



NEWSLETTER

Quarter 4 - 2005

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SOLAR GRADE SILICON ANNOUNCES POSSIBLE EXPANSION AT EDC QUARTERLY MEMBERSHIP MEETING

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Solar Grade Silicon President Tor Hartmann addressed the Grant County Economic Development Council (GCEDC) membership on December 5, 2005. Hartmann was the speaker at the GCEDC's quarterly membership meeting luncheon, and spoke about the future of the photovoltaic industry.

Hartmann also spoke about a possible expansion project at Solar Grade Silicon that would bring an additional 75 jobs to the company. The expansion would increase production of silane, and add a new production facility and equipment projected to cost \$365 million.

A final decision on the expansion project will be made in March or April of 2006. If the project is approved, construction will begin in the spring of 2007 and the facility will be operational in early 2008.

Terry Brewer, Executive Director of the GCEDC, also addressed the membership. Brewer announced that during 2005 the GCEDC responded to 40 requests for information from businesses interested in Grant County. Of these 40, the GCEDC is working with

13 clients on an almost daily basis. Three of the clients have purchased land and another three have signed purchase agreement options on land.



If all the clients were to choose Grant County for their businesses they would add over 1,000 jobs to the county and bring \$600 million in capital investment.

The meeting was well attended with over 90 members and guests turning out to listen to Hartmann and Brewer. The GCEDC's next membership meeting will be the annual membership banquet held at 6:00 p.m. February 16, 2006 in the ATEC building on the Big Bend Community College campus. Dino Rossi will be the keynote speaker at this meeting.

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GCEDC Project/Prospects List

Number of RFI/RFP responses: 42
 Number of Active Projects: 15
 Number of Inactive Projects: 24
 Number of Completed Projects: 3

Active Projects: 15
 Agricultural Related: 6
 Manufacturing: 5
 Data / Call Center: 3
 Local Expansions: 1

Totals of all Active Projects

Estimated New Jobs: Over 1,000
 Estimated Wages*: \$25.7 million
 Total Project Values: \$650 million

*Based on county average annual wage

Grant County EDC is a 501 (c) 3 private nonprofit corporation representing our members in matters related to the improvement of our local economy. We work continuously to assist existing industry and business in order to keep them strong and growing in our community. We also have a keen focus on recruiting new industry to our community in order to create new job opportunities and an expanded tax base. Your support is vital to the success of the Grant County EDC.

RICHARDS BRUSH UP AND RUNNING

Richards Brush Company is already generating revenue at their new facility just east of Moses Lake. The first shipments of brushes left the plant Monday Dec 14th, the same day that training for new employees began.

Employees were trained on manufacturing the product Neat Feet which until now has faced a greater demand than the company could produce. Neat Feet is a brush that is designed to clean muddy boots and is only made by Richards Brush.

Jim Carroll, a managing member of Richards Brush, said the goal at the Moses Lake plant is to make six Neat Feet per minute. The training crew, comprised of all new employees, was able to make six units in a minute and five seconds.

Now that the Moses Lake facility is producing Neat Feet, Richards Brush is

once again taking orders for the product. One of the newest companies to carry the product is Ace Hardware, which will carry the product in their stores across the nation. Richards Brush is also looking for buyers within the Columbia Basin.

“We are ready to enlist the support that the EDC and its members offered us during our first meeting,” said Carroll. He was referring to offers made from EDC members to help turn their contacts with retailers and other businesses in the area into business relationships for Richards Brush.

Richards Brush Company is pleased with their new facility and is grateful to everyone who helped them get here.

“It is a big ordeal to relocate a business,” Carroll said, “but with help from businesses like Zipp Trucking and others in the community, the transition was smooth.”

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GCEDC APPLIES FOR \$15,000 AGRICULTURAL GRANT

In the continuing effort to promote Grant County’s agriculture, the Grant County Economic Development Council (GCEDC) applied for a \$15,000 marketing grant from the Washington State Department of Agriculture (WSDA).

If funded, the money will be used to translate the GCEDC’s Japan marketing DVD into Korean. The DVD highlights the top ten reasons to do business in Grant County and one of those reasons is the county’s strong agricultural sector.

The script of the Japanese DVD will be revised slightly to include even more agricultural information. The revised DVD will promote more agricultural products produced or processed in Central Washington, and will target a larger

pool of Korean businesses.

The GCEDC knows that the DVD is an effective marketing tool because it generated 150 contacts when used in Japan. The DVD was also selected from 459 other submissions to win the International Economic Development Council’s Economic Development General Purpose Promotion award.

The GCEDC is confident that the Korean DVD will be even more successful as a marketing tool because Grant

County has a Sisterhood Agreement with Gunpo City, South Korea. The relationships already established in Korea will ensure that the DVD gets into the proper channels.

The WSDA will review the grant proposals Jan. 11, 2006, and make a final decision Jan. 23.

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BOARD OF DIRECTORS

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Brian Kuest (Port of Quincy)

Philip Leitz (City of Royal City)

Valli Millard (US Bank)

Larry Peterson (Port of Moses Lake)

Gerry Ramm (Inland Oil)

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Mardine Brower (Grant County Farm Bureau)

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Lisa Karstetter (Quincy Valley Chamber)

David Olson (Moses Lake Clinic)

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Dick Pulis (Agri/Com Appraisals)

Scott Ramsden (Midway Beverage, Inc.)

Tim Snead (City of Quincy)

Jim Sperry (Express Personnel)

Don Swartz (J & M Electric, Inc.)

Lynn Townsend-White (Western Polymer Corp.)

Juliann Dodds (Sterling Savings Bank)

GIS MAPS ARE A NEW WAY TO PRESENT CENSUS DATA

The days of sorting through Excel spreadsheets to find the census information you want are over. By using GIS mapping software, census data can be displayed on a map, making the information easier to see and understand.

Jonathan Smith, Manager of Communications and Research at the EDC, attended a three day workshop in Seattle on how to use data from the census bureau to produce high quality thematic maps.

The GIS maps are leaps and bounds above the census provided maps because they can display more information on a single map. It would take two census maps to show annual income and

unemployment levels, but a single GIS map can show all this information plus the location of the areas largest employers along with the number of employees.

The GIS maps will be a great tool for recruiting new business to the county. The EDC can now take its Selected Economic Data Set, and transform it into high-quality eye-catching maps.

When potential businesses call needing information about the county, instead of having to sort through a spreadsheet with dozens of rows and columns, they can look at a neat, tidy, easy to understand map like the one below.

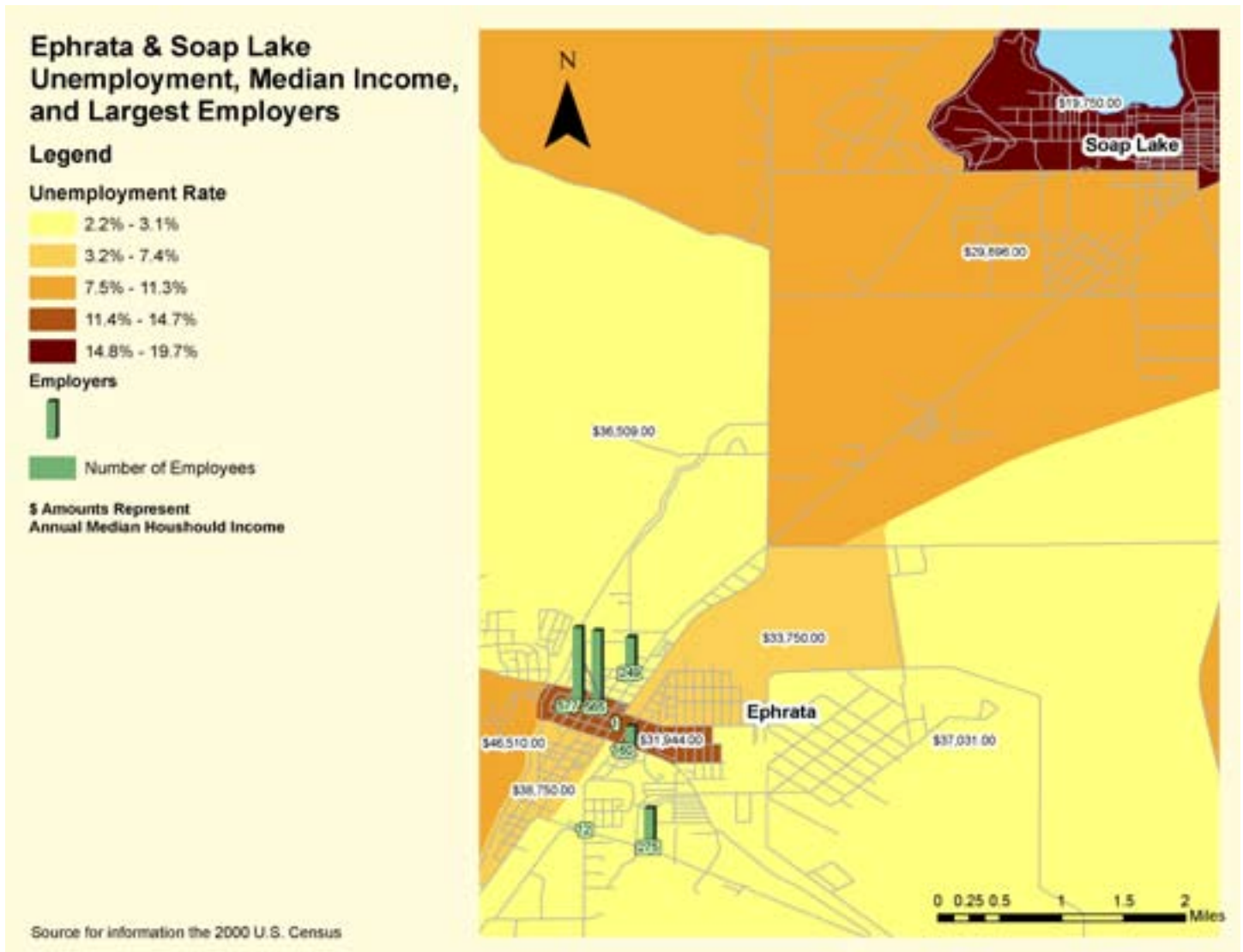
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USDA VALUE ADDED GRANTS

The United States Department of Agriculture (USDA) is now accepting applications for their Value Added grants for 2006.

According to the USDA's web site, the grants may be used for planning activities and for working capital for marketing value-added agricultural products and for farm-based renewable energy. Eligible applicants are independent producers, farmer and rancher cooperatives, agricultural producer groups, and majority-controlled producer-based business ventures.

Those applying for the grant are encouraged to contact the state Rural Development Office at 509-704-7740.



WAL-MART GIVES GCEDC \$1,000 GRANT



The Moses Lake Wal-Mart donated \$1,000 to the Grant County EDC through the Wal-Mart Good Works fund.

The EDC had applied for a grant earlier in the year to assist with the creation of the English language DVD but was turned down.

As the year drew to an end, Wal-Mart still had money left in its grant giving account and selected the EDC to receive the grant it had applied for earlier in the year.

On Dec. 2, Wal-Mart presented Terry Brewer with the check at a ceremony held in the Wal-Mart store.

The \$1,000 will be used by the EDC in its business recruitment and retention program(BREP).

The BREP helps attract new businesses to the county while encouraging expansion of current businesses.

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MARKETING GRANT COUNTY TO THE WORLD

The Grant County EDC advertising/marketing committee, led by Lynn Garza, has been busy this past year in efforts to promote Grant County to businesses throughout the world.

After the success of the Japanese DVD, the marketing committee assisted Caroline Spira as she developed the English language DVD. The DVD is an introduction to the county and highlights the reasons to do business here. Some of the DVDs have already been distributed to interested businesses and more copies are available at the EDC's office.

One of the goals of the marketing committee is to make information as easy to access as possible. To meet this objective, the committee has been working with the Columbia Basin Herald to develop a community profile web page.

The web page will be located on the Columbia Basin Herald's web site and will give a voice to all of the cities and ports in our county. Each city or port will have their own page that will include an introduction to their community and a list of the characteristics that make their locale a good location for business.

The committee is also organizing a meeting with the Grant County wine

growers. During the meeting, which will be held in Jan. 2006, the committee hopes to help the growers develop a unified marketing strategy. Once a strategy is in place the growers can seek grant assistance in carrying out their marketing efforts.

Earlier in the year, the executive committee assigned the marketing committee to develop a marketing plan for the EDC. What the marketing committee put together ended up looking more like a strategic plan. The executive committee took the plan and during a day long meeting refined and improved it.

The strategic Plan includes a vision statement and mission statement as well as objectives for the EDC. The final draft of this plan will be finished and released in early 2006.



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GCEDC WEB SITE THE "GO TO" SOURCE FOR INFORMATION

The EDC's web site is well on its way to becoming the "go to" source for up to date information on economic development in Grant County.

In the past month the web site has been expanded considerably and is being updated almost daily with new information regarding the EDC and development in the county.

The most noticeable difference to the web site is the re-working of the home page. The home page is now a one stop shop for the latest news, events, and press releases. As soon as information becomes public it will be released on the home page.

From the home page, one can jump to another addition to the site, an online membership form, that makes it easier then ever to join the EDC. Instead of having to fill out a hard copy, put it in an envelope, stamp it, and get it to a mail box, one can simply go online and in a minute or less they are signed up as an EDC member.

Only a day after it was created, the EDC received its first membership from someone using the online form.

The best addition to the web site though, is the creation of individual community pages. We are in the process of creating a page for each city in the county. The

page will list important economic development information including, population, major employers, available sites, and access to transportation.

This part of the web site is still in its early stages, so if your particular city doesn't have its own page yet it will soon.

The goal of the EDC's web site is to become the comprehensive source for economic development information.

So, if you're looking for breaking news, or simply want economic development information about one of the cities in our county, log on to www.grantedc.com.

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2005 YEAR IN REVIEW

It was a busy year in 2005, from a trip to South Korea in April, to the opening of Richards Brush Factory in December, the EDC kept a full schedule all year long. Here are some of the highlights from the past year.

The EDC had exhibits at two trade shows, the Japan UTAGE food show in Osaka, and the Paris AirShow in France. Both shows resulted in a long list of contacts for both the EDC and other businesses in the county.

Katana Industries opened a plant at the Port of Ephrata bringing roughly 40 jobs to our local communities. Katana is using their facility to manufacture windmill towers for power generation.

The EDC produced an English DVD that promotes the county to businesses looking to locate in our area. The EDC also applied for a grant to translate the Japanese DVD into Korean to assist in marketing our agricultural sector in that nation.

The Inland Intermodal Facility, located at the Port of Quincy, opened creating a new transportation avenue for goods bound east and west. The Intermodal Facility has the capacity to move some 4,000 containers per day and the newly established industrial park is a prime location for warehousing, bulk and retail distribution centers, and container loading/repack facilities.

Columbia Colstor in Quincy announced plans to build a distribution/warehouse facility at the Quincy Inland Intermodal Facility. Columbia Colstor is the first business to announce a project at the Inland Intermodal Facility's new industrial park.

Delegates from Grant County, including Grant County Commissioner Leroy Allison, visited Gunpo City, South Korea this April. The delegates stayed for five days and came away with new ideas to create opportunities for the county.

The extension of Loring Drive and the Creation of Owen and Westover Drives near Moses Lake was completed in August. The \$2.32 million project included all necessary infrastructures along these roads, making the location ideal for new business attraction.

Solar Grade Silicon announced that it is working out the details of a possible expansion of their facility. If the expansion is approved, 75 jobs would be created and nearly \$365 million will be invested in plant and equipment.

Richards Brush Company began operations at their new plant located just north of I-90. Richards Brush Company manufactures industrial use and consumer use brushes.

General Dynamics expanded their facility adding half a million dollars of equipment to their plant. The expansion will allow them to increase their production capacity.

In a final look back, the EDC responded to 42 requests for proposals this year and from those proposals we are working on projects with fifteen clients. The EDC is hoping to have announcements on some of these projects in early 2006.



Display at the Paris AirShow in France



The Korean DVD will focus heavily on Grant County's agricultural sector



The Inland Intermodal Facility has the capacity to move 4,000 containers a day



Delegates from Grant County enjoyed a five day stay in Gunpo City, South Korea



Infrastructure enhancements were completed along Loring, Owen, and Westover Drives

2005 GRANT COUNTY EDC MEMBERS

Columbia \$25,000 + Grant County

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

City of Moses Lake
Grant County PUD
Grant County PUD
Port of Moses Lake

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

Washington Trust Bank

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

City of Ephrata
City of Quincy
EKA Chemicals
Fluor Hanford
Key Bank
Moses Lake-Othello Association
of Realtors
Port of Quincy
Solar Grade Silicon LLC
Tomlinson Black Ranch & Home,
Inc.
Walker Industrial

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

Aho Construction, Inc.
AmericanWest Bank
Basic American Foods
City of Warden
Columbia Basin Railroad Co.,
Inc.
Consolidated Disposal Service,
Inc.
Discovery Ford L-M Honda
Jangwon Dairy Farming
LeMaster & Daniels PLLC
Lukins & Annis, P.S.
Moses Lake Clinic
NORPAC Foods, Inc.
Port of Ephrata
Port of Mattawa
Port of Royal Slope
Port of Warden
TITAN
Town of Mattawa
US Bank
Windermere/K-2 Realty, LLC

Saddle Mountain \$750-\$999

Best Western Lake Inn
City of Royal City
City of Soap Lake
Gary Mann Real Estate
Inland Oil
J.R. Simplot Company
Quincy Valley Medical Center
Samaritan Healthcare
Washington State Potato
Commission
Western Polymer Corporation
Weyerhaeuser

Frenchman Hills \$500-\$749

Argus Insurance, Inc.
Basin Employment Service &
Training, Inc.
Chicago Title Insurance
Company
Columbia Basin Federal Credit
Union

Columbia Basin Herald
Dano & Harper, P.S.
Desert Graphics, Inc.
Hickman Chiropractic Clinic
Moses Lake Steel Supply, Inc.
Mr. & Mrs. Terry L. & Shirley
Brewer
Ochoa Foods
Port of Coulee City
Port of Hartline
Quincy Farm Chemicals, Inc.
Robert M. Trask Agency, Inc.
Specialty Welding Inc.
Washington Mutual Bank
Zip Truck Lines, Inc.

Rocky Ford Creek \$300-\$499

A & H Printers, Inc.
*Action Mortgage
Advance Cartridge & Printer
Advantage GMAC Real Estate
Agri/Com Appraisals
Air America Fuel & Service, Inc.
Alliance Consulting Group, Inc.
Animal Medical Center, Inc.
Avista Utility
Bank of Whitman
Basin Insurance Associates
Basin Refrigeration & Heating
Basin Tree Service & Pest
Control
Big Bend Community College
Boss Public Affairs Consulting
Business Interiors & Equipment,
Inc.
Cacchiotti, Dr. Dino
Calbom & Schwab P.S.C.
Cascade Natural Gas
Corporation
Central Bonded Collectors
Chemi-Con Materials
Corporation
CHS, Inc.
City of George
City of Grand Coulee
Columbia Basin Machine Co.
Columbia Bearing Sales
Columbia Colstor, Inc.
Courtright Enterprises Inc
Crown Moving Company
Don Eng Insurance & Financial
Services
Dorsing Farms, Inc.
Eckenberg Farms Inc.
Ephrata Medical Center
Express Personnel
Grant County Association of
Realtors
Grant County Farm Bureau
Housing Authority of Grant
County
J.R. Newhouse & Co., PLLP
Jeffers Danielson, Sonn &
Aylward
John L. Scott Real Estate
Joseph Hughes Construction,
Inc.
K&N Electric Motors, Inc.
LAD Irrigation Company, Inc.
Lakeside Disposal & Recycling
Co.
LC Farms, Inc.

Lenroc Company
Les Parr Real Estate
Major Mortgage
Marcusen, Lisa
Mar Don Resort, Inc
Martin-Morris Agency, Inc.
McCornack Construction
Mid State Bank
Midway Beverage, Inc.
Millers Fine Jewelers, Inc
Moses Lake Dairy Queen L.L.C.
Moses Lake School District
Moses Lake Sports Physical
Therapy
National Frozen Foods
Corporation
North Central Washington
Fence, LLC
Northwest Farm Credit Services
NW Container Services Inc.
Port of Seattle
RBC Mortgage
Ries Law Firm
*Richards & Associates
Rock Steel Structures
Sage Hills Golf Club & RV
Resort
Schultheis, Tabler & Wallace
Sears of Moses Lake
Security Title Guaranty, Inc.
Skaug Brothers Inc.
SkillSource
Skone & Connors Produce, INC.
Skone Irrigation & Supply LLC
Sodexo
Sonico, Inc.
Spartveit Farms, Inc.
Steffens, Thomas
Sterling Savings Bank
Sutter, Kunkle, & Thompson,
P.S.
Thomas Overcast Attorney at
Law
Tommer Construction
Total Employment &
Management
Town of Coulee City
Trion Properties
Western Mortgage
Wheatland Bank
Wilbur-Ellis Company
Willow Drive Nursery, Inc.
Work Source Moses Lake
Affiliate

Friends of the EDC \$100

Arango, Denise
Arnold, Bob
Ausere, Dr. Steven
Bailey, David
Barr, Carl
Bernd, Bob
Big Bend Community College
Foundation
Blackwell, Lee
*Choe, John
Cox, June
Dano, Graciela
Dickinson, Randy
Dinges, David
Ferrians-Adams, Joyce
Fisk, Robert

Forster, Ed
Froese, Gordon
Hall, Larry
Heath, Tom & Jill
Holloway, Robert & Agnes
Hopperstad, MaryAnn
Irwin, Dr. James & Frances
Jones, Kent
Knapp, Rory A
Knudsen, K.S.
Leitz, Lisa
Lischka, Fred
Lundberg, Alan
McMahan, John
Owen, Col. Clyde
Parker, Alice
Parker, Kathy
Parr, Les
Peterson, Dr. C.G.
Peterson, Larry
Redal, LeRae
Roe, Dona
Thomas, Ted
Town of Wilson Creek
Yada, Bernie & Ladell
Zimbelman, Dick

In-Kind

Big Sky Airlines
Briggs, Al
Carpenter Construction
Central Washington Asphalt,
Inc.
Chematron Electric
Columbia Basin Development
League
Columbia Pacific Aviation Inc.
Columbia Paint Company
Cost Less Carpet
Danco Construction
Ferguson Construction &
Maintenance
Gies Construction
Harden Construction
J & M Electric Inc
Jesse Builders
Lumbermen's Building Supply
Maiers Development
Corporation
Majestic Structures, Inc.
Mr. Build Total Construction
Ornamental Iron
Penhallurick's True Value
Pope's Plumbing
Right Choice Painting
Sanco Masonry
Signs Now
Skaug Brothers Carpet One
Stoneway Electric Supply

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
Moses Lake Golf & Country Club
Quincy Valley Chamber of
Commerce

* Represents new member for 2006