

Wayne,

As per prior, below is a quick overview of the EDC Board of Directors meeting of 9/28/22. Please feel free to use as you see best to report back to the City Council. As always, please do not hesitate to let me know if I can help to clarify and or provide further details.

Note – this was the first meeting of the Board since June. The EDC Board will be next on October 19 – convening for the annual strategic planning retreat.

#### **Audit –**

The EDC has concluded the annual audit. The audit management letter outlined that there ***were no findings and or errors in the financial recording, and use of funds for the period of 2021*** (and inclusive of 2020 given that the several programs were multi-year and funding extended beyond the two time periods. ***Noted was that the organization had a total programmatic fiscal expense of \$12,762,483.***

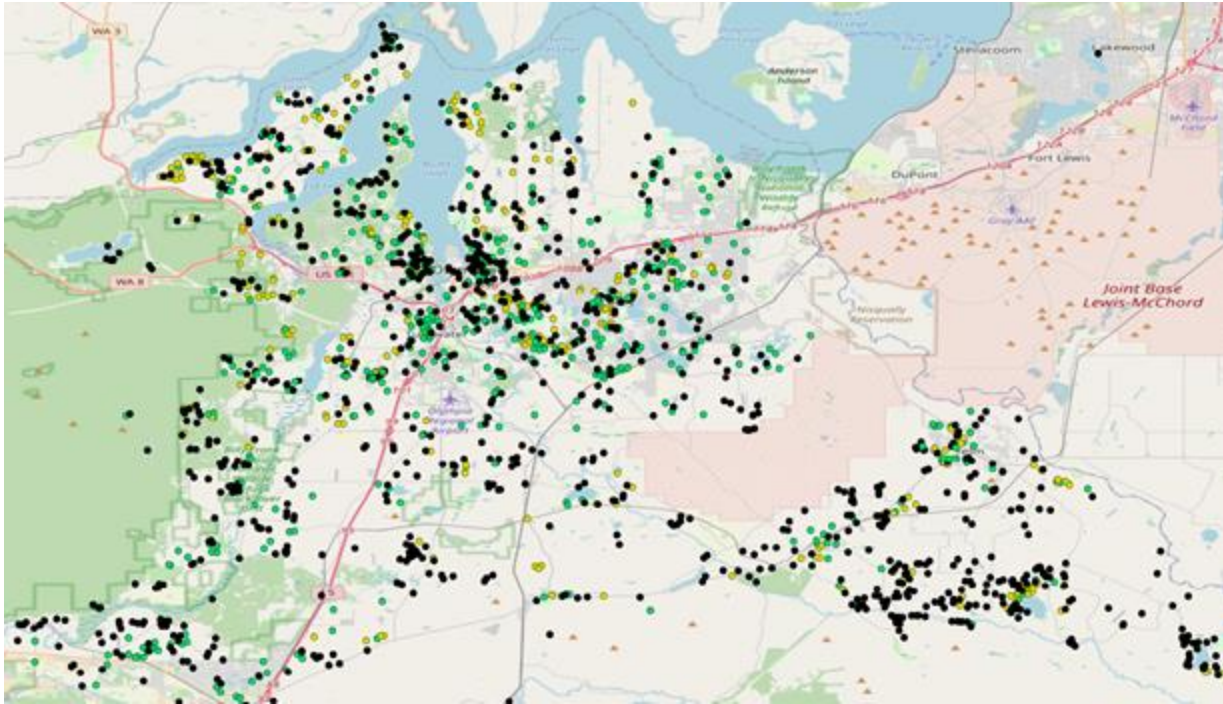
#### **Board Retreat –**

The boards of the EDC and Center for Business & Innovation will be holding their ***annual strategic planning retreat on October 19 from 11:00 to 4:00.*** The major topics will be:

- ***Board development*** – equity, inclusion, leadership and role in the community
- ***Youth panel discussion*** – with a focus on the future economic and community development; panelists from South Puget Sound Community College will be asked to engage in conversation that addresses their future, what they see is a priority in communities, and what/how we build a positive effort to ensure a community that is inclusive, resilient and in keeping with ensuring a place that youth see as part of their future.
- ***Aspirational discussions*** about the Thurston County region – and how the EDC could/should be a proactive organization – but is inclusive of the broader region that surrounds the county.

#### **Data –**

***Broadband efforts*** – EDC staff provided an overview of the work that we are working in partnership with the ***County's Broadband Action Team and the work of the Nisqually Tribe in their leadership role in developing a broadband network throughout Thurston County.*** The EDC research team is working with the Nisqually on their just received ***"Community Digital Literacy Training Grant"*** to ensure that the region has a strong assessment and working knowledge of the gaps and strengths of the current network; and to work to ensure that broadband network is inclusive to residents and businesses, schools, hospital and medical facilities, government facilities, etc. The resulting work will provide a clearer understanding of areas and peoples that are underserved/not served and how a network could be built to meet that need. Below is a map of the current survey undertaken – each pinpoint representing a household – black dots indicated that they do not have adequate and standard access.



**Center for Business & Innovation (CB&I) Report:**

The main report provided details on the operations of the CB&I:

- ***Target Zone Business Start Up grants*** – through Thurston Strong we ***awarded \$1,000,000 of grant funds to 10 businesses for start up businesses. Target zones were identified as areas that have low to moderate income, higher unemployment rate, and other factors such as housing. Each business being awarded \$100,000 each.*** Each of the businesses is now open and operating. Additionally there were 47 other businesses that applied but were not successful – each one of these businesses has been paired with a technical assistance and business supportive program that will be provided at no cost to them – no business was turned away from resources. ***This was part of the Thurston Strong program.***
- As an add on to this program, the ***EDC has applied for a WA Commerce Business Innovation Grant of \$560,000. These funds, if successful would be focused similarly as the Target Zone Grant program – however, the funds would be in the range of \$20,000 - \$50,000 per business which would allow for a wider range of businesses served.*** This grant application was part of the work of the EDC last year to advocate resources for resiliency, equity and support of entrepreneurial networks. As such this program represents nearly 2.5 years of work of the EDC staff advocating for funding for building a strong equitable and resilient economy.
- ***ScaleUp*** – this very successful program has launched this week ***the first statewide business support and growth program offered in a language that is not English – the Spanish language cohort has been developed and was launched on Wednesday 9/28.*** The EDC has retained a Spanish-speaking business coach and has translated the entire 350 page work book into Spanish, and has created a Spanish language website for the ScaleUp. The cohort has 39 participants registered. ***We anticipate that this will be a regular offering of the program and have made a formal request of WA Commerce for funding that would allow the program to continue.*** This is a 9-week course (one day per week). Again, the program is developed on three principals – base operations being solid, financial mastery, and market growth and employee retention.

### Procurement Technical Assistance Center –

- The program continues to develop partnerships and formal relationships throughout Washington State to ensure that local businesses have increased access to successful bidding and contracting at the federal, state and local levels. During the last two years of effort, ***the PTAC was responsible for over \$1B statewide; and over \$50M in local impacts in Thurston County. The most recent partnership was development with MRSC (Municipal Research Services Center) to provide no cost training for local government agencies, public works, and their procurement and purchasing departments to expand their local public works rosters. The PTAC, as part of this partnership will work with small businesses to increase their capacity.***
- ***Award of grant – national competition – the EDC’s PTAC program was just awarded the SBA’s SBIR (Small Business Innovation Research) designation.*** The EDC created a partnership with the non-profit Life Sciences of Washington to create the proposal that would work to ensure that federal research dollars are awarded to local businesses that have the technical skills to create innovative products and services. ***This is a national award which the EDC has been pursuing for last five years. One of the focus of the EDC staff will be to connect research institutions and higher education with private sector employers to conduct research and product development.*** This is a major component of the ***EDC’s long range strategy of ensuring that Thurston County incubates and grows a technology transfer program and innovative companies.***

### Case management

Included in the Board packet, but not reported on given time constraints was the results of the EDCs recent efforts to expand its commercial and industrial recruitment program. ***The EDC has conducted preliminary outreach to 12 site consultants within the sectors of life sciences, arts and culture, manufacturing, professional services and agriculture processing.***

### Board presentation

Will Callicoat, President of MultiCare Capital Medical Center provided an overview of their operations and the future establishment of a Women’s Services Center. The EDC’s Washington Center For Women In Business has been participating in the advisory council to support the development and placement in the community. Will provided the Board with a discussion on the impact of the medical sector on the local economy – it being the largest private sector in Thurston County.

Please don’t hesitate to let me know if I can provide additional information.

Thank you  
Michael

## **Michael Cade**

Executive Director | 360.464.6085 | [mcade@thurstonedc.com](mailto:mcade@thurstonedc.com)



---

Thurston Economic Development Council | Center for Business & Innovation  
4220 6th Avenue Southeast, Lacey, WA 98503  
360.754.6320 | Fax: 360.407.3980 | [www.thurstonedc.com](http://www.thurstonedc.com)

