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Peterson & Jenkins Earn Exporting Excellence Award



The Grant County Economic Development Council and Washington Small Business Development Center Outbound Trade Event has received a National

existing Sister City relationship with Gunpo, South Korea, to organize the first inbound and outbound trade events, and the program has since grown to include trade missions to Japan and China. More than 24 Eastern Washington businesses have participated in the program over the past three years and it has become a model for expanding export opportunities in rural communities. The fourth outbound trade mission is scheduled for fall 2019.

Association of Small Business International Trade Educators (NASBITE) International Program of Excellence Award, which will be presented to Grant County SBDC advisor Allan Peterson and SBDC export trade advisor Vern Jenkins at the national conference in Savannah, Georgia, in April.

According to the award letter, "The Selection Committee acknowledges that your program is worthy of the Award in regards to its uniqueness, success in meeting clearly identified objectives, strength and quality of program, impact, benefits to program participants, and strategic alliances and partnerships formed."

Jenkins and Peterson have been conducting both inbound and outbound trade events in Grant County since 2015. The program is unique in the extensive pre-departure education and advising that Jenkins and Peterson guide clients through, as well as the follow-up assistance after the trips.

NASBITE International is a not-for-profit organization supporting training and education in the field of global business.

Jenkins and Peterson built on the county's



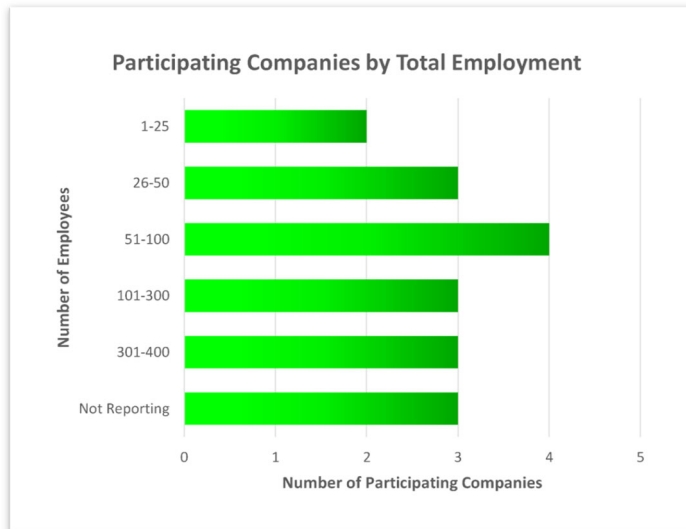


2019 Wage & Benefit Survey

The Grant County Economic Development Council (GCEDC) has completed the 2019 Grant and Adams Counties Wage & Benefit Survey.

The last time the survey was completed was in 2014. Previously, GCEDC used a company called Pathways but since that time, the company stopped providing services such as a wage & benefit survey.

Allan Peterson, a certified Business Adviser with the Small Business Development Center (SBDC) and GCEDC is able to have in-depth market research completed for clients through the SBDC Market Intelligence Research Program. In 2018 the GCEDC turned to the SBDC which is based out of Washington State University (WSU) to help facilitate the survey.

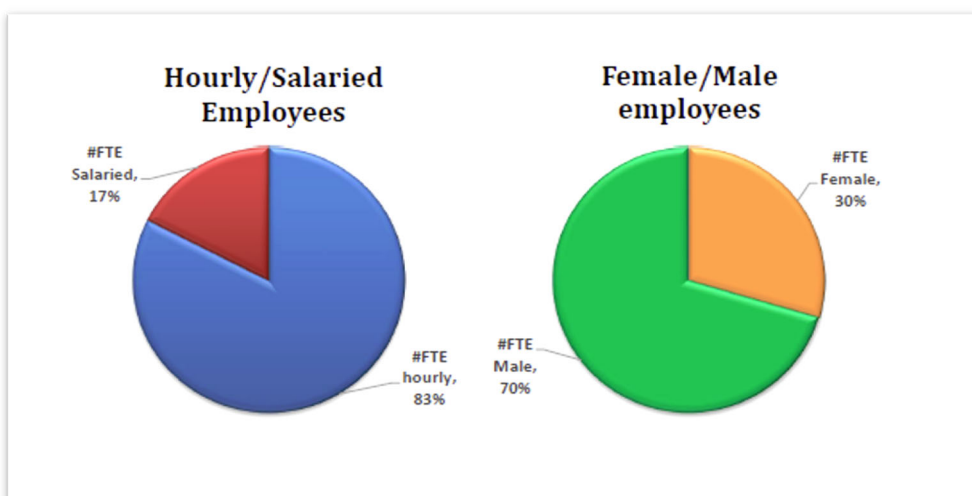
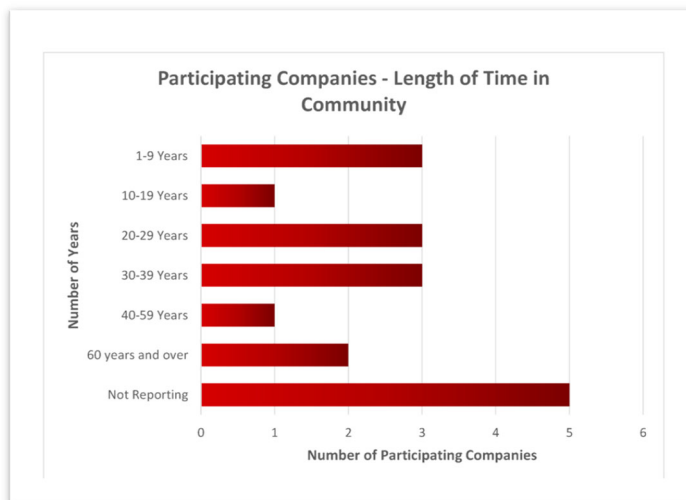


The GCEDC was able to work with Tim Taylor, Supervisor of the Market Intelligence Research Program at WSU and his team of interns to create, model, compile and report the findings of the survey.

This survey is completely anonymous to better serve our local industry in helping make decisions about their wages and benefits.

Highlights from the Survey

- 18 companies participated in the survey from Grant County and Adams County.
- Industries participating included: food processing, distribution, manufacturing and data centers.
- Most employees are hourly paid, while 70% of the workforce is male.
- More than half the companies reported offering a shift differential.



For the full report see the GCEDC website under [economic reports](#).



2019 GCEDC Annual Banquet

The Grant County Economic Development Council held the 2019 Annual Banquet on March 7, 2019. Gary Chandler, Vice President, Government Affairs with the Association of Washington Business, was the keynote speaker.

Chandler gave a Washington State legislative update to a crowd of about 120 attendees.

He reported that the Washington Senate and House of Representatives was balanced in

2018; the 2019 make-up is much less so. The state legislature is leaning heavily towards the democrats, which has seen an uptick in legislation that is not as favorable to Eastern Washington. Many of these bills have already been voted out, but there are some that warrant a continued watch.

The house bill that Chandler is very proud of and has been working on for many years is House Bill 5548, Multiple Pathways. This bill would emphasize more pathways to employment than the traditional college pathway from high school.

Grant County is home to many different industries, which require many different types of skilled workers. This house bill would help to create more apprenticeships in



Gary Chandler with AWB speaking at the GCEDC annual banquet.

Washington, which is needed by local industry.

The GCEDC would like to thank those that were able to make the 2019 Annual Banquet. It is because of our investors that we are able to see such progress in our area. We can not wait to see what 2019 will bring for us.



Washington Economic Development Association Winter Conference

The Washington Economic Development Association held their 2019 Winter Conference in Olympia on March 5-6, 2019.

This year the keynote speaker was Mike Egan, Director of TechSpark at Microsoft. According to Microsoft's website, "TechSpark is a civic program aimed at fostering greater economic opportunity and job creation through partnership with rural and smaller metropolitan communities."

Egan spoke about the program and how it will benefit the rural areas of Washington State.

The Small Business Development Center had a panel discussion about impacts to small business communities across Washington. Economic Development Associations have been hosting the SBDC with in their offices and there are many mutual benefits both organizations see from this partnership.

Yakima County Economic Development Association and the Port of Port Angeles spoke with the SBDC advisors located within their organizations.

The remainder of the program focus on the 2019 legislative agenda for Washington State and what residents can expect to come from Olympia within the coming months.



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City of Quincy
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Platinum Division \$50,000-\$74,999

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Bronze Division Cont.

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Grand Coulee Dam Area Chamber of Commerce
Guild Mortgage Company
Horizon Credit Union
Housing Authority of Grant County
Hub International
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ITC Services, Inc.
J & M Electric
JR Newhouse Co., PLLP
Lad Irrigation Co., Inc.
LambWeston
Landau Associates, Inc.
Lenroc Company
Live Nation-Gorge Amphitheatre
Mardon Resort
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Northland Communications
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Port of Warden
Quincy Foods
Rock Steel Structures
SGL Group
Skaug Brothers, Inc.
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