



**Grant County**  
**Economic Development Council**

# **PARTNERSHIP IN PROSPERITY**

2024 - 2028 CAMPAIGN

A five-year plan to  
enhance prosperity;  
attract and retain  
investments along with  
talent, positioning Grant  
County as a robust and  
innovative county of  
growth and opportunity.



# Partnership in Prosperity

*“With our infrastructure, natural resources and location, Grant County is getting recognized nationally and internationally and many companies are looking at our county. As our local communities and ports districts work to respond to these inquiries, the Grant County EDC must influence and help lead the charge.” – Pat Boss*

## BUILDING UPON SUCCESS

In its history, the Grant County EDC has assisted 30+ large-scale agriculture, manufacturing and high-tech companies with major investments or expansions. The companies have announced over 1,900 direct jobs in our local communities with average wages over \$65,000 per year.

### Businesses attracted and expanded in Grant County over the years:

- SGL
- Terex
- Amway/Nutriline
- AeroTec
- Viteria
- Sonico
- Torklift
- Microsoft
- REC
- Vantage
- Sabey
- Norco
- RETitan
- Group 14
- Twelve
- Stoke Space
- H5 Data Centers
- Sila Nanotechnologies

## FEEDBACK

Partner assessment from 60 local leader interviews confirms the EDC has:

- ▶ A highly credible staff
- ▶ A significant track record
- ▶ Respect as the definitive source for economic data and market analysis
- ▶ Confidence of partners and investors







## A Shared Vision for Prosperity

*“The EDC is the only organization that bridges multiple sectors of business, government, and education” – Sara Thompson Tweedy*

### EMERGING TRENDS

- ▶ **INFRASTRUCTURE:** Growing demands on infrastructure requires insightful visioning, strategic investments, and influence.
- ▶ **TRANSITION:** Grant County remains deeply-rooted in agriculture while experiencing transition to a progressive, thought-based, tech-driven economy. Positive change is creating one of the most diverse and balanced regional economies in the country. Diversity that is the envy of communities across the country.
- ▶ **WORKFORCE CHALLENGES:** With baby-boomers retiring at a record pace, American birth rates falling, and legal immigration decreasing for over a decade, most employers are challenged with identifying, training, or attracting workers. This is far from unique to Grant County and the trend is expected to continue for the foreseeable future. Collaboration of the business and education sectors is high priority.

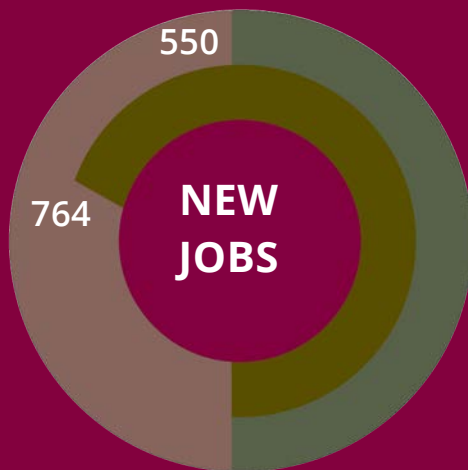
### TIMING

A decade since the EDC's last formal funding initiative, community leaders acknowledge that we are operating in a very different environment from 10 years ago. With stabilized staff and beyond Covid

disruptions, impending infrastructure decisions, the EDC is positioned to lead this Partnership in Prosperity to unprecedented success.

## Key Program Components

- ▶ This plan is targeting 550 new primary jobs.
- ▶ Which will create an additional 764 secondary jobs.



### 01 Business Retention & Expansion

Existing industry is a top priority for the EDC. Servicing the needs of current employers is vital to maintenance of a healthy economic climate. Success is achieved as businesses grow, stay, employ, and become more committed to the region. The EDC partners with existing industry, leads the charge for expansion, and assists entrepreneurial development with one-on-one counseling and advisement.

### 02 Business Recruitment & Attraction

The EDC intently sells Grant County and its unique communities as an ideal investment location to the nation and the world.

### 03 Workforce Development

Human talent is often the differentiating asset between successful and failed businesses. Grant County's economic future must include growing, retaining, and attracting workforce talent. As the liaison between business and education, the EDC will engage strategies to align skill training, along with attracting talented individuals and families to the community.

### 04 Infrastructure Development

Continuing to be a world-class business destination requires tactical investment in world-class infrastructure. Assertively investing in infrastructure today, ensures long-term competitive advantage and the ability to meet ever-increasing time-to-market of economic development projects.

### 05 Investor Relations

The *Partnership in Prosperity* plan positions the EDC to compete and exceed beyond current momentum. A true public-private partnership, the EDC is committed to ensuring its investors and the community are engaged and informed of the implementation of this five-year strategy and progress towards delivering the specific goals.



*"The EDC is very accessible, responsive,  
and bends over backward to help the  
existing industry." – Don Kersey*



# 5-Year Partnership in Prosperity Budget

*“The EDC helps influence and facilitate cooperation. Their data sheets are great and very helpful.” – Ryan Beebout.*

STRATEGIC INITIATIVE	ANNUAL	FIVE-YEAR
Business Retention & Expansion	100,000	500,000
Business Recruitment & Attraction	150,000	750,000
Workforce Development & Talent Attraction	40,000	200,000
Infrastructure Development	50,000	250,000
Investor Relations	60,000	300,000
TOTALS	400,000	2,000,000





# ECONOMIC GROWTH CYCLE

Capital Investment & Jobs

Increased Wages

More and Larger  
Purchases &  
Investment in  
Community

Increased Tax Revenue

Funding for Municipal  
Services and Schools

Better Quality of Life,  
Including Healthcare  
& Educations

Highly Qualified &  
Skilled Workforce to  
Market to Industry



## Measurable Success

*"The EDC plays such an important role in the future of Grant County that directly or indirectly, it helps every business." – Louis Szbalya*

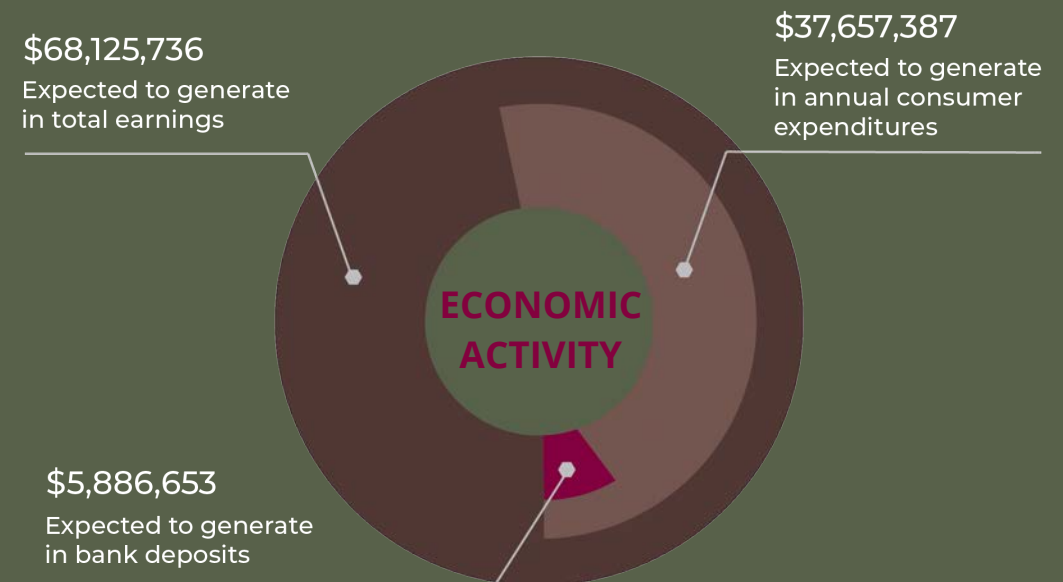
*"The horizon for Grant County is very high." – Mark Fancher*

### IT IS ALL ABOUT ECONOMIC DEVELOPMENT

Through business expansion, entrepreneurial development, infrastructure investments and workforce development, the Partnership in Prosperity plan targets specific goals to generate capital investment, new payroll, economic circulation and boost economic vitality.

**The Convergent Outcomes Lab™ has projected the following impacts of goal success:**

- ▶ This plan is targeting 550 new primary jobs.
- ▶ Which will create an additional 764 secondary jobs.
- ▶ The primary jobs are expected to pay \$32.97 / \$68,578.

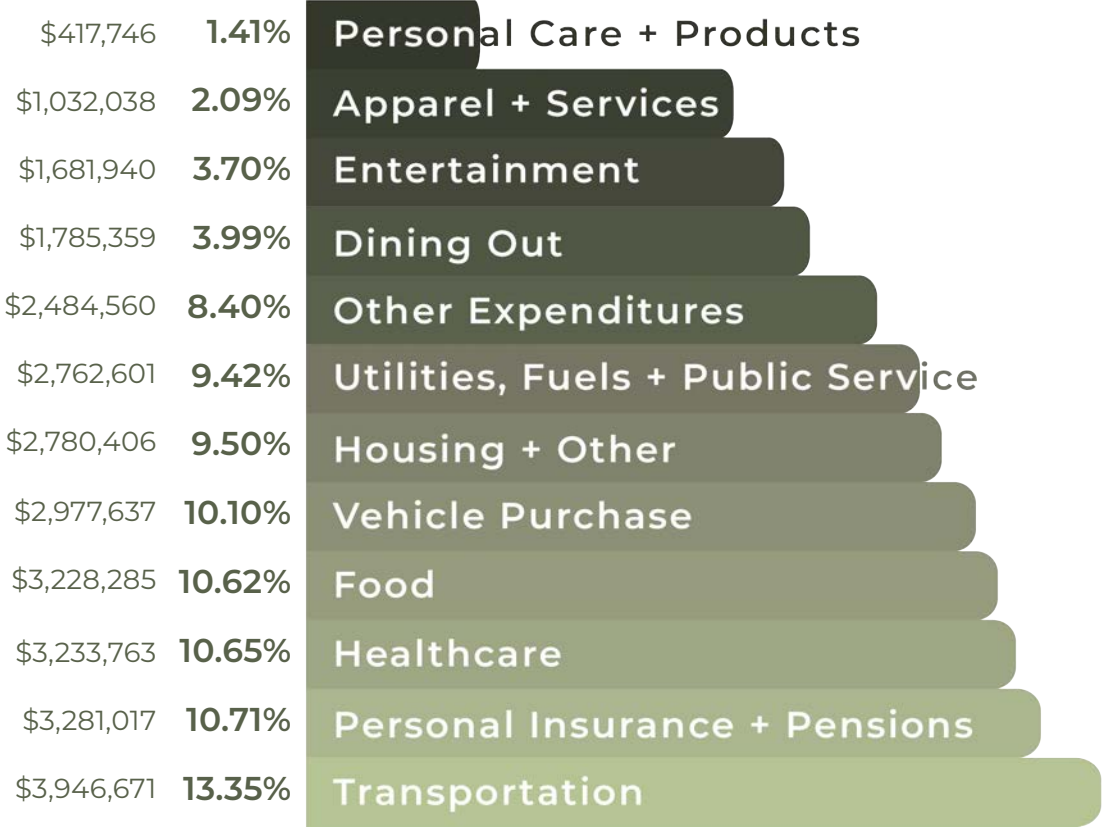






# PROJECTED ALLOCATION OF FUNDING

How the money will likely be spent based on earnings level of target jobs *Partnership in Prosperity* campaign:



## Our People

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*"We need the EDC layered with resources to do the job."*  
– Curt Morris

*"Grant County is an amazing place. There may be post-Covid-complacency. This plan re-catalyzes our energy."* – Justin Morigeau

### CAMPAIGN LEADERSHIP



**Lisa Karstetter**

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Quincy Community Leader  
Longtime Tech Leader



**Dr. Sara Thompson-Tweedy**

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Big Bend Community College



**Mark Fancher**

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Coldwell Banker





## CAMPAIGN LEADERS

### **Ryan Beebout**

Sabey Data Centers

### **Pat Boss**

Cascade Consulting

### **Cash Brown**

Brown Boy Onion/Golden West Farms

### **Juliann Dodds**

Banner Bank

### **Don Kersey**

Port of Moses Lake

### **Lars Leland**

Port of Mattawa

### **Curt Morris**

Port of Quincy

### **Dale Pomeroy**

Pomeroy Farms

### **Louis Szablya**

Grant County PUD

