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A Note from the GCEDC President



Valued Partners and Investors of the Grant County EDC,

We would like to keep you up to date on the active search that the executive team is currently undertaking for the new executive director at the Grant County Economic Development Council.

To help us with the process, we have hired M&A Executive Search. Founding partner, Greg Albrecht, will be personally taking the lead. This company has shown a very effective and efficient track record in the Pacific Northwest as well as the nation for helping companies find a new executive. Mr. Albrecht estimates that the process will take about 60-90 days to hire our new executive director.

Currently, we are in the first phase of our search. The executive team is working closely with Mr. Albrecht to gather an understanding of the culture of GCEDC and our Grant County community. He will be talking to over 100 possible candidates. To help with the search, he will be reaching out to many of you, our respected partners and investors. Mr. Albrecht has stressed to us that he is always available for questions in regards to the recruitment process. If you'd like to contact him, please email galbrecht@maexecsearch.com.

Please feel free to also reach out to myself or any of the executive team members. We would be more than happy to discuss our progress with you as well.

Warm Regards,

Juanita Richards

President of the Board | Grant County EDC
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Carolann Swartz is "Proud to Serve" Grant County

"We're exporting our greatest commodity: our kids," says Grant County Commissioner Carolann Swartz. Swartz, a Grant County Economic Development Council Director for over five years, says the county needed to diversify the economy. "Now we have good jobs" thanks to the manufacturing that has come to the county, she adds. "Diversification evens out the economy." Swartz remembers when the Air Force left and the sugar plant shut down. "We struggled, but it made us stronger."

Swartz was an Air Force brat, moving to Grant County when she was in junior high. Before Moses Lake, the family had lived in the Philippines. She finished high school here and that's where she met her husband, Don Swartz. She attended the University of Washington for two years, and then married Don because he was about to go to graduate school on the East Coast. Eventually, Swartz earned her degree in Fine Arts from Eastern Washington University.

Now being a county commissioner keeps her busy. She is also still involved with the family business, J&M Electric. "I've been involved in a multitude of things," Swartz says. "I've volunteered a lot." Once her children had moved out, she decided running for county commissioner would be a good "stepping off point." In 2008 she ran for county commissioner. She points out that before she ran, all three commissioners were farmers. She thought having a businessperson on the commission was important. "I had as good ideas as someone else," she says. She wanted to make Moses Lake and Grant County better. But her term started in 2009, right as the recession hit, and the first priority became how to balance the county budget. "How are we going to make

ends meet and do our budget?" she says of that period.

Swartz likes the variety of being a county commissioner. "It's not boring," she says with a smile. On Mondays and Tuesdays they could have 10 - 14 meetings in a day dealing with all aspects of the county government. "I like solving problems," Swartz explains. She is also involved at the state level. She is on the Legislative Steering Committee which requires her to be in Olympia every other week while the legislature is in session. She was also appointed by Governor Inslee to the Washington Highway Safety Commission. She says one of the goals of the commission is to "drastically" cut distracted driving by 2020, which of course means cell phones. She's also been asked to serve on the Eastern Washington University policy committee.

Solving problems is one of the challenges Swartz faces as a county commissioner. "Communication is the key to everything. You need to sit back and hear all sides of it. There are always two sides, or more, and you'd better listen to all of them." She gets frustrated that nothing happens quickly but she is always trying to get the "most bang for the buck." She wants to make the county as efficient as possible so the taxpayer isn't "nickel and dimed to death." She'd like to see government as efficient as businesses.

As a county commissioner, Swartz became a Director of the EDC. "We need the diversification of our economy," she says. The EDC is bringing "good strong jobs" to the area, she explains, and taking

advantage of the assets in the county. "It's vital," she says. And she credits the EDC with successes. "Now we're being talked about all over the state."

"What I like about the EDC is the sharing and camaraderie," Swartz explains. "The sharing of ideas." She says it's a healthy group and "so informative." "Keeps you on the pulse of what's happening."



Swartz is still involved with J&M Electric and does payroll and accounts payable. She has to fit that in when she can, sometimes working evenings.

The biggest change Swartz has seen in Grant County in the time she's lived here is the influx of industry. The economy used to be almost purely agriculture and if they had a bad year, everyone had a bad year. "Who would have thought we'd be growing red algae or building Genie lifts," she says. She is also amazed by the "international flavor" of the industry in Grant County.

She would like to see more retail in the county "but it's coming, it's happening." She'd like to see more schools built, too. And "I'd like to see some of these open areas filled in."

Swartz likes living in Grant County. "I like the friendly people. We have a healthy culture. Fun people; laid back." And "you can't beat the scenery."

In her spare time Swartz likes to "play in the dirt" working in her garden. She is always carrying a camera to take pictures. And, as a Fine Arts major, she likes to paint.

Swartz smiles: "I'm proud to serve" Grant County.



EDC travels to Chicago, IL with Greater Spokane Inc.



Grant County Economic Development Council with the Greater Spokane Incorporated traveled together to Chicago, Illinois to meet with site selection companies. The purpose of this trip was to introduce these companies to Eastern Washington and the attributes that bring other companies to our location.

Eastern Washington has many strong qualities, Spokane is a hub for medical services and research, with a population of over 450,000 and six universities. These universities are able to train the medical

professionals from nursing staff to doctors who stay in eastern Washington. They are also growing logistics companies as they are a gateway to Washington, Idaho and Montana.

Grant County equally has many enticing assets. Available land, inexpensive power rates as well as the accessibility and speed of the fiber network. "It was interesting to learn that there are still many states and sites that don't have the fiber options that Grant County does," said Emily Braunwart, Business Recruitment Manager for the Grant County EDC. "I was told numerous times about locations losing a project because the company would not be able to get fiber at their facility. I felt very grateful for the progress our state and county has had in technology."

Robin Toth, VP of Business Development at Greater Spokane Inc. has now teamed up with Grant County EDC for three site

selector visits to Dallas, TX, Atlanta, GA and Chicago, IL. "It is a great synergy that Grant County has with Spokane," said Braunwart. "We are similar in location and weather, but we have strengths in different areas. All this makes obtaining meetings with these companies much easier because we talk about a large region instead of a small silo."

Over the past few years since the two EDC's have started the trips together, they have been able to trace projects and calls from interested companies back to these trips. "This is a great way to get in front of companies and really share our story. We wouldn't be able to do this if we weren't working together," commented Braunwart. "Eastern Washington has a great story to tell, and I'm always excited to share that story with anyone who will listen."

EDC and SBDC host Korean Delegation Business Expo

The Columbia Basin Trade and Expo brought the Gunpo, Korea Economic Development Delegation together with Moses Lake businesses. It was hosted by Grant County EDC and Adams County Development Council with cooperation and assistance from the WSBDC Export Readiness Center and Moses Lake SBDC and was held at the CBTECH facility.

This Business Expo Event was the first step in preparing for an out-bound visit to Gunpo, Korea in May of 2016. Recent Korean market research confirms South Korea has increasing interest in American products and services including agricultural products, snack foods, automated tools and manufacturing technologies.

Gunpo, South Korea is the sister city of



Gunpo South Korea Delegation, September 1, 2015

Moses Lake. "We thought it would be great to match up business leaders to businesses, compared to previous trips where it was mostly elected officials meeting", noted Allan Peterson with the Grant County Economic Development and SBDC. "This event was a huge success in showcasing our companies that have goods and products that South Korea consumers want."

The Washington Small Business Development Center intern research team was tasked to do specific research for the businesses that participated. In all, 14 participated at the expo held at the Columbia Basin Technical Skills Center in Moses Lake. The delegates were given business fact sheets on each business about the business and the market it has in Korea.

The groups are working to coordinate an out-bound visit to Gunpo for May of 2016.

See the video story by iFiberOne News here: http://www.ifiberone.com/news/south-korea-delegates-visit-moses-lake-for-trade-expo/youtube_8e851096-51c1-11e5-9fd3-874aaa23d362.html



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Port of Hartline
Port of Royal Slope
Port of Warden
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Quincy Foods
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SGL Automotive Carbon Fibers
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Skone & Conners
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