



2009 Annual Report





That New Project

How many projects are out there and what does it take to bring one to Grant County?

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Year-in-Review

A review of the job creating projects from 2009 including Intuit, REC Silicon, Morse Steel, and Norco.

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Making a Difference

Thousands of people in Grant County are employed at companies that were assisted by the EDC

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2009 Officers & Board of Directors

BOARD MEMBERS

- Bob Adler (Port of Mattawa)
- Harlan Beagley (Columbia Basin Herald)
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- Ron Covey (City of Moses Lake)
- Tim Culbertson (Grant PUD)
- Terry Dorsing (Royal Ridge Fruits)
- Mark Fancher (Coldwell Banker Tomlinson Ranch & Home)
- Lynn Garza (Accredited Appraisal Services)
- Philip Isaak (Isaak Land)
- Lisa Karstetter (Yahoo!)
- Brian Kuest (LeMaster Daniels)
- Dick Pulis (Agri/Com Appraisals)
- Tim Snead (City of Quincy)
- Carolann Swartz (Grant County)
- Sheldon Townsend (Western Polymer)
- Robert Trask, Jr. (Robert M. Trask Agency)
- Dale Walker (Walker Industries)

EX-OFFICIO BOARD

- Mike Conley (Port of Moses Lake)
- Michelle Krogh (Hagadone Directories)
- Wes Crago (City of Ephrata)
- Susan Scheib (Columbia Basin Hospital)
- Lon Topaz (REC Silicon)
- Tom Heath (Washington Trust Bank)
- David Bailey (Individual Member)
- Dale Pomeroy (Port of Warden)

STAFF

- Terry Brewer (Executive Director)
- Jonathan Smith (Managing Director)
- Amanda Pruneda (Accountant)

PRESIDENT

Mike Wren (Individual Member)

VICE PRESIDENT

Juliann Dodds (Sterling Savings Bank)

TREASURER

P.J. DeBenedetti (Moses Lake School District)

SECRETARY

David Plate (Harmony Homes West)



President's Perspective

It has been a pleasure to serve as the President of the Grant County Economic Development Council for the past year. Though 2009 was slow when compared to previous years, I would not categorize it as a year without significant activity. We saw some projects come to completion and worked hard on many others.

In economic development our strategies must always be flexible so that we can respond to the changing economic environment. Although our strategies may change it is critical that our efforts to implement them never stop. In this spirit, the board of directors and staff of the Grant County Economic Development Council are committed to seeing us through these challenging economic times. We are focused on strengthening our foundation so that we are advantageously positioned to capitalize on the expected growth that will follow the economic recovery.

It is because of our strong diverse membership that we have the resources to continue to provide our region with the jobs and investment needed to grow healthy communities. We understand the necessity of a sound, ongoing, economic development strategy and we value and appreciate the input and support of our members and partners.

Looking forward to the years ahead and the potential for good things to come, I doubt that there is a more important or opportune time in our history to participate in economic development.

Mike Wren

President,
Grant County EDC



Partners & Investors

Columbia \$25,000+

City of Moses Lake
Port of Moses Lake

Grand Coulee \$10,000-\$24,999

ASPI Group
Grant County
Grant County PUD
Port of Quincy

Wanapum \$5,000-\$9,999

Central Terminals, LLC
City of Ephrata
City of Quincy
Moses Lake Industries, Inc.
Washington Trust Bank

Priest Rapids \$2,500-\$4,999

Agri/Com Appraisals
Basic American Foods
Columbia Basin Herald
EKA Chemicals
Key Bank
LeMaster Daniels PLLC.
Midway Beverage, Inc.
Port of Ephrata
REC Silicon, LLC
Tommer Construction

Dry Falls \$1,000-\$2,499

AmericanWest Bank
Canfield & Associates
Central Washington Asphalt, Inc.
Central Washington Concrete
Chemi-Con Materials
City of Warden
Columbia Basin Railroad Co., Inc.
Columbia Colstor, Inc.
Consolidated Disposal Service, Inc.
Express Employment Professionals
Horizon Credit Union
Inland Cellular
Intuit
J & M Electric, Inc.
Maiers Development Corporation
Moses Lake Clinic

Moses Lake Family Dentistry
*Numerica Credit Union
Port of Royal Slope
Port of Warden
Quincy Foods
RS Titan
Samaritan Healthcare
*Schiffner, Robert E.
Skaug Brothers
Terry & Shirley Brewer
Washington State Potato Commission
Western Polymer Corporation
Yahoo!

Saddle Mountain \$750-\$999

City of Royal City
City of Soap Lake
Gary Mann Real Estate
Inland Oil
Quincy Valley Medical Center
Specialty Welding Inc

Frenchman Hills \$500-\$749

AHO Construction
Argus Insurance, Inc.
Basin Employment Service &
Training, Inc.
Barrett Business Services, Inc.
Business Interiors, Inc.
Central Bonded Collectors
*Chris' Excavation
**Columbia Electric Supply
Desert Graphics, Inc.
Fraley Chiropractic
Frontier Title & Escrow
Jones Produce
Lamb Weston/BSW
Lenroc Company
M.L. Fab Co, LLC
Moses Lake Golf & Country Club
Moses Lake Iron and Metals
Moses Lake Steel Supply, Inc.
Moses Lake-Othello Association of
Realtors
Moses Pointe

North Coast Electric
Northwest Multiple Listing Service
Penhallurick's True Value
Port of Coulee City
Port of Hartline
Quality Rental Homes and Storage
Quincy Farm Chemicals, Inc.
Robert M. Trask Agency, Inc.
Signs Now
Specialty Chemical Products, LLC
Washington Biodiesel
Zip Truck Lines, Inc.

Rocky Ford Creek \$300-\$499

A & H Printers
ABC Properties
Accredited Appraisal Services, LLC
Advantage GMAC Real Estate
Alliance Consulting Group, Inc.
Alsted Real Estate, LLC
Animal Medical Center, Inc.
Basin Insurance Associates, Inc.
Basin Refrigeration & Heating
Basin Tree Service & Pest Control, Inc.
Big Bend Community College
Brian and Cynthia Dano
Cacchiotti, Dr. Dino
Calbom & Schwab P.S.C.
Cascade Consulting Group
Cascade Natural Gas Corporation
Cave B Estate Winery
City of George
City of Grand Coulee
Coldwell Banker Tomlinson Ranch
& Home
Columbia Basin Hospital
Columbia Basin Machine
Columbia Bearing Sales
Columbia Glass, LLC
Consolidated Electrical Distributors
Crown Moving Company
Dano & Harper, PLLC
David Rodstol, Inc.
Don Long Services
Dorsing Farms, Inc.



Eng Insurance & Financial Services
 ESM Consulting Engineers
 Evergreen Home Loans
 Fox Properties, LLC
 Genie Industries
 Golf Savings Bank
 Grant County Land & Development
 *Hagadone Directories, Inc.
 Housing Authority of Grant County
 J.R. Newhouse & Co., PLLP
 J.R. Simplot-Othello
 K&N Electric Motors
 Katana Industries
 LAD Irrigation Company, Inc.
 *Larson Fowles, PLLC
 LC Farms, Inc.
 Les Parr Real Estate
 Les Schwab
 Lisa Marcusen
 Lubach Communications
 Mar Don Resort
 Martin-Morris Agency
 Milbrandt Vineyards
 Miller's Fine Jewelers
 Million Air
 Moses Lake Dairy Queen
 Moses Lake School District
 National Frozen Foods Corporation
 North Central Washington Fence
 Northwest Farm Credit Services
 *Office Tech/Xerox
 Port of Seattle
 Qualls Ag Lab
 Ries Law Firm
 Rock Steel Structures
 Security Title Guaranty
 SkillSource
 Skone & Connors Produce
 Skone Irrigation & Supply
 Smart Homes
 Sonico
 Spectrum Communications
 Sterling Savings Bank
 *Sunland Motor Inn

Sutter, Kunkle & Thomas, P.S.
 Takata
 Thomas Steffens
 Total Employment and Management
 Town of Coulee City
 Town of Electric City
 *Untied Rentals
 Valley Eye Care
 Western Pacific Engineering
 Wheatland Bank
 Willow Drive Nursery, Inc.
 Windermere/Central Basin
 Windermere/K-2 Realty, LLC
 WorkSource Moses Lake

Friends of the EDC \$100

Alan Lundberg
 Alice Parker
 Barbara Black
 Basin Family Chiropractic
 Big Bend Community College
 Foundation
 Bob Arnold
 Bob Bernd
 Bob Fisk
 C.G. Peterson
 Carl Barr
 Col. Clyde Owen
 Cost Less Carpet
 David Bailey
 David Dinges
 Denise Lefler
 Discovery Ford
 Ed Forster
 Fred Lischka
 Gordon Froese
 Howard Wagner
 IBEW 191
 International Paper
 *Jack Patrick
 Jane Dickinson
 *Janea Holmquist
 John Molitor
 Joyce Ferrians-Adams
 Karen Wagner

Ken Wiser
 Kent Jones
 Knudsen Land Surveying
 Kurt Oberloh, Jr.
 LaDell and Bernie Yada
 Larry Hall
 Lisa Leitz
 Mardine Brower
 Mary Ann Hopperstad
 *Mike Wren
 People for People
 Phillip Isaak
 Randy Dickinson
 Richard Stevens
 **Ron Covey
 Rory A Knapp D.D.S
 Scott Isherwood
 Ted Thomas
 Tom & Jill Heath
 Tom Flint
 Town of Hartline
 Town of Wilson Creek
 Walker Industrial
 Windy Arabian Farms, Inc.
 Zion Construction

Reciprocal

Big Bend RC & D Council
 Ephrata Chamber of Commerce
 Grand Coulee Dam Area Chamber
 of Commerce
 Ice Age Floods Institute
 Moses Lake Business Association
 Moses Lake Chamber of Commerce
 Quincy Valley Chamber of Commerce

In-Kind

Columbia Pacific Aviation

***New Member 2009**

****New Member 2010**



When will we get that new project?

It is times like this

that I am glad that I do not have to write to earn a living. Communicating the efforts of another year of labor is difficult, particularly when I have already written much of what is to be said in my monthly reports to the Board of Directors. I am often asked, “So what is new and exciting”? Generally I do not have much to say, since much of the work we do



Construction on the Katana facility in Ephrata

and stakeholders all while maintaining confidentiality. It is not a good thing to have key project data or information leaked prior to a client making their decision and their own announcement.

To maintain confidentiality we give each project and each client a code name and we only give out project details on a need to know basis. Such practices are unacceptable in some communities. It is only natural to want the complete inside story on a given project from the start, but believe me, the communities that leak the inside story are not winning any of these large projects. We begin by trusting that the client or consultant represents a real project. We do our best to understand their wants and needs and match them up with our strengths and benefits. When we get the attention of a client or consultant that is doing site selection work for a new project, our objective is that their team will make a site visit to our community. Again, best to understand their wants and needs and match them up with our strengths and benefits. When we get the attention of a client or consultant that is doing site selection work for a new project, our objective is that their team will make a site visit to our community. Again,

for our clients is relative to confidential information.

I have read that there are more than 20,000 economic development organizations in the USA and I have heard from site selection consultants that there are perhaps 100 to 200 large projects (\$25+ million) in a good year. Not a very good ratio to work with is it? So how does the Grant County EDC get the attention of such project developers? Once we have their attention, how do land one of these projects?

I can't tell you because it's confidential. I know that I say that a lot, but it is a fact that the EDC is entrusted with information that others do not want disclosed for a variety of legitimate reasons. This makes our job difficult because we must find a way to communicate the project's wants and needs, find solutions to problems or issues that arise, and coordinate with local, state and federal partners

A large project can take years to go from the development and planning stage to construction and finally the commissioning stage.

it is natural that everyone wants to be included in such a visit. We listen closely to the client and do our best to put them in touch with the people who can respond to the primary needs of the project.

If we did our homework, were prepared for the site visit, and truly have something to offer that is close to what the client is looking for, we can expect a subsequent and more thorough set of questions and



Terry Brewer
Executive Director
Grant County EDC

needs that we will need to be addressed. If we do well on those, we will get a second or third site visit involving more key people in our community who can respond to even more specific issues or concerns. At the same time as all this is going on, the client is generally working with the state on matters that we do not control locally though we are in the middle of it all.

A large project can, and often does, take years to go from the development and planning stage to construction and finally the commissioning stage. Along the way, during those many months, there are countless concerns and issues that develop. Some are controllable and some are not. We do our best with the appropriate assistance of others to develop solutions for success and hope that the stars line up favorable

for our community. Most of all we never quit working if we believe a project is good for our community. That said, when all of us have done our best, we should be proud of our community and our team effort, even if we do not win each and every project that we seek.

With any luck though, we may see one or two major projects develop here in the near term.



Around the County

Join us on a cross country trip as we look at dozens of economic development projects across Grant County.

Coulee City

Coulee City has been striving to lift the building moratorium that was placed on them by the Washington State Department of Ecology. In 2009, they were able to replace several thousand feet of water mains and install 104 new water meters. The city also began the process for a new water tower that will be three times larger than the one currently in use.

Ephrata

The Port of Ephrata and Washington Tire were able to move forward in a purchase agreement for ±100 acres of land where Washington Tire plans to construct its facilities. Additionally, the City of Ephrata completed their second phase of the Waterline & Street Project.

Grand Coulee

Funding was obtained and construction started on the new Coulee Medical Center in Grand Coulee. The 69,000 square foot hospital and clinic will have 25 private rooms, state-of-the-art equipment, and staff top healthcare providers. Employment at the new facility is expected to grow by 28% over the next five years.

Moses Lake

Commercial air service returned to the Grant County International Airport in June as United Express began offering two daily round trips between Seattle and Moses Lake. The flights are onboard a 30-seat EMB 120 Brasilia airplane and take less than 50 minutes one way. The Washington State Legislature awarded \$2 million towards the construction of rail extensions at the Grant County International Airport. The Port of Moses Lake is seeking additional dollars from the federal government to complete the extension which will bring rail to more than 500 acres of industrial land that is ready for development.

Mattawa

The City of Mattawa had fiber optic lines for internet service installed by Grant County PUD. They also had roadwork done to enhance the quality of their streets. Milbrandt Vineyards received one of ninety water permits issued in Grant County. This new water permit will allow them to expand agriculturally and add more employees.

Quincy

Quincy was able to complete Phase One of the Quincy Reclaimed Wastewater project. Additional funding is being sought to finish the second and third phases that will extend the project to the Yahoo! and Intuit data centers. The Port of Quincy also held its first Economic Development Summit that featured Roger Weeds, director of the Washington State Department of Commerce.

Royal Slope

The Port was able to work in conjunction with the Department of Transportation and get a "Condition Assessment" of the Royal Rail Line, which will open the door to solicit funding for rail rehabilitation. The Port of Royal Slope also obtained funding to drill a second well and worked with the city to perform a consolidation study on the water systems at Hiawatha Industrial Park.

Warden

Home Grown Oil continues work to close on financing so it can start construction of its oil seed crushing facility that will be located in Warden. It is estimated that the facility will employ 35 to 50 people.

Wilson Creek

Wilson Creek worked with FEMA and was able to free up land that was once considered a "no-build zone". This new zone is now classified as a Special Flood Risk Area and buildings are allowed as long as they are built on piers.



Year-in-Review

Completed Projects

Looking back at 2009, Grant County fared much better than the rest of the state and country. During the past year the unemployment rate in Grant County dropped as low as 7.2 percent, while the state and nation never got below 8.6 percent and 8.5 percent, respectively.

2009 started off with record high employment for Grant County. In February there were more people with jobs in Grant County than any other February in Grant County's history.

Several new job creating projects finished construction and began hiring employees. These new projects, coupled with the County's strong agriculture base and diversified manufacturing sector, make it apparent why Grant County has been able weather the economic storm better than most areas.

REC Silicon's new facility in the Wheeler Industrial Corridor in Moses Lake became operational in March. The new facility uses fluidized bed technology to

produce 6,500 metric tons of polysilicon per year. The polysilicon will be used to make monocrystalline based wafers and ingots for solar panels. REC currently employs approximately 520 people.

Morse Steel finished construction on its 58,000 square-foot steel distribution and fabrication facility where it will receive shipments of steel by rail that will be processed and distributed across the Northwest. Norco completed work on its new air separation plant. Both facilities are located in the Wheeler Industrial Corridor in Moses Lake. Each of the facilities is expected to employ between 15 and 20 people.

Intuit President and CEO Brad Smith visited Quincy to celebrate the official opening of Intuit's new 240,000 square foot data center. Intuit is the maker of TurboTax and QuickBooks and employs 8,000 people worldwide. The new data center will initially employ around 30 people.



Intuit Data Center



REC Silicon Polysilicon Manufacturing Facility



Morse Steel Distribution and Fabrication Facility



Norco Air Separation Facility



Commercial Air Service was restored at the Grant County International Airport

Transportation & Infrastructure

Commercial air service returned to the Grant County International Airport in June as United Express began offering two daily round-trips between Seattle and Moses Lake. The flights are onboard a 30-seat EMB 120 Brasilia airplane and take less than 50 minutes each way.

In October, a ribbon cutting ceremony was held for the State Highway 17, and State Route 282 paving and passing lane project between Moses Lake and Ephrata. The project included the construction of both northbound and southbound passing lanes and the resurfacing of 13 miles of road.

The Washington State Legislature awarded \$2 million towards the construction of rail extensions at the Grant County International Airport. The Port of Moses Lake is seeking additional dollars from the federal government to complete the extension which will bring rail to over 500 acres of industrial land that is ready for development.

Phase 1 of the Quincy Reclaimed Wastewater project was completed in July when the first drops of water reached the Microsoft data center. The project recycles discharged water so that it can be used again at data centers or other manufacturing companies that need it. Additional funding is being sought for Phase's 2 and 3 that will extend reclaimed water to the Yahoo! and Intuit data centers and will connect the system to Quincy's industrial wastewater facility.

EDC Luncheons

In April the EDC hosted its Spring Luncheon where Rebecca Waller, the Big Bend Community College Coordinator for the Pre-Employment Training (PET) Program, spoke about the first graduating class and shared details on the continuing development of this workforce training program. The training program is 120 hours spread over six weeks where students learn quality/continuous improvement, teamwork, computer technology, communications, general food manufacturing, safety, math, personal development, and take plant tours of the businesses that are sponsoring the training. In 2009 four classes graduated from the PET Program and it continues to be successful.

Commercial air service returned to the Grant County International Airport in June and Brandi Honey, the Manager of Marketing & People Programs for SkyWest Airlines presented at the Grant County EDC Summer Luncheon. Honey explained the relationship between SkyWest Airlines and United Express and talked about what factors led to the start of the new air service between Moses Lake and Seattle.

For the EDC's Fall Luncheon, Dennis Conley, spokesman for the Ag Power Users of Grant County described the impact that irrigated agriculture has on the local economy. Conley explained that there are over 469,000 acres under irrigation in the county making it the 5th largest county in the nation in terms of irrigated land. By using the standard agriculture job multiplier, Conley estimated that half of all the jobs in Grant County are either directly or indirectly related to irrigated agriculture.

Rounding out the year in December was the Winter Luncheon with Big Bend Community College (BBCC), President Dr. Bill Bonaudi. He updated those in attendance on the vision and future of the college. Of special interest was the announcement of a new Center Pivot Technician program that the college is starting up. Bonaudi explained that the program represents BBCC's niche in providing agriculture education. The program is being started with assistance from center pivot manufacturers Reinke, Zimmatic, and Valley.

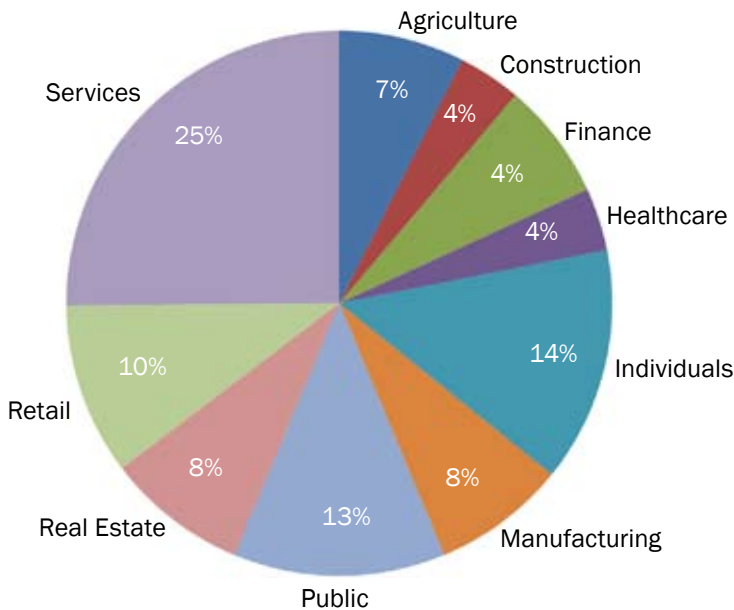


MAKING A

DIFFERENCE

IN GRANT COUNTY

Grant County EDC Member Demographics



The Grant County EDC has a large variety when it comes to membership demographics. The EDC has a total of 214 members that come from a diverse range of industry sectors. The largest sector represented is services. This sector accounts for 25% of the EDC's total membership.

The next largest is individuals, people living in our communities that support the mission and vision of the EDC and want to be a part of the success of the organization. The third largest is public entities or local governments. There are over 40 different municipalities or other government organizations in the EDC membership.

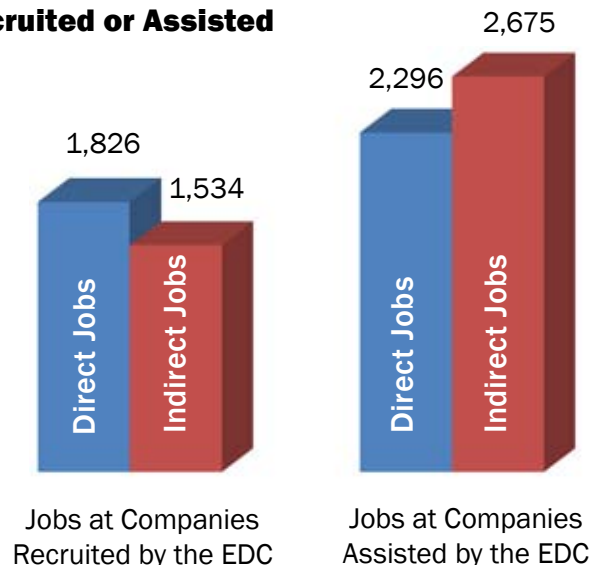
The diversity of membership is one of the EDC's greatest assets. It provides the organization with input from all directions and insures that everyone in Grant County is represented.

Estimated Jobs Created in Grant County from EDC Recruited or Assisted Companies Between 1998 and 2009

Jobs are the backbone of any community. Everything else that makes up a community, from parks, to libraries, to cultural events, to schools and colleges, all depends on people having access to jobs. When jobs start to disappear, communities start to disappear.

Since 1998 the Grant County EDC has recruited 12 companies that provide over 1,800 jobs for the residents of our local communities. During that same time period the EDC assisted an additional 15 companies already located in the community. These companies provide nearly 3,000 jobs for local residents.

Add to these numbers the indirect jobs that have been created and there are over 8,000 local residents that have employment because of companies that were either recruited or assisted by the Grant County EDC.



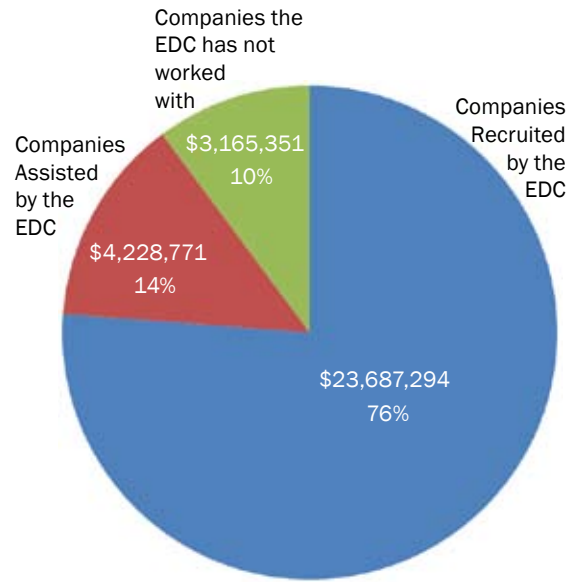


Tax Dollars Collected from EDC Recruited or Assisted Companies

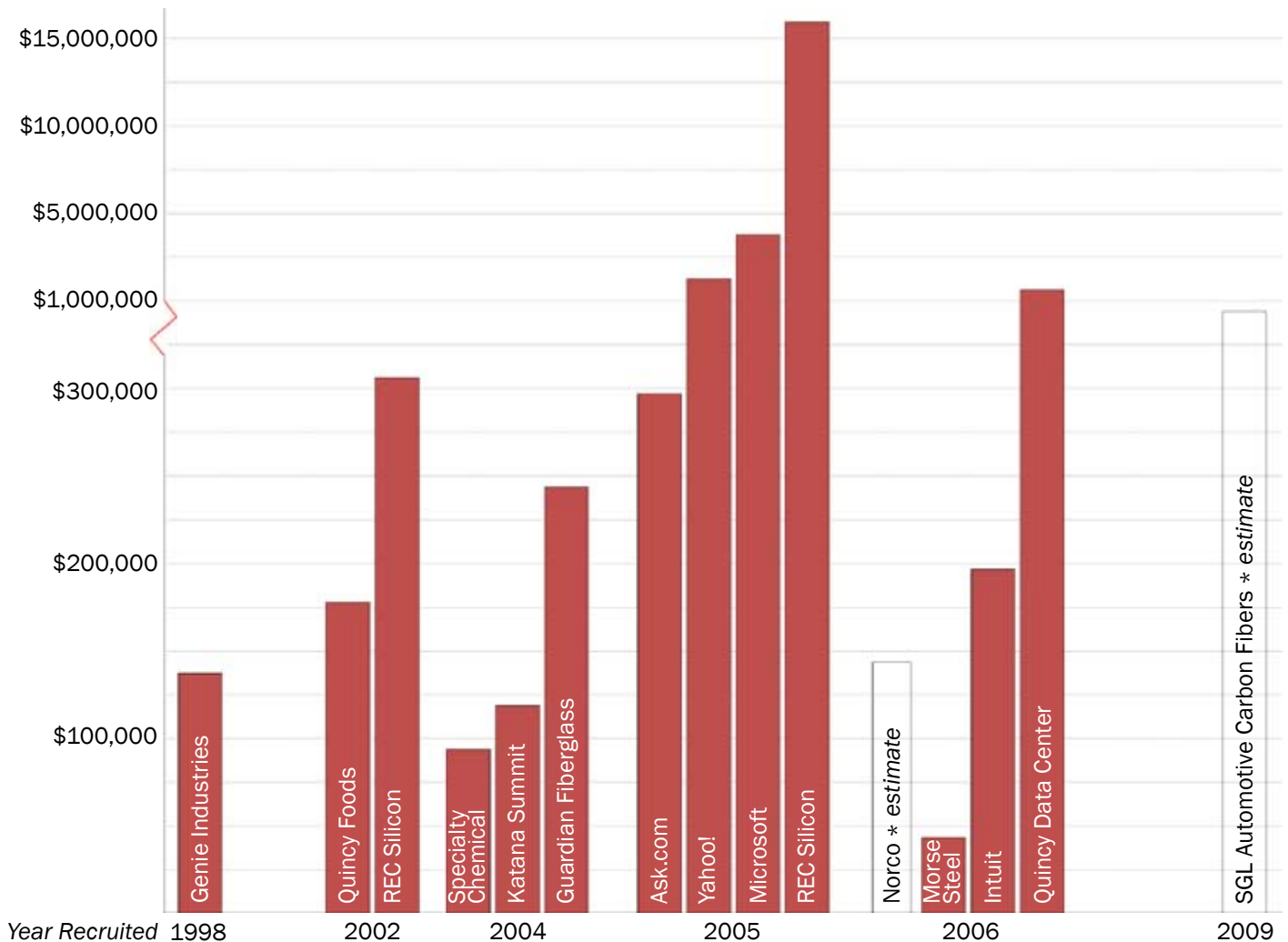
As a rule of thumb, the more taxes that corporations pay, the less residents have to pay. As several large projects have become operational, levy rates have fallen. In 2009, the property tax rate in Grant County was \$12.79307 per \$1,000 of assessed value. In 2010 it fell almost five percent to \$12.19229 per \$1,000.

Property tax rates in the City of Moses Lake fell by more than ten percent from \$13.2750 per \$1,000 of assessed value to \$11.93216 per \$1,000. For a homeowner with property assessed at \$150,000 this equals a \$202 reduction in their property tax.

The pie chart to the right shows that the top 43 taxpayers in Grant County paid over \$30 million in 2009. Ninety percent of that total, or \$27.9 million came from businesses recruited or assisted by the Grant County EDC. The bar graph below shows the property tax collected from the 15 largest companies that the EDC has recruited or assisted over the past 12 years.



Property Taxes Paid by Companies Recruited or Assisted by the Grant County EDC





Income Statement January 1 to December 31, 2009

Income

Interest Income	\$4,709.37
Membership Dues	\$246,159.84
Grants	\$17,940.07
Contract Income	\$96,727.00
Special Events	\$85,796.00
Miscellaneous	\$10,363.32
Total Income	\$461,695.60

Expenses

Salaries	\$176,068.78
Insurance	\$13,963.99
Simplified Employee Pension	\$8,735.38
Taxes	\$15,008.29
Automobile	\$9,337.54
Conferences Dues & Education	\$18,980.21
Meals & Entertainment	\$31,646.97
Equipment	\$1,338.67
Supplies	\$13,613.70
Postage	\$3,568.94
Professional Fees	\$21,697.67
Rent & Utilities	\$9,028.11
Telephone	\$5,284.38
Travel	\$4,016.80
Event Fees	\$60.00
Rental Fees	\$13,211.25
Marketing	\$53,947.86
Miscellaneous	\$41,385.17
Total Expenses	\$440,893.71

Net Income **\$20,801.89**

Balance Sheet As of December 31, 2009

Assets

Checking Savings	\$306,361.45
Accounts Receivable	\$69,966.67
Other Current Assets	\$25.60
Total Current Assets	\$376,353.72
Equipment at Cost	\$63,788.20
Leasehold Improvements	\$5,820.13
Accumulated Depreciation Equipment	(\$63,786.00)
Accumulated Depreciation Leasehold Improvements	(\$5,820.00)
Total Fixed Assets	\$2.33

Total Assets **\$376,356.05**

Liabilities & Equity

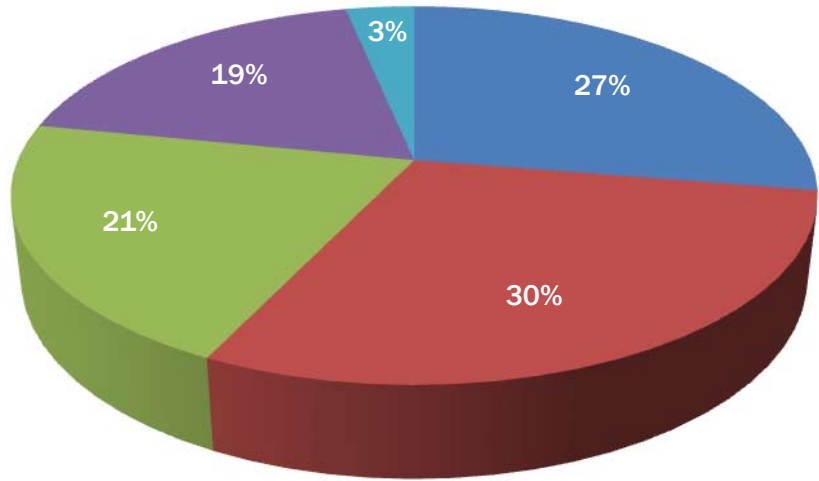
Total Liabilities	\$237.75
Equity	
Fund Balance	\$272,844.75
Retained Earnings	\$82,471.66
Net Income	\$20,801.89
Total Equity	\$376,118.30

Total Liabilities & Equity **\$376,356.05**

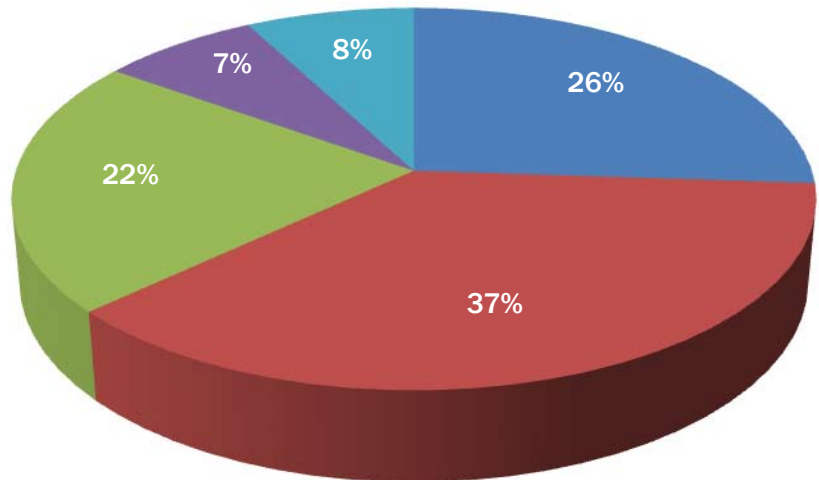




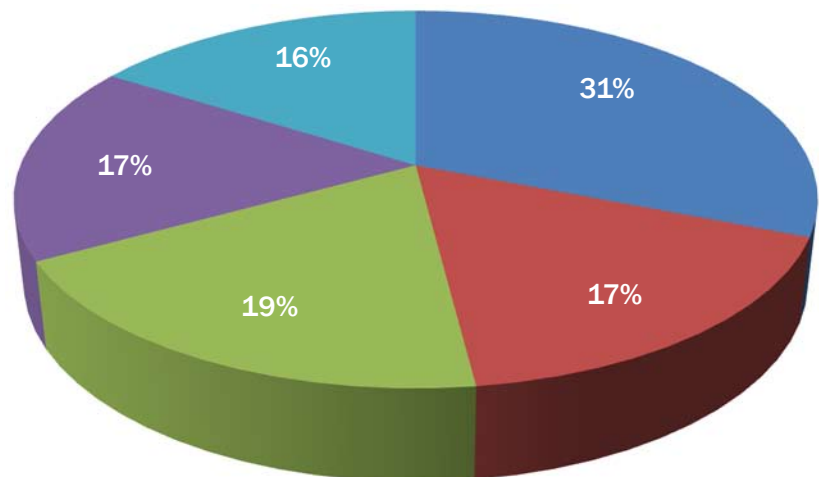
Sources of EDC Income



EDC Expenses



EDC Staff Time



2010 Officers & Board of Directors

PRESIDENT

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Scott Tymczyszyn (Sunland Inn)

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Amanda Pruneda (Accountant)

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