlight best practices across the system of talent development; to deepen and broaden the relationship of business and education; and to build a space of common, integrated language with shared goals. The three taskforces within this Alliance are working on 1.) Early Learning/Childcare, 2.) K-12 Career Connected Learning and Dual Credit, and 3.) Education Attainment and Completion.

GSI's Teaching the Teachers workshops gives 6-12th grade educators the chance to attend a workshop hosted by a local business to learn about the careers and relevant skills students need to open a pathway to their future career. These three-hour events are hosted by local companies who facilitate a site tour, discussion and activity around the types of jobs and careers their business employs. The goal is for attendees to bring back current and relevant industry information to influence and shape their class curriculum, projects, conversation and/or career guidance with students.

GSI's Business AfterSchool program is a series of career connected learning workshops hosted by local businesses for students in grades 6-12 in the greater Spokane region. Students are invited to attend a workshop to gain real life skills, experience learning in a workplace setting, and explore local career pathways through local innovations highlighted by business professionals. During the 2021-2022 school year, these events returned to in-person for the spring semester where GSI led events hosted by Amazon, Bernardo-Wills Architects, Biotility, CHAS Health, TDS Fiber, Wagstaff, WSU Spokane, and UW Spokane School of Medicine. This allowed over 80 middle and high school students and 50 middle and high school teachers to participate at eight separate workshops.

Spokane STEM, housed within GSI, continues to serve as NEWESD 101's Career Connect Washington (CCW) Regional Network to lead the strategy and development of building a connected career connected learning system for our region's students and young adults. We are one of nine CCW Regional Networks across the state and work in collaboration with education, industry and community organization leaders to determine gaps and opportunities to ensure all Washingtonians have an equitable chance of reaching economic self-sufficiency. CCW granted GSI/Spokane STEM \$410,512 from July 2021-June 2023 to connect K-12 students living in rural and remote communities to career pathways, career and technical education programs and to local employers. Using these funds, GSI/Spokane STEM partnered with NEWESD 101 to establish a Career Connected Learning Director to support the 59 school districts in eastern Washington. Through this partnership, over 25 career exploration events have been established for more than 3,000 student participants in both urban and rural areas in collaboration with area businesses, K-12 schools, and post-secondary institutions. Through other CCW funding, two new Program Builder Intermediary grants were awarded to GSI/Spokane STEM partners in our Northeast Washington Career Connect Washington Region in 2022.

Additionally, a sophomore at Lewis and Clark High School, was named as Spokane STEM's 2022 Rising Star! This female student was nominated by the Science Department at Lewis and Clark High School for her passion for STEM, leadership amongst her peers and dedication to give back to her community. These annual awards honor girls across Washington who embrace STEM education and who explore STEM in ways that will support their education, career, personal development, and the development and needs of others. This annual statewide effort acknowledges one student, nominated by a wide array of education, community, and business leaders, from each of the 11 Washington STEM Network partners/regions. There are over 18 summer camps offered in the Spokane area for STEM/STEAM programming.

## Expansions

GSI assists local companies with their expansion projects, from site selection and infrastructure needs, finding and applying for tax incentives and financial programs, addressing workforce and training issues and more.

Secured \$350,000 from Governor’s Strategic Reserve Fund for CarbonQuest expansion in Spokane County. CarbonQuest has an office and lab facility in the Spokane Industrial Park, with total square footage of 5,000. To support the company’s five-year employee growth plan, they need to expand to a facility of 35,000 – 50,000 square feet. The facility will provide office space for current employees and accommodate their projected employee growth over the next five years of an estimated 200 additional employees.

As the ADO, GSI is the required intermediary between the company and Commerce for awarding SRF dollars. As such, GSI assisted CarbonQuest with their SRF application and subsequent questions and concerns from the Department of Commerce. We wrote a letter of support in addition to securing a letter of support from the City of Spokane Valley. Upon notification of award, we published a press release and announced the news on our website. We completed the contracting process, which requires an agreement between the Department of Commerce and GSI and an agreement between GSI and CarbonQuest. We are expecting the first request for reimbursement in CY 3rd Quarter. CarbonQuest has also contacted Commerce regarding a ribbon cutting/open house event in their new space and GSI is assisting with that.

GSI will now act as the pass-through agent for the award dollars, reimbursing CarbonQuest for the expenses incurred during the expansion.

<b>Other Funding Sources: Do not include Commerce ADO funding Sources</b>	<b>FY22 Total</b>
Private	\$2,658,072
Local	\$220,579
State	\$394,472
Federal	\$586,486
Other	\$1,500
<b>Total Other Funding Sources</b>	<b>\$3,861,109</b>

<b>Commerce ADO Grant Funding only</b>	<b>County</b>	<b>FY22 Total</b>
Associate Development Organization – grant	Spokane	\$248,805
<b>Total ADO grant funds</b>		<b>\$248,805</b>

## Thurston County: Thurston Economic Development Council

### **Diversity, Equity and Inclusion**

During the last year, the Thurston EDC has stood up the BIPOC Business Advisory Council (BBAC) and created the staff position of BIPOC Business & Community Liaison. This two-pronged approach to working towards DEI in the region has the base line strategy of working to ensure that the technical resources for businesses were accessible to, and were able to meet people where they are – and not ask them to come to the office location. The BBAC was created to ensure that resources available were meeting the needs of those that historically could not be utilize resources.

Additionally, the BBAC is asked to measure how the EDC’s resources were being accessed and if so, was it a successful activity. As such, feedback is created that directs the organization to adjust, create, and or implement in more impactful ways and with resources that are more in alignment with those that need them. The BIPOC Business & Community Liaison seeks out partnerships to create linkages between individuals and business resources. The resources promoted by the staff member are not just those of the Thurston EDC, but is inclusive of partner organizations such as chambers of commerce, workforce development groups, support networks and human services of the region.

The Thurston EDC’s Center for Business & Innovation provides technical assistance to businesses to launch, grow and sustain their operations. Additionally, the CB&I provides counseling and business plan development assistance for individuals that seek to launch their goals. This year, the CB&I began to offer business launch and mentoring programs in the languages of Spanish, Hindi, Korean, Vietnamese and Mandarin.

The Thurston EDC is currently undergoing a DEI audit of the entire organization. The intention of the audit is to ensure the administrative policies and procedures are structured so that they support and encourage diversity and inclusion. This is inclusive of the recruitment of prospective employees – ensuring that the language used for recruitment is inclusive of a diverse applicant pool. The audit reviews membership at the organizational leadership level. The goal is to ensure that leadership is reflective of the diversity of the community and encourages community leadership voices of diversity. The audit will review the outreach for all the technical assistance programs operated by the EDC and its Center for Business & Innovation. The audit results will be presented to the Thurston EDC’s Board of Directors to ensure that the results and recommendations are included in the future work and operational plans of the organization – and are implemented.

### **Small Business Creation**

As part of the work of the EDC’s BIPOC Business Advisory Council, the EDC established a \$1,000,000 fund in support of business startups that are located within the geographic areas of the county that have low to moderate income. The fund was designated as grants of \$100,000 per successful applicant. The program was designed to start up new businesses within the economically constricted areas that provided pathways for employment, training, multiplied economic activities, and were acting as a catalyst for income and wealth generation for the surrounding community. The BIPOC Advisory Council reviewed 51 business proposals. While the fund could only provide resources for 10, the remaining 41 were provided a strong mentorship and pathway forward for success utilizing the resources as guided by the BIPOC Business & Community Liaison.

One of the grant award winners chosen through a business plan submittal competition reviewed by the EDC’s BIPOC Business Advisory Council is a health care provider. The grant award winner has started a health care clinic in an area of Thurston County that historically has had minimal health care resources. The program has a focus of investing in and directing economic development in Target Zones (areas that have a low to moderate income, or income levels at of 65% at or below the Area Median Income) with the intention of addressing

economic inequity by investing in the areas and people most vulnerable to the impacts of the Covid-19 pandemic. The grantee was awarded \$100,000 to be used as business startup operational capital—and to be used to defray initial operational costs, lease expenses, facility and equipment costs, and personnel. The Thurston EDC’s research department, utilizing the standard IMPLAN model has identified that this economic sector has an employment multiplier of 1:7. As such, the business plan for the health care clinic has identified three new FTE’s potentially will be created, and as such, it is anticipated that the Target Zone will have an increased employment impact of 21 new FTEs in the region.

The EDC’s Center for Business & Innovation provides the wrap around services for the grantees providing resources for their successful launch. (Concurrently, the 41 other applicants that were not funded received mentorship pathways that lay the groundwork and hands-on facilitation of building a stronger business plan, with an opportunity to pitch to and secure funding through the EDC’s local investment network, THINK (Thurston Investment Network).

The direct and immediate impact of this effort is \$1,000,000 – we will be tracking this program over time to fully assess its long-term impact.

### Business Relocations

The EDC convenes the Thurston Strong collaborative effort of local economic developers. Thurston Strong was created out of a strategic response to the covid-19 pandemic environment. The coalition of economic developers represented the major municipalities of Thurston County, the Port of Olympia, the local Workforce Development Council, South Puget Sound Community College, Thurston



Chamber of Commerce, Community Foundation of South Puget Sound, private consulting firm, and convened by the EDC. This team continues to meet and convene – and develop strategies that are based on regional resources to attract and recruitment investment into the region. The chart below is a graphical representation of the organizations that have chosen to work together on regional strategies for the recruitment of employers and investment into the county.

The coalition has developed connections and networks in the following sectors:

- Professional services / engineering / architecture
- Technology based manufacturing
- Agriculture / processing / production / innovation
- Health care

- Logistics /warehouse and distribution

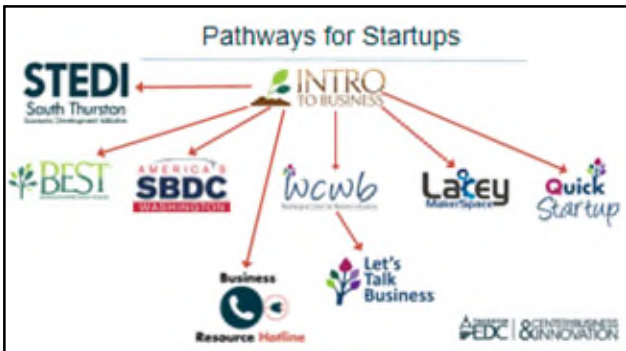
To date, the collaborative effort has made over 15 recruitment proposals to employers/investors outside of Washington State – and three outside for foreign direct investment. The Thurston EDC has concluded our year impact assessment – our total economic impact on the county’s economy is \$44,396,000. This is inclusive of this component of work – and inclusive of business expansion and business retention activities.

**Washington Small Business Development Center (WSBDC) and Small Business Development Center (SBDC) collaboration:**

The charts below are a graphical representation of the coordinated working relationship between the Thurston EDC’s Center for Business & Innovation (CB&I) and the Small Business Development Center (SBDC). This SBDC, while hosted by the South Puget Sound Community College is embedded into the CB&I. While it is recognized that both the CB&I and SBDC are unique and individual organizations, the coordinated approach identifies that both are focused on the success of the businesses and entrepreneurs of the region. This relationship also recognizes that the needs and market-development of each business is unique and must be approached with an approach that ensures that each business has immediate access to resources that are most impactful. The CB&I and the SBDC work together to create, to the business-person and entrepreneur, a seamless approach to support, training, technical assistance and mentoring.



The chart on the left is a graphical representation of the platforms available through the CB&I portals. The inner ring represents the programmatic work of the CB&I. The outer two rings represent individual platforms and business mentoring, technical assistance, and coaching programs available to the entrepreneur.



Once into the system, the entrepreneur has immediate access to issues that support micro-businesses and startups (identified in the middle chart), as well as an identified pathway for growing and business expansion (identified in the last chart). The staff of the CB&I and SBDC closely coordinate to have working knowledge of the resources and activities that they represent – and just as critical, the resources that function as in-house referral network. The focus at all times is on the private business – not necessarily the success of the program, but the private business success.



Together, embedded into the physical space of the Center, there are over 20 technical assistance platforms that can be accessed – be they for micro-business, startups, established and expanding, and or transitional. Together, the eco-system portrayed below worked to provide services to over 10,000 businesses in the last 16 months.

Other Funding Sources: Do not include Commerce ADO funding Sources	FY22 Total
Private	\$726,064
Local	\$208,000
State	\$175,000
Federal	\$1,500,000
Other	\$1,912,615

Total Other Funding Sources (The above items are approximates but represent the program budgets – many of our programs have a leverage with private, public, federal and foundational resources.) \$4,521,679

Commerce ADO Grant Funding only	County	FY22 Total
Associate Development Organization – grant	Thurston	\$138,745
Total ADO grant funds		\$138,745

## Wahkiakum County: Wahkiakum Chamber of Commerce

### Diversity, Equity and Inclusion

Increasing signs of recognition for the Chinook Nation. We have done a great deal this past year in trying to help the Chinook Nation regain recognition, which was rescinded in the early 2000’s. Tribes lost more than \$100 million in CARES Act money and other Federal assistance during the pandemic, through lack of recognition. This year, we installed historic interpretive panels in two locations, highlighting the important role of the Chinook Indian Nation Culture in our area. We also had a beautiful dedication ceremony, where representatives from the Chinook Tribal Council, Descendants of Queen Sally and of the Scarborough family attended; overall, more than 100 people attended, along with congressional representatives and reporters from all over the State.

Our first purpose is to help lead the way with neighboring counties to help the Chinook Nation regain recognition, so that the Chinook Nation can reach the funding so desperately needed at this time.

Our second purpose is education. Because we have failed to grant federal recognition to the Chinooks, their history is not even taught in our schools. We have now created a treasured bond with the Chinook Tribe, and they have now created a beautiful area in our Museum, our Chamber, and several other spaces throughout the County to help educate. They take part in our celebrations as guests, and in helping with different educational programs. We have a Road Scholar Program that comes through and goes to the museum to learn about the Chinook Nation’s History and Culture. We have come just a short way, but we have big dreams ahead of us.

We are also working to add Spanish language translation to our website.

## **Broadband**

Cathlamet now offers the most robust free Public WiFi System in the Lower Columbia region.

This WiFi system has opened an entirely new door for us! Now, when people come to our Town, whether for business and/or pleasure, we offer free WiFi! It covers approximately one square mile in the city limits, which hits all our Main Street businesses, nearly 40 businesses, and close to 150 residents.

Also, because it does include the Elochoman Marina, the average weekend day you can hit up to 50 tourists and up to 500 tourists when there is fishing or an event!

Wahkiakum Chamber of Commerce has partnered with Wahkiakum PUD, the Town of Cathlamet and the Elochoman Marina to create free public WiFi in the City limits. Our formal launch date was June 9th, 2022, and we had our “Wire-Cutting” at 2pm.

We use QR codes that are posted all over businesses through-out town, covering a span of nearly one square mile, for people to log into the Cathlamet public WiFi Signal. Users can access the system for free for up to 90 minutes each day. Use of the system for additional time may be renewed or self-paid (at a modest daily or weekly rate), until we get more users and the system can pay for itself.

This system is managed by Computer Links NW, and it covers approximately one square mile, from the Elochoman Marina to State Route 4, to Spring Street.

Our goal is to expand this area even further to cover the entire City limits, including the schools, by 2023. This will help so many disadvantaged people who did not have WiFi service available to them.

For example, if a Real Estate Agent comes into town and needs to access information on their computer to show their client at Patty Cakes Coffee Shop. All they have to do is take a picture of the QR Code in the window, and it will bring up the Cathlamet WiFi Signal on their device. That is it. They will then have free WiFi for 90 minutes throughout the 24-hour period.

## **Agritourism Map and Farm Hub**

Encouraging awareness and purchase of Wahkiakum grown and made farm products, and to develop relationships among Wahkiakum County Farms, and establishments that source these products.

We have so far collaborated with 16 farms in Wahkiakum County, however we are still working on getting more, as new farmers and market gardeners have recently moved into the area. The brochure includes a Tourist Map, the details of each farm, the goods that they produce and all the contact information you need. It also includes a grow chart for the vegetables and produce common in the area. Our local Markets and Farmers Markets do sell locally sourced goods from some of these farms; however, this map/brochure will be an economic boost for all the Farmers listed in our County.

Agritourism has expanded our Market in Economic Development in a couple of ways:

1. Farm to Table has also sprung up and we now have two restaurants that will be serving a “locally sourced” type of menu. I only see more in the future as it has become very popular. One such restaurant is 45% complete. It is located at the marina and will only use locally sourced foods (the owners also own a farm), they will buy local beef and fish, and brew their own beer and cider. They will rotate their menu seasonally and sell to the local stores. This will give the community eight NEW full-time and 12 seasonal jobs to the area. Their Capital Investment is close to \$600,000, which was more than planned because of the wood and metal crisis.

These costs were difficult on them, and they were supposed to be done last summer, now the goal is to be up and running this fall.

2. Dairies getting a new lease on Life: Some Dairies are becoming Event Spaces. One dairy we have already has a huge wedding/event space. Now, they built a smaller building with two smaller meeting rooms, a restroom, and an amazing commercial kitchen to rent out. They could use this in addition to, or on its own to host smaller community events, meetings, or celebrations. The capital investment was steep at \$430,000, because they had to unexpectedly purchase an engineered septic system, however, they have already booked events throughout the summer. This is also creating quite a few seasonal jobs.

<b>Other Funding Sources: Do not include Commerce ADO funding Sources</b>	<b>FY22 Total</b>
Private	\$0
Local: Contracts: County, Town, Ports 1&2 and PUD	\$8,248
State	\$0
Federal	\$0
Other	\$0
<b>Total Other Funding Sources</b>	<b>\$8,248</b>

<b>Commerce ADO Grant Funding only</b>	<b>County</b>	<b>FY22 Total</b>
Associate Development Organization – grant	Wahkiakum	\$75,000
<b>Total ADO grant funds</b>		<b>\$75,000</b>

## Walla Walla County: Port of Walla Walla

### Diversity, Equity and Inclusion

The Port conducts bi-monthly Economic Development Information Meetings that are open to the public. At the Economic Development Information Meetings, the Port reviews the implementation of its economic development plan and welcomes input from the public. The Economic Development Information Meetings are attended by a diverse group of people interested in economic development for Walla Walla County and are open to anyone interested in economic development.

### Business Recruitment and Capital Investment

The Port of Walla Walla was successful in recruiting Tiger Cool Express to Wallula, WA. Tiger Cool Express is an intermodal transportation company with several intermodal hubs in North America. The private capital investment by Tiger Cool Express is estimated at over \$10 million for on-site improvement and transportation infrastructure and will create approximately 20 direct new jobs and over 100 in-direct jobs.



Tiger Cool Express project will benefit the entire agricultural community in the three-state region by providing cost-effective and environmentally benign transportation capacity. Initially, service is intended to be offered between Wallula, WA and the Northwest Seaport Alliance on-dock facilities (Seattle) for dry and reefer exports (in ISO equipment) as well as between Wallula and Chicago (and beyond) with Tiger Cool Express refrigerated domestic containers and Union Pacific refrigerated boxcars. Service scope is expected to eventually expand into other markets, such as the I-5 corridor and Mexico.

### **Expansions**

The Port of Walla Walla was successful in recruiting the Valencia Pipe Company (VPC) for Valencia, CA is expanding its manufacturing business to Walla Walla, WA.

VPC makes ABS pipe for drain, waste and vent applications used in plumbing and irrigation for homebuilders and consumers and will begin the process of creating extrusion lines. The Walla Walla site was selected for its proximity to customers in the Pacific Northwest and Canada.

Extrusion is a manufacturing process in which materials of either plastic or metal are melted down and formed into pipe or tubing. VPC also makes stainless steel pipe, fittings and connectors for gas appliances and sells to retailers and irrigation and plumbing wholesalers.

CEO Andrew Dervin said in an email that there was “no better time than the present to expand manufacturing capacity as home builders attempt to catch up with new home demand.” He said part of the reason VPC picked Walla Walla was the location and the access to the railroad lines that makes shipping its products easier.

VPC will now start the process of cleaning up and remodeling the building to format it for the creation of their piping products.

VPC received positive support from the Port of Walla Walla and other government agencies. Everybody was on board to make it happen. VPC hopes to be manufacturing in the next 60 to 90 days, according to Gisi, and the expansion into Walla Walla will generate 25 to 50 new jobs.

### **Washington Small Business Development Center (WSBDC) and Small Business Development Center (SBDC) collaboration:**

The Port works closely with our local Walla Walla Small Business Development Center (WWSBDC). The WWSBDC manager is Paul Bowen. The Port refers small businesses and business start-ups to the WWSBDC for services. In addition to referrals to the WWSBDC, Paul Bowen gives bi-monthly updates at the Port’s Economic Development Information Meetings and updates the meeting participants on small business development activities in the Walla Walla area. The Port also financially contributes \$15,000 annually to the WWSBDC for their business service operations.

In addition to the WWSBDC, the Port also contributes funds to the [WW Micro-Business Assistance Program that is administered by Mercy Corp.](#) Mercy Corps offers a six-month grant and business education program under Walla Walla’s Micro-Business Assistance program that helps entrepreneurs multiply their savings to start a microbusiness.

Lastly, the Port funds the [Small Business Tools website](#) that provides online information to small businesses.

Other Funding Sources: Do not include Commerce ADO funding Sources	FY22 Total
Private	\$0
Local (Port)	\$75,000
State	\$0
Federal	\$0
Other	\$0
<b>Total Other Funding Sources</b>	<b>\$75,000</b>

Commerce ADO Grant Funding only	County	FY22 Total
Associate Development Organization – grant	Walla Walla	\$75,000
<b>Total ADO grant funds</b>		<b>\$75,000</b>

## Whatcom County: Port of Bellingham

### Diversity, Equity and Inclusion

Port of Bellingham is working in partnership with the National League of Cities Innovations Ecosystem program (CIE), City of Bellingham, Western Washington University, and SBDC to promote equitable economic growth by facilitating the adoption of inclusive policies, programs and practices that provide opportunities for entrepreneurs. The goal is to increase supplier diversity by securing partnerships with anchor institutions, create a new supplier diversity initiative or make at least one reform to a process, policy, or program based on supplier diversity best practices.

### Project:

To work with Black, Indigenous, and People of Color (BIPOC) owned businesses in Whatcom County on reducing the barriers and increasing access to opportunities in doing businesses with Western and similar anchor institutions and their procurement team.

The team will be hosting an event in the community to be held at BIPOC businesses. At the event, the team will be engaging the businesses to tell about Western’s procurement needs, processes, and to show them how to sign up to be a registered vendor. If possible make match to current procurement needs and the businesses may be able to sign up for a contract with Western. We will also have other business support agencies such as SBCD attend this event who can provide information and services that will reduce the barriers of entry for BIPOC businesses. Other participating partners will include the Office of Women and Minority Business Enterprise (OWMBE) and the City of Bellingham.

United Professionals of Color-BIPOC Business Network and Support: The Port would work with local community leaders and businesses of color to create a group for business of color for businesses of color currently called the United Professionals of Color. The goal is to create a network of BIPOC businesses who

have a space to share opportunities, challenges, and solutions to issues that BIPOC businesses encounter. This group is still in its planning phase.

### **Broadband**

The Port conducted the first broadband feasibility study that identified unserved and underserved community broadband needs in our rural communities that resulted in the funding of three projects. This year the Port is working with the Public Utilities District #1 (PUD) of Whatcom County to conduct another feasibility study to continue to identify the continued broadband needs in our rural communities. We conducted a broadband gaps survey for unserved and underserved populations/areas via on line and via hard copy. We received over 600 responses to our survey. We conducted a community broadband open house to share and hear from our community about broadband needs. The information gathered from the survey and community engagement will be used to acquire funding for broadband infrastructure buildouts. These open network expansions will provide affordable quality services to unserved and underserved communities in Whatcom County.

Export assistance information and other business resources, such as the WA Data Workshop for Business and NW Agriculture Business Center's Resiliator Workshop, was shared with 26 BIPOC businesses identified through EconoVue a product of Dunn and Bradstreet.

### **Expansions**

While recruitment activity was overall down, Whatcom County and the Port of Bellingham continued to experience intensive interest from Lower B.C. companies interested in expanded into the US market via Whatcom County. Many existing businesses in Whatcom County are also expanding – looking for more workers and bigger buildings. This is putting additional pressures on the labor market, as well as the housing and childcare that is available and affordable.

Regardless, the Port of Bellingham provided BR&E assistance to over 145 businesses. The Port has shifted its work to be more programmatic and targeted, with a focus on recruiting innovative and green companies who share the values of our community and fulfill critical strategic needs, such as Silfab Solar, 360 Modular Building Systems, Vicinity Motor Corps, and now Corvus Energy. In addition, the Port is working with so-called traditional energy companies in the region to support green energy models such as commercial scaled solar and hydrogen energy solutions.

In September 2019, Don Goldberg, Director of the Port of Bellingham's Economic Development Division, joined the second delegation and met Corvus Energy leadership. Upon return to the U.S., he continued to recruit Corvus to Whatcom County and kept them updated as industrial properties that might suit their expansion needs became available. Corvus Energy noted, "Support from the Port of Bellingham in identifying a location was outstanding, they went above and beyond to help us in the site selection process. Knowing that we had strong, long-term partners that would support our growth plans made the final decision to expand easy."

The market for Corvus' products is quickly expanding in the United States. Geir Bjørkeli, CEO of Corvus Energy explains, "We have seen a significant uptake in orders from the US market as well as a growing commitment from the government and industry players on reducing GHG emissions. Increased capacity and production flexibility will be key to meeting anticipated growth. The US factory, along with a more robust sales and service organization, will ensure that we can meet American ship owner's goals and market demand, providing better services to the US maritime industry."

"Washington state was a natural choice for Corvus due to the presence of a strong maritime cluster, the state's focus on green shipping, and the proximity to our large team near Vancouver, Canada," Bjørkeli remarks. "We know that a US presence and close collaboration with shipyards, ship owners, Washington Maritime Blue and

other suppliers and service providers foster innovation across the entire industry and build valuable competence. This will work as an accelerator to create local, green jobs.”

To assist in the setup of the new facility, in 2022 the Washington State Department of Commerce has awarded the Port a \$250,000 strategic reserve fund (SRF) grant to support updating the building to suit Corvus’ needs. Corvus will hire approximately 12-15 people to start and their lease began on June 1, 2022. They should be operational within 90 days.

### **Employment and Wages**

While the ADO cannot dictate wages offered by businesses and the Northwest Workforce Council continues to be the main workforce provider in Whatcom County, we do have several best practices related to employment and wages.

When working on the issue employment and wages it is important to consider is the lack of affordable available housing and affordable available childcare. Combined with a historically repressed wage lower than the state average, Whatcom County residents’ wages are being squeezed by childcare and housing costs. These issues are fueling problems hiring new workers and retaining workers at businesses throughout the County. Given a historically low unemployment rate, it is even more important to address the two primary issues keeping workers out of work: lack of housing and lack of childcare.

Our team put considerable effort into educating Whatcom County elected officials regarding the housing and childcare issue and working with Team Whatcom partners as well as the private sector to move the needle on either issue. Don Goldberg also helps Chair WEDA’s new Workforce Housing sub-committee and is raising the need for affordable housing as a state-wide economic development issue. Our group also facilitates the Whatcom County Business and Commerce Committee, which also has a housing sub-committee that is currently working on recommendations to Whatcom County, the City of Bellingham, and the Small Cities as to ways that local government can adjust Planning and Permitting policies to better facilitate faster, cheaper affordable housing development. A team member chairs the Whatcom Housing Alliance Advisory Committee.

Finally, we are also working on a two-part project, one that is an expansion of the Whatcom County Infrastructure, Properties, and Resiliency Database, which is a GIS database of infrastructure and utility assets in the County. It will be expanded to Nooksack, Sumas, Everson, and Columbia Valley and will update previous data from Bellingham, Blaine, Ferndale, and the County. Using this database as the foundation, the Port’s Engineering and Environment Team will use an Ecology grant to perform a Brownfields Affordable Housing Inventory, which will identify brownfields that could be turned into affordable housing project sites.

### **Washington Small Business Development Center (WSBDC) and Small Business Development Center (SBDC) collaboration:**

The Port of Bellingham works as a close partner and funder of the WWU SBDC who is a member of the local economic development group that the Port facilitates called Team Whatcom. As such, we coordinate and worked on several programs together in 2021 including the ongoing COVID-19 response and for the November 2021 Nooksack River Flood response. For COVID-19 we worked with the SBDC and other partners on Whatcom County’s “Safer.Stronger.Together.” campaign and we supported several partners in establishing the Think Local First gift card program. For the Nooksack Floods of 2021, the Flood Business Response and Recovery Taskforce was led by WWU SBDC Director, CJ Seitz, with support from the Port. In particular, data collection and analysis support was provided. The teams worked with the Whatcom Community Foundation to also inform the Legislature of the need for disaster funding for small businesses in Washington State, which ultimately led to HB 1957 and resulted in the Legislature allocating \$15 million to small businesses. The Port will administer the program/these funds for Whatcom County businesses on behalf of Commerce.

The Port and SBDC also regularly refer businesses to each other, depending on needs. For example, the Port typically refers all startups to the SBDC. Likewise, the SBDC refers businesses to the Port for resources such as site selection and the revolving loan fund.

Other Funding Sources: Do not include Commerce ADO funding Sources	FY22 Total
Private	\$0
Local	\$549,876
State	\$0
Federal	\$0
Other	\$0
<b>Total Other Funding Sources</b>	<b>\$549,876</b>

Commerce ADO Grant Funding only	County	FY22 Total
Associate Development Organization – grant	Whatcom	\$110,627
<b>Total ADO grant funds</b>		<b>\$110,627</b>

## Yakima County: Yakima County Development Association (YCDA)

### Diversity, Equity and Inclusion

Yakima County demographics, according to the US Census population estimates as of July, 2021, is 50.2 percent Hispanic. To improve outreach and ensure this underserved community has access to needed resources and assistance, we now staff a Bilingual Small Business Support Specialist and have enhanced programming to better serve this disadvantaged demographic. The Bilingual Small Business Support specialist has been well received in the community and the positive feedback to our organization has been very encouraging. Several small businesses have started courses ranging from basic computer skills to writing business plans and interpreting financials.

### Wages

Assist local businesses and industry to assess wage information to improve workforce responsiveness and competitiveness and inform hiring decisions.

Yakima County Development Association (YCDA), the South Central Workforce Council (SCWDC), and the Yakima Chapter of the Society for Human Resource Management (Yakima SHRM) partnered to provide local businesses with a county wide Wage & Benefits Survey targeting key industries: Distribution, Food Processing, Manufacturing, Packing, and Warehousing.

The report includes a forecasted increase in employment of nearly 1,500 jobs at distribution, food processing, manufacturing, packing, and warehousing businesses. The Social & Economic Sciences Research Center (SESRC) at Washington State University conducted the survey on behalf of the YCDA, SCWDC, and SHRM.

### Small Business Creation

YCDA assists entrepreneurs and a wide variety of small business startups with everything from basic computer skills to business plans, understanding financials, navigating licensing and registrations, marketing, and overall launch and growth strategies.

YCDA hosts an annual business plan competition where local startups can compete for sponsored cash prizes to help cover their venture costs. The real advantage, however, is the education they gain from competing in the three-month long, intense competition. Participants gain:

- Instruction on business planning, marketing, financing, technology, and related topic
- Individual help session with experts in finance, marketing, law, and other business topics
- Feedback on plans submitted by judges who have practical business experience
- Opportunities to network and collaborate with other great entrepreneurs
- Significant publicity for their business through local media and other channels

Even if their business doesn't place, all competing entrepreneurs benefit from the process. Most, if not all, go on to launch a successful small business. 16 new businesses participated in FY22. The overwhelmingly positive feedback from participating startups stands as testimony to how impactful the competition is.

### WSBDC and SBDC collaboration:

YCDA has a Small Business Advisor in our office, and in FY22 they assisted business owners in starting, growing and/or transitioning their businesses by employing strategic resources and technical assistance as needed. 141 business clients were served resulting in 10 new open businesses and 93 jobs.

Other Funding Sources: Do not include Commerce ADO funding Sources	FY22 Total
Private	\$284,515
Local	\$218,150
State	\$0
Federal	\$0
Other	\$0
<b>Total Other Funding Sources</b>	<b>\$502,665</b>

Commerce ADO Grant Funding only	County	FY22 Total
Associate Development Organization – grant	Yakima	\$133,777
<b>Total ADO grant funds</b>		<b>\$133,777</b>

