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## EWEDA travels to Tulare, CA for the World Ag Expo

Brant Mayo, Executive Director of the Grant County Economic Development Council, along with the Eastern Washington Economic Development Association (EWEDA) traveled to Tulare, CA February 13-15, 2018 for the 51st Annual World Ag Expo.

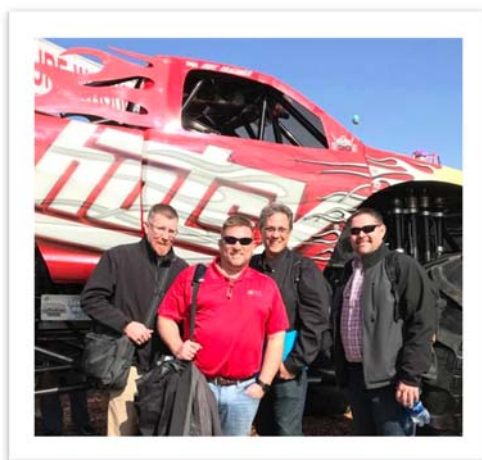
An estimated annual average of 100,000 individuals from more than 50 countries attend World Ag Expo each year. The Expo is the largest annual agricultural show of its kind with 1,500 exhibitors displaying cutting-edge agricultural technology and equipment on 2.6 million square feet of show grounds.

Each year the EWEDA team's goal is to meet with as many companies who are interested in expanding or moving to the Pacific Northwest. This year the team was set up 10 meetings with interested companies prior to the Expo.



Attendees at the 2018 World Ag Expo

While exploring the Expo, team members were able to meet additional companies who had booths as well as meet up with local companies who had a presence at the Expo.



Members representing EWEDA: Joe Schmitt, Yakima County Development Association, Gary Ballew, Port of Pasco, Stephen McFadden, Adams County and Brant Mayo, Grant County EDC

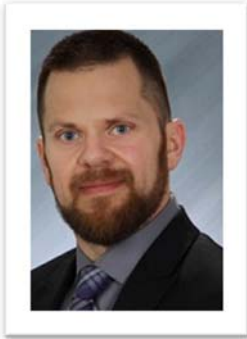
"Being able to travel as a region to a show as big as this is an excellent way to get in front of companies looking to expand," explained Mayo, "Companies don't know county lines, but they do know that the Columbia Basin and Eastern Washington is a great location with the right infrastructure and a long growing season."

Next year EWEDA is planning on changing their approach and will have a booth. Plans are to reach out to local companies to let them know that the booth can be home base for those without a booth. Outreach and meeting arrangements to targeted companies will also continue.

The 2019 Ag Expo will be February 12-14 in Tulare, CA at the International Agri-Center.



## GCEDC Welcomes 2018 Board of Directors



2018 Grant County Economic Development Council President, Joseph Akers with Chemi-Con Materials

The Grant County Economic Development Council is pleased to announce the 2018 Board of Directors. Elections took place on February 21, 2018 at the Annual Investors

Meeting. The EDC would like to welcome new and returning board members. A thank you also goes out to our board members who have gone off this board this year, Juanita

Richards with Horizon Credit Union and Pat Millard with the Port of Warden.

Immediately following the Investors Meeting was the February Monthly Board Meeting where the new officers were elected. We would like to welcome:

- President: Joseph Akers, Chemi-Con Materials
- Vice President: Dr. Terry Leas, BBCC
- Secretary: William Coe, City of Ephrata
- Treasurer: Juliann Dodds, Banner Bank
- Past President: LeAnne K. Parton, BBCC Foundation

As the board enters the final year of the *BUILDING PROSPERITY* Campaign, the board will continue to strive to reach the goals set out by the investors of the Grant County Economic Development Council by:

- Helping the county, cities and port districts achieve their individual economic development goals
- Marketing directly to agribusiness, industrial, and retail companies that fit our existing clusters
- Connecting businesses with training opportunities through Big Bend Community College and other resources
- Assisting existing industrial, agricultural, and retail businesses with expansion plans

## What is the Jobs Multiplier? How does it impact Grant County?

We all know of the initial effect that a company will have moving into a new area or expanding their current workforce. We'll see new jobs! But how many jobs will we really see?

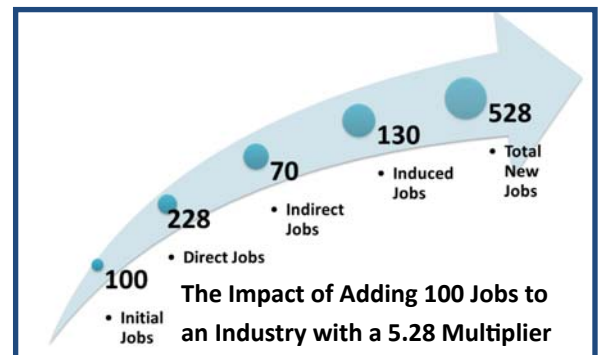
Every industry has what is called a Job Multiplier. A job multiplier is a way to measure how important an industry is to other industries in the region. If an industry has a multiplier of 3, then for every one job created by that industry, another two jobs are created in other industries to support that one job. This also applies in the opposite direction.

Job multipliers are typically tied to a specific industry. Industries with a higher sales to labor ratio have typically have higher job multipliers. Take chemical manufacturing for example. They might have 50

employees at their manufacturing plant. Supporting those 50 employees are millions of dollars of equipment and chemicals; real estate being bought and trucking companies shipping materials.

By expanding a current company or bringing in a new chemical manufacturer, there would be a huge amount of new investment into the region. Not only with initial construction, but with the purchases of new equipment, new chemical contract or new shipping contacts.

There would also be the effect of the new employees salaries, which would go to local real estate and development companies, retail shops



in the area and new purchases of vehicles. Overall, for one extra job that is created another four new jobs would be created in the community to support that one job for a total multiplier of 5.

With each industry, a different multiplier will be in effect. But when you take all those multipliers, we see a large impact that keeps the economy growing.



# 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

Joseph Akers, Chemi-Con  
Materials, President  
Dr. Terry Leas, BBCC, Vice-  
President  
William Coe, City of Ephrata,  
Secretary  
Juliann Dodds, Banner Bank,  
Treasurer  
LeAnne Parton, BBCC Foundation,  
Past President  
Gilbert Alvarado, City of Moses  
Lake  
Gary Ash, Individual  
Diane Chestnut, GC PUD  
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  
Dale Pomeroy, Pomeroy Farms  
Marvin Price, LambWeston/BSW  
Roger Silva, Hayden Homes  
Eric Skaug, Skaug Brothers, Inc.  
Theresa Sullivan, Samaritan  
Healthcare  
Tom Taylor, Grant County