



Thurston EDC Board of Directors

Perry Shea, President  
SCJ Alliance

Carrie Whisler,  
President-Elect  
Olympia Federal Savings

Michael McGauly, Treasurer  
StraderHallett PS

Heather Burgess, Secretary  
Phillips Burgess, PLLC

Reid Bates,  
Immediate Past President  
Express Employment Professionals

Bud Blake  
Commissioner,  
Thurston County

Brian Fluetsch  
Sunset Air, Inc.

Ann Freeman-Manzanares  
Intercity Transit

Rozanne Garman  
RHD Enterprises

Jessica Jensen  
Jessica Jensen Law PS

Dan Jones  
NorthAmericaTalk

Wayne Mannie  
Columbia Bank

Mike Mattox  
Access the USA

Bill McGregor  
Commissioner  
Port of Olympia

Jace Munson  
FORMA Construction

Tom Oliva  
Councilmember,  
City of Tumwater

Evan Parker  
Kidder Mathews

Rob Rice  
Rob Rice Homes

Cheryl Selby  
Mayor,  
City of Olympia

Mark Steepy  
KPFF

Tad Stillwell  
Councilmember,  
City of Yelm

Dr. Timothy Stokes  
South Puget Sound  
Community College

Renee Sunde  
WA Retail Association

Rachel Young  
Councilmember,  
City of Lacey

April 16, 2019

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

RE: 1<sup>st</sup> 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 1<sup>st</sup> Quarter of 2019 as per our signed services agreement. I have also enclosed a performance and activity report of our actions within the community. The report is tendered with details per task of the approved scope of work.

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 black ink, appearing to read "Michael Cade", is written over a faint, larger version of the same signature.

Michael Cade  
Executive Director



**Thurston EDC Board of Directors**

**Perry Shea, President**  
SCJ Alliance

**Carrie Whisler, President-Elect**  
Olympia Federal Savings

**Michael McGauly, Treasurer**  
StraderHallett PS

**Heather Burgess, Secretary**  
Phillips Burgess, PLLC

**Reid Bates, Immediate Past President**  
Express Employment Professionals

**Bud Blake, Commissioner,**  
Thurston County

**Brian Fluetsch**  
Sunset Air, Inc.

**Ann Freeman-Manzanares**  
Intercity Transit

**Rozanne Garman**  
RHD Enterprises

**Jessica Jensen**  
Jessica Jensen Law PS

**Dan Jones**  
NorthAmericaTalk

**Wayne Mannie**  
Columbia Bank

**Mike Mattox**  
Access the USA

**Bill McGregor**  
Commissioner  
Port of Olympia

**Jace Munson**  
FORMA Construction

**Tom Oliva**  
Councilmember,  
City of Tumwater

**Evan Parker**  
Kidder Mathews

**Rob Rice**  
Rob Rice Homes

**Cheryl Selby**  
Mayor,  
City of Olympia

**Mark Steepy**  
KPFF

**Tad Stillwell**  
Councilmember,  
City of Yelm

**Dr. Timothy Stokes**  
South Puget Sound  
Community College

**Renee Sunde**  
WA Retail Association

**Rachel Young**  
Councilmember,  
City of Lacey

## **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:

### **Procurement Technical Assistance Center:**

- 82 total clients/businesses served
  - 17 women owned businesses
  - 19 veteran owned businesses
  - 11 minority owned businesses
- Of the 82 clients, 27 are new to the program, and the remainder are receiving follow up services. 154 hours of technical assistance provided
- PTAC clients during this reporting period won \$1,320,644 in government contracts. This amount equates to an impact of retaining 24 full time equivalent jobs.

### **SCORE 2nd Quarter**

- 4 SCORE volunteers mentored during the quarter
- 49 mentoring sessions

### **WCWB 3rd Quarter**

- 13 trainings during the quarter
- 59 training hours
- 70 training participants
- 27 new coaching clients
- 2 new businesses started

### **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.



**Thurston EDC Board of Directors**

**Perry Shea, President**  
SCJ Alliance

**Carrie Whisler, President-Elect**  
Olympia Federal Savings

**Michael McGaully, Treasurer**  
StraderHallett PS

**Heather Burgess, Secretary**  
Phillips Burgess, PLLC

**Reid Bates, Immediate Past President**  
Express Employment Professionals

**Bud Blake, Commissioner,**  
Thurston County

**Brian Fluetsch**  
Sunset Air, Inc.

**Ann Freeman-Manzanares**  
Intercity Transit

**Rozanne Garman**  
RHD Enterprises

**Jessica Jensen**  
Jessica Jensen Law PS

**Dan Jones**  
NorthAmericaTalk

**Wayne Mannie**  
Columbia Bank

**Mike Mattox**  
Access the USA

**Bill McGregor**  
Commissioner  
Port of Olympia

**Jace Munson**  
FORMA Construction

**Tom Oliva**  
Councilmember,  
City of Tumwater

**Evan Parker**  
Kidder Mathews

**Rob Rice**  
Rob Rice Homes

**Cheryl Selby**  
Mayor,  
City of Olympia

**Mark Steepy**  
KPFF

**Tad Stillwell**  
Councilmember,  
City of Yelm

**Dr. Timothy Stokes**  
South Puget Sound  
Community College

**Renee Sunde**  
WA Retail Association

**Rachel Young**  
Councilmember,  
City of Lacey

- 3 General event – attended by over 45 individuals – either seeking entry into the network and or already enrolled
- The program showcased three local companies seeking investment and partnerships – and funding was secured for one of the pitch companies – increasing the total invested for the program at \$250,000.

### Economic Recruitment / Retention Activities

The EDC staff has responded to 3 new industrial/employment cases during this quarter.