



Pacific Coast Canola



Career Development  
in Manufacturing



Amway Nutrilite

## EDC Member Update

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### SMALL BUSINESS DEVELOPMENT

ALLAN PETERSON

2012 is over and during the past year the EDC was busy responding to requests from businesses both local and out of the area that want to grow their operations in Grant County. In 2012 the EDC:

- Coordinated numerous site visits to Grant County from businesses looking at the area as a location for new facilities
- Assisted local businesses with expansion projects and workforce development needs
- Organized a task force to actively pursue retail development
- Conducted a detailed cost of living study
- Finalized a local wage & benefit study
- Engaged communities on the local level to assist with economic development planning

The EDC also underwent some changes during the first half of the year with Terry Brewer retiring as executive director and the Small Business Development Center moving into the EDC office.

It is your support as a member of the Grant County EDC that makes all of our work possible and the remaining pages of this special membership update will bring you up to speed on all of the successes that have happened in 2012 and lay out our vision for 2013. If you have any questions please reach out to me at 509-764-6579 or by email at [jonathan@grantedc.com](mailto:jonathan@grantedc.com).

I am optimistic about the many opportunities for growth within Grant County that are occurring right now and are on the horizon. It's exciting to be part of this growth and to help keep the Grant County economy moving forward.

Thanks again for your support of the Grant County EDC,

Jonathan Smith

Executive Director





### ChinaSoft - 7 to 70 Jobs

Grant County EDC assisted with site selection, workforce training, and tax incentives



### Vantage Data Center - 20 Jobs

Grant County EDC assisted with site selection, environmental permitting, and utilities



### Blackstone OTR Wheel Engineering - 14 Jobs

Grant County EDC assisted with site selection, environmental permitting, utilities, and tax incentives



### Amway/Nutriline - 30 Jobs

Grant County EDC assisted with site selection, utilities, and tax and financial incentives



### Blue Water Industries - 5 Jobs

Grant County EDC assisted with permitting, tax incentives, and government contracts



### Pacific Coast Canola - 35 Jobs

Grant County EDC assisted with site selection, workforce training, utilities & infrastructure, permitting, and tax & financial incentives

## New Business Development

To date, nine companies have made visits to Grant County in 2012 to look at sites, understand the local business climate, and gather information regarding utilities & permitting.

These interested companies include food processors, chemical manufacturers, general manufacturers, software developers, data centers, and composites manufacturers. Some of these companies

have made multiple trips to the County and are close to making a final decision about Grant County as a new location for operations.

In addition to all of this new activity in 2012, several companies that the EDC has worked closely with over the past few years are making major progress on new facilities within the county.

The **Pacific Coast Canola** oilseed

crushing facility is well under construction in Warden and is on track to be operational in 2013. Construction on the **Vantage** data center in Quincy is moving along and the **Amway/Nutriline** facility in Quincy has started construction. In Moses Lake, the **Blackstone OTR Wheel Engineering** facility is nearing completion.

## Small Business Development Center Joins the EDC



Allan Peterson, Certified Business Advisor and Director of the Small Business Development Center (SBDC), is now located

with the Grant County EDC. Peterson provides small business startup and existing business consulting at no charge and brings clients the support and expertise they need to move their business plans forward.

Previously located in the Advanced Technologies Education Center at Big Bend Community College, Peterson has been serving businesses in the area for over eight years. He has advised

hundreds of local businesses and startups and has helped secure over \$3 million in financing for those businesses.

Peterson is not new to working with the EDC.

In the past he partnered with the EDC in the creation of the Pre-Employment Training Program, the retail task force, and hosting the Columbia Basin Business Forum.

There is not a single city or town that has not been touched by Allan and his work that helps local businesses to grow. When the EDC did a search for someone to assist with local business development



Allan quickly rose to the top of the list because of his qualifications and years of experience.

Peterson's work at the EDC will include business advising and technical assistance,

development of local industry clusters, and outreach to cities, chambers, and port districts to assist them in the specific business development issues they face in their communities.

Peterson also assists businesses with exporting and is preparing to take the exam to become a Certified Global Business Professional.

## Grant County Cost of Living Study

The cost of living in the Moses Lake Micropolitan area is 8.5 percent below the national average and has the lowest overall cost of living of the six areas reported for the State of Washington.

The cost of living index is based on six component categories – housing, utilities, grocery items, transportation, health care, and miscellaneous goods and services. Throughout the United States more than 90,000 prices in these categories are collected quarterly by chambers

of commerce, economic development organizations, and university applied economic centers in each participating urban area. The Grant County EDC collects the data for the Moses Lake Micropolitan area.

"Anecdotally, we have always known that our cost of living is lower here than other parts

of the state and the country," said Emily Braunwart, Accounting & Communications Manager for the Grant County EDC. "Now we can compare the cost for a specific basket of goods here in Grant County to what that same basket of goods costs in other places in the state and nation."

Braunwart explained that the detailed comparison matters because it provides both prospective employers and employees with a detailed measuring stick to determine what wages and income levels are necessary to maintain the same standard of living in Moses Lake as in other parts of the country.

The Cost of Living Index is another tool that helps businesses and job seekers get the information they need to make informed decisions about Grant County.

*The Cost of Living Index is published quarterly by C2ER – The Council for Community and Economic Research.*





## Retail Development

Local business managers, developers, Realtors, and community leaders have come together to proactively develop a strategy for encouraging retail development in Grant County.

According to a report from the Grant County EDC, County residents spend close to \$50 million dollars outside of Grant County at restaurants and retail establishments. This “leakage” of dollars represents opportunities for both local businesses to expand and for new business to locate in Grant County to capture those dollars.

The retail development group has analyzed retail sales locally to determine which retail sectors are under-established.

This research shows that close to 50% of all the dollars that local residents spend in the “Clothing & Clothing Accessory” sector are spent at stores located outside of the County.

The retail group is creating a list of retailers that are most needed in the community and is preparing customized marketing materials to personally deliver to each of the identified retail companies.

In early 2013 the group will be attending the largest retail convention in

the United States to meet with prospects, learn more about the industry, and promote Grant County.

This is just one step in the process of developing the local retail sector. The EDC is also committed to helping local retailers expand to capture some of the dollars leaking outside of the area.



 **Grant  
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***EDC Member Update***  
***2013 Membership Invoice Inside***