



# Growing Grant County

November 2011



## Grant County Trends Website

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### Economic Development Projects

New Requests for Information: 39

Active Projects: 21

Projects under Construction: 6

#### Active Projects by Type

Agricultural Related: 4

Manufacturing: 11

Data Center: 6

#### Impacts of Active Projects

Estimated New Jobs: Over 1,000

Estimated Annual Wages: Over \$50 million

Total Project Values: Over \$1 billion

What would you like to learn about Grant County? Is County law enforcement spending increasing or decreasing? Is the uninsured rate increasing or decreasing? How about the total number of firms in Grant County? Answers to all of these questions and more are answered at the Grant County Trends website.

The Grant County Trends Website ([www.grantcountytrends.org](http://www.grantcountytrends.org)) has been up and running at full speed now for just over a year. During this time the site has been visited 239 times per month on average and visitors have stayed on the site for an average of 4 minutes.

The site has nine different categories of trend information about Grant County: List them all here. The top viewed categories are People and Economic Vitality. The top viewed trends are total population, annual growth rate, per capita personal income, median household income, and shares of population by age groups.

The Grant County Trends Committee, headed by the EDC receives detailed feedback on who is visiting the site. This past October there were 289 total visits and 228 unique visits. 40% of these visitors came to the trends site from another site, like [www.grantcountyedc.com](http://www.grantcountyedc.com) or [www.tourgrantcounty.com](http://www.tourgrantcounty.com). Most of the visits came from the Pacific Northwest area but some visitors came from as far away as Canada and Australia.

Have you been to [www.grantcountytrends.org](http://www.grantcountytrends.org) to see for yourself what this amazing site has to offer?





## Pacific Coast Canola Breaks Ground in Warden

It was a busy week for the Grant County EDC and the newest company to come to Grant County- Pacific Coast Canola. On Wednesday Joel Horn, president and CEO of Pacific Coast Canola held a ground breaking ceremony at their new location in Warden, WA. Mayor Capitillo, Miss Warden, Terry Brewer, Executive Director of the Grant County EDC, Port of Warden Officials and Grant County Officials were all present to move a few shovels of dirt where the foundation of the plant will go. The next day Pacific Coast Canola came to the Grant County EDC September Luncheon to speak with the community about their goals and vision of their new plant.

It was not an easy road to get to this step for the Grant County EDC or Pacific Coast Canola. It was way back in October of 2005 when Horn met with Brewer and the EDC for the first time, and there were many obstacles to overcome between that first meeting and

the groundbreaking. But Brewer knew that Warden was the right place for Pacific Coast Canola. Horn is excited to be a part of the community and to contribute to the



local and regional economies. The plant is scheduled to finish construction late in 2012 or early 2013. They estimate that once the building is operational there will be 30-40 permanent jobs. The new plant will sit on 52 acres and it is estimated that the cost of the project will be \$109 Million.

Pacific Coast Canola is in the right place to be able to make a large impact in the canola industry. Demand for canola has increased sharply in recent years as more citizens want a healthier choice for oil or even a cleaner choice for fuel. Some states have even outlawed certain types of harmful oils. The Pacific Coast Canola facility will be the only one in the Pacific Northwest and will be a key site to supply the west coast. The facility will purchase about \$2 Million worth of canola with the goal of buying it locally from regional farmers.



## City of Quincy Leases Water Facility



Microsoft held a press conference on October 13, to celebrate turning over its water treatment plant to the City of Quincy. City of Quincy Mayor Jim Hemberry, Port of Quincy Commissioner Curt Morris and Christian Belady, general manager of Microsoft data center advanced development, all spoke about the decision and the positive impacts it will

have for Microsoft and the City of Quincy.

The City will lease the water treatment plant from Microsoft for 30 years and will open use of it to all other industrial plants in the area. Both the City of Quincy and Microsoft believe this will encourage a long term sustainable water supply that will support the

Quincy economy for many years.

After the completion of some planned expansions for the treatment plant, it will be able to handle 3 million gallons of water per day. Area industrial plants will use only about 20% of this water and the remaining water will eventually filter back into the aquifer.





## EDC Purchases New GIS Software

The Grant County EDC has a new GIS mapping program that can generate custom site evaluation and market analysis for businesses.

The program is called Business Analyst online and was created by ESRI, the makers of ARC GIS software. Features of the program include; analyzing trade areas, locating competing businesses, determining the population within a specific drive-time or distance, identifying and segmenting potential customers, and much more.

The EDC has been able to use the program to assist the Small Businesses

Development in gathering information for people who are putting together business plans or are expanding an existing business.

“This tool allows us to better understand the demographics in the area,” said Jonathan Smith, managing Director of the Grant County EDC.

“We want to use this tool to help businesses gather the key information they need to develop their models and plans.”

Another way the tool can be used it to identify the business strengths and weaknesses of a particular geographic

location. Smith explained that the program can be used to identify workforce, income, poverty, education and many other variables within a specific geographic area such as a neighborhood or city. The information can then be compared to other neighborhoods or cities in the same area or in another part of the country.

“It is a pretty flexible and versatile tool that allows us to answer questions about the local economy,” said Smith. “We want to use it to its fullest and hope that local businesses will contact us so we can use this resource to benefit their operations.”



## Grant County Visited by Sister City

*Moses Lake, Washington – October 20, 2011* – The Grant County EDC hosted a lunch for local elected officials and the Korean Delegation from Gunpo City, South Korea, the Sister City to Grant County.

The Grant County EDC helped to establish the sister city relationship in April of 2003 to open business relationships and to gain a better understanding of each nations culture. Since that time there have been numerous visits and the relationship keeps getting stronger.

The luncheon included the 10 Korean Delegates, including the Mayor of Gunpo City, the Superintendent of Education and many CEO's from South Korean businesses. Grant County

officials were also present including County Commissioner Carolann Swartz, Moses Lake Mayor, Jon Lane, Big Bend Community College President Bill Bonaudi, and Doug Sly, director of the Big Bend Community College Foundation.

It was a great opportunity for everyone involved to talk about how the sister city relationship has changed the communities. “Knowing about other cultures is key in economic development. You never know which new company from which country will have the next opportunity for you,” said Terry Brewer, Executive Director of the EDC. “Our relationship with



Gunpo City has enriched Grant County. We are proud to be their sister city.”

The Korean Delegation was in Washington State for one week. They toured much of Grant County, including businesses in Moses Lake and Quincy, and also took a tour of the state capitol in Olympia during their visit.







## Brewer Retires after 15 Years with the EDC

Terry Brewer, Executive Director of the Grant County EDC has announced he will be retiring in May, 2012. Brewer has been with the EDC since May of 1997, and leaves big shoes to fill by Jonathan Smith, the current Managing Director of the EDC, who will succeed Brewer.

Brewer has worked closely with the local governments in Grant County. He has been a part of the Governor's Summit in Moses Lake, a board member of the North Central Washington Work force Development Council, the Connect Washington Transportation Committee and is a Grant County Public Utility District Commissioner. In 2002 Brewer was a driving force in helping Grant County and Gunpo City, South Korea become sister cities.

"Working together and sharing our success has made this community and this job truly wonderful to be a part of," said Brewer.

Brewer plans to have a relaxing retirement, continuing as PUD Commissioner and traveling all over the state to tape his grandchildren's sporting events. And of course he will always be on call for guest appearances at the EDC.

Smith will come to his new position well prepared. He has been with the EDC for 6 years and graduated from Gonzaga University with a Masters of Communication & Leadership and from the University of Idaho with a bachelor's of Communications and a minor

in Economics. He has completed over 120 hours of economic development training through courses offered by the Washington State Department of Commerce and the International Economic Development Council and has been certified as a professional economic developer (CEcD).

Smith is involved in many community associations including the Adams & Grant Human Resource Association.

Smith is looking forward to the challenge ahead of him. "Terry has been a wonderful mentor," said Smith. "I am excited for this opportunity and am looking forward to working hard to



continue to grow Grant County."

Smith and Brewer will be co-directors from January 2012 until Terry's retirement in May of 2012.



## Upcoming Events

### November 16th

Board & Member Meeting  
7:00-8:00 am  
BBCC ATEC

### November 17th

Introduction to Exporting Luncheon  
11:30 am-1:00pm  
BBCC ATEC

### December 15th

Membership Luncheon: Grant County EDC  
11:30am -1:00 pm  
BBCC ATEC

### December 21st

Board & Member Meeting  
7:00-8:00 am  
BBCC ATEC

### January 12th

PET Luncheon  
11:30 am-1:00 pm  
BBCC ATEC

### January 18th

Board & Member Meeting  
7:00-8:00 am  
BBCC ATEC

### February 15th

Board & Member Meeting  
7:00-8:00 am  
BBCC ATEC

### March 9th

Annual Banquet  
5:30-8:30 pm  
BBCC ATEC