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Recent Happenings

Grant County International Airport represented at manufacturing trade show in Nagoya Japan.

EDC and Port of Moses Lake attended Aircraft Interior Tradeshow in Seattle

Staff attended International Economic Development Council Business Renton and Expansion training.

Young Professionals of the Columbia Basin co-hosted the Moses Lake Chamber of Commerce's November Business After Hours.

Grant County EDC, The SBDC and Columbia Basin Skills Center participated in Global Entrepreneur Week

Presented at the Inland Northwest Partners Winter Economic Development Conference.

Grant County EDC and Port of Moses Lake Recognized for Economic Development Accomplishments



The Grant County EDC and the Port of Moses Lake received the "Partnership Award" at the Inland Northwest Partners Winter Conference. For more than 25 years, the Inland Northwest Partners has recognized organizations that have achieved significant economic development accomplishments through innovative partnerships.

The partnership between the EDC and the Port is considered a shining star of business recruitment and expansion, playing key roles in the Mitsubishi Aircraft Corporation project, SGL Automotive Carbon Fibers expansion and AstaReal Technologies manufacturing plant project.

"When they presented us with the award they acknowledged that there are many

more partners in the community that made these projects a reality," said Jonathan Smith, Executive Director for the Grant County EDC. "Without the support of the Washington Aerospace Partnership, the City of Moses Lake, Grant County, the ASPI Group, Grant County PUD and everyone else involved, none of these projects could have been successful."

Richard Hanover, Business Development Manager for the Port of Moses Lake, was also present to accept the award on behalf of all the partners involved in the projects.

"This is an exciting time for the Port of Moses Lake," said Hanover. "The community has put in a lot of work over the past few years and is seeing the benefits of that in terms of new business growth and job creation."

Contact Us:

Mailing Address: Grant County EDC, 6594 Patton Blvd NE, Moses Lake, WA 98837

Phone: 509-764-6579

Fax: 509-762-5161

Email: jonathan@grantedc.com emily@grantedc.com allan.peterson@wsbdc.org





Students Gain Business Experience

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Bev Shuford, Columbia Glass

Carolann Swartz, Grant County

Sheldon Townsend, Individual

Ray Towry, City of Ephrata

Students at the Columbia Basin Skills Center are getting real-life hands-on experience in innovation, product development, market entry strategies, logistics, and international business. Student in the Culinary Arts, Pre-Engineering, Advanced Manufacturing, and Entrepreneurship programs have teamed up to design, prototype, test and market innovative food safety products and food items.

Their work and products have caught the attention of Spokane Based Zaycon Foods, a national retailer of farm fresh food products with strong sales in all 48 contiguous states. The company is now looking at international markets and has been working with Allan Peterson and Vern Jenkins, Certified Global Business Professionals with the Washington State University Small Business Development Center.

Peterson's office is at the Grant County Economic Development Council and he was the connection between Zaycon and the Skills Center project. "I've been fortunate to be able to see what is happening here since day one," said Peterson. "They have a great ecosystem of innovation that has naturally emerged from having all these programs housed under one roof."

When Peterson saw that the students were collaborating to create new products, test them, modify them, and bring them to market he realized there was a real world application for their work.

"They were going through the business development process already," explained Peterson. "By connecting them with businesses in the area they can get feedback and support from professionals who have careers in the very fields they are interested in. They also get to work on

some amazing projects that have the potential to be international in scale."

Matt Kunz, Product and Market Development for Spokane based Zaycon Foods, visited the Skills Center with Jenkins and Peterson and answered student's questions about how businesses take products into new markets.

Kunz recently attended trade missions in Asia and met with companies that are anxious to import US products. Kunz said that U.S. food brands automatically have a reputation for being high quality in Asia because of the strict safety standards and requirements that are set by the Food and Drug Administration. One company he met with was looking for a US company to provide them with cookie dough for a very unique oatmeal cookie that meets Asian tastes.

"When I heard about the cookie dough request I thought there's no reason the culinary students couldn't develop this recipe," Peterson said. He approached the Skills Center with the idea and they ran with it.

In addition to the culinary students involvement the entrepreneur students are learning about market entry and exporting while the Pre-Engineering and Advanced Manufacturing students are tackling product packaging and inventing a special knife that can cut four cookies from the dough at a time.

"Everyone is getting a chance to work on a real world business project," said Vance Frost, Entrepreneurship Instructor for the Skills Center. "What a fantastic learning opportunity this is and just think how it's going to look on their resume a few years from now when they can say 'yeah, I've helped design and deliver a real product to an international market.'"



Grant County EDC Takes Business Recruitment to the Next Level

Economic developers seeking to recruit new business to their area face a host of challenges including how to identify and target potential businesses. Questions that must be answered include:

- How many companies in our targeted industry are out there?
- How many of those companies need the resources we have available in our community?
- Where are those companies located and how do I reach them?

Using a new online database that accesses information on over 87 million companies' worldwide, staff at the Grant County EDC is finally able to answer those questions.

"There are 1,697 carbon fiber manufacturing companies in North America," said Emily Braunwart, Business Development Manager for the Grant County EDC. "Two-hundred and forty-seven of those companies are utilizing a foreign trade zone and the largest percentage of those companies are in California. If you want contact people and addresses, we have that too."

The database that provides this wealth of information is "Hoovers," a Dun &



Bradstreet product that is updated daily to keep up with the ever changing business world.

"It's a very versatile tool that opens up lots of possibilities for us," said Jonathan Smith, Executive Director of the Grant County EDC. "Not only can we identify companies by industry we can also identify companies by the number of employees, by annual sales, and by growth rate."

Before the years end, staff at the EDC plan to reach out to hundreds of companies in the carbon fiber, food processing, and aerospace industries.

"We have had some recent success stories with the expansion of SGL Automotive Carbon Fibers, the Amway/Nutriline and Pacific Coast Canola facilities coming on line, and with the Mitsubishi Regional Jet announcement," said Braunwart. "We are going to reach out to companies in those industries to let them know why those projects located here and what resources we have available for

them when they are looking at building new facilities."

Reaching out directly to prospective businesses in this way is one of the key deliverables of the Grant County EDC's five year strategic plan to add new jobs and investment in the County.

"It allows us to be proactive in sharing the message of Grant County to the companies we know we have a competitive advantage for," Smith said. "Instead of taking on the expense of shotgunning our message out to thousands of companies, we can very thoughtfully target a smaller number of companies and deliver a much more compelling message to them."





National Site Selection Trends

Emily Braunwart, business recruitment manager at the Grant County EDC, recently returned from Atlanta, GA, where she met with nine site selector companies. Braunwart traveled with Robin Toth Vice President of Business Development for Greater Spokane Inc. The trip was a joint effort to share information about Eastern Washington and learn what companies are looking for in potential expansion sites.

“After visiting with several companies we started to see some common themes emerging in terms of what business are looking for in a community,” said Braunwart. “A few of the key items that kept coming up meeting after meeting included business parks, existing buildings, pre-permitted sites, transportation and workforce.”

Business parks that have ready to go utilities and permits are very attractive to expanding businesses. Companies would like to see parks with water, sewer and electrical already located directly on site. Business parks that have an existing spec building have even more appeal because it provides a vision of what the park will look like when it's built out and full of tenants.

Sites that have already started the process of water and air permitting also rise to the top of prospective locations. Having this work started the company will have to spend less time to get its new facility up and running. More importantly this demonstrates that the community understands there is a timeframe for most projects and that companies do not want to start from scratch if it takes an additional 15 months of permitting prior to starting to build.

Access to interstates and rail is a concern for companies. Companies need to be assured that logistics of the industry will be met. The more options for moving product in to the facility and out to customers the better.

Being able to show that the region has a strong labor force and a great working relationship with the local community college is also important to growing businesses. They want to know there is a dependable and trainable work force pool available as well as a committed training partner in the community.

Incentives were talked about, but not in the way expected. Companies are primarily looking for flexibility when it comes to incentives. “They want to know that the region is willing to find creative solutions to help them locate in the area,” said Braunwart. “It was interesting to hear how other states were working with companies to meet their needs. The communities that are enticing companies to their area are doing more than just giving cash.”

Communities that rise to the top of the list address each of these areas ensure their location has what businesses need including, utilities, a quickly trained work force, smooth permitting, and logistics.

A final word of advice from the site selectors was to increase our marketing effort for the region. “Many of the people we visited with knew that eastern Washington is different from the Seattle and other areas in the northwest, but most did not know the specifics, said Braunwart. “We will have more recruitment success as we let companies

and site selectors know about our assets, such as moderate weather, available land, the community college, our proximity to the I-5 corridor, access to intermodal facilities, and the international airport.”

Atlanta Site Selector Companies Visited



WILDMOR
REALTY



CB RICHARD ELLIS



THE AUSTIN COMPANY



Deloitte.



Top Tier. Bottom Line.



Partners & Investors

Founders Circle (\$75,000+ up)

ASPI Group
City of Moses Lake
City of Quincy
Grant County
Grant County PUD
Port of Moses Lake
Port of Quincy

Platinum Division (\$50,000-\$74,999)

Central Terminals LLC
Columbia Basin Herald
Microsoft Corporation
Samaritan Healthcare
Washington Trust Bank
Yahoo!

Gold Division (\$25,000-\$49,999)

Chemi-Con Materials
Confluence Medical
Genie Industries
Hayden Homes
McKinstry Co., LLC

Silver Division (\$15,000-\$24,999)

AKZO Nobel
City of Ephrata
CliftonLarsonAllen LLP
Port of Ephrata
Port of Mattawa
REC Silicon

Bronze Division (\$2,500-\$14,999)

Accredited Appraisals
Agri/Com Appraisals
Alsted Real Estate
Argus Insurance
Aviation Technical Services
B & D Communications
Basic American Foods
Barrett Business Services, Inc. (BBSI)
Belle Enterprises Inc.
Big Bend Community College
Canfield & Associates
Cayuse Lake View Home Sites
Central Bonded Collectors
City of Electric City
City of George
City of Royal City
City of Soap Lake
City of Warden
Coldwell Banker Tomlinson Ranch & Home
Columbia Basin Development League

Columbia Basin Job Corp
Columbia Basin Railroad
Columbia Colstor, Inc.

Bronze Division Continued

Columbia Electrical Supply
Columbia Glass Inc.
Columbia Northwest Engineering
Consolidated Disposal Service, Inc.
Dano Law Firm, PS
Express Employment Professionals
Gary Mann Real Estate
General Dynamics—OTS
Guild Mortgage Company
Horizon Credit Union
Housing Authority of Grant County
Inland Cellular
Inland Tarp & Liner, LLC
ITC Services, Inc.
J & M Electric
JR Newhouse Co., PLLP
Key Bank
Lad Irrigation Co., Inc.
Lamb Weston, BSW
Landau Associates, Inc.
LC Farms, Inc.
Lenroc Company
Live Nation-Gorge Amphitheatre
Mardon Resort
Martin Morris Agency
Million Air Moses Lake
Moses Lake Chamber of Commerce
Moses Lake Community Health Center
Moses Lake School District
National Frozen Foods
North Central Washington Fence
Northland Communications
Penhallurick's True Value
Pillar Rock Grill/Moses Lake Golf Club
Polhamus Heating & Air Conditioning
Port of Coulee City
Port of Hartline
Port of Royal Slope
Port of Seattle
Port of Warden
Quincy Farm Chemicals, Inc.
Quincy Foods
Rock Steel Structures
SGL Automotive Carbon Fibers
Skone & Conners
Tommer Constructions Co., Inc.
Tommer Equipment Co., Inc.
Total Employment & Management (TEAM)

Town of Coulee City
Trask Insurance Inc.
Umpqua Bank
Western Pacific Engineering
Western Polymer Corporation
Windermere K-2 Realty
Bronze Division Continued
Work Source Moses Lake Affiliate
Zip Truck Lines, Inc.

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