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## Gunpo, South Korea Delegation Visits Grant County

Grant County's Sister City, Gunpo, South Korea, visited the Pacific Northwest from August 11-19, 2018. The delegation started their visit with a tour of Seattle. While there, they toured Pike Place Market and met with the City of Seattle.

The delegation then continued onto Grant County where they met with Allan Peterson and Vern Jenkins, who has been working on business to business meetings in Gunpo for the annual spring Outbound Trade Mission. Their jammed packed schedule included, touring the Port of Mattawa, the Wanapum Heritage Center, Wanapum Dam, AkzoNobel Chemical Plant, Cave B Resorts, the Port of Moses Lake and Big Bend Community College.

The Grant County Commissioners hosted the delegation at the Moses Lake Rodeo, which coincided with the

Rodeo's 75th anniversary.

"It was a full week for the delegation," said Brant Mayo, Grant County Economic Development Council's executive

director. "They were on the go the whole time, but to be able to host the new mayor of Gunpo with the Port of Moses Lake was a great experience for us. We value the friendship that we have, and look forward to working closely together to expand businesses in both regions."



Allan Peterson and Vern Jenkins with the Small Business Development Center along with the Gunpo Delegation in front of the Wanapum Heritage Center.



Allan Peterson and the Gunpo Delegation having lunch in Mattawa.

Grant County EDC would like to thank the Port of Moses Lake for taking the time and the opportunity to host this delegation's trip to the Pacific Northwest. It was a wonderful time, and our Sister City relationship was strengthened.



## Wendy's Breaks Ground on Yonezawa Blvd.

In 2012 community members, the Moses Lake Chamber of Commerce, Retailers and the Grant County EDC formed a group called the Retail Task Force. The group's objective was to assess Grant County's current retail establishments and help to recruit companies into the county.

That year it was decided to travel to Las Vegas, Nevada for the annual Retail Convention for real estate. This show attracted over 30,000 people each year, from retail companies, to developers to other communities looking to attract retail. It was at this convention, year after year, that the

local delegation met and formed relationships with retailers who would eventually come to Grant County. Since then, over 15 new stores have opened or announced they would locate in Grant County. Such as ShopKo Hometown in Quincy, Pita Pit in Ephrata and most recently, Wendy's in Moses Lake.

Wendy's will be located on the corner of Yonezawa Blvd and Highway 17. They are expecting to be open before the holidays start in November.



*Community members with Wendy's representatives for the*

"Without these relationships that have been built over the last five years," comments Brant Mayo, Grant County EDC's Executive Director, "this would have been a much harder task. We are excited to be a part of helping this community grow."

## 5-Year Capital Campaign Survey Summary

The Grant County Economic Development Council is coming to the close of the first five year capital campaign, Building Prosperity.

During the five years, the EDC has been able to assist with creating new jobs, working to retain new businesses, improving infrastructure and much more. (Click on these links to [read about outcomes](#) or for the [EDC report card](#).) To continue to build on this momentum, the Grant County EDC will be developing the next five year campaign for 2019 through 2023.

To better assist in the development of the new five year plan, the EDC staff sent out a survey to all current investors and 48 surveys were returned.

70% of responders felt that Business Recruitment was an extremely

important initiative, while 86% felt that Business Retention was either extremely or very important. Still most of the investors, 30%, felt that Retail and Service Development was only somewhat important. 52% of responders felt that Workforce Development was extremely important.

Overall, investors felt that if the EDC did one thing it should be working on recruiting high paying jobs and develop close ties with local ports and partners to provide support to the local existing businesses.

While responders are happy with the current staff, and feel that the EDC has been successful in past recruitments, there is always room for improvements. Such as workforce development, communication with

investors and the public and strategic planning.

New programs to add to the EDC wish list could include, a legislative program, focusing on more infrastructure, start up workshops and of course, the next five year plan.

Other comments were for the EDC to develop a board orientation to help members come up to speed faster, prioritize initiatives and stay focused to the investor's mission.

The EDC staff appreciates all those who took the time to respond to the survey. Staff is working hard to make sure the GCEDC mission and vision are the guide to each day. Please reach out to any board member to Brant Mayo, the executive director if you have anything else you'd like the EDC to implement for the next five year capital campaign.



## Case Study

What can the GCEDC do for you?



## Sonico, Inc.

Support Activities for Air Transportation  
Serving Moses Lake Since 1980

“Every time I felt uncomfortable or needed help, I called our advisors (Allan Peterson). There was not one time when they were too busy to help me.”

*W.B. Perdue, President Sonico, Inc.*

### Challenge

Sonico, Inc. was in a World War II era building that no longer accommodated current production or new

### Goal

Build a state of the art facility with Federal Aviation Administration

### Action

GCEDC helped introduce a Small Business Lender out of Pendleton, OR who had experience with the

## Results



Connected to a **lender** with **FAA** experience



**Secured** construction loan for new building



Constructed **28,000 sq. ft.** building with **FAA** certification



**\$4.5 Million** invested into **Grant County**



**57 Jobs** directly and indirectly saved



**\$2.6 Million** annual payroll



### FIND OUT HOW WE CAN HELP YOUR BUSINESS

Brant Mayo Executive Director [brant@grantedc.com](mailto:brant@grantedc.com)

Emily Smith, Business Recruitment Manager [emily@grantedc.com](mailto:emily@grantedc.com)

Allan Peterson, Small Business Development Center [allan.peterson@wsbdc.org](mailto:allan.peterson@wsbdc.org)

**The World WORKS Here**



**DATE and TIME:**

**Wednesday & Thursday**

**Oct. 17 – 18, 2017**

**8:30 AM to 5:00 PM**

**Please RSVP by October 10th**

**LOCATION:**

CB Technical Skills Center  
900 E. Yonezawa Blvd Moses  
Lake, WA 98837

**ATTENDANCE FEE:**

**\$49.00 per person**

Includes Workshop Manual &  
Handouts. If you have questions  
call; 509-762-6040

Use [Online Registration for  
signup and payment](#)

[info@wsbdc.org](mailto:info@wsbdc.org)

SBDC 509.358.7890



## Succeed in International Markets

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Entry Methods & How to find Foreign Buyers.**

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WSBDC International Trade Specialist

WSBDC Certified Business Advisor

Shipping and Logistics professional

Seattle EXIM Bank Representative

Washington State Dept. of Agriculture

SBA International Loan Specialist --

Register Now for an Upcoming Class

**Oct. 16, 2018**

**10 am—12 pm**

**Port of Moses Lake**

The Fish Bowl Room  
7810 Andrews NE, Suite 200  
Moses Lake, WA 98837

**Classes are FREE**

**[Register Here](#)**

For assistance, please contact:  
Ashley Coronado 509.491.3231  
[tricity@washingtonptac.org](mailto:tricity@washingtonptac.org)

## Learn How to do Business with the Government Government Contracting Workshop

**What does it take to become a successful  
government contractor?**

In this class you will learn:

- How to classify your product or service
- How to register in correct databases
- Small business programs and certifications
- Types of solicitations and how to respond
- Marketing strategies for finding opportunities
- How to develop a capability statement
- Laws and regulations

Class sponsored by



Grant County  
Economic Development Council





# 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  
Basic American Foods  
Barrett Business Services, Inc.  
Belle Enterprises Inc.  
Big Bend Community College  
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.  
Dano Law Firm, PS  
Express Employment Professionals

## Bronze Division Continued

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  
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.  
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  
WorkSource Central Basin  
Zip Truck Lines, Inc.

## Friends of the EDC

Justin Ashley  
David Bailey  
Terry Brewer  
Kevin Burgess  
Jane Dickinson  
Randy Dickinson  
Jeff Foster  
James & Frances Irwin

## Friends of the EDC Continued

Rory Knapp  
Denise Lefler  
Fred Lischka  
Col. Clyde Owen  
Dale Pomeroy  
Sheldon Townsend

## Board of Directors

Dr. Terry Leas, BBCC, President  
William Coe, City of Ephrata, Vice-President  
Dale Pomeroy, Pomeroy Farms, Secretary  
Juliann Dodds, Banner Bank, Treasurer  
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Theresa Sullivan, Samaritan Healthcare  
Tom Taylor, Grant County