



Growing Grant County

4th Quarter 2013



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Economic Development Projects

New Requests for Information in 2013: 25

Active Projects: 12

Projects under Construction: 3

Active Projects by Type

Agricultural Related: 2

Data Center: 4

Manufacturing: 5

Service: 1

Impacts of Active Projects

Estimated New Jobs: Over 500

Estimated Annual Wages: Over \$16 million

Total Project Values: Over \$45 million

Site Selector Meetings

As companies grow they often reach out to site selectors to help them find the right location for new expansion facilities. When Intuit was seeking a suitable location for its new data center it utilized the services of the Staubach site selection company (now Jones Lang LaSalle). When SGL Automotive Carbon Fibers was searching the world over for a location for its carbon fiber manufacturing facility it utilized the site selection company McCallum Sweeny.

The Grant County EDC worked closely with these site selection companies on both these projects and ultimately the Intuit data center located in Quincy, and the SGL Automotive Carbon Fiber manufacturing facility located in Moses Lake.

In addition to Staubach and McCallum Sweeny there are hundreds of other site selector offices in the United States. The EDC recently met with ten of those offices in Dallas to build relationships, learn about trends in new business projects, and share information about Grant County. The EDC was well received at the meetings and is now preparing follow up information requested by each site selector.

“Collectively, the ten site selector offices we visited will work on anywhere from 150 to 250 projects a year,” said Jonathan Smith, Executive Director for the Grant County EDC. “We now have established relationships which gives Grant County an opportunity to be considered for those projects that need a Washington State or Pacific Northwest location.”

As part of its new five-year strategic plan, the EDC will continue to make in-person visits to site selector offices across the country. By developing relationships with these offices, the EDC is multiplying its outreach efforts and raising awareness of the opportunities for business development in Grant County.





Business Growth in Grant County

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VICE PRESIDENT

[GARY ASH](#), NATIONAL FROZEN FOODS

[JON LANE](#), CITY OF MOSES LAKE

TREASURER

[JUANITA RICHARDS](#), HORIZON CREDIT UNION

SECRETARY

[SHELDON TOWNSEND](#), INDIVIDUAL MEMBER

DIRECTORS

[BOB ADLER](#), PORT OF MATTAWA

[CHUCK BERRIE](#), GRANT COUNTY PUD

[JULIANN DODDS](#), STERLING BANK

[RICK HEIBERG](#), CITY OF COULEE CITY

[RICK HONSOWETZ](#), CLIFTONLARSONALLEN

[KENT JONES](#), PORT OF MOSES LAKE

[BRIAN KUEST](#), PORT OF QUINCY

[DEBBIE DORAN-MARTINEZ](#), ML CHAMBER

[CHAR MCDOWELL](#), T.E.A.M

[PAT MILLARD](#), PORT OF WARDEN

[ALICE PARKER](#), INDIVIDUAL MEMBER

[LEANNE PARTON](#), BBCC FOUNDATION

[DALE POMEROY](#), POMEROY FARMS

[BEV SHUFORD](#), COLUMBIA GLASS

[CAROLANN SWARTZ](#), GRANT COUNTY

[RAY TOWRY](#), CITY OF EPHRATA

EXECUTIVE DIRECTOR

[JONATHAN SMITH](#)

ACCOUNTING & COMMUNICATIONS

[EMILY BRAUNWART](#)

SMALL BUSINESS DEVELOPMENT

[ALLAN PETERSON](#)



Vantage Data Center, Quincy, WA

Vantage Data Centers has completed its first data center in Quincy. This is the first facility in what will be a multi-phase data center build out. The data center will support up to 9MW of critical IT load at full capacity.

The Grant County EDC worked with several site selection groups in 2010 and 2011 that were assisting Vantage in selecting a suitable location for this data center.

Construction has commenced on AstaReal Technologies microalge based biotechnological manufacturing plant located in the ASPI Technology Park in Moses Lake. When operational in third quarter 2014 the facility will produce natural astaxanthin, an anti-inflammatory agent for use in nutraceutical products. AstaReal Technologies plans to hire 45 skilled

people as manufacturing operators, quality control, facilities maintenance and administration. The company plans to hire locally with most of the hiring occurring in mid-2014.

The Grant County EDC assisted AstaReal technologies and its parent company Fuji Chemicals as it went through the process of selecting the location for this manufacturing facility.

The Grant County EDC's presence at the International Council of Shopping Center's Real Estate Convention is continuing to pay off. The EDC office is continuing to follow up with interested companies that are considering a Grant County location. The Moses Lake Chamber of Commerce also attended the convention and has been following up on leads from retailers as well.



Construction of AstaReal in Moses Lake, October 2013

Peterson Attends Small Business Meeting

Allan Peterson attended the WSU Small Business Development Center (SBDC) state wide meeting at Sun Mountain Resort near Winthrop. The SBDC has two statewide meetings per year. These provide professional development opportunities for the 20+

Certified Business Advisors (CBA) and three International Trade Experts.

The fall meeting was full of presentations, these included: How to work with clients and booking professionals, bank forms and language, healthcare reform, creative

loan packaging, financial spreadsheets, and CBA best practice discussions.

SBDC Meetings are held in the spring and fall. On occasion spring meetings are held jointly with Idaho, Oregon and Alaska.





Small Business Development Center Participates in China Food Service Inbound Mission

The Grant County Economic Development Council's Small Business Development Center Director Allan Peterson attended a China Food Service Inbound Mission. Peterson attended with Vern Jenkins, the Small Business Development Center International Trade Specialist and Zaycon Foods, an Eastern Washington export business.

The team met with five Chinese companies looking for U.S. products that they could import back to China. Products the Chinese companies were looking for included dried fruits and berries, frozen fruit, fruit and vegetable juices and concentrates, beer, dairy products, specialty foods, confectionaries, and healthy and natural foods.

This was the second export mission

that Zaycon Foods has attended this year. At the previous export mission the company was able to find buyers of its products in other Pacific Rim countries.

"We have discovered an entirely new avenue for our product line with the help of Vern Jenkins, our SBDC associate," said Matthew Kunz with Zaycon Foods. "It is refreshing to see that our home Northwest region is as rich in trade expertise as it is in agricultural resources."

"Our purpose is to assist companies that are new to exporting" Peterson said. "Both Vern and I help demystify doing international business by simplifying exporting processes and accelerating entry into global markets."

The export event was hosted by the Western US Agricultural Trade



Jenkins & Peterson meet with companies from China.

Association. To learn more about the Western US Agricultural Trade Association visit www.wusata.org.



Braunwart Attends IEDC Conference

The International Economic Development Council (IEDC) held its 2013 Annual Conference October 6-9. Emily Braunwart of the Grant County EDC traveled to Philadelphia for the four day conference.

The conference was centered on innovation and new ideas and Braunwart attended many workshops. The highlights included a marketing round table focused on marketing small communities to their best advantage and a rural workforce development session featuring innovative programs to help train the regional workforce and connect local resources.

"This was a great experience for my first large economic development conference," said Braunwart. "I am excited for all I can learn from these events and how it can help me be a resource for my community."



Workforce Development Workshop



Department of Commerce, Community Colleges and economic developers meet to discuss workforce development.

The Grant County EDC hosted a workforce development workshop for economic and workforce development professionals in Okanagon, Chelan, Douglas, Grant and Adams Counties. The presenters at the meeting were the Washington State Department of

Commerce and the State Board for Community and Technical Colleges. The discussion centered on training programs designed to build the skills and abilities of the workforce to meet the needs of local businesses.



Columbia \$25,000+

City of Moses Lake
Port of Moses Lake

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

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

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

Central Terminals, LLC
Washington Trust Bank

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

Akzo Nobel Pulp & Performance Chemicals
City of Ephrata
CliftonLarsonAllen, LLP
Columbia Basin Herald
Port of Ephrata
Port of Mattawa
REC

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

AmericanWest Bank
Basic American Foods
City of Royal City
City of Warden
CMJ Properties & Investments
Columbia Basin Railroad Co., Inc.
Columbia Colstor, Inc.
Consolidated Disposal Service, Inc.
Moses Lake Clinic
Northwest Farm Credit Services
Port of Royal Slope
Port of Warden
Quincy Foods
Samaritan Healthcare

Saddle Mountain \$750-\$999

Canfield & Associates
Columbia Electric Supply
Gary Mann Real Estate
Western Polymer Corporation

Frenchman Hills

Agri/Com Appraisals
Chemi-Con Materials
City of Electric City
City of Soap Lake
Columbia Glass, LLC
Dano Law Firm, P.S.
Express Employment Professionals
General Dynamics
Housing Authority of Grant County
Jones Produce
LambWeston, BSW
Lenroc Company
Milbrandt Vineyards

Moses Lake Golf Club
National Frozen Foods Corporation
Port of Coulee City
Port of Hardline
Quincy Farm Chemicals, Inc.
Robert M. Trask Agency
Rock Steel Structures
SGL Automotive Carbon Fiber
Sonico, Inc.
Specialty Chemical
Zip Truck Line, Inc.

Rocky Ford Creek \$300-\$499

A&H Printers
ABC Properties
Accredited Appraisals
Advantage GMAC Real Estate
Alsted Real Estate, LLC
Animal Medical Center, Inc.
Basin Refrigeration & Heating
Basin Tree Service & Pest Control
BBSI

Big Bend Community College
BBCC Foundation
Business Interiors & Equipment
Dr. Dino Cacchotti
Calbom & Schwab, P.S.C.
Cascade Consulting Group
Cascade Natural Gas Corporation
Central Bonded Collectors
Central Washington Concrete
City of George
Cochran, Inc.

Coldwell Banker Tomlinson
Columbia Basin Hospital
Columbia Basin Job Corps
Consolidated Electrical Distributors
Crown Moving Company
Brian & Cynthia Dano
Don Long Services
Guild Mortgage Company
Horizon Credit Union
J&M Electric, Inc.

J.R. Newhouse & Co., PLLP
K&N Electric Motors, Inc.
LC Farms, Inc.
Mar Don Resort, Inc.
McKinstry Co
Miller's Fine Jewelers, Inc.
Million Air
Moses Lake Community Health Center
Moses Lake Dairy Queen LLC
Moses Lake School District
North Central Washington Fence, LLC
Pacific Coast Canola

Partners & Investors

Port of Seattle
ProGene Plant Research, LLC
Ries law Firm
SCJ Alliance
SkillSource
Spectrum Communications, Inc.
Sterling Bank
Total Employment & Management
Town of Coulee City
Town of Hartline
Town of Wilson Creek
Willow Drive Nursery, Inc.
Windermere/Central Basin
Windermere/K-2 Realty, LLC
Work Source Moses Lake

Friends of the EDC \$100

Allen Aldrich
Justin Ashley
Steve Ausere
David Bailey
Susie Barr
Terry & Shirley Brewer
Dave Dampbell
Jane Dickinson
Randy Dickinson
Joyce Ferrians-Adams
Larry Hall
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Frances Irwin
Phillip Isaak
Kent Jones
Dr. Rory Knapp
Denise Lefler
Fred Lischka
Briel Loiseau
Alan Lundberg
Col. Clyde Owen
Alice Parker
Dale Pomeroy
Jeff Railton
Sheldon Townsend
Dale Walker
Pat Wold

Reciprocal

Adams County Development Council
Columbia Basin Development League
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
Warden Development Council

Upcoming Events

November 20th

Board & Member Meeting
7:00-8:00am-BBCC ATEC

December 18th

Board & Member Meeting
7:00-8:00am-BBCC ATEC

January 15th

Board & Member Meeting
7:00-8:00am-BBCC ATEC

