

Thurston
Economic
Development
Council



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October 15, 2019

City of Tenino
Attn: Mr. John Millard
PO Box 4019
Tenino, WA 98589

RE: 3rd Quarter 2019 Activities, Invoice

Dear Mr. Millard,

Thank you for the City of Tenino's continued support of this organization, and the partnership between us. Please find enclosed our invoice for the recently completed 3rd Quarter of 2019 as per our signed services agreement.

Beyond our regular work plan for retaining, expanding and recruiting investment into our communities, we held our annual Real Estate Forum in late September. The intention of this event is to highlight and showcase real estate trends and opportunities of our communities to developers and real estate professionals from around the Puget Sound region. This year's event had the highest attendance of all previous 11 such forums. It also had representation from the counties of Snohomish, King, Pierce, Mason, Grays Harbor, Pacific, Lewis, Cowlitz and Clark counties. Just under half of the 245 attendees were from out of county – thus meeting our goal of broadcasting our opportunities. I am not inserting a copy of the materials distributed by our keynote speaker, Chris Mefford, President of Community Attributes given the size, but interested readers can find an electronic version on our website at www.thurstonedc.com.

Please know that our staff has been working within the context of our Board adopted work plan and in keeping with our service contract.

If you have any questions regarding the enclosed, do not hesitate to contact me at (360) 754-6320.

On behalf of our entire Board of Directors, thank you for your continued support.

Sincerely,

A handwritten signature in blue ink, appearing to read "Michael Cade", is written over the typed name.

Michael Cade
Executive Director

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Business Retention and Expansion

The EDC staff through our Center for Business & Innovation, as reported in prior quarters has developed a series of very robust tools for addressing business retention and expansion. These, and in concert with the existing Procurement Technical Assistance Center and SBA SCORE and Small Business Development Center, are the WA Center for Women in Business, SBA Scale UP, Tune UP, and the Pipeline for Internships. This past quarter these programs have provided a combined resource in the following categories:

SCORE 3rd Quarter

- 3 SCORE volunteers mentored during the quarter
- 28 mentoring sessions

WCWB 3rd Quarter

- 66 coaching sessions
- 36 new unique first time businesses seeking assistance
- 6 workshops and trainings with a combined attendance of 32 participants.
-

Thurston Investment Network

This program was launched this past year – the intention is to generate and provide investment and business development/growth opportunities. The EDC created the network in accordance with State guidelines and SEC requirements. The program has generated a significant amount of opportunities for our local business community to reach a new funding mechanism that would allow for new capital to be invested locally for business growth and expansion. The following are the deliverables this past quarter.

- 2 General events – attended by over 35 individuals – either seeking entry into the network and or already enrolled
- The program showcased two local companies seeking investment and partnerships – and funding was secured for one of the pitch companies infusing \$25,000 of capital into a local business.

Economic Recruitment / Retention Activities

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The EDC staff has responded to 7 new industrial/employment cases during this quarter. Cases involved were relative to:

For profit training facility

Manufacturing

Distributing

Distributing

Craft Distilling / Cidery

Craft Brewing

All totaled the EDC staff expended over 72 hours in case management.

Additionally the EDC worked with two site selectors/consultants to provide on-the-ground assistance to review proposed sites for consideration.

Of the above referenced cases, the EDC staff is actively working on the three recruitment cases.

Community development activities, not classified in above categories

- 4 Ag Park stakeholder meetings
- 7 Ag Park presentations
- 6 local food procurement/distribution meetings
- 7 statewide Food Policy Forum meetings
- 1 State Legislator reception
- 6 STEDI/Creative District meetings
- 4 IPZ stakeholder meetings
- 4 engagements with college student classes

Procurement technical assistance center – Government Contracting

This reporting quarter, our PTAC counselors provided services to 101 clients – 9 veteran owned, 12 women owned, and 9 minority owned businesses. We enrolled 20 new clients into the program and provided 203 hours of counseling. Government contracting awards by award date: \$3,464,950.86.

The EDC's Center for Business & Innovation continues to push and expand our resources for business technical assistance beyond its home at the South Puget Sound Community College campus. The following is a schedule of activities and resources that have been and will be placed in south County. This represents a significant success for our region's business community.



CB&I Activity in South County

Month	Program Coverage
September 3, 2-5pm	STEDI
September 10, 2-5pm	WCWB-Tawn
September 17, 2-5pm	SCORE
September 18, 2-4pm	Workshop Where's my money? A Cash Flow System to help keep your Profit and Sanity
September 24, 2-5pm	WA PTAC Workshop Laying the Ground Work 3:00-4:00pm
October 1, 2-5pm	WCWB
October 2, 6-8pm	Workshop "How to start a Business: A Step by Step Road Map to Start your successful Small Business.
October 8, 2-5pm	STEDI
October 15, 2-5pm	SCORE
October 22, 2-5pm	CB&I
October 29, 2-5pm	WA PTAC Workshop Laying the Ground Work 3:00-4:00pm
November 5, 2-5pm	STEDI
November 12, 2-5pm	WCWB
November 19, 2-5pm	SCORE- Possibly do a workshop
November 26- No appointments	Thanksgiving Week
December 3, 2-5pm	STEDI
December 10, 2-5pm	WCWB
December 17, 2-5pm	SCORE
December 24- No appointments	Christmas Break
December 31, No appointments	New Years Eve

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