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Recent Happenings

ARG Transportation to operate the rail line between Royal City and Othello.

Grant County and Port of Moses Lake represented at Seattle Aircraft Interiors Expo

Big Bend Community College hosted fall hiring event

Jo-Ann Fabric opened a new store in Grant County

Follow up continues with other interested retail companies

Quincy hosted the House Finance Committee for a tour and discussion on tax incentives and other issues

EDC testified to the House Finance Committee on two incentives for local industries

SGL has started training for new hires as it expands its facility

EDC hosted Big Bend STEM Advisory Committee meeting

AeroTEC & Mitsubishi Locate at the Port of Moses Lake

Mitsubishi Aircraft Corporation announced it is partnering with Seattle based flight test engineering company AeroTEC to flight test the new Mitsubishi Regional Jet. The testing begins in fall of 2015 at the Grant County International Airport in Moses Lake, Washington. To accommodate the project, AeroTEC will invest nine million dollars to construct a new 65,000 square foot, wide body aircraft hangar at the airport.

Mitsubishi will be bringing about 60 engineers and other personnel to Moses Lake for at least 3-5 years while the jet is being tested and certified. This is in addition to the 24 jobs that will be created by AeroTEC. In total, the new job creation from this project is between 80 to 90 high paying aerospace engineering positions.

This puts Grant County on the global map as a location of choice for aircraft certification and testing activities. The opportunities are limitless for future programs of work especially considering that AeroTEC has done testing and certification work for Boeing, Airbus, Lear, Beechcraft, Gulfstream, and many other aircraft original equipment manufacturers. It is anticipated that the new facility being constructed will be utilized by AeroTEC



for flight testing of other aircraft long after the Mitsubishi Regional Jet program has ended.

The Grant County Commissioners approved a \$200,000 grant and the Washington State Community Economic Revitalization Board (CERB) approved a \$500,000 low-interest loan to support the project. The \$200,000 grant and \$500,000 loan are to the Port of Moses Lake to construct the necessary infrastructure for the hangar.

This infrastructure includes: water and sewer lines, fire suppression, connector pavement, and the undergrounding of overhead power lines along with the relocation of ramp lighting. The Port of Moses Lake is investing \$125,000 of its own money to complete the infrastructure projects.

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Best Practices for New-to-Export Clients

That was the title of the presentation Allan Peterson (SBDC adviser) helped deliver at the Annual Conference of the Association of Small Business Development Centers.

The national conference was held in Grapevine, TX and Peterson was invited to deliver the 90 minute presentation with Vern Jenkins, International Trade Specialist for the Washington SBDC. Jenkins is located at the SBDC Export Readiness Center in Spokane.

The presentation highlighted the system created by the Washington State SBDC and gave SBDC business advisers from across the country a roadmap of the export advising process. The Washington State system has been nationally recognized by the Association of Small Business Development Centers as a best practice.

“Lots of SBDC advisers across the country are working with clients that have potential sales opportunities in other countries,” said Peterson. “This presentation gave those advisors a set of tools they can use to help their business clients turn potential export sales into

actual export sales.”

The first step in assisting a new-to-export business is to go through an export readiness assessment that was developed by Jenkins. This assessment includes a SWOT analysis and internal business review to determine if the company has the capacity to begin reaching out to global markets. This is followed up with intensive international market research and the development of an international business plan. Finally, a review of available and relevant market entry strategies in foreign countries are covered with the business client.

Evaluations of the New-to-Export presentation were very high and attendees recommended that the presentation be repeated and made longer for next year’s annual conference.



IEDC Real Estate Development & Reuse

Atlanta, GA – Emily Braunwart, Business Recruitment Manager for the Grant County EDC, attended a two day Real Estate Development & Reuse class taught by the International Economic Development Council.

The class covered many topics such as,

market and site analysis, regulatory and approval processes, political feasibility, and community involvement.

The instructors and other development professionals shared ideas, insights, and experiences that are applicable for development here in Grant County.



Grant County Port Districts Meeting

The first Grant County ports meeting was held the end of September to provide port district commissioners and staff an opportunity to discuss common issues and learn best practices. Seven of the ten port districts in Grant County were represented at the meeting.

Attendees heard from two local port districts about recently completed projects. The Port of Warden explained the ups and downs of the eight year process Pacific Coast Canola went through before becoming operational in 2013. The Port stuck with the project through the economic downturn and now Pacific Coast Canola employs close to 50 people in Warden making it one of the largest private employers in the city.

The Port of Ephrata shared the lessons it learned as it navigated the

closure of its largest tenant, Katana Summit. Katana started operations at the Port of Ephrata in 2005 and due to market conditions closed its doors in 2013. At its peak, Katana was the largest private employer in Ephrata with a payroll of approximately \$7 million.

After Katana ceased operations the Port successfully assisted it to find another company to take over the lease and utilize the vacated buildings. Service Steel is the new tenant at the Port of Ephrata and they are continuing to grow employment.



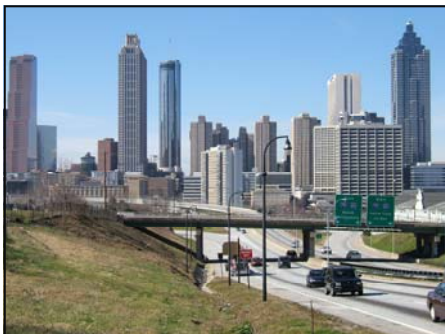
Additional presentations included an update on Grant County's Strategic Infrastructure Program, and a briefing from the Washington State Department of Commerce and the Washington Public Ports Association.

The next Grant County Ports meeting is scheduled for Tuesday February 24th 2015 at the Port of Ephrata.

Atlanta Site Selector Trip

Atlanta, GA – Emily Braunwart, Business Recruitment Manager for the Grant County EDC and Robin Toth, Vice President of Business Development for Greater Spokane Inc., met with nine site selection companies over a three day period.

The meetings were an opportunity to introduce the Eastern Washington region to site selectors that work



with companies that may have an expansion project now or in the near future. The site selectors shared their insights about what businesses look for in a community.

An educated workforce, a shovel ready greenfield site, and interesting business incentives were at the top of the list.

A location is most attractive to a prospective business when the needed infrastructure and utilities are already in place. Having sites that are pre-permitted with ecology or have a guaranteed permitting process is also very beneficial.

Grant County already has many of the positives that expanding companies are looking for. The site selectors were very interested in learning more about what Grant County and Eastern Washington have to offer growing businesses.



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Bronze Division Continued

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