

Thurston
Economic
Development
Council



EDC Board of Directors

Carrie Whisler, President
Olympia Federal Savings

Heather Burgess,
President-Elect
Phillips Burgess Law, PLLC

Michael McGauly, Treasurer
StraderHallett PS

Rozanne Garman, Secretary
RHD Enterprises

Perry Shea,
Immediate Past President
SCJ Alliance

Jessica Bateman
Mayor Pro Tem
City of Olympia

Reid Bates
Express Employment
Professionals

David Burnett
Chehalis Tribal Enterprises

Joe DePinto
Council Member, City of Yelm

Brian Fluetsch
Sunset Air, Inc.

Daryl Fournier
Heritage Bank

Ann Freeman-Manzanares
Intercity Transit

Dr. Roy Heynderickx
St. Martin's University

Kelsey Hulse
Puget Sound Energy

John Hutchings
Commissioner
Thurston County

Jessica Jensen
Jensen Miner|Cap City Law PS

Dan Jones
NorthAmericaTalk

Ed Kunkel
Council Member, City of Lacey

Wayne Mannie
Columbia Bank

Bill McGregor
Commissioner, Port of Olympia

Jace Munson
FORMA Construction

Evan Parker
Kidder Mathews

Charlie Schneider
Council Member
City of Tumwater

Mark Steepy
KPF Consulting Engineers

Dr. Timothy Stokes
South Puget Sound Community
College

Mark Turner
Capital Medical Center

November 9, 2020

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

RE: 3rd Quarter 2020 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 2020 as per our signed services agreement.

The third quarter of the year has seen a continuation of a full covid-19 response shift by this organization that we started during the first quarter of this year. This work is being undertaken in concert with the economic recovery task force, Thurston Strong. The EDC acts as the fiduciary and convenor of this effort – ensuring that all fiscal resources are correctly administered and accounted for. We have re-organized our efforts to ensure that the full resources of the EDC and our Center for Business & Innovation were accessible and ready for the support of businesses as they grappled with the radical economic disruption brought on by the stay home and shelter in place orders. However, it should be noted that the work of the EDC, recruit-retain-expand continued. The Board of Directors of the organization was clear in strategic leadership direction that the EDC should ensure that we are also working toward a relaunch and resilient recovery.

Thank you for your support – on behalf of our professional staff, our Board of Directors, and most importantly, our business community – your engagement and support is very much appreciated.

I would remind all that our business hotline is operational and staffed Monday-Friday from 9:30 – 3:30 at 1-888-821-6652. Please feel free to distribute that resource to your businesses.

Sincerely,

Michael Cade
Executive Director

EDC Board of Directors

Carrie Whisler, President
Olympia Federal Savings

Heather Burgess, President-Elect
Phillips Burgess Law, PLLC

Michael McGauly, Treasurer
StraderHallett PS

Rozanne Garman, Secretary
RHD Enterprises

Perry Shea, Immediate Past President
SCJ Alliance

Jessica Bateman
Mayor Pro Tem
City of Olympia

Reid Bates
Express Employment
Professionals

David Burnett
Chehalis Tribal Enterprises

Joe DePinto
Council Member, City of Yelm

Brian Fluetsch
Sunset Air, Inc.

Daryl Fournier
Heritage Bank

Ann Freeman-Manzanares
InterCity Transit

Dr. Roy Heynderickx
St. Martin's University

Kelsey Hulse
Puget Sound Energy

John Hutchings
Commissioner
Thurston County

Jessica Jensen
Jensen Milner|Cap City Law PS

Dan Jones
NorthAmericaTalk

Ed Kunkel
Council Member, City of Lacey

Wayne Mannie
Columbia Bank

Bill McGregor
Commissioner, Port of Olympia

Jace Munson
FORMA Construction

Evan Parker
Kidder Mathews

Charlie Schneider
Council Member
City of Tumwater

Mark Steepy
KPF Consulting Engineers

Dr. Timothy Stokes
South Puget Sound Community
College

Mark Turner
Capital Medical Center

Technical Assistance & Business Counseling – Retention

THINK – Thurston Investment Network

This network, developed by the EDC in 2015 was designed to foster local investment into local businesses. The program combines technical assistance to small/emerging/local businesses with an identified local investors seeking to support and invest into a business. The EDC staff provides the mentoring and coaching to the business that enables them to craft proposals to the THINK membership. This quarter the following activities occurred:

businesses receiving training/coaching: 5

pitch events: 1

deals/matches: 1 pending and will reported on next quarter

Coaching and Business Counseling

This represents the one on one sessions provided through the operational platforms of the Washington Center for Women in Business, SCORE, and general business support provided by the EDC/CB&I.

Number of coaching sessions: 44

Jobs created and retained through these efforts: 15

Training attendance through curriculum: 275

New business starts: 2

The following are totals for the programs of the EDC/CB&I

ScaleUp participants: 250

Business Enterprise StartUp Training: 30

ScaleUp Mastermind: 56

Procurement Technical Assistance Center

The following represents the client activity for the Thurston Center and market area (note: the EDC operates the PTAC program for the entirety of Washington State; the following metrics are for this market and not Washington State totals)

Clients: 79

Veteran owned: 10

Woman-owned: 15

Minority owned: 13

News sessions and follow up with clients: 5 new clients, and a total of 171 hours of counseling with 79 on-going clients

Total awards: \$6,147,793

Regional food systems

The EDC has taken the lead role in developing and implementing a regional food system – food hub. The food hub will be a catalyst between producer and consumer.

The following provides an overview of major activities that have occurred this reporting quarter to bring the food system hub into reality.

Launched Regional Food Security Program

Distribution routes and sites developed throughout the community and region.

Weekly multi-farm food box drop to 100 out of work families

Weekly webinar trainings to 100 families on food preparation and preservation



The EDC has on-boarded 1 FTE and 9 half FTEs to accomplish this work.

EDC Board of Directors

Carrie Whlsler, President
Olympia Federal Savings

Heather Burgess, President-Elect
Phillips Burgess Law, PLLC

Michael McGaully, Treasurer
StraderHallett PS

Rozanne Garman, Secretary
RHD Enterprises

Perry Shea, Immediate Past President
SCJ Alliance

Jessica Bateman
Mayor Pro Tem
City of Olympia

Reid Bates
Express Employment
Professionals

David Burnett
Chehalis Tribal Enterprises

Joe DePinto
Council Member, City of Yelm

Brian Fluetsch
Sunset Air, Inc.

Daryl Fourtner
Heritage Bank

Ann Freeman-Manzanas
Inlacity Transit

Dr. Roy Heynderickx
St. Martin's University

Kelsey Hulse
Puget Sound Energy

John Hutchings
Commissioner
Thurston County

Jessica Jensen
Jensen Milner|Cap City Law PS

Dan Jones
NorthAmericaTalk

Ed Kunkel
Council Member, City of Lacey

Wayne Mannie
Columbia Bank

Bill McGregor
Commissioner, Port of Olympia

Jace Munson
FORMA Construction

Evan Parker
Kidder Mathews

Charlie Schneider
Council Member
City of Tumwater

Mark Steepy
KPF Consulting Engineers

Dr. Timothy Stokes
South Puget Sound Community
College

Mark Turner
Capital Medical Center

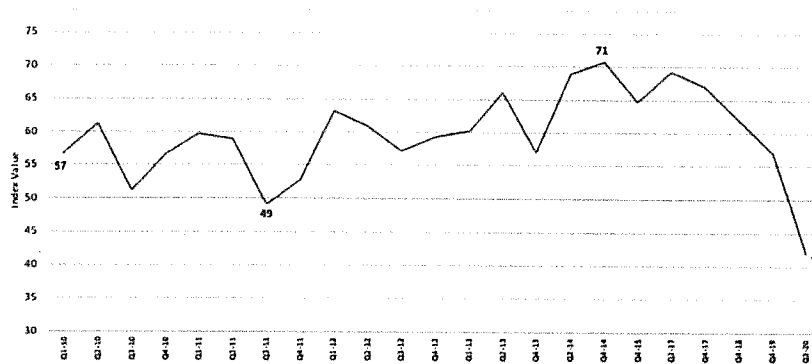
Recruitment

The EDC has responded to five requests for proposals for industrial/commercial site locations. These cases represent 12 hours of staff time to research, develop and prepare a response to the request. It should be noted that these case leads were generated through the ADO network and the WA State Department of Commerce.

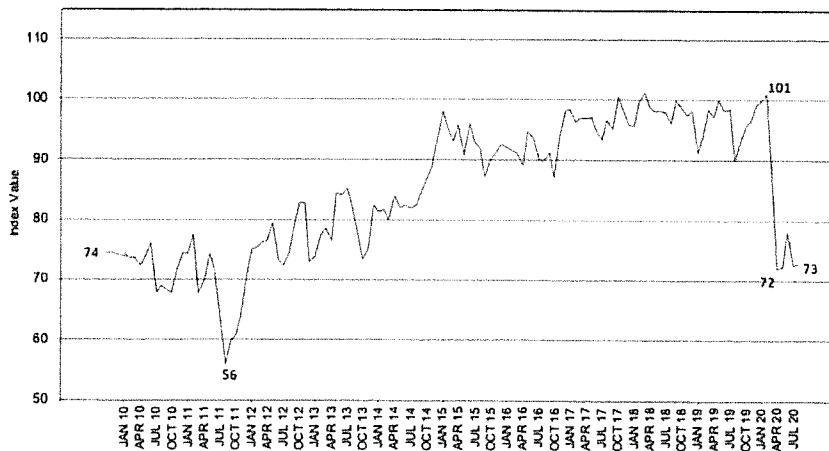
Regional Economic Analysis

The EDC has completed the Thurston Economic Vitality Indexn (EVI). A full copy of the EVI can be found on the EDC's website, www.thurstonedc.com. The following charts are representative of the major elements of the index.

Thurston County Busines Confidence Index, 8/2020



Consumer Sentiment



EDC Board of Directors

Carrie Whisler, President
Olympia Federal Savings

Heather Burgess, President-Elect
Phillips Burgess Law, PLLC

Michael McGauly, Treasurer
Strader-Hallett PS

Rozanne Garman, Secretary
RHD Enterprises

Perry Shea, Immediate Past President
SCJ Alliance

Jessica Bateman, Mayor Pro Tem
City of Olympia

Reid Bates, Express Employment Professionals

David Burnett, Chehalis Tribal Enterprises

Joe DePinto, Council Member, City of Yelm

Brian Fluetsch, Sunsel Air, Inc.

Daryl Fournier, Heritage Bank

Ann Freeman-Manzanares, Intercity Transit

Dr. Roy Heynderickx, St. Martin's University

Kelsey Hulse, Puget Sound Energy

John Hutchings, Commissioner
Thurston County

Jessica Jensen, Jensen Milner|Cap City Law PS

Dan Jones, NorthAmericaTalk

Ed Kunkel, Council Member, City of Lacey

Wayne Mannie, Columbia Bank

Bill McGregor, Commissioner, Port of Olympia

Jace Munson, FORMA Construction

Evan Parker, Kidder Mathews

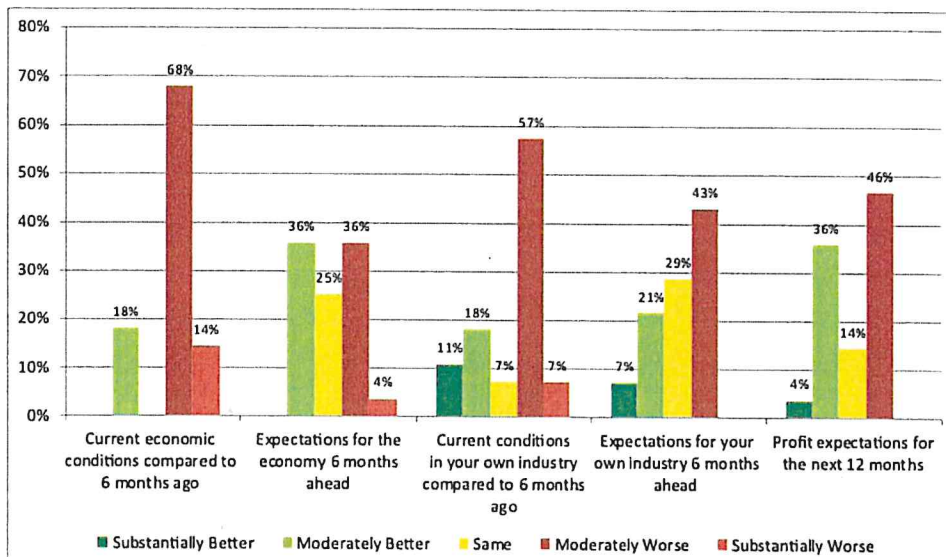
Charlie Schneider, Council Member
City of Tumwater

Mark Steepy, KPFF Consulting Engineers

Dr. Timothy Stokes, South Puget Sound Community College

Mark Turner, Capital Medical Center

Change in Business Confidence, 8/2020



Leading Indicators Index, 8/2020

