



Whitman County Economic Development Informational Meeting

January 10, 2024
11:45 am – 1:30 pm
The Center, Colfax

Economic Development Informational Meetings (EDIMs) are updates on the Port's implementation of the ADO's economic development plan. No business or official actions will be taken by the Port Commissioners.

Agenda

1. **Welcome and Introductions** – 12:00 pm
2. **2024 Economic Development Plan**
 - a. **Small Business Development**
 - Washington Small Business Development Center (SBDC) (**Exhibit 1**)
 - b. **Economic Profiling**
 - Economic Indicators (**Exhibit 2**)
 - c. **Existing Business Retention & Expansion**
 - Outreach Plans
 - Presentation – AEM – Dustin McLarty
 - d. **Business Recruitment/Marketing & Advertising**
 - Update on Recent and/or New Business Leads (**Exhibit 3**)
 - Update on Previous Business Leads
 - Project Distribution – Beverage Industry – Pullman Industrial Park
 - Project Hydrogen – Green Energy – Port of Whitman Business Air Center
 - Business Leads Closed
 - e. **Site & Infrastructure**
 - Update on Washington State Department of Transportation US 195/SR26 Intersection Improvement Project (**Exhibit 4**)
 - f. **Economic Development Advocacy**
 - 2024 State Legislative Priorities & Federal Legislative Priorities (**Exhibit 5**)
 - Port of Whitman County 2023 Report Card
 - ScaleUp Flyer (**Exhibit 6**)
 - Other Economic Development Organization Reports

The next EDIM is scheduled for **March 20, 2024**. Port staff will keep EDIM participants informed if there are any changes to the meeting format.

Name: Definition for Stakeholder Primary Scorecard
Layout: Stakeholder Primary Scorecard
Cumulative Period Start: 1/1/2023
Current Period Start: 10/1/2023
Scorecard End: 12/31/2023
Funding Source(s): All
Sub-Funding Source(s): ALL
Center(s): 292

Line No	Data Elements	Current Value	Cumulative to Date
1.	CASE TOTALS (Clients)	0	0
2.	Number of Clients Counseled	26	80
3.	Number of New Clients	5	46
4.	Company Status	0	0
5.	Pre-venture/Nascent	5	26
6.	Startups	6	13
7.	In Business	15	41
8.	CASE TOTALS (Total Hours)	0	0
9.	All Prep + Contact Client Hours	197	672
10.	New Client Hours	1	328
11.	CASE TOTALS (Impacts)	0	0
12.	Capital Infusion	0	6,037,695
13.	Number Businesses Created	0	9
14.	Jobs Created	0	166
15.	Jobs Saved/Retained	0	127
16.	Jobs Supported (In Business)	149	248
17.	DEMOGRAPHICS (Type of Business, # of Client)	0	0
18.	Accommodation and Food Services	1	10
19.	Agriculture, Forestry, Fishing and Hunting	1	4
20.	Arts and Entertainment	2	5
21.	Construction	0	3
22.	Educational Services	1	2
23.	Finance and Insurance	0	0
24.	Healthcare and Social Assistance	2	6
25.	Management of Companies and Enterprises	2	2
26.	Manufacturing	3	9
27.	Professional/Technical Services	4	10
28.	Real Estate, Rental and Leasing	0	1
29.	Research and Development	1	2
30.	Retail	2	4
31.	Service	2	11
32.	Technology Services	4	6
33.	Transportation and Warehousing	0	1
34.	Wholesale	0	0
35.	No Response	1	4
36.	DEMOGRAPHICS (Business Ownership Gender)	0	0
37.	Male	13	33
38.	Female	5	19
39.	Male/Female	4	17

40.	No Response	4	11
41.	DEMOGRAPHICS (Ethnic Background - Race)	0	0
42.	American Indian or Alaskan Native	0	0
43.	Asian	5	7
44.	Black or African American	1	6
45.	Native Hawaiian or Pacific Islander	0	0
46.	Multiracial	1	4
47.	White	12	51
48.	No Response	7	11
49.	DEMOGRAPHICS (Ethnicity)	0	0
50.	Hispanic	2	7
51.	Non-Hispanic	14	60
52.	No Response	10	13
53.	DEMOGRAPHICS (Business Ownership Vet. St.	0	0
54.	Veteran	0	2
55.	Service-Disabled Veteran	0	1
56.	Non-veteran	20	62
57.	No Response	6	15
58.	COUNSELING ACTIVITY (Areas of Counseling,	0	0
59.	Business Accounting/Budget	0	0
60.	Business Plan	8	14
61.	Buy/Sell Business	3	3
62.	Cash Flow Management	0	0
63.	COVID-19 Related	0	0
64.	Financing/Capital	0	2
65.	Human Resources/Employee Mg't	0	0
66.	International Trade	0	0
67.	Managing a Business	24	77
68.	Marketing/Sales	2	2
69.	Start-up Assistance	0	0
70.	No Response	0	0
71.	Other	26	80

The Monthly Employment Report

Washington 4.0% **United States 3.7**

Seasonally adjusted

November 2023



For workers and businesses affected by COVID-19, Employment Security has updated information on the website at esd.wa.gov. For labor market information questions, please send your emails to data@esd.wa.gov.

Employment estimates in this report are generated by the U.S. Bureau of Labor Statistics (BLS). Monthly employment estimates are subject to revision in subsequent months when more sample data become available. BLS data in this report are rounded to the nearest 100.

On a seasonally adjusted basis, preliminary estimates from the federal Bureau of Labor Statistics (BLS) indicate nonfarm employment in Washington dipped by 2,600 in November 2023.1 BLS estimates the private sector lost 3,600 jobs during the month and the public sector gained 1,000 jobs.

On a not seasonally adjusted basis, estimates for November 2022 through November 2023 indicate an increase in employment of 40,700 for the state. The private sector gained 20,600 jobs while the public sector gained an estimated 20,100 jobs over the year.

Washington’s preliminary seasonally adjusted unemployment rate for November 2023 was 4.0 percent. The revised estimated unemployment rate for October 2023 remained 3.8 percent. The November 2022 unemployment rate was 4.6 percent.

BLS estimates of monthly job gains and losses are based on a survey of businesses. Preliminary estimates are subject to revision. The October 2023 preliminary estimated gain of 7,900 jobs was revised downward to a gain of 3,100 jobs.

For more information, call Anneliese Vance-Sherman at 564-900-0748

Resident civilian labor force and unemployment, seasonally adjusted

The resident civilian labor force is the total number of people in the workforce, employed and unemployed, ages 16 and up.

The number of unemployed is the estimated number of people who currently do not have a job, are available for work and have actively looked for work in the last four weeks.

The unemployment rate is the ratio of the estimated number of unemployed divided by the civilian labor force.


Resident civilian labor force and unemployment, seasonally adjusted
United States and Washington state, October and November 2022 and 2023
Source: Employment Security Department/DATA Division; U.S. Bureau of Labor Statistics, Local Area Unemployment Statistics

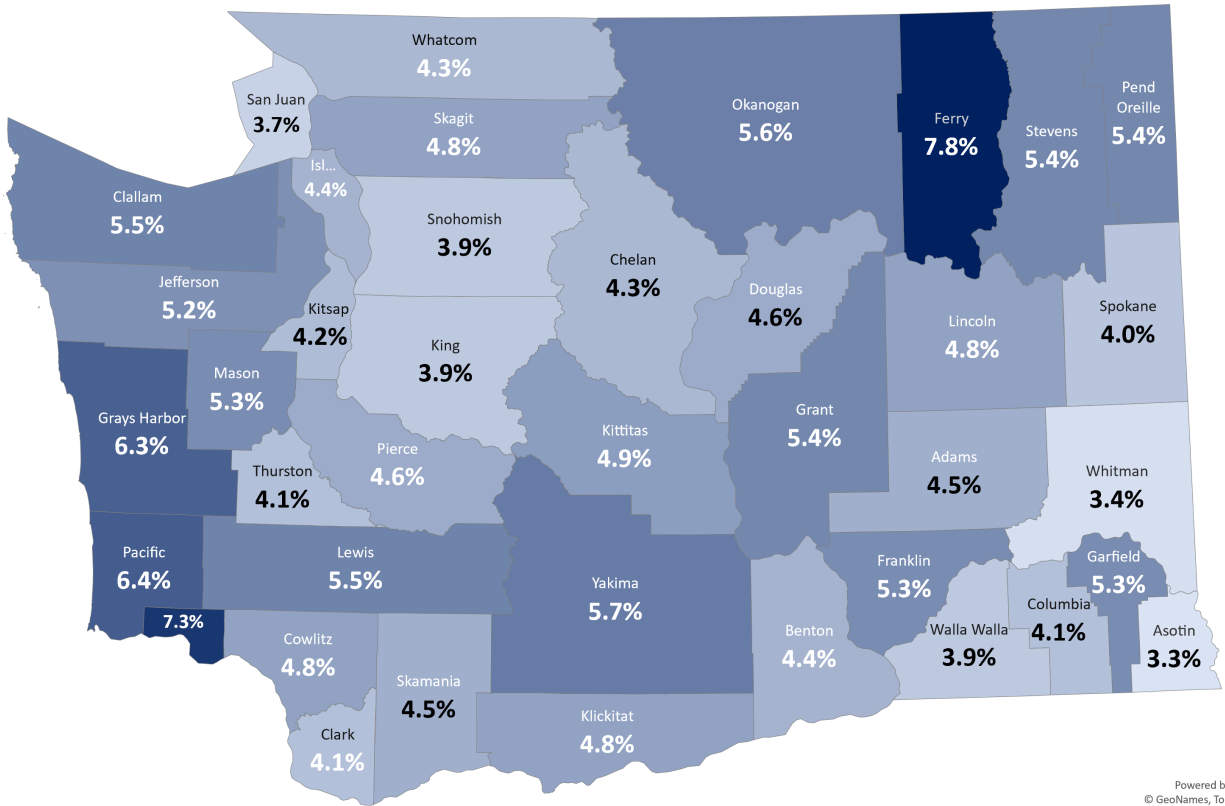
	November 2023 (Preliminary)	October 2023 (Revised)	November 2022 (Revised)	October 2022 (Revised)
United States				
Unemployment rate	3.7%	3.9%	3.6%	3.7%
<i>Seasonally adjusted</i>				
Washington				
Unemployment rate	4.0%	3.8%	4.6%	4.6%
Resident labor force	4,057,865	4,055,976	4,016,453	4,014,624
Unemployed	161,716	153,315	183,636	177,698
Seattle/Bellevue/Everett				
Unemployment rate	3.6%	3.4%	3.2%	3.2%
Resident labor force	1,820,950	1,817,235	1,781,394	1,781,071
Unemployed	64,810	61,097	57,511	57,648

Data Architecture, Transformation and Analytics Division
November 2023

¹Most of the employment numbers discussed in this report refers to jobs, not people. For example, if a person holds two positions, these positions are counted as two jobs in the employment series. In the section titled "Unemployment," these positions refer to individuals, not jobs. In this case, a person holding two jobs is counted only once.

November 2023 Unemployment Rates by County

Unemployment Rate 
3.3% 7.8%



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Washington state
Employment Security Department
Labor Market and Economic Analysis
Date: 12/26/2023

November 2023
Washington state resident civilian labor force and employment*

County	Civilian labor force	Employment	Unemployment	Unemployment rate
Asotin	10,736	10,379	357	3.3%
Whitman	23,503	22,698	805	3.4%
San Juan	8,469	8,159	310	3.7%
King	1,367,014	1,314,166	52,848	3.9%
Snohomish	464,494	446,348	18,146	3.9%
Walla Walla	30,142	28,956	1,186	3.9%
Spokane	269,868	259,116	10,752	4.0%
Clark	253,786	243,299	10,487	4.1%
Columbia	1,765	1,693	72	4.1%
Thurston	153,189	146,864	6,325	4.1%
Kitsap	131,429	125,972	5,457	4.2%
Chelan	42,794	40,967	1,827	4.3%
Whatcom	115,429	110,456	4,973	4.3%
Benton	107,455	102,743	4,712	4.4%
Island	37,590	35,918	1,672	4.4%
Adams	8,932	8,529	403	4.5%
Skamania	5,635	5,381	254	4.5%
Douglas	21,032	20,065	967	4.6%
Pierce	467,271	445,571	21,700	4.6%
Cowlitz	49,580	47,180	2,400	4.8%
Klickitat	9,290	8,842	448	4.8%
Lincoln	4,606	4,384	222	4.8%
Skagit	62,044	59,086	2,958	4.8%
Kittitas	22,385	21,292	1,093	4.9%
Jefferson	12,646	11,985	661	5.2%
Franklin	43,157	40,856	2,301	5.3%
Garfield	775	734	41	5.3%
Mason	26,479	25,073	1,406	5.3%
Grant	46,615	44,100	2,515	5.4%
Pend Oreille	5,239	4,954	285	5.4%
Stevens	19,491	18,446	1,045	5.4%
Clallam	29,135	27,546	1,589	5.5%
Lewis	35,494	33,553	1,941	5.5%
Okanogan	18,859	17,807	1,052	5.6%
Yakima	125,436	118,257	7,179	5.7%
Grays Harbor	29,015	27,196	1,819	6.3%
Pacific	8,313	7,778	535	6.4%
Wahkiakum	1,378	1,278	100	7.3%
Ferry	2,258	2,082	176	7.8%

MEDIAN HOME PRICES

State of Washington and Counties Time Trend

County	Q3 2022	Q4 2022	Q1 2023	Q2 2023	Q3 2023	% Change by year
Adams	\$318,700	\$310,000	\$297,700	\$355,600	\$313,800	-1.5
Asotin	\$284,500	\$289,900	\$293,200	\$288,500	\$300,000	5.4
Benton	\$444,800	\$417,000	\$425,500	\$429,000	\$433,600	-2.5
Chelan	\$582,600	\$584,400	\$486,500	\$565,000	\$561,500	-3.6
Clallam	\$469,600	\$436,500	\$433,900	\$513,900	\$471,000	0.3
Clark	\$553,200	\$503,400	\$502,600	\$555,800	\$564,200	2.0
Columbia	\$259,700	\$258,500	\$263,100	\$277,100	\$270,800	4.3
Cowlitz	\$389,900	\$373,600	\$389,300	\$400,000	\$408,300	4.7
Douglas	\$485,000	\$442,900	\$436,800	\$462,500	\$438,700	-9.5
Ferry	\$232,900	\$252,900	\$245,400	\$248,700	\$265,000	13.8
Franklin	\$444,800	\$417,000	\$425,500	\$429,000	\$433,600	-2.5
Garfield	\$202,600	\$201,300	\$233,300	\$245,800	\$260,800	28.7
Grant	\$363,000	\$335,200	\$318,100	\$330,800	\$357,400	-1.5
Grays Harbor	\$357,200	\$330,200	\$326,500	\$361,400	\$351,300	-1.7
Island	\$571,700	\$567,400	\$543,700	\$577,900	\$657,800	15.1
Jefferson	\$615,600	\$595,000	\$558,300	\$636,500	\$650,000	5.6
King	\$893,800	\$860,100	\$821,300	\$913,200	\$908,100	1.6
Kitsap	\$541,600	\$504,700	\$503,900	\$544,900	\$552,700	2.0
Kittitas	\$565,300	\$587,500	\$550,000	\$561,800	\$489,300	-13.4
Klickitat	\$416,700	\$342,900	\$400,000	\$481,200	\$464,300	11.4
Lewis	\$396,500	\$397,000	\$390,800	\$396,800	\$410,900	3.6
Lincoln	\$312,500	\$233,200	\$220,200	\$218,500	\$237,000	-24.2
Mason	\$419,000	\$383,300	\$384,000	\$402,100	\$414,000	-1.2
Okanogan	\$357,100	\$347,500	\$285,000	\$380,000	\$385,700	8.0
Pacific	\$321,100	\$309,400	\$318,700	\$350,000	\$327,600	2.0
Pend Oreille	\$311,000	\$313,000	\$275,000	\$315,800	\$344,400	10.7
Pierce	\$554,900	\$521,700	\$524,100	\$542,600	\$545,200	-1.7
San Juan	\$950,000	\$943,700	\$850,000	\$890,000	\$970,000	2.1
Skagit	\$545,200	\$504,800	\$518,400	\$569,600	\$566,700	3.9
Skamania	\$388,500	\$416,700	\$466,700	\$450,000	\$500,000	28.7
Snohomish	\$742,300	\$702,600	\$693,600	\$761,500	\$735,100	-1.0
Spokane	\$436,600	\$411,500	\$407,100	\$440,500	\$444,700	1.9
Stevens	\$311,000	\$313,000	\$275,000	\$315,800	\$344,400	10.7
Thurston	\$493,000	\$486,400	\$490,400	\$508,000	\$516,300	4.7
Wahkiakum	\$398,300	\$405,800	\$412,300	\$437,300	\$430,300	8.0
Walla Walla	\$416,200	\$410,900	\$406,200	\$434,400	\$408,800	-1.8
Whatcom	\$597,700	\$572,200	\$580,800	\$603,300	\$584,100	-2.3
Whitman	\$403,600	\$359,400	\$392,300	\$419,600	\$387,500	-4.0
Yakima	\$359,200	\$341,400	\$335,800	\$356,700	\$354,300	-1.4
Statewide	\$628,900	\$567,400	\$572,900	\$654,900	\$636,400	1.2

WCRER Estimates

Q1 2022 statewide median price has been revised to reflect reporting changes in key markets. County data remains unaffected. Please contact the WCRER for details.

Due to a change in data providers, home sales for Asotin and Garfield counties are reported separately starting with the 4th Quarter 2022 Housing Market Report, which affects estimates for both median price and seasonally adjusted rate of sales back to Q1 2021.

HOUSING MARKET SNAPSHOT

State of Washington and Counties
Third Quarter 2023

County	SAAR	% Change by qtr	% Change by year	Building Permits	% Change by year	Median Resale Price (\$)	% Change by year	HAI	First- time HAI
Adams	130	-13.3	-18.8	10	-33.3	\$313,800	-1.5	79.5	56.8
Asotin	80	0.0	-38.5	11	-21.4	\$300,000	5.4	85.4	61.0
Benton	3,160	-6.2	-15.1	272	13.8	\$433,600	-2.5	78.0	55.7
Chelan	860	-5.5	-18.9	115	40.2	\$561,500	-3.6	51.3	36.6
Clallam	850	-4.5	-20.6	51	-29.2	\$471,000	0.3	60.7	43.3
Clark	6,380	-7.1	-20.4	940	-6.8	\$564,200	2.0	66.6	47.6
Columbia	90	-10.0	-18.2	5	-66.7	\$270,800	4.3	118.6	84.7
Cowlitz	1,120	-6.7	-28.2	68	-70.6	\$408,300	4.7	81.9	58.5
Douglas	470	2.2	-25.4	85	66.7	\$438,700	-9.5	61.7	44.0
Ferry	100	-9.1	-23.1	6	-50.0	\$265,000	13.8	89.3	63.8
Franklin	1,060	-6.2	-15.2	150	17.2	\$433,600	-2.5	87.3	62.3
Garfield	0	NA	NA	1	NA	\$260,800	28.7	103.7	74.1
Grant	920	-5.2	-30.8	140	-20.5	\$357,400	-1.5	78.4	56.0
Grays Harbor	1,820	-4.2	-24.5	74	-26.7	\$351,300	-1.7	69.6	49.7
Island	1,480	-9.2	-23.7	87	-21.6	\$657,800	15.1	48.8	34.9
Jefferson	560	-1.8	-12.5	52	-31.6	\$650,000	5.6	43.2	30.8
King	19,900	-10.0	-31.4	2,370	-38.1	\$908,100	1.6	56.4	40.2
Kitsap	4,000	-7.8	-25.0	362	-15.6	\$552,700	2.0	71.9	51.3
Kittitas	970	-8.5	-27.1	112	-8.2	\$489,300	-13.4	54.3	38.7
Klickitat	340	-2.9	9.7	42	10.5	\$464,300	11.4	59.2	42.3
Lewis	1,110	-9.8	-27.0	116	0.0	\$410,900	3.6	70.9	50.6
Lincoln	100	0.0	-37.5	18	-18.2	\$237,000	-24.2	123.4	88.1
Mason	1,140	-2.6	-22.4	65	16.1	\$414,000	-1.2	83.1	59.3
Okanogan	400	-13.0	-31.0	63	-20.3	\$385,700	8.0	65.5	46.8
Pacific	500	-3.8	-16.7	21	-40.0	\$327,600	2.0	81.5	58.2
Pend Oreille	250	0.0	-16.7	18	5.9	\$344,400	10.7	61.8	44.1
Pierce	11,160	-10.7	-30.8	1,039	11.8	\$545,200	-1.7	70.6	50.4
San Juan	240	0.0	-17.2	34	13.3	\$970,000	2.1	31.8	22.7
Skagit	1,680	-7.2	-22.2	99	-23.8	\$566,700	3.9	50.2	35.8
Skamania	240	-11.1	-27.3	17	-37.0	\$500,000	28.7	71.5	51.0
Snohomish	8,660	-8.9	-30.4	681	-39.1	\$735,100	-1.0	62.6	44.7
Spokane	6,240	-4.4	-19.0	1,087	-19.9	\$444,700	1.9	68.4	48.8
Stevens	730	1.4	-18.0	90	5.9	\$344,400	10.7	79.8	57.0
Thurston	4,010	-7.0	-32.4	352	44.9	\$516,300	4.7	69.0	49.3
Wahkiakum	90	28.6	0.0	10	NA	\$430,300	8.0	67.1	47.9
Walla Walla	580	-4.9	-21.6	48	-2.0	\$408,800	-1.8	68.9	49.2
Whatcom	2,660	-6.0	-23.6	285	25.6	\$584,100	-2.3	52.9	37.7
Whitman	380	-5.0	-19.1	13	-79.4	\$387,500	-4.0	59.8	42.7
Yakima	1,900	-3.1	-22.4	221	20.1	\$354,300	-1.4	78.0	55.7
Statewide	86,340	-7.8	-26.8	9,230	-19.9	\$636,400	1.2	58.6	41.9

1. Home Resales are Center estimates based on MLS reports or deed recording.
2. SAAR means data presented at Seasonally Adjusted Annual Rates allowing qtr-to-qtr comparison.
3. Building permits (total) are from the U.S. Department of Commerce, Bureau of the Census. For less populous counties, building permit data since 2017 may be based upon sampled estimates.
4. Median prices are Center estimates of the point at which half of existing home sales occurred at higher prices and half at lower prices.
5. Affordability index measures the ability of a typical family to make payments on median price resale home. It assumes 20% downpayment and 30-year amortizing mortgage. First-time buyer affordability index assumes a less expensive home, lower downpayment, and lower income.

Alphabetical			
County Taxable Retail Sales Comparing Q2 2022 Compared to Q2 2023			
COUNTY NAME	Q2-2022	Q2-2023	% CHANGE
1 ADAMS COUNTY	\$100,283,795	\$113,180,960	12.9%
2 ASOTIN COUNTY	\$121,230,795	\$123,722,388	2.1%
3 BENTON COUNTY	\$1,481,737,601	\$1,539,257,939	3.9%
4 CHELAN COUNTY	\$769,352,209	\$790,033,989	2.7%
5 CLALLAM COUNTY	\$475,349,532	\$497,448,637	4.6%
6 CLARK COUNTY	\$2,902,931,079	\$2,998,748,571	3.3%
7 COLUMBIA COUNTY	\$22,847,390	\$26,041,745	14.0%
8 COWLITZ COUNTY	\$675,986,342	\$769,375,489	13.8%
9 DOUGLAS COUNTY	\$396,806,027	\$355,179,050	-10.5%
10 FERRY COUNTY	\$28,951,888	\$25,248,467	-12.8%
11 FRANKLIN COUNTY	\$695,826,735	\$664,395,384	-4.5%
12 GARFIELD COUNTY	\$10,414,396	\$9,934,273	-4.6%
13 GRANT COUNTY	\$768,307,055	\$977,381,084	27.2%
14 GRAYS HARBOR COUNTY	\$431,952,398	\$458,500,027	6.1%
15 ISLAND COUNTY	\$442,024,104	\$466,086,269	5.4%
16 JEFFERSON COUNTY	\$193,593,089	\$208,664,448	7.8%
17 KING COUNTY	\$21,611,228,554	\$22,418,163,787	3.7%
18 KITSAP COUNTY	\$1,711,842,317	\$1,739,037,920	1.6%
19 KITTITAS COUNTY	\$440,984,131	\$453,223,883	2.8%
20 KLUCKITAT COUNTY	\$139,800,675	\$132,104,795	-5.5%
21 LEWIS COUNTY	\$562,705,618	\$591,071,781	5.0%
22 LINCOLN COUNTY	\$55,475,044	\$73,501,251	32.5%
23 MASON COUNTY	\$299,186,563	\$311,817,989	4.2%
24 OKANOGAN COUNTY	\$251,430,525	\$273,581,674	8.8%
25 PACIFIC COUNTY	\$114,559,660	\$113,855,952	-0.6%
26 PEND OREILLE COUNTY	\$59,861,852	\$59,557,670	-0.5%
27 PIERCE COUNTY	\$6,022,709,237	\$5,933,897,962	-1.5%
28 SAN JUAN COUNTY	\$220,844,873	\$222,017,408	0.5%
29 SKAGIT COUNTY	\$1,070,189,908	\$1,129,626,602	5.6%
30 SKAMANIA COUNTY	\$56,732,105	\$66,250,228	16.8%
31 SNOHOMISH COUNTY	\$5,402,410,353	\$5,569,822,076	3.1%
32 SPOKANE COUNTY	\$3,789,172,275	\$3,885,814,138	2.6%
33 STEVENS COUNTY	\$216,053,708	\$220,989,639	2.3%
34 THURSTON COUNTY	\$2,015,673,302	\$2,065,269,891	2.5%
35 WAHIAKUM COUNTY	\$14,835,700	\$13,263,538	-10.6%
36 WALLA WALLA COUNTY	\$408,067,254	\$401,375,616	-1.6%
37 WHATCOM COUNTY	\$1,579,185,983	\$1,631,677,152	3.3%
38 WHITMAN COUNTY	\$239,829,653	\$263,137,202	9.7%
39 YAKIMA COUNTY	\$1,395,782,163	\$1,444,498,560	3.5%
GRAND TOTAL	\$57,196,155,888	\$59,036,755,434	3.2%

% Change			
County Taxable Retail Sales Comparing Q2 2022 Compared to Q2 2023			
COUNTY NAME	Q2-2022	Q2-2023	% CHANGE
1 LINCOLN COUNTY	\$55,475,044	\$73,501,251	32.5%
2 GRANT COUNTY	\$768,307,055	\$977,381,084	27.2%
3 SKAMANIA COUNTY	\$56,732,105	\$66,250,228	16.8%
4 COLUMBIA COUNTY	\$22,847,390	\$26,041,745	14.0%
5 COWLITZ COUNTY	\$675,986,342	\$769,375,489	13.8%
6 ADAMS COUNTY	\$100,283,795	\$113,180,960	12.9%
7 WHITMAN COUNTY	\$239,829,653	\$263,137,202	9.7%
8 OKANOGAN COUNTY	\$251,430,525	\$273,581,674	8.8%
9 JEFFERSON COUNTY	\$193,593,089	\$208,664,448	7.8%
10 GRAYS HARBOR COUNTY	\$431,952,398	\$458,500,027	6.1%
11 SKAGIT COUNTY	\$1,070,189,908	\$1,129,626,602	5.6%
12 ISLAND COUNTY	\$442,024,104	\$466,086,269	5.4%
13 LEWIS COUNTY	\$562,705,618	\$591,071,781	5.0%
14 CLALLAM COUNTY	\$475,349,532	\$497,448,637	4.6%
15 MASON COUNTY	\$299,186,563	\$311,817,989	4.2%
16 BENTON COUNTY	\$1,481,737,601	\$1,539,257,939	3.9%
17 KING COUNTY	\$21,611,228,554	\$22,418,163,787	3.7%
18 YAKIMA COUNTY	\$1,395,782,163	\$1,444,498,560	3.5%
19 WHATCOM COUNTY	\$1,579,185,983	\$1,631,677,152	3.3%
20 CLARK COUNTY	\$2,902,931,079	\$2,998,748,571	3.3%
21 SNOHOMISH COUNTY	\$5,402,410,353	\$5,569,822,076	3.1%
22 KITTITAS COUNTY	\$440,984,131	\$453,223,883	2.8%
23 CHELAN COUNTY	\$769,352,209	\$790,033,989	2.7%
24 SPOKANE COUNTY	\$3,789,172,275	\$3,885,814,138	2.6%
25 THURSTON COUNTY	\$2,015,673,302	\$2,065,269,891	2.5%
26 STEVENS COUNTY	\$216,053,708	\$220,989,639	2.3%
27 ASOTIN COUNTY	\$121,230,795	\$123,722,388	2.1%
28 KITSAP COUNTY	\$1,711,842,317	\$1,739,037,920	1.6%
29 SAN JUAN COUNTY	\$220,844,873	\$222,017,408	0.5%
30 PEND OREILLE COUNTY	\$59,861,852	\$59,557,670	-0.5%
31 PACIFIC COUNTY	\$114,559,660	\$113,855,952	-0.6%
32 PIERCE COUNTY	\$6,022,709,237	\$5,933,897,962	-1.5%
33 WALLA WALLA COUNTY	\$408,067,254	\$401,375,616	-1.6%
34 FRANKLIN COUNTY	\$695,826,735	\$664,395,384	-4.5%
35 GARFIELD COUNTY	\$10,414,396	\$9,934,273	-4.6%
36 KLUCKITAT COUNTY	\$139,800,675	\$132,104,795	-5.5%
37 DOUGLAS COUNTY	\$396,806,027	\$355,179,050	-10.5%
38 WAHIAKUM COUNTY	\$14,835,700	\$13,263,538	-10.6%
39 FERRY COUNTY	\$28,951,888	\$25,248,467	-12.8%
GRAND TOTAL	\$57,196,155,888	\$59,036,755,434	3.2%

EXHIBIT 3

BUSINESS RECRUITMENT - ACTIVE BUSINESS LEAD REPORT

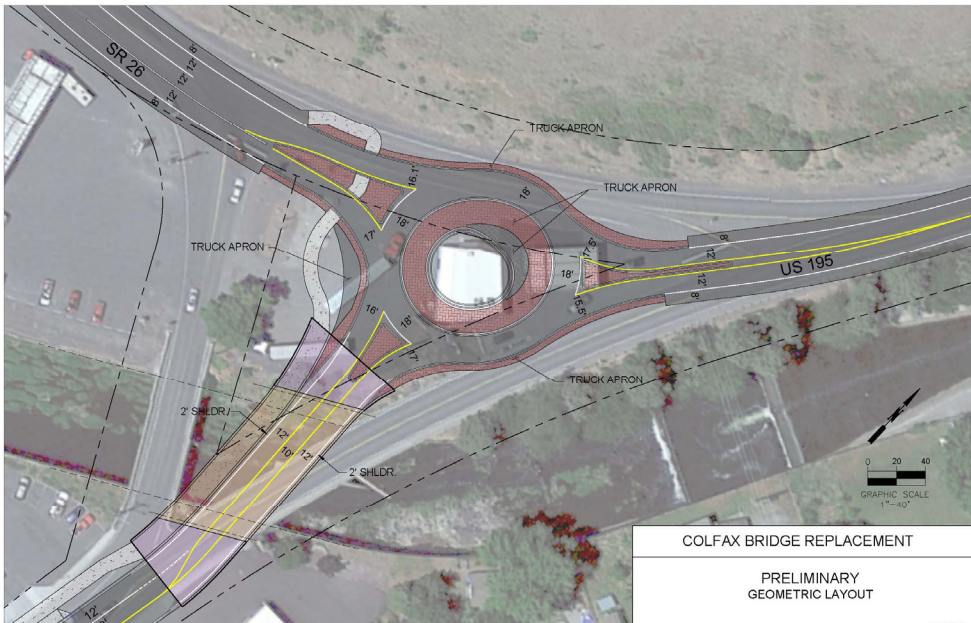
Project Completed or Permit Phase		New or Re-Activated Business Lead	Still Active Business Lead	Business Lead Cold or on Hold	Business Lead Closed	
#	Date	Lead Source	Type of Business	Criteria	Benefits	Status
1	Jul-23	Private	Project Distribution	Industrial zoned property	15-20 FTE in Yr. 1-2	Funding secured. Engineering underway
2	Jul-23	Private	Project Hydrogen Green energy	Industrial zoned property	~5 FTE	Lease executed. Design and permitting underway
3	Jul-23	Private	Project Promotion Marketing Agency	1,500-2,000 sq. ft. (3 offices)	~5 FTE	Site located and acquired.
4	Jul-23	Private	Project Fresh Food Distribution	6,000-8,000 sq. ft.	15-20 FTE Private investment ~\$3mil	Site identified.
5	Jul-23	Private	Project Pilot Green energy	Seeking location for pilot project, Industrial zoned property	FTE unknown, private investment unknown	Awaiting additional information from lead
6	Jul-23	Private	Project Grow Childcare	Needs larger space	FTE unknown, private investment unknown	Funding not secured. No site identified.
7	Aug-23	Private	Project Bean Food & Beverage Industry	Existing building	Private investment unknown 1-2 FTE	Seeking Whitman County locations for expansion
8	Sept-23	DOC	Project Papillon Monarque Manufacturing	2.9-4 acres industrial zoning Prefer to lease building 52,864 gal water/day	\$20-\$50 mil private investment 50 FTE	No existing sites meeting preferred criteria
9	Oct-23	Site Selector	Project Cyan Manufacturing	50 acres + water access to site	Private investment unknown	No existing sites meeting preferred criteria
10	Oct-23	DOC	Project Molson	50-75 acres w/ rail access 2.9 million gal water/day 230 mil kWh/mo	180 jobs (\$100/hr) 1,000 construction jobs	No existing sites meeting preferred criteria
11	Oct-23	DOC	Project Condor Aerospace & Defense	access to airport/airfield hangar 20-30K sq. ft. existing or greenfield	10-20 FTE private investment unknown	Company reviewing/conducting virtual site visits with locations of interest through end of 2023. If sites move forward, then an in-
12	Nov-23	DOC	Project Textile Manufacturing		52 FTE \$6.8 mil private investment	
13	Nov-23	DOC	Project Slag Manufacturing	14 acres site with access to water	25 FTE \$35 mil private investment	No existing sites meeting preferred criteria

BUSINESS RECRUITMENT - ACTIVE BUSINESS LEAD REPORT

Project Completed or Permit Phase		New or Re-Activated Business Lead	Still Active Business Lead	Business Lead Cold or on Hold	Business Lead Closed	
#	Date	Lead Source	Type of Business	Criteria	Benefits	Status
14	Nov-11	Private	Project Evergreen Manufacturing	5 acre site with river access	FTE unknown, private investment unknown	No existing sites meeting preferred criteria
15	Dec-23	DOC	Project Broadbill Clean Technology		100 FTE \$800 mil private investment	No existing sites meeting preferred criteria
16	Dec-23	DOC	Project Marathon Clean Energy	80-100 acres (solar cell) 135-150 acres (solar module) 38-80 MW and 1.8-2 mil gal/day	3,000 FTE \$1.5 bil private investment	No existing sites meeting preferred criteria
17	Dec-23	DOC	Project Illuminate Manufacturing	min. 50 acres; 90+ acres preferred 30.6 kWh/mo 3.5 mil gal/day	1,200 FTE \$800 mil private investment	No existing sites meeting preferred criteria
18	Dec-23	DOC	Project Blue Current Manufacturing	seeking space in Puget Sound region in proximity to maritime sector	25 FTE \$1.5 mil FTE	No existing sites meeting preferred criteria
19	Dec-23	Private	Project Azul	10-100 acres w/ rail access	FTE unknown, private investment unknown	Site search conducted in November. Company reviewing site options.
20	Jan-24	Private	Project Magenta Technology	1 acres site with covered area/shop and existing electrical	FTE unknown, private investment unknown	Company determined it would prefer to locate in Idaho

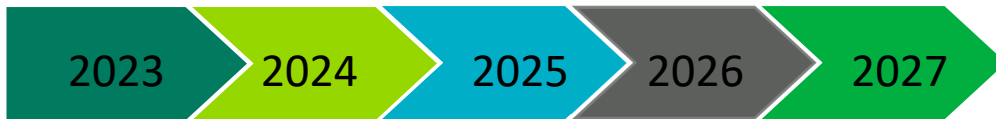


US-195 COLFAX NORTH FORK BRIDGE REPLACEMENT



Basic geometry of the roundabout and bridge

Project Schedule



2023—Predesign Phase 2024—Design Phase 2025-27—Construction Phase Anticipated Completion in 2027
 3/10/25—Ad Date

Previous Community Meetings:

- ◆ 12/5/22 Colfax City Council
- ◆ 12/8/22 Open House Meeting
- ◆ 3/6/23 Colfax City Council

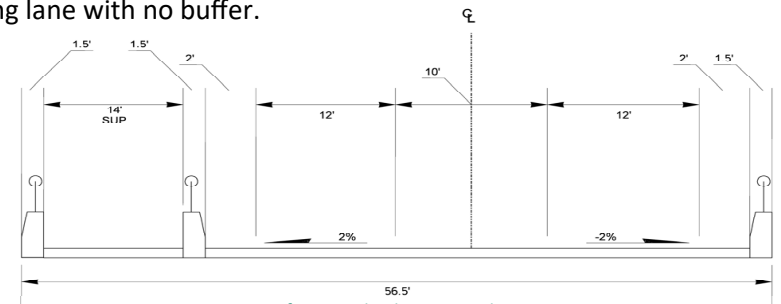
- ◆ 3/15/23 Commission to Commission
- ◆ 3/28/23 Public Meeting Presentation
- ◆ 9/13/23 Onsite JTI

Project Overview:

- Removal of (2) existing bridges
- Constructing (1) new bridge in between the removed bridges
- Constructing 3-legged roundabout at JCT. SR 26/195 designed to accommodate wide loads and heavy traffic
- Shared use path on bridge and roundabout to connect the community via multimodal opportunities. Existing sidewalk is narrow and next to the driving lane with no buffer.

Bridge Features:

- (2) Drivable 12' Lanes with a 10' median
- Wide median allows large vehicles typical in this area to cross bridge without stopping oncoming traffic
- 14' shared use path
- Shared use path separated by traffic barriers and railings for safety and comfort



Cross section of US-195 bridge over Palouse River

Project Budget:
\$13.28 Million

Projected Completion
2027

Open House:
January 31 @ 5 PM
'The Center' Colfax WA

Ad Date
March 10, 2025

2024

LEGISLATIVE
PRIORITIES

Port of Whitman County

EXEMPTIONS FOR AGRICULTURE AND MARITIME UNDER THE CLIMATE COMMITMENT ACT ([SB 5766](#))

The Port of Whitman County supports emissions exemptions for agriculture and maritime fuels through the Climate Commitment Act (CCA) that took effect on January 1. Senate Bill 5766 is aimed at improving administration of the CCA's emissions exemptions. Whitman County is the top wheat-producing county in the nation and also harbors three Snake River ports. These agriculture and maritime economies help spur economic growth throughout the greater Pacific Northwest region and position the United States as a more competitive global trade partner.

ABOUT US

The Port of Whitman County is a port authority located in the Palouse region of southeastern Washington State. Port activities support more than 5,892 jobs for the surrounding community. [Read more about our economic impacts.](#)

COMMISSION

President Tom Kammerzell
Vice President Kristine Meyer
Secretary Karl Webber

[Read more about our Commission.](#)

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CODIFICATION OF CERB BROADBAND PROGRAM ([HB 1982](#))

The Port of Whitman County supports CERB's legislative request to codify its rural Broadband Program found in RCW 43.160. The Community Economic Revitalization Board (CERB) has made several of the Port's large-scale broadband projects possible, including fiber-to-the-home builds in Malden, Pine City, Tekoa, Rosalia, Oakesdale, Palouse and Garfield. The board is an excellent partner to our community and Port District.

PUBLIC RECORDS ACT ([HB 1597](#), [SB 5571](#))

The Port of Whitman County supports exploring modest amendments to the Public Records Act to limit frivolous requests that are not made in the spirit of open and transparent government. While the Port has a dedicated public records officer, many of the small rural government agencies in Whitman County have only one part-time clerk managing all office operations.

GRANT FUNDING FOR ADOS ([SHB 1717](#), [SB 5379](#))

As the Associate Development Organization (ADO) for Whitman County, the Port of Whitman County supports increasing funding for ADOs by providing \$10 million annually for a competitive grant program. This program would support and catalyze initiatives to foster innovation, sustainability, partnerships, and equity at the ADOs.

INCREASED FUNDING FOR CULVERT REMOVAL ([GOVERNOR'S PROPOSED SUPPLEMENTAL BUDGET](#))

The Port of Whitman County supports an additional \$150 million in funding for removing fish passage barriers on WSDOT roadways. WSDOT recently updated their cost projections, nearly doubling the overall cost of removing state-owned barriers to \$8 billion by 2030.

Pullman Chamber of Commerce Legislative Agenda 2024

Business Impacts

Long-Term Care: We support full repeal of LTSS Act or reform that expands opportunities for anyone to opt out, empowering employees to make the best decision for themselves and their families.

Energy: We support a diverse and resilient energy portfolio that provides consumer choice which includes and protects natural gas, hydroelectric, biofuels, hydrogen, and nuclear. State policy should not dictate single pathways to decarbonization. The state should leverage market dynamics, expertise, and innovation of regulated industries to meet state decarbonization goals. Oppose clean energy siting efforts that bypass local input.

Climate Commitment Act: Request review of the CCA, focusing on market stability and the impact on businesses and consumers and fix the ag fuel exemption rule. The CCA has increased gas and energy prices significantly and cost impacts resulting from carbon regulation should be transparent at the point of sale to end-use consumers. Support utility's ability to be transparent.

Taxation and Regulation: Make taxes on new investment and business operations low, fair, stable, and predictable. We oppose a statewide tax on personal income including the capital gains tax.

Housing: We support removal of burdensome eviction restrictions and rent control laws and oppose the institution of new restrictions or rent control laws, while maintaining some of the critical tenant protections to reduce one cause of homelessness. Additionally, we support the ability to create new affordable housing options. We oppose bans on natural gas options for new homes and businesses that increase costs of building and make it more difficult for Washingtonians to afford new homes.

Childcare: We support measures that make childcare more accessible and affordable. Reduce regulations and review new rule proposals that hinder growth in the childcare industry and create unnecessary costs.

Minimum wage: We support non-indexed small business minimum wage solutions.

Community

Health Care: To reduce health care personnel shortages and increase access, we support reciprocity of healthcare certification for needed professions, and fully fund Washington's behavioral and mental health system. Preserve flexibility in hospital staffing and support investments to retain and attract nurses.

Policing: We support repeal or reform of HB 1054 that will allow reasonable suspicion to be the standard for police pursuit responding to additional crimes.

Economic Vitality: We support community-wide economic vitality efforts which include the downtown initiative.

Broadband: We support continued funding to expand reliable broadband for our region.

Transportation: To improve safety, we support additional Hwy 26 passing lanes and for WSDOT to complete a Hwy 195 south of Pullman safety study. Support Pullman and Whitman County effort to build a north arterial. We believe the state should adequately fund its aviation division within the transportation budget.

Community Resources: We support adequate state funding and support for our schools, hospital, first responders, 911 dispatch, and local food pantries that support the needs of the communities. Full funding of mandated programs.

Trail utilization – Rail Banking: We support rail banking the entire rail system within Pullman city limits so they can be better utilized by the community.

Water: We support the work of the Palouse Basin Aquifer Committee in ensuring a stable, long-term, quality water supply for Pullman. We strongly encourage the legislature and state agencies to adequately fund and support these efforts.



Local Government Coalition 2022 State Legislative Priorities

Policy Requests

Public Works Assistance Account

Support for funding/protection of the Public Works Assistance Account (Public Works Board) and expansion of program to allow Ports to access their funds.

Small Business Protection and Retention

Support legislation that reduces regulatory burden and costs to small businesses.

Policing

Change policy to allow pursuits by law enforcement when there is reasonable suspicion the driver has committed an offense where the public safety risks of failing to apprehend the suspect is greater than the safety risks of the pursuit.

Multifamily Property Tax Exemption

Broaden RCW 84.14 – Multifamily Property Tax Exemption so all cities can participate in the program and there is no sunset.

Reauthorize and Expand Sale & Use Tax Deferral for Manufacturing Facilities

The high unemployment county sales & use tax deferral program for manufacturing facilities expired July 1, 2020. Reauthorize the program and expand to include rural counties defined as “Counties with the population density of less than 100 persons per square mile and a county smaller than 225 square miles.”

Prevent Prevailing Wage Expansion

Oppose legislation expanding the definition of “public works” to include private entities receiving certain tax credits or leasing land from public entities. This type of legislation would harm our ability to partner with private sector entities to promote job retention and growth.

Unfunded Mandates

Ensure new legislation doesn’t include unfunded mandates for local governments

PRA Requests

Provide local governments additional opportunities to recover costs associated with public records requests.

CERB Support

Fully fund CERB’s request for additional funding.

Walla Walla Water 2050

The Walla Walla Water 2050 initiative has been authorized by the Washington Legislature as an effort to improve streamflow’s and water supplies in the Walla Walla River Basin over the next 30 years. Support funding requested for the Office of the Columbia River to support the Walla Walla Water 2050 Plan.

Transportation Budget Requests

US Highway 12/Phase 8-

Funding for completion of the four-laning of U.S. Highway 12. Phase 8, the final and most dangerous portion of the highway, has funds set aside for design and right-of-way, but construction is yet to be funded. It is a critical project for the increased safety and freight mobility along the final 11 mile stretch.

US Highway 12/ Clinton Interchange-

Funding for a federal match on the diamond interchange at the intersection of US Hwy 12 and Clinton Street. The project would provide safe north-south crossing for pedestrians, cyclists, and traffic.



Capital Budget & Other Infrastructure Investments



City of College Place

◆ **Wastewater Treatment Plant Improvement -**

\$5 Million

The City must invest over \$26.0 million dollars over the next two years to satisfy new conditions of a state wastewater permit. Which will mean constructing a large storage pond or infrastructure to convey treated effluent to Walla Walla.

◆ **SW Mojonnier Rd (Bluvue Lane to College Avenue)-**

\$3.2 Million

Funding for the construction rebuild of Monjonnier to urban standards including sidewalks and utilities.



Port of Walla Walla

◆ **East Attilia, Peterson and Nunn Road -**

\$1.25 Million

Pave roadways on East Attilia, Peterson and Nunn Road to encourage development at Wallula Gap Business Park, creating more living wage employment opportunities for the large minority and low income population in our region.

◆ **Burbank Business Park, Tank 2 -**

\$1.5 Million

Phase 2 of the Burbank Water System, which will provide additional tankage, reservoir, and water treatment improvements for expanded economic development in the community.



Walla Walla County

◆ **Walla Walla County Courthouse**

\$2 Million

The County's Historic Courthouse Complex is both the operational and visible seat of County government. The County has received a threat analysis from DHS/CISA on the physical resiliency of the complex. The need to secure the courthouse with more robust physical protection, as well as the need to transition to a single-entry complex was very clearly stated.

◆ **Emergency Operations Center Improvements**

\$1 Million

Walla Walla County's multi-agency Emergency Operations Center has been identified as a targeted damage site, as it lies in the collapse path of a multi-story brick structure that could render the site a total loss to all law enforcement and the Emergency Operations Center. A new location has been identified that would increase the regions emergency resiliency

Watch List

- Mental Health Funding
- Broadband Funding
- Cyber Security Mandates
- Qualified Immunity
- Tourism Funding
- Workforce Training
- Walla Walla Community College Funding
- Washington State Penitentiary Funding
- Zoning for Housing
- Office of Columbia River Funding
- Natural Gas



2023 FEDERAL LEGISLATIVE PRIORITIES

U.S. Highway 12 – Phase 8

Funding for U.S. Highway 12 four-laning Phase 8. Total federal funding needed for construction is \$206.8 million. The state has already earmarked \$21.8 million for design and right-of-way acquisition. Seeking Phase 8 placement on the Federal Highway Administrations Projects of National and Regional Significance. Work with congressional delegation to have project listed as a Tier I or Tier II project.

U.S. Highway 12 – Clinton Interchange

Funding for the U.S. Highway Clinton Street Interchange. Total funding needed for construction is \$45 million. Project will construct an interchange to provide full access at Clinton Street to enhance safety, community connectivity, economic vitality, and provide a safe and full access for freight mobility.

Jonathan M. Wainwright Memorial VA Medical Center

Funding to ensure services for our region's veterans are maintained at Johnathan M Wainwright Memorial VA Medical Center.

Full Support of the River Navigation System, including Full and Proper Maintenance of the Columbia and Snake River Dams

The Columbia and Snake River navigation system is critical infrastructure to the Pacific Northwest economy. Full protection of the navigation system is paramount to the continued economic vitality of the Pacific Northwest. Proper ongoing maintenance ensures the longevity of the system and will allow for continued use and benefit of the inland waterway.

Regional Wastewater Treatment Plant

Funding for the development and construction of a regional wastewater treatment solution that could benefit the City of College Place, City of Walla Walla, and Port of Walla Walla. As our communities grow, there are greater and evolving demands on our current systems. Both Walla Walla and College Place are on the cusp of significant improvements to their Wastewater Treatment Plant (WWTP) facilities; therefore, right now represents a unique time to partner in the development of a regional solution.

Walla Walla Water 2050

The Walla Walla Water 2050 initiative has been authorized by the Washington Legislature as an effort to improve streamflow's and water supplies in the Walla Walla River Basin over the next 30 years. The State of Washington has pledged to provide up to 50% of the costs, therefore we are seeking federal funds as a match.

Walla Walla County Courthouse

The County's Historic Courthouse Complex is both the operational and visible seat of County government. The County has received a threat analysis from DHS/CISA on the physical resiliency of the complex. The need to secure the courthouse with more robust physical protection, as well as the need to transition to a single-entry complex was very clearly stated.

Walla Walla Watershed Protection

Support funding for the US Forest Service to improve wildland fire fighting capacity and fire prevention through fuel reduction in the Walla Walla watershed. Further, the delegation supports including wildland fires as a natural disaster in order to qualify affected communities for Federal and State disaster relief assistance.

Walla Walla Gap Business Park Development

The Walla Walla Gap Business Park is ±1,500 acres of industrial zoned property that needs infrastructure improvements for industrial business recruitment leads. Infrastructure needs include: Expansion of a potable water system, additional wells for reliability and redundancy, fire flow capacity for large manufacturing facilities, wastewater disposal system (large storage reservoirs for land application) and the construction of a roadway and railroad network system to serve the park.

Mill Creek Channel (Not a federal request, just a progress update)

The Mill Creek General Investigation Study is complete, and the Corps of Engineers moved the project to the Continuing Authorities Program (CAP) Section 205 based on the estimated project cost of approximately \$10M. The Mill Creek Coalition and the non-federal sponsor have secured matching funds and the Corps of Engineers anticipates design will begin in early 2023 with construction occurring over two annual fish windows, in 2024 and 2025.

Commercial Air Service (Airlines Support)

Keep congressional delegation updated on Alaska Airlines marketing and retention efforts. Port/Airport may want to start exploring another Small Service Community Air Service Grant for a second outbound destination or retention of existing service.

Airport Improvement Program – Local Match

Small rural airports like Walla Walla Regional Airport are having a hard time coming up with their local match requirement for large FAA projects (current funding formula is 91.88%/8.12%). A 95% Federal and 5% local funding formula would help small airports complete critical infrastructure projects.

Broadband

Support funding broadband infrastructure and providing incentives in rural cities/towns of all sizes to foster economic development and provide greater technological equity with the urban centers.

Emergency Operations Center Improvements

Walla Walla County's multi-agency Emergency Operations Center has been identified as a targeted damage site, as it lies in the collapse path of a multi-story brick structure that could render the site a total loss to all law enforcement and the Emergency Operations Center. A new location has been identified that would increase the regions emergency resiliency

Access Federal Programs

Work with congressional delegation to advance Port, County, and Cities infrastructure priorities. Federal agency targets:

- Department of Commerce, EDA and CDBG general purpose grants
- Department of Interior/U.S. Forest Service
- Federal Department of Transportation
- U.S. Army Corps of Engineers
- Department of Justice
- Homeland Security
- Bureau of Reclamation

Potential Projects

- Fiber Infrastructure Installation (Broadband Access)
- Warehouse District Development
- Additional Business Incubator Buildings Construction
- Removal/Remodel of various legacy military buildings at Walla Walla Regional Airport

WASHINGTON ECONOMIC DEVELOPMENT ASSOCIATION (WEDA)

Working Together for Economic Vitality & Resiliency Across Washington

While job growth has improved, many communities, employers and families across Washington State are still struggling and employers face major challenges recruiting and retaining talent. Washington’s communities continue to face serious equity gaps with access to capital and resources in underserved communities, including rural. Building economic vitality and resilience across all of Washington will continue to take intentional work, strategic partnerships and smart investments.

As Washington State’s *only* trade association laser-focused on economic development, WEDA is committed to retaining, recruiting and expanding jobs and re-investment across all of Washington.

WEDA’s 2024 Legislative Agenda focuses on the most critical actions lawmakers can take to help communities across Washington grow living wage jobs, foster vibrant and resilient communities, support equity and opportunity for all and spark re-investment.

WEDA’S TOP 2024 LEGISLATIVE PRIORITIES:

- 1. Strengthen the Economic Development Ecosystem*
- 2. Foster Catalysts for Job Growth & Innovation*
- 3. Increase Economic Vitality for all of Washington*

WEDA’s over 175 member organizations includes cities, counties, ports, economic development councils, tribes, business, education/workforce and community-based organizations that prioritize economic development.

WEDA’s strategic goals are to continue to empower communities across Washington with tools to foster economic vitality and resilience, assisting employers large and small in competing globally and growing jobs, while supporting an equitable economy and inclusive economic development.



WEDA'S TOP LEGISLATIVE PRIORITIES

1. Strengthen the Economic Development Ecosystem

WEDA believes a robust economic development ecosystem at the state, regional and local levels is crucial for sustained economic vitality, resilience and job growth.

2024 LEGISLATIVE REQUESTS

- **Support state-level leadership and funding for economic development, including Business Recruitment, Retention & Expansion and Innovation programs.**
- **Increase funding for regional capacity to coordinate and deliver economic development services through a *new and ongoing* \$5 million (annual) “ADO Innovation, Sustainability, Partnerships & Equity Fund.”**

Governor Booth Gardner created the “Team Washington” network in 1985 and 38 years later, 35 high performance regional economic development organizations serve all 39 counties and underpin the State’s economic development initiatives. These economic development organizations (called Associate Development Organizations-ADOs or Economic Development Councils-EDCs) enhance economic development service delivery and deliver results statewide through public-private, state-regional-local partnerships. ADOs have a mission of *confidential, client-based* economic development that public-private partnerships are uniquely equipped to provide.

The collective results from these entities are outstanding. Over the last five years, local ADO/EDC partners have helped over **575 businesses expand or develop new facilities** and **assisted 842 startups**. These companies have invested over **\$7.89 billion** in land, buildings and equipment. These growing businesses have **created over 18,118 new jobs and retained over 18,497 jobs**. EDC business clients generate over **\$100 million in new tax revenues** for Washington State and local communities annually.

Through the COVID-19 pandemic, ADOs shouldered significant *new* responsibilities, rising to the challenge of urgently providing locally-driven resources and tools to employers across the state, working around the clock to respond to business and community leaders in crisis to save, recover and grow jobs. In recent years, Commerce has implemented new performance measurement and accountability systems and universal usage of an online platform which more efficiently and rigorously provides for quarterly reporting on performance metrics, initiatives and ADO work to foster equity and inclusive economic development. ADOs are working with Commerce and many others on strategies to address equity gaps with increased outreach, capital and technical assistance and efforts to stimulate markets in underserved communities. There are also multiple state/regional initiatives underway and emerging to foster improved workforce development, innovation, sustainability and regional partnerships and collaboration for results-driven and inclusive economic development.

Beyond the legislative restoration of prior severe state funding reductions from the Great Recession and one-time only funding during the COVID-19 pandemic, ADO funding levels have remained stagnant for almost 15 years. Despite significant additional responsibilities and challenges retaining and recruiting staff, ADOs do not receive any Cost-of-Living, inflation or annual population adjustments. *Now is the time* to support additional funding, on a competitive basis but equitably awarded to ADOs, for the many important, exciting *and additional* responsibilities that ADOs have undertaken. Additional ADO funding is critical if Washington wants to grow jobs, retain and expand existing firms, recruit new business, support key industry clusters and support an equitable economy and inclusive economic development. Every state dollar leverages a match of at least six dollars from other public and private sources. **WEDA supports the creation of an ongoing \$5 million fund (annual) for ADOs, based on an annual competitive application which would catalyze ADO initiatives that are fostering innovation, sustainability, partnerships and equity, and would provide critical and much-needed support to these organizations.**

2. Foster Catalysts for Job Growth & Innovation

WEDA supports investments in infrastructure and programs — as well as matching funds — that catalyze business retention, expansion, recruitment and resiliency at the regional and local levels.

2024 LEGISLATIVE REQUESTS

- More state matching funds to improve WA's competitiveness & attract out-of-state investment
- Support Catalytic Innovation & Investment Programs: Innovation Cluster Accelerator Program, pursuit of exports & "Go Global" website program for small businesses
- Support for property tax exemptions for manufacturing projects
- Protect the TIF for Jobs tool (2021) now being employed/explored by over 10 jurisdictions
- Support state public works programs designed to help recover and expand businesses including: Community Economic Revitalization Board (CERB), Public Works Trust Fund and the Transportation Improvement Board (TIB)
- Support broadband capacity initiatives and investment
- Support and protect investments in road, rail and transit infrastructure, maintenance and services to move people and freight more efficiently
- Support ongoing Small Business funding for a Disaster Fund for rapid assistance
- Support the Economic Development Strategic Reserve Fund
- Protect targeted incentives to foster innovation clusters and stimulate private investment

Adequate reliable, modern infrastructure is critical for successful economic development. Underpinning all commerce is physical infrastructure: roads, transit, airports, railroads, water/sewer, broadband and energy. Public investments in infrastructure create construction jobs, set the stage for future private investment and shape an area's prospects for generations. Responding swiftly to unforeseen infrastructure needs of new or relocating businesses is also crucial to economic development. Washington State's economic future depends on both infrastructure capacity and the wise stewardship of these resources, **particularly as capacity challenges increase**. Each year, hundreds of businesses invest in new facilities around Washington. Many of these firms can immediately tap into existing public services, but some must rely on public sector partnerships to access infrastructure.

WEDA supports tools and programs that fund infrastructure which enables economic development, encourages out-of-state public and private investment, improves the State's competitiveness and helps Washington capitalize on federal funding opportunities. An unprecedented amount of federal investment in industry is being deployed through funding programs that require state and/or local match. To be eligible for federal funds and submit competitive grant proposals, and to support Washington's goal of doubling manufacturing jobs by 2031, Washington needs to make more substantial investments. WEDA also supports proposals to catalyze Innovation & Investment in Washington by: 1) Funding the Innovation Accelerator Cluster Program (ICAP) to develop new regional economic development strategies and clusters in new and legacy industries; 2) the "Go Global" e-commerce program and resources to secure new export opportunities for Washington businesses; 3) small business disaster funding to nimbly address emergencies.

The COVID-19 crisis heightened awareness that small businesses are the backbone of our economy, creating two-thirds of net new jobs and anchoring the vibrancy of business districts. Unfortunately, over 70% of US small businesses shut down in March 2020 and at least one-third did not reopen. Small businesses need additional short-term assistance, short and long-term technical assistance, capital and new tools to pivot and grow.

Washington also has some key tax policies that lead to job retention, expansion and recruitment, including Business & Occupation (B&O) tax credits and incentives for trade and logistics, food processing and agriculture. These key tax policies should be maintained so jobs are not lost.

3. Increase Economic Vitality for all of Washington

WEDA supports policies and investments that ensure that all parts of the state, and all people, benefit in economic growth through inclusive economic development. The economic vitality of rural and underserved urban areas is critical to the long-term health of the entire state.

2024 LEGISLATIVE REQUESTS

- **Protect the .09 percent Sales & Use Tax for Public Facilities and economic development activities in Rural Counties.** Rural counties in Washington have benefitted from up to a .09% “rebate” of locally generated state sales & use tax for over twenty years. This tool helps build critical infrastructure, attract new industry, diversify economies and create and retain jobs.
- **Protect new Diversity, Equity & Inclusion investments** in outreach and assistance programs for equitable and inclusive statewide recovery to ensure that historically disadvantaged businesses, particularly underserved and underrepresented communities statewide have an equal opportunity to achieve economic prosperity.

Many of Washington’s high-wage industries weathered the COVID-19 crisis, yet many rural and underserved communities continue to struggle without adequate access to capital and resources. This has negative impacts on communities’ broader ability to grow their tax base and provide basic government services. WEDA supports strategies to address equity gaps with increased outreach, capital, tools and technical assistance and efforts to stimulate markets in underserved communities, including rural.

ADDITIONAL WEDA PRIORITIES

Workforce Development: In a global economy, human capital is an essential ingredient that drives business innovation, growth and competitiveness. WEDA supports Washington’s 12 Local Workforce Development Boards who apply an equity lens to meeting talent pipeline needs with innovative, data-driven solutions. Local Boards leverage public and private resources to help provide a quality workforce, yet the pandemic amplified serious gaps between the available workforce and the changing demands of Washington employers. This requires new approaches based upon understanding local economies – rural and urban – and investing in collaborative local efforts that sustain our state’s workforce through reskilling and reemployment in family-sustaining jobs. WEDA supports resources that offer regions flexibility to implement programs and support strategies to address the myriad workforce challenges faced by certain communities and sectors. Other important workforce programs include the Job Skills Program, Customized Training, Apprenticeships, One-Stop WorkSource Centers, career connected learning and reskilling.

WEDA also supports the preservation of state funding for Washington’s community colleges and public four-year universities. Maintaining investments in post-secondary education and producing a highly skilled workforce is vital for economic development, and Washington is falling terribly short at meeting employers’ needs of 70% post-secondary attainment by our students. Talent development starts with strong early learning, a robust K-12 system and completion with credentials from the State’s top-quality educational institutions and internationally recognized research universities. We also face severe childcare capacity gaps that must be addressed to support early child development and working families. Our education systems can’t be taken for granted and need sustainable funding and support.

Housing Affordability & Supply: WEDA will support legislation to improve housing affordability and expand opportunities for housing at all income levels, particularly workforce and attainable housing.

Clean/Green Economy: WEDA supports programs and funding to create jobs in the Clean Economy including the circular economy, hydrogen, fusion, fission, solar, wind and other renewable technologies while also maintaining a balanced approach.

Rulemaking: State agency rule proposals should address their impact on economic development. WEDA supports permit streamlining/efficiency initiatives that increase predictability in development.



¿ESTÁS LISTO PARA HACER CRECER TU NEGOCIO?

Este curso de 9 semanas te ayudará a:

- Aclarar tu visión
- Aglizar tus operaciones
- Fortalecer tu Producto/Servicio
- Eliminar el caos y la frustración
- Aumentar la rentabilidad
- Refinar tu estrategia de marketing
- Incrementar tu efectividad como dirigente
- Encontrar la oportunidad de crecimiento adecuada para usted



Seminarios web dirigidos por instructores

9 seminarios web semanales de 1,5 horas impartidos por formadores de negocios experimentados que desean ayudar a que su negocio crezca.



Aprender en línea

Acceso a módulos de aprendizaje en línea que lo llevarán a través de un camino estratégico para hacer crecer su negocio.



Oportunidades de creación de redes empresariales

Establezca contactos con otras pequeñas empresas en crecimiento como la suya en clase y a través de una plataforma de redes sociales específica para su cohorte.



Inicio de las próximas cohorte:

23 de enero de 2024 6 p. m. a 7:30 p. m.

<http://mystartup365.com/programs/scaleup/>



El entrenamiento ScaleUp se brinda sin costo a las empresas por parte del Departamento de Comercio del Estado de Washington (valor de \$1500).

ARE YOU READY TO GROW YOUR BUSINESS?

This 9-Week Course will help you:

- Clarify your vision
- Streamline your operations
- Strengthen your Product/Service
- Eliminate Chaos and Frustration
- Increase profitability
- Refine your marketing strategy
- Increase your effectiveness as a leader
- Find the right growth opportunity for you



Instructor Lead Webinars

9 weekly 1.5 hour webinars taught by experienced business trainers that want to help your business grow.



Online Learning

Access to online learning modules that take you through a strategic pathway to grow your business.



Business Networking Opportunities

Network with other growing small businesses like yours in class and through a cohort specific social media platform.



Next Cohorts Start:

January 23, 2024 9am-10:30am

January 24, 2024 6pm-7:30pm

January 25, 2024 6pm-7:30pm

<http://mystartup365.com/programs/scaleup/>

ScaleUp Training is provided at no cost to businesses by the Washington State Department of Commerce (\$1500 value)



IN PARTNERSHIP WITH



**Port of
Whitman
County**

SCALEUP BUSINESS TRAINING

A Guide to the ScaleUp Program



THE CONCEPT

ScaleUp is advanced business training for companies that have moved BEYOND startup and launch. ScaleUp is about building capacity, increasing profitability, and automating business systems. This program will show you how to position your business for investment and ready you for that moment.

THE TRAINING

- Nine week live sessions with peer roundtable discussions.
- Self paced online learning modules
- Study Hall mentorship with ScaleUp Trainers
- Access to the ScaleUp Alumni Network

NO COST TO THE BUSINESS

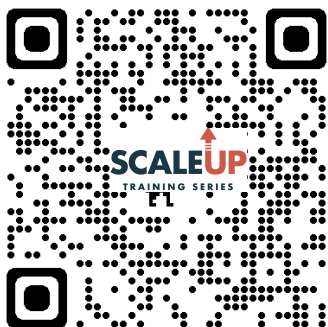
ScaleUp is provided to Washington State small businesses at no charge thanks to the Washington State Department of Commerce.

Class 1: Jan.23 2024 9am-10:30am

Class 2: Jan.24 2024 6pm-7:30pm

Class 3: Jan.25 2024 6pm-7:30pm

<http://bit.ly/wa-scaleup>



Washington State
Department of
Commerce

QUICK FACTS

Training is delivered over an 9 week series of live instructions paired with self-paced online learning modules

Hybrid format reduces time commitment to business owners to just 1.5 hours per session

Online learning modules provide core curriculum, can be taken anytime, and participants retain access after course completion

ScaleUp includes trainer led group study sessions, our expert speaker series ScaleUp Mastermind, and connections to our entrepreneur eco-system

Completion of the ScaleUp program comes with access to the ScaleUp Alumni Network, and additional training opportunities

