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## It's a Pleasure to be Here in Grant County!



This past couple of weeks has had everything from attending a ribbon cutting on my first day, to learning the internal systems and budget, to making remarks at the Washington State Transportation Commission, and working with a couple of new prospects. Emily Braunwart and Allan Peterson have been great to work with during the transition, and I'm very appreciative of their knowledge and ideas.

In this first quarter, our focus will be on outreach to our investors, the Ports, and elected officials. We are making appointments, but if you have an urgent need please contact us to get on the calendar to expedite your issues.

We recently worked on an ad which addresses "what we do" as the EDC, including business attraction/site selection, local business expansion, small business assistance, international trade promotion, and business advocacy. Also, we are focusing on projects and activities which are currently in the pipeline, and developing a sales plan calendar from now into 2017.

I do recognize a need for a website upgrade, and anticipate putting forth a scope of work to update content, statistics, wage/labor/occupational tables, property database requirements (especially with ports data), and direct linkages to our investors and city/county departments. If there are any volunteers that share an interest in this project, please contact me and we will form a working group of about 4-5 persons.

In short – I am glad to be here and look forward to meeting and working with you to grow and enhance our community. Thank you!



*Linda K. Martin, CECD*

Executive Director



## Juliann Dodds Believes in the Mission of the EDC



"We live in a great community," says Juliann Dodds, Senior Vice President Commercial Banking Manager at Umpqua Bank in Moses Lake. Dodds has lived in Grant County for 19 years.

She came to the Columbia Basin when Basic American transferred her husband, Mike, to Moses Lake. "I can be a banker anywhere," she explains with her ready smile. "I'm just a banker," she says. "I've been a banker for 25 years."

Dodds has been working at Sterling Savings, now Umpqua Bank, since she arrived in Grant County. Before that, she lived in Southeast Idaho where she was also a banker, starting after graduating Boise State University. She grew up in Idaho Falls and then Boise.

While going to college at BSU, Dodds worked at an open-pit gold mine near the Frank Church Wilderness Area in the middle of Idaho. She worked on the powder crew, which means she handled explosives. "It was a fun job and I liked it."

Now Dodd "loves" her job at Umpqua Bank. "It provides an avenue to work with people and their dreams," she explains. And as people's dreams move forward, so does the community, she adds. "And that's important in a small town." She enjoys that she works with both commercial banking and agriculture.

Dodds says commodity prices are a challenge this year for the agriculture side. She wants to "focus on growing the community without diminishing the

quality of life." She tries to make smart decisions about which nonprofits to support and the value they add to the area. "The business community is very supportive and that's a good thing."

Dodds's current term on the Grant County Economic Development Board of Directors started in 2013, but she's been on the board consistently for a while. Bob Trask first asked her to be a director and from there she got on committees and then on the executive committee and finally a turn as president of the board in 2010. "It's a good board," she says. "The board and the paid staff do a very good job providing details on broad subjects and all the good things they've accomplished over the years," Dodds explains.

"I believe in the mission of bringing development to Moses Lake and Grant County," Dodds says of the EDC. She wants there to be opportunity not only for people who live in Grant County, but for kids growing up here. "I want my son to have the opportunity to not only have a career, but an amazing career" if he chooses to stay in Grant County, Dodds says.

Also, Dodds adds, "I think of the past five to six years, they've become an organization where people can gather in a room and talk about how we can move forward." There can be meetings with "all the players" to address strengths and weaknesses and be honest, Dodds explains. That way, "when a corporation chooses a site, it's based on facts."

"They're a resource with a tremendous ability to gather information and contacts," Dodds adds about the EDC. And they can make that information available to existing members, she says. Also, the Trends website ([www.grantcountytrends.ewu.edu/](http://www.grantcountytrends.ewu.edu/)) has "tons of information," says Dodds. "I use it every day." And the EDC pays part of the cost for that website.

"I am really looking forward to the new Executive Director," Dodds says. "She will provide direction and support and communication between members and the EDC and the community."

The biggest change Dodds says she's seen in Grant County is the diversification of the economy. "Which is really good," she says. As one sector's economy goes up and down, she explains, another sector will balance that out. "So we have a more stable economy and that's good for small business." There is also a "higher economic baseline to the overall economic community."

Dodds is very active in the Moses Lake community. For example, she's on the Samaritan Healthcare Foundation board, Rotary Scholarship Foundation board, Grant County Family Services board, and is active in the Noon Rotary Club in Moses Lake.

But, Dodds says, "We have to solve the educational issues facing Moses Lake. Education as a whole is something we have to look at as it moves through the county." Dodds says it needs to be examined both in how it's delivered, and how to move students forward to support the growth in the community. "We haven't tapped into the cost-benefit in education."

Dodds smiles and says, "I live on Crab Creek" and gets to hunt and fish in her backyard. In the winter the family skis and in the summer they ride bikes "all over." "I love going fishing," she adds. They also hike and camp.

She likes all the diverse organizations that work to improve the community. "We're inclusive" she says of Grant County. "If you go to an event, you're warmly welcomed" and you don't see that in other communities.



## Lineage Logistics Uses JSP Grants to Train Truck Drivers



"They know how to handle that truck better," says Houston Johnson, Operations Manager for Lineage Logistics in Othello. Lineage Logistics used a Job Skills Program (JSP) workforce training grant through the State of Washington to train their drivers so they could receive Commercial Drivers Licenses (CDL).

Lineage Logistics, a cold storage company, has a warehouse across the street from their customer in Othello. Lineage Logistics would send a truck across the street to pick up product to put in their warehouse, Johnson explains. "Extends our reach of customer service," he says. That way, the customer didn't have to worry about getting trucks and getting the product to the warehouse, Johnson says, but could concentrate on what they do best: making French fries. "They don't have to mess with that."

Beth Laszlo, Coordinator for the Center for Business and Industry Services at Big Bend Community College, explained that company policy required the Lineage Logistics drivers who drove the trucks across the street to have CDLs. But to get a CDL is an 8 - 10 week training program that involves 160 hours of driving time,

she says. It would have been onerous for the drivers who work and mostly live in Othello to commute to Big Bend Community College to do the training, she points out. "Always think outside the box," she adds with a smile. Working with Guillermo Garza of the CDL program at BBCC, and Lineage Logistics, Laszlo was able to arrange to have the training at the Lineage Logistics site in Othello.

Everything was done on-site, Laszlo says. That includes the physicals, training, drug testing, and final testing. Johnson explains that there was room at the warehouse to do a lot of the driving testing: the backing up and turning around, for instance. For that, the training used Lineage Logistics' trucks. But for the on-the-road training, BBCC sent one of their trucks to Othello. Laszlo proudly points out that 100% of the students passed the training to receive their CDLs. "Saved money and time not to commute to BBCC," Johnson adds.

Johnson says that the drivers became "professional drivers" who take pride in their work and the equipment. "They know that truck from nose to tail." They can handle the truck better and so there is less damage to it. And they are aware of all the safety risks. "They take more pride in their work and equipment and that's priceless," Johnson explains.

The Center for Business and Industry Services (CBIS) at Big Bend

is a department that the college put together to reach out to local industries, Laszlo explains, and helps companies apply for the JSP grants from the state. Laszlo says the way to get started is to "call me" at the Center for Business and Industry Services. "We want to be a resource," she adds. Applications for next year's funding have to be complete by mid-May to make the first round of reviews on June 1st, Laszlo explains.

One of the benefits of partnering with BBCC is that they "work with the employer from training strategy development to finding instructors to final execution," Laszlo says. She shows off a big white binder that's her "network of experts" from all over the state.

Johnson says that without the JSP grant, the training of the employees may not have happened. Laszlo points out that the grant covered half the cost of training.

Johnson also points out that workers with CDLs will be in high demand and in order to get young people interested in taking the training, programs such as the JSP grants are needed. "It helps if the state helps get people trained."





# 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  
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## Platinum Division (\$50,000-\$74,999)

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## Bronze Division Continued

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Port of Royal Slope  
Port of Warden  
Quincy Farm Chemicals, Inc.  
Quincy Foods  
Rock Steel Structures  
SGL Automotive Carbon Fibers  
Skaug Brothers, Inc.  
SkillSource  
Skone & Connors  
Tommer Constructions Co., Inc.  
Total Employment & Management (TEAM)  
Town of Coulee City  
Trask Insurance Inc.  
Umpqua Bank  
Western Pacific Engineering  
Western Polymer Corporation  
Windermere K-2 Realty  
Zip Truck Lines, Inc.

## Friends of the EDC

Justin Ashley  
Steve Ausere  
David Bailey

## Friends of the EDC Continued

Susie Barr  
Terry Brewer  
Jane Dickinson  
Randy Dickinson  
Dick Ealing  
Jeff Foster  
Frances Irwin  
Rory Knapp  
Denise Lefler  
Fred Lischka  
Don Long  
Alan Lunderburg  
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