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GCEDC Office Ready for Action

The Grant County Economic Development Council's office is a little more full these days. With a fully staffed office the EDC is ready to spring into action.

As you walk into the office you will meet:

- Brant Mayo, Executive Director
- Allan Peterson, Small Business Development Center and Business Development Manager
- Emily Smith, Business Recruitment Manager
- Rebecca Jones, Accountant

The EDC office has already seen quite a bit of action since the first day Mayo stepped into his new role just 8 weeks ago. There has been multiple site visits from perspective businesses, reconnecting with an old project that is continuing to move forward, and meeting the Grant County Communities to learn about current needs and how the EDC can help facilitate solutions.

"I am really excited to be a part of such a wonderful organization," expressed Mayo, "To be a representative of Grant County and already be working with the Department of Commerce and the Governor of Washington has been an eye opening experience. I

can't wait to see what the next adventure will be for the office."

With the office fully staffed, staff is making progress on reaching out to the EDC investors and communities.

Appointments are being made to continue the "EDC

Connections", which brings together investors, board members and staff to talk about the community needs and continue the work set forth by the Building Prosperity Campaign. "We are just getting our feet wet and hitting the ground running." Mayo explained, "This organization has really had a great program, and it's our job as staff, to continue to work on the vision of our investors. With Jones and Smith rounding out our office, it has been wonderful to see the excitement and continue the work that was started."



Back Row: Allan Peterson and Brant Mayo
Front Row: Emily Smith and Rebecca Jones



Succeed in International Markets: Two Day Workshop

Moses Lake, WA—The Grant County EDC and the Small Business Development center held a two-day export workshop Wednesday and Thursday October 25 and 26; held at Columbia Basin Technical Skills Center in Moses Lake. International Trade Specialist from the SBDC Vern Jenkins led the two-day event.

Partnership presentations were from Rebecca Weber with the Washington Department of Agriculture, Lee Gibbs from the SBA Export Assistance Center, John Brislin with Export/Import Bank and John Perkins from Expeditors (freight forward company).

The workshop sold out with attendees registered from Bothell to Idaho and Moxee to Wenatchee. Looking for good things to happen and help them along the way to international business. Allan Peterson and Vern Jenkins are already planning the next one.. Bigger and better.....

Some interesting data on small business and exporting.

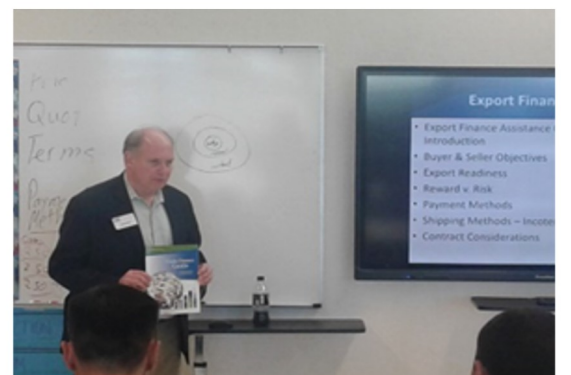
- There are about 300,000 US businesses that export goods and services
- 98% of these are small to medium size businesses
- Small businesses export about 33% of the total value of exports
- Of those that export; 60% are shipping to one country only
- US businesses export to about 70 different countries, Canada being one of the most popular destinations
- The US has 3 times the number of exporters compared to 20 years ago, and growing
- 1 in 3 acres of farmland product is destined out of country
- Currently about 3.9% of US small businesses export. Canada and Europe have 8%



Business to Business meetings at World Trade Center, Seoul, S. Korea



Vern Jenkins teaching at the Export Workshop



John Brislin with Export Import Bank speaking at the Export Workshop



Industrial Managers Group Reengaged



Brant Mayo speaks to the Industrial Managers Group

The Grant County Economic Development Council has reengaged the Grant County Industrial Alliance.

Originally formed in the late '90's by local industry leaders; the group's focus was to unite the industrial sector on common issues. Among the previous issues were:

- Power rates
- Airline service
- Dam re-licensing
- Rail service
- Waste water

- Local infrastructure

On October 30th the group met for the first time since the early 2000's. The Grant County PUD, led by Dave Churchman, Chief Customer Officer, presented to a group of about 25 industrial leaders. Topics discussed were increases to industrial power rates and availability of power for expansions to local industries.

Going forward the group will meet quarterly to discuss important issues that arise within the county.

Celebrate Grant County
Save the Date!
December 7, 2017

Social Hour: 5:30 - Dinner: 6:30

Masto Conference Center Big Bend Community College

Presented by the Grant County Economic Development Council

Event Details To Follow

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
Oath:

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

Chemi-Con Materials
Confluence Health
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
Aviation Technical Services
B & D Communications
Basic American Foods
Barrett Business Services, Inc.
Belle Enterprises Inc.
Big Bend Community College
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
Clear Risk Solutions
Coldwell Banker Tomlinson Ranch & Home
Columbia Basin Development League
Columbia Basin Job Corp
Columbia Basin Railroad
Columbia Electrical Supply
Columbia Glass Inc.
Columbia Northwest Engineering
Consolidated Disposal Service, Inc.

Bronze Division Continued

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
Hub International
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
Linage Logistics
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
Northland Communications
Northwest Farm Credit Services
Pillar Rock Grill/Moses Lake Golf Club
Polhamus Heating & Air Conditioning
Port of Coulee City
Port of Hartline
Port of Royal Slope
Port of Warden
Quincy Foods
Rock Steel Structures
SGL Automotive Carbon Fibers
Skaug Brothers, Inc.
SkillSource
Skone & Conners
Total Employment & Management (TEAM)
Town of Coulee City
Trask Insurance Inc.
Umpqua Bank
Western Pacific Engineering
Western Polymer Corporation
Windermere K-2 Realty
Zip Truck Lines, Inc.

Friends of the EDC

Justin Ashley
David Bailey
Terry Brewer
Kevin Burgess
Jane Dickinson

Friends of the EDC Continued

Randy Dickinson
Jeff Foster
James & Frances Irwin
Rory Knapp
Denise Lefler
Fred Lischka
Col. Clyde Owen
Dale Pomeroy
Sheldon Townsend

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