



CITY OF  
McCLEARY  
FEBRUARY  
2025

# PRIORITIES



Advocate for  
Favorable Business  
Climate



Support All Business



Focusing on  
Workforce  
Development



Attract/Assist Relocation  
of New Business through  
Marketing of Available  
Commercial Properties



Reducing the Prime  
Age Employment  
Gap (PAEG)



Encourage  
Tourism

# What We've Been Up To



1. Kickoff of Re-Compete Grant



2. Assisting Interested Developers



3. Promoting Local Business



4. Investing in our Workforce

# Developing our Economy



Business Retention & Expansion



Entrepreneurial Development



Business Attraction



Tourism Economic Development

# Business Retention & Expansion

## **Business BRE Visits: 149 in 2024**

- ▶ Maintain healthy relationships with local businesses
- ▶ Plug businesses into support ecosystem
- ▶ Connect them with assistance programs
- ▶ Advocate for them so they can focus on their business
- ▶ Celebrate expansion and new growth

# Entrepreneurial Development

- **Youth Hiring Summit in North Beach**
  - Social Media Training
  - Talent Recruitment and Retention Training
  - Small Scale Youth Hiring Event
- **51 Startup Supports**
  - Access to Capital
  - Training
  - Business Resources Assistance



# Business Assistance

## **Businesses Assisted: 282 in 2024**

- ▶ Startup Support – 51
- ▶ Business Retention and Expansion -149
- ▶ Export Assistance -16
- ▶ Training – 59
- ▶ Recruitment - 7

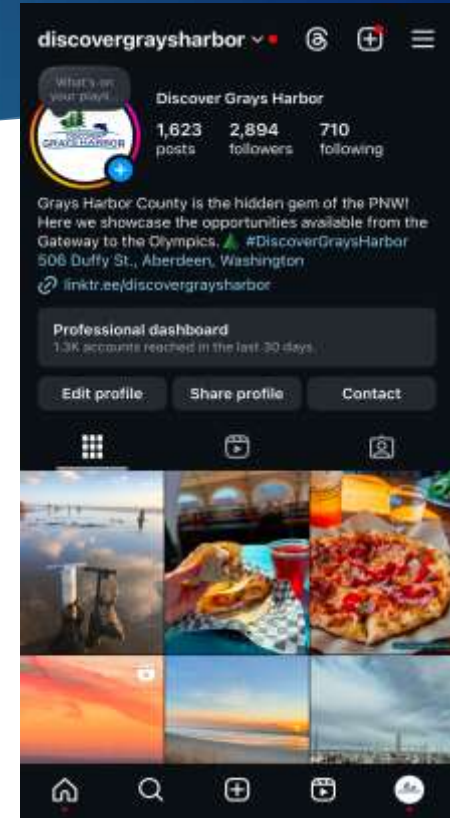
# Business Attraction

- ▶ We **promote Grays Harbor** as a great place to do business and **work with employers** who are considering Grays Harbor for their next location.
- ▶ Much of this work is done in conjunction with our partners at the **Washington State Department of Commerce**, the **Port of Grays Harbor**, **Grays Harbor PUD**, **Grays Harbor College**, and **Local and County Government Officials**.



# Tourism Economic Development

- ▶ We **produce original content** to encourage tourism in Grays Harbor to include web pages dedicated to county-wide lodging and dining guides, travel blogs highlighting local businesses and things to do, as well as Instagram and Facebook accounts.
- ▶ We make it easy for tourists and locals to **connect with local businesses and tourism assets**.



# Tourism Economic Development (cont.)

- ▶ **2023-2025 Project: Greater Grays Harbor Business Directory**
  - ▶ Continue working with Grays Harbor County Tourism
  - ▶ Maintain a complimentary online presence for **250+** hospitality sector businesses in the county for our Lodging and Dining Guides
  - ▶ *More visibility for local businesses!*
    - ▶ Discover Grays Harbor Facebook, Instagram & microsite within [www.graysharbor.org/visit](http://www.graysharbor.org/visit)

# Tourism Economic Development (cont.)

## ▶ Discover Grays Harbor Website and Relevant Pages

- ▶ Visited over **69,000** times in the past 12 months
  - County-wide Events Calendar the most viewed page on the website

## ▶ Discover Grays Harbor Facebook and Instagram Accounts

- ▶ Combined **5,750+ followers** between the two pages as of January, 2025
- ▶ Showing broad visibility **50+ miles** outside of the county
  - ▶ Top countries visiting in the site include U.S., U.K., Canada, Ireland and New Zealand
- ▶ Showcasing restaurants, shops, events, outdoor recreation opportunities and more original photos and videos produced by GGHI or sourced from visitors/businesses in Grays Harbor

# Greater Grays Harbor Business Resources

## Small Business Assistance



Through the Washington State Department of Commerce's website you'll find a wealth of small business programs and resources, from our new [Entrepreneur Academy](#) and [Financial Literacy](#) modules to our small business resources that are specific to women and veteran-owned businesses. Additionally, there is Commerce's [Washington Small Business Credit Initiative](#) as well as [Small Business Flex Fund](#) opportunities.



Whether you're looking to start a small business or expand your current one, the [U.S. Small Business Administration's](#) digital learning platform has everything you need to educate yourself on entrepreneurial best practices and available financing options.



When you partner with [Impact Washington](#), you're gaining a partner whose mission is to help manufacturers grow their top and bottom lines. They are the go-to resource to assist small and mid-sized manufacturers to be more brilliant, operate more efficiently, and develop sustainable business practices.



[APEX Accelerator Advisers](#) help businesses at no cost with bid reviews, marketing assistance, contract performance, small business designations, and more. APEX can also advise your business through the [OWBE Certification](#) process for Women & Minority-Owned Businesses.



The [Washington Small Business Development Center \(SBDC\)](#) is a network of more than 30 expert business advisors working in communities across the state to help entrepreneurs or small business owners start, grow or buy/sell a business.



Whether you need to hire employees, are facing layoffs, or must let an employee go, the [Employment Security Department \(ESD\)](#) has resources and information that can help you. Together with other partners in the statewide [WorkSource](#) system, ESD can help workers find jobs and map out new careers by connecting to a variety of training

## Workforce Development Resources

## Small Business Assistance



The [WorkSource website](#) has a collection of information compiled to assist you and your business to help get through tough times for businesses both large and small. As well as access to On-the-Job Training programs via the [Workforce Innovation and Opportunity Act \(WIOA\)](#). Please see more below on WIOA via [DOL](#).



WIOA is landmark legislation that is designed to strengthen and improve our nation's public workforce system and help get Americans, including youth and those with significant barriers to employment, into high-quality jobs and careers and help employers hire and retain skilled workers. Learn more [here](#).



[Advanced Manufacturing Apprenticeships: AJAC](#) is a non-profit organization founded in 2008 to skill up the advanced manufacturing workforce through registered apprenticeship.



The [Pacific Mountain Workforce Development Council's Business Solutions](#) team works regionally to guide businesses toward available resources. The team's collective skill focuses on identification of workforce needs, and building tools, to assist in long-term sustainable solutions.



The [Association of Washington Business Institute's Workforce Portal](#) is an online tool that's helping address the state's workforce gaps by making it easier for employers to find students interested in internships, apprenticeships, job shadowing mentorships – and vice versa.



[Grays Harbor Youth Works](#) was founded in 2013 with the help of community residents concerned with the well-being of the youth in Grays Harbor County. We operate specifically to provide 15-19-year-old high school students with a \$200 scholarship. These internships offer the students 20% job shadowing and 80% hands-on experience in the business and nonprofit sectors. The student is also advised and evaluated by a mentor at the business host site.

## Workforce Development Resources

# Promoting Local Business



Elevating New GGHI  
Member Visibility




Events and Ribbon Cuttings



Business Milestone Promotions

# GGHI New Member Promotions



HOME · BUSINESS · ADVOCACY · PROGRAMS · NEWS & EVENTS · LIVE HERE · VISIT · ABOUT · JOIN

## GGHI WELCOMES NEW MEMBER, SOLID COFFEE!

Previous Next

Search

### Greater Grays Harbor, Inc. is Excited to Officially Welcome and Introduce New Member, Solid Coffee!



Solid Coffee is located at 1941 Riverside Ave in Hoquiam, in the old Vasa Hall building. Solid sells classic and specialty espresso beverages as well as smoothies, spritzers, teas and lemonades. They also bake their own pastries and have light breakfast and lunch options such as breakfast sandwiches, waffles, oatmeal, bagels and a selection of savory paninis.

Danick and Ula, the owners, are both artists and designers under their company Last West Designs, and their artwork decorates the walls of Solid Coffee. This unique blend of this new...

Recent Posts

- January 2025 - Harbor Insider
- Message from the CEO - January 2025
- Business Assistance Briefing - January, 2025
- Congratulations to the 2024 Q3 Member of the Quarter, Summit Pacific Medical Center!
- December 2024 - Harbor

Greater Grays Harbor, Inc.  
March 10 · 🌐

Please join us in welcoming new GGHI Member, [Seafood Connection!](#) 📸 🗣️ 📄

Located in a floating seafood market on the docks at the Westport Marina, Seafood Connection is a family-owned business offering a wide range of seafood, including Dungeness crab, albacore tuna, salmon, halibut, spot prawns, and smoked fish. After the current owners purchased the business in 2021, they've worked diligently to continue the tradition of responsible and local seafood sourcing.

[Learn more in our blog!](#)



GGHI WELCOMES NEW MEMBER, SEAFOOD CONNECTION!

Greater Grays Harbor, Inc. is your regional Chamber of Commerce and Eco...

Westport's Fresh Catch and 97 others · 7 comments · 8 shares

# Events

- ▶ Legislative Sendoff (January)
- ▶ GGHI Membership Luncheon (February)
  - *Featuring Local City and County Administrators or staff assigned by the Mayor*
- ▶ Lunch with the Mayors (March)
- ▶ Weekly Legislative Affairs Briefings (*During Session*)
- ▶ Business Forums – Leaders, Legislative Round Up, Tourism, Healthcare, Real Estate, Candidate Forums
- ▶ State of Grays Harbor – Economic Vitality Index (June)

# Investing in Tomorrow's Leaders



Leadership Grays Harbor



Greater Grays Harbor  
Foundation



# 2025 Priorities



- Encouraging investment in economic development
- Developing outbound efforts for business attraction.
- Provide free trainings to small business.



- Continue Pilot Study of Federal EDA Funded Distressed Area Re-Compete Grant to help reduce the Prime Age Employment Gap (25 to 54 years)



- Build on 2023-24 Government Affairs efforts and regional voice in government affairs.
- Redevelop the Economic Development District
- Advocate for infrastructure (*Community Development*) investment in GH County.

# 2024-2025 Goals



- Reconvene the Jobs Team Committee to help promote jobs in Grays Harbor.
- Develop a Strategic Advisory Committee to the CEO to help build a cohesive voice for Economic Development and Infrastructure needs in Grays Harbor.
- Continue to build strong relationships with our public partners to advocate for and support all businesses of Grays Harbor, and Government Affairs.



QUESTIONS?

Greater Grays Harbor Inc.

Phone: 360-532-7888

[www.graysharbor.org](http://www.graysharbor.org)

## STAFF

Darrin C. Raines, Chief Executive Officer  
Email: [draines@graysharbor.org](mailto:draines@graysharbor.org)

Candie Gleason, Chief Financial Officer  
Email: [candie@graysharbor.org](mailto:candie@graysharbor.org)

Loretta Thomas, Director of Business Development  
Email: [lthomas@graysharbor.org](mailto:lthomas@graysharbor.org)

Stephanie Conway, Director of Member Services  
Email: [sconway@graysharbor.org](mailto:sconway@graysharbor.org)

Kelsey Norvell-Williams, Marketing Director  
Email: [knorvell@graysharbor.org](mailto:knorvell@graysharbor.org)

