



Grant County
Economic Development Council

2018 ANNUAL REPORT

At Grant County Economic Development Council, we are the facilitators—the get-it-done people—for business-related activities in Grant County.

From workforce development, to permitting and procedures, to sharing the Grant County story around the globe, GCEDC has a finger on the pulse of what business leaders are looking for and how Grant County can answer that call.



LETTER FROM PRESIDENT **DR. TERRY LEAS**

Serving as President of the Grant County Economic Development Council is an honor and privilege for which I am thankful. I enjoy the opportunity to work with community leaders throughout Grant County. They inspire me with their dedication to workforce and economic development, and I look forward to serving the EDC in 2019.

2018 has been successful due to the outstanding leadership and work of EDC board members and the combined talent, creativity, and commitment of our EDC staff members. Here are some noteworthy achievements:

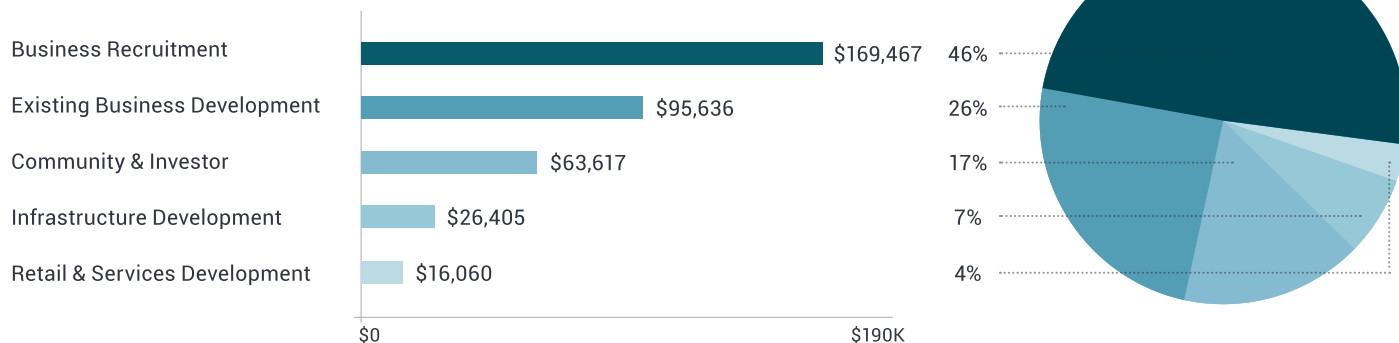
We completed the EDC's first Building Prosperity Campaign; board members, investors, and staff members subsequently created the new 5-year campaign strategies, including adding a new initiative for Workforce Development. Workforce development issues are especially important to existing employers looking to expand and to employers considering locating in Grant County.

Having the EDC office fully staffed has been a blessing! Staff members visited 58 Grant County companies in 2018, and they have plans to visit 100 companies in 2019. Additionally, EDC staff members have been working with the Strategic

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BUILDING PROSPERITY INITIATIVES

2018 Expenses



Infrastructure Program Committee (by implementing the SIP initiative to fund public infrastructure) and the Grant County Public Utility District to help ensure that infrastructure is in place for future growth and development. Office staff members have worked directly with local industry to address their short-term and immediate needs. Our staff ensures that the EDC acts as the first point of contact for industry and employees. EDC staff members also coordinate with industry and educational institutions to develop a long-term pipeline of qualified employees via the Career Connect program. Moreover, they help disadvantaged youth develop skills for the workforce and disrupt generational poverty cycles.

Our Small Business Development Center continues to be a statewide leader. 2018 saw our outbound trade mission take nine companies to South Korea, Hong Kong, and Macau, China for possible export opportunities. An impressive 70% of the companies participating on all outbound trade missions have continued work begun in business-to-business meetings during the outbound trade mission. The resulting export activity has produced job growth in our rural communities, especially within value-added agriculture companies.

Brant Mayo completed a full year as EDC Executive Director by demonstrating his ability as a quick learner, his experience successfully cultivating, rebuilding, and nurturing working relationships, and by working with our board members and investors to strategically plan for Grant County's preferred future. I am grateful for his leadership and the fine team of Emily Smith, Allan Peterson, and Rebecca Jones who support him and us board members.

Best wishes for a 2019 full of success, prosperity, and happiness!

Our Mission...

To bring continued, orderly growth to Grant County and promote quality of life.

Our Vision...

To be the number one resource for business and development.

Our Values...

Knowledgeable

We have the answers our partners need, or know where to find them. We continually educate ourselves on the unique needs and amenities of our region and know how to pair the available resources to the best-suited industries.

Confidential

As an independent, third-party resource, we can make inquiries and conduct due diligence on businesses' behalf without tipping our hand to investors or competitors.

Prepared

Our relationships help us stay tuned-in to activities affecting our region and the industries we serve, so we can help our partners stay proactive rather than reactive.

Fair

We are a resource to all of Grant County and work to bring and maintain sustainable industries to each corner of our region. Our unique position allows us to see the larger picture to help industries interact and support each other rather than compete for available resources.

Trustworthy

Our knowledge, capabilities, and confidentiality build strong relationships. Our partners know they can trust us to conduct ourselves with their best interests in mind and the interests of our communities at heart.

Connected

Our experience and responsiveness have helped us build a network of resources across the state to help our partners cut through red tape and keep their projects on track.

Organized

Because of our experience, we can streamline processes and help our partners achieve their goals in more expedited and exhaustive ways.

2018 NOTEWORTHY HIGHLIGHTS



of Businesses

taken on outbound trade missions are doing **international trade today.**

1-year data center certificate program

Big Bend Community College (BBCC) and local data centers start new 1-year data center certificate program to train IT professionals for the growing local demand.



26

students filled the **first year's program** and so far...

8

students started positions with wages of **\$46,000-\$48,000.**

11

students have decided to **continue on to a 2-year program.**



BBCC started construction on the new **70,000 sq. ft. workforce education building,** (PTEC) Professional Technical Education Center.

The new building will house:



AUTOMOTIVE



WELDING



FABRICATION



MAINTENANCE MECHANICS



COMPUTER SCIENCE



STEM



GCEDC hosted **13 site visits** in 2018 from a wide range of many industries, including, **Agriculture Processing, Agriculture Manufacturing, Technology, and Manufacturing.**



GCEDC responded to **28 Requests for Information (RFI)** from industries such as, **Ag Processing, Technology, Aerospace, Clean Technology, High Tech Manufacturing, and Equipment Manufacturing.**



The Strategic Infrastructure Program (SIP) funded **10 projects** by awarding **\$1.43 million** for infrastructure projects within Grant County.

2014-2018 | Exporting

32 Companies Helped

55 Jobs Created

\$27.3M Capital Investment

2014-2018 | Business Recruitment*

3 Companies Recruited

355 Direct Jobs Created

\$16.9M Annual Payroll

40 Site Visits Hosted

2014-2018 | Business Expansion*

4 Companies Assisted w/ Expansions

\$1M

Annual Payroll

125

Direct Jobs Created

2014-2018 | Strategic Infrastructure*

34

Projects

\$4.4M

Funds Issued or Committed

Partners & Investors

Founders Circle (\$75,000+)

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

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
Gary Mann Real Estate
General Dynamics—OTS
Bronze Division Continued
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
Rory Knapp
Denise Lefler

Fred Lischka
Col. Clyde Owen
Dale Pomeroy
Sheldon Townsend

2018 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
LeAnne Parton, BBCC Foundation,
Past President
Gilbert Alvarado, City of Moses Lake
Caralyn Bess, Columbia Basin Herald
Diane Chestnut, GCPUD
Gregg Fletcher, Confluence Health
Rick Heiberg, City of Coulee City
Lisa Karstetter, Microsoft
Brian Kuest, Port of Quincy
Char McDowell, TEAM
Brian Meiners, Basic American Foods
Alice Parker, Columbia Basin
Development League
Marvin Price, LambWeston
Roger Silva, Hayden Homes
Eric Skaug, Skaug Brothers, Inc.



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