

September 25, 2024
11:45 am – 1:30 pm
The Center
110 S. Main St.
Colfax, WA



**Port of
Whitman
County**

Whitman County Economic Development Informational Meeting (EDIM)

**Follow us on
social media:**



www.portwhitman.com

Small Business Development Center (SBDC)

- Juan Garcia, Business Advisor, juan.garcia@wsbdc.org



Port of
Whitman
County

Data Elements	Current Value	Cumulative to Date
CASE TOTALS (Clients)	0	0
Number of Clients Counseled	9	45
Number of New Clients	2	20
Company Status	0	0
Pre-venture/Nascent	4	38
Startups	3	5
In Business	2	20
CASE TOTALS (Total Hours)	0	0
All Prep + Contact Client Hours	34	247
New Client Hours	12	41
CASE TOTALS (Impacts)	0	0
Capital Infusion	7,000	252,000
Number Businesses Created	1	2
Jobs Created	1	2
Jobs Saved/Retained	0	0
Jobs Supported (In Business)	13	126
DEMOGRAPHICS (Type of Business, # of Clients)	0	0
Accommodation and Food Services	2	8
Agriculture, Forestry, Fishing and Hunting	0	5
Arts and Entertainment	0	1
Construction	0	1
Educational Services	0	0
Finance and Insurance	0	0
Healthcare and Social Assistance	1	3
Management of Companies and Enterprises	0	0
Manufacturing	0	1
Professional/Technical Services	2	8
Real Estate, Rental and Leasing	0	0
Research and Development	0	0
Retail	1	5
Service	0	9
Technology Services	0	0
Transportation and Warehousing	1	1



**Port of
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County**

Manufacturing	0	1
Professional/Technical Services	2	8
Real Estate, Rental and Leasing	0	0
Research and Development	0	0
Retail	1	5
Service	0	9
Technology Services	0	0
Transportation and Warehousing	1	1
Wholesale	0	0
No Response	2	3
DEMOGRAPHICS (Business Ownership Gender)	0	0
Male	4	17
Female	3	13
Male/Female	0	8
No Response	2	7
DEMOGRAPHICS (Ethnic Background - Race)	0	0
American Indian or Alaskan Native	0	0
Asian	1	5
Black or African American	2	4
Native Hawaiian or Pacific Islander	0	0
Multiracial	1	1
White	3	28
No Response	2	7
DEMOGRAPHICS (Ethnicity)	0	0
Hispanic	2	5
Non-Hispanic	6	35
No Response	1	5
DEMOGRAPHICS (Business Ownership Vet. Status)	0	0
Veteran	0	0
Service-Disabled Veteran	0	0
Non-veteran	6	37
No Response	3	8
COUNSELING ACTIVITY (Areas of Counseling, # of Sessions)	0	0
Business Accounting/Budget	0	0
Business Plan	0	4



**Port of
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DEMOGRAPHICS (Ethnicity)	0	0
Hispanic	2	5
Non-Hispanic	6	35
No Response	1	5
DEMOGRAPHICS (Business Ownership Vet. Status)	0	0
Veteran	0	0
Service-Disabled Veteran	0	0
Non-veteran	6	37
No Response	3	8
COUNSELING ACTIVITY (Areas of Counseling, # of Sessions)	0	0
Business Accounting/Budget	0	0
Business Plan	0	4
Buy/Sell Business	0	0
Cash Flow Management	1	2
COVID-19 Related	0	0
Financing/Capital	0	3
Human Resources/Employee Mg't	0	0
International Trade	0	1
Managing a Business	3	34
Marketing/Sales	4	5
Start-up Assistance	5	25
No Response	0	0
Other	9	45



Port of
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County

Economic Profiling

Select Economic Indicators:

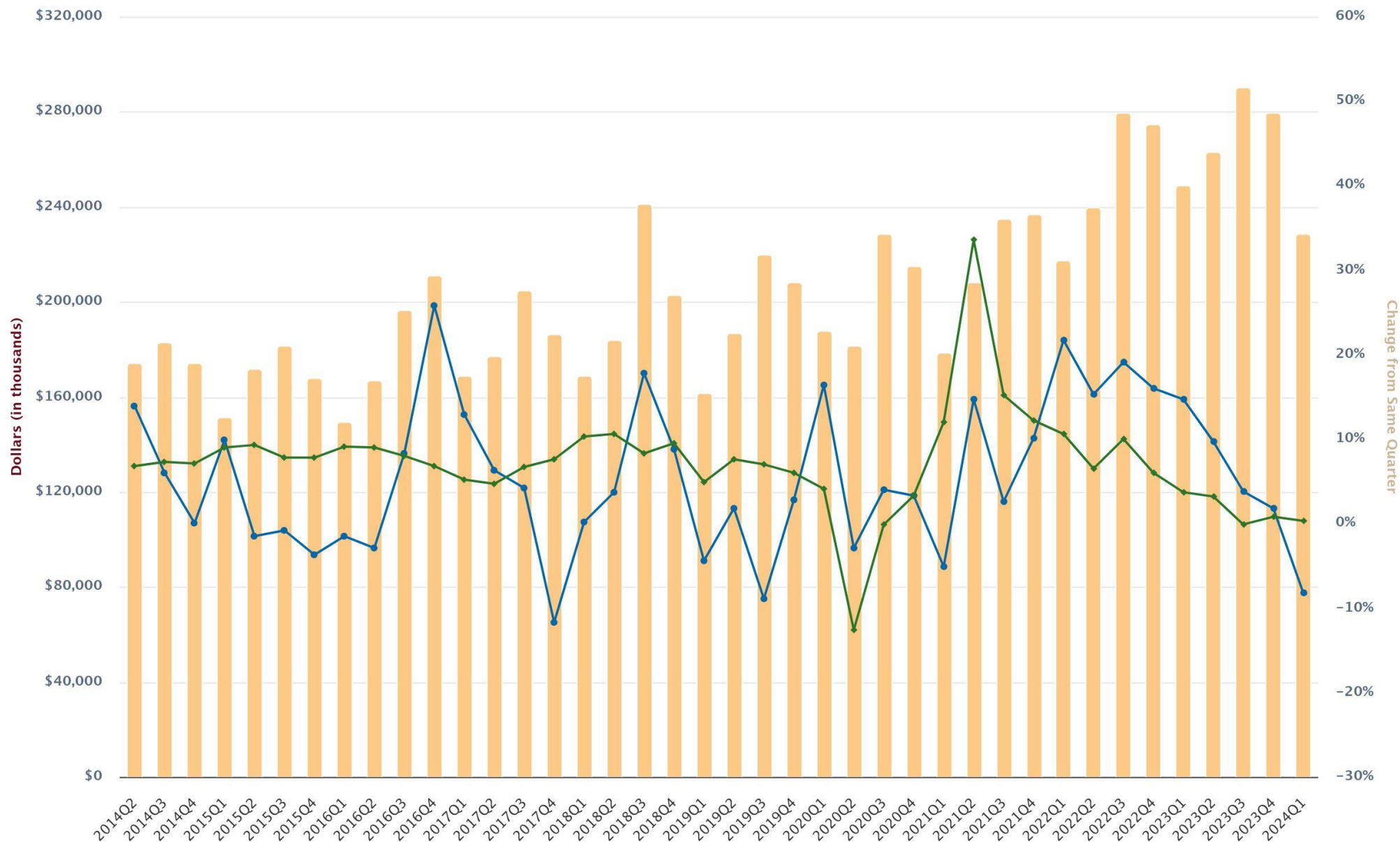
- Quarterly taxable retail sales and annual growth rate
- Quarterly residential building permits
- Share of employment in Top 5 largest sectors
- Median home resale price

Want additional data? Visit www.whitmancountytrends.org.

2.2.4 Quarterly Taxable Retail Sales & Annual Growth Rate from Same Quarter of Previous Year



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County**



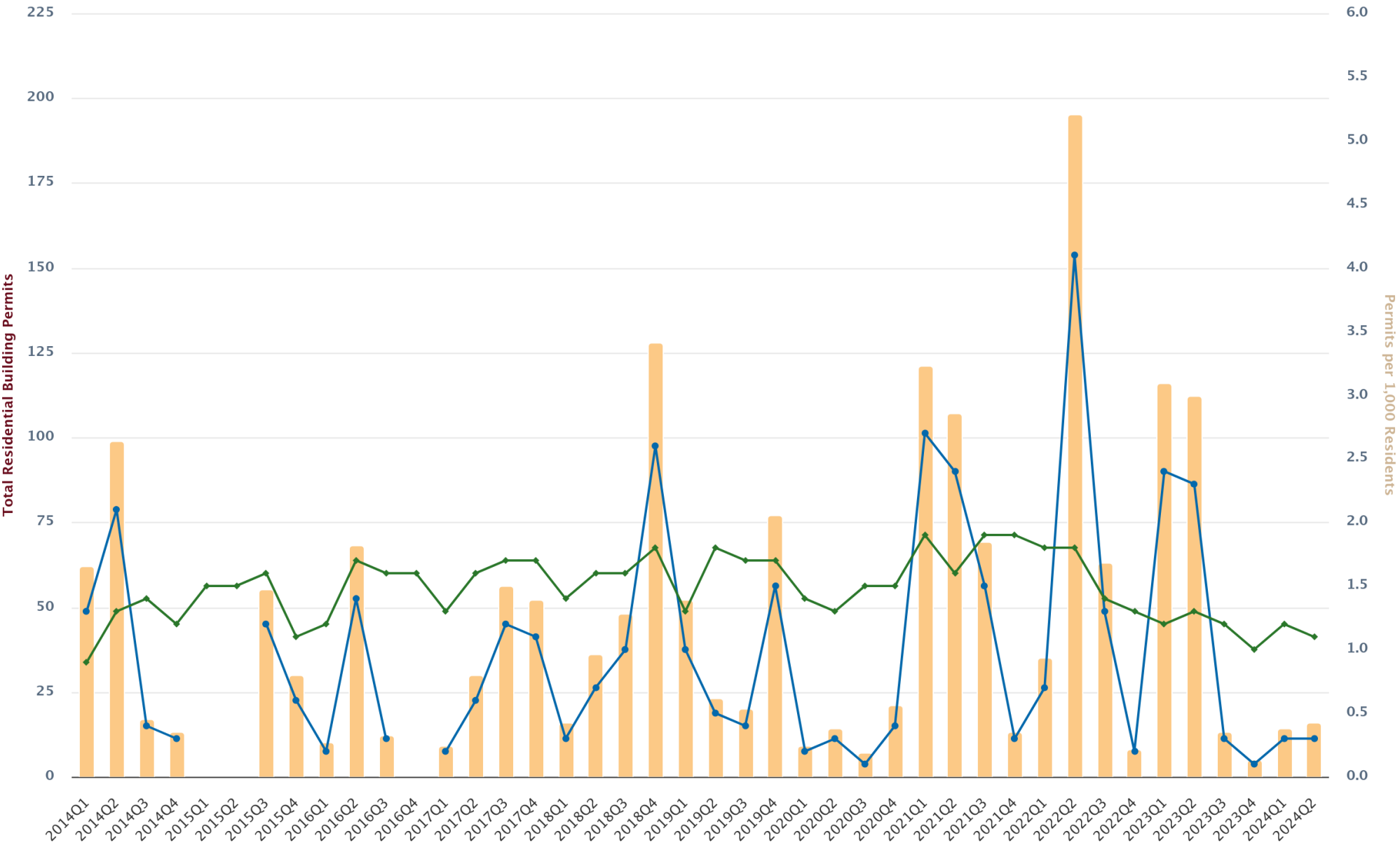
This graph was downloaded on 9/13/2024 from www.whitmancountytrends.org

- Whitman County - Total Retail Sales (thousands)
- Whitman County - % change from previous year
- Washington State - % change from previous year

2.3.3 Quarterly Residential Building Permits & Number per 1,000 Residents



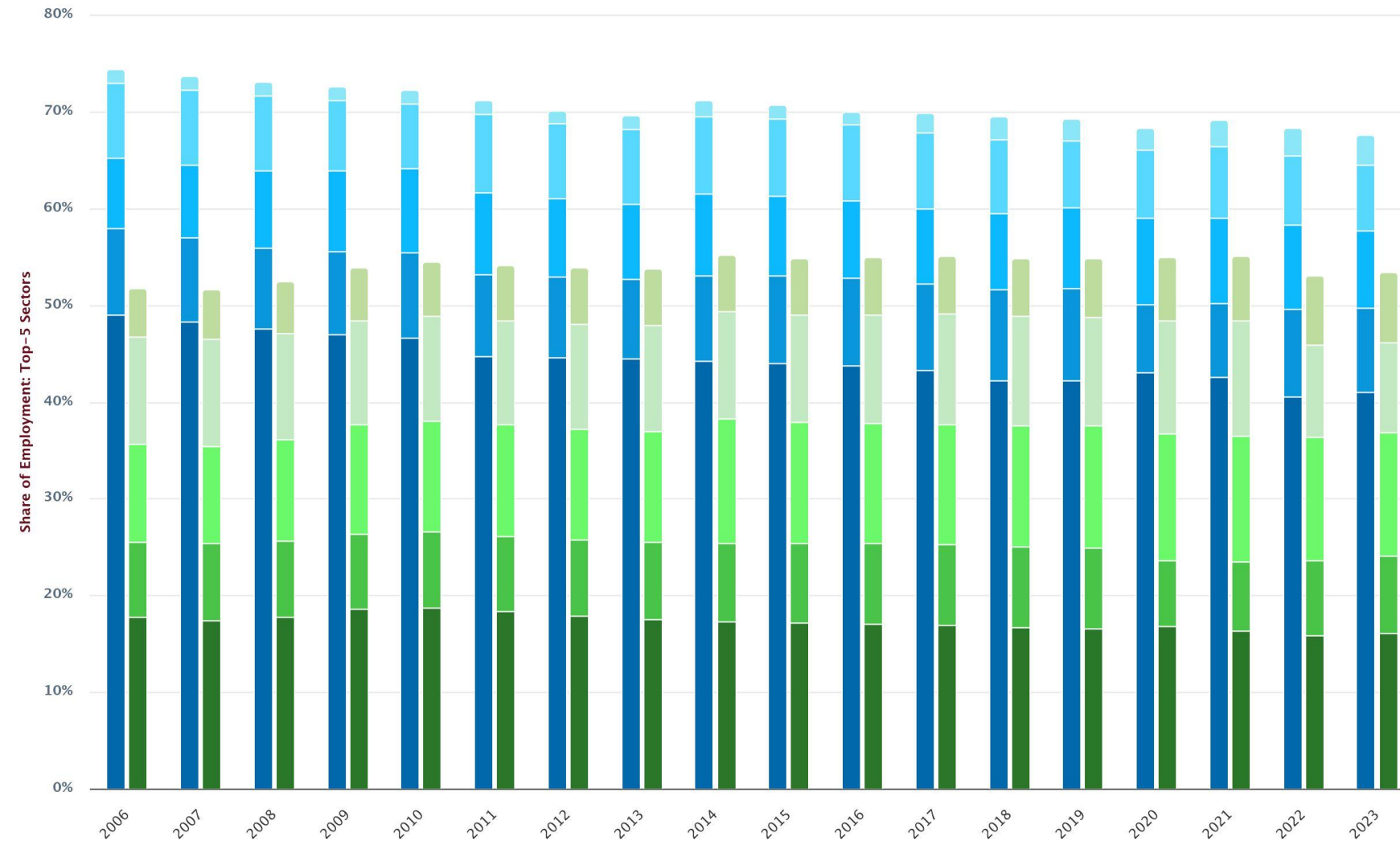
**Port of
Whitman
County**



This graph was downloaded on 9/13/2024 from www.whitmancountytrends.org

- Whitman County - Total Units
- Whitman County - Permits Per 1000 Residents
- Washington State - Permits Per 1000 Residents

2.4.3 Share of Employment in Top-5 Largest Employing Sectors



This graph was downloaded on 9/13/2024 from www.whitmancountytrends.org

- Whitman County – Government
- Whitman County – Accommodation and Food Services
- Whitman County – Health Care and Social Assistance
- Whitman County – Retail Trade
- Whitman County – Professional, scientific, and technical services
- Washington State – Government
- Washington State – Accommodation and Food Services
- Washington State – Health Care and Social Assistance
- Washington State – Professional, scientific, and technical services
- Washington State – Retail Trade

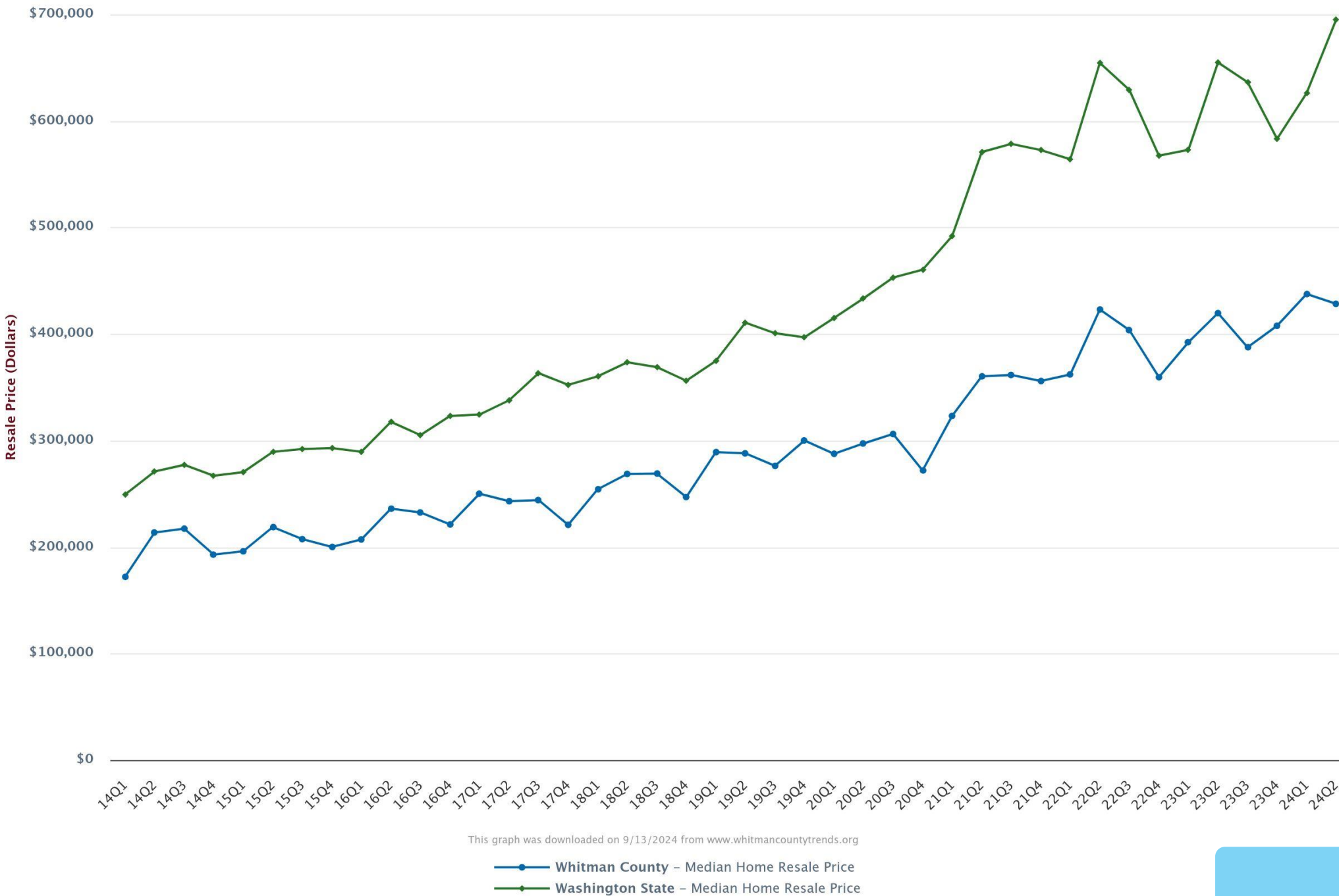


**Port of
Whitman
County**

6.3.1 Median Home Resale Price



**Port of
Whitman
County**



Existing Business Retention & Expansion



Port of
Whitman
County

- Energy Saving in Agriculture and Rural Businesses– David Funk, Zero Emissions Northwest



**ZERO EMISSIONS
NORTHWEST**
PROJECTS THAT CHANGE COMMUNITIES



**Partners
for Rural
Washington**

Who is ZEN?

Zero Emissions Northwest empowers farms, fleets and small businesses in the Pacific Northwest to achieve energy independence and cost savings.

We go beyond grant assistance, offering a comprehensive suite of services to identify cost-saving opportunities and implement practical technologies for a more sustainable future.



ZEN + PRWA is officially contracted by the USDA as a Technical Assistant for Agricultural Producers and Rural Small Businesses

www.zeroemissionsnorthwest.com



David Funk, President



**Joel Breems,
Dir. of Energy Programs**



**Lizzy Beachland,
Dir. of Operations**



**Elise Azara,
Dir. of Marketing**

Who is PRWA?

Partners for Rural Washington works with rural communities to develop their capacity to create a prosperous and sustainable future.



ZEN + PRWA is officially contracted by the USDA as a Technical Assistant for Agricultural Producers and Rural Small Businesses



Partners for Rural Washington starts by asking, “What’s not working and why?”

PRWA helps aggregate resources, facilitate sound policy and collaborate with rural communities to help them thrive in the 21st century. They enhance the resilience and competitiveness of our state to the benefit of all its residents.



RES

(Renewable Energy Systems)

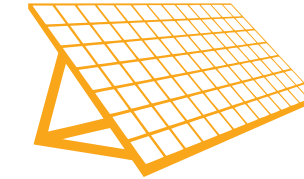
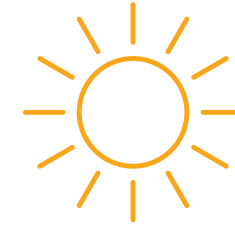
- Solar
- Geothermal
- Wind



EEI

(Energy Efficiency Improvements)

- Drones
- HVAC
- Windows
- Refrigeration
- New Machinery



What is REAP?

Rural Energy for America Program

The REAP program, through the USDA, provides grant funding to eligible agricultural producers and rural small businesses for renewable energy systems or to make energy efficiency improvements.

**25% – 50% of grant funding
could be waiting for you.**

**This is in addition to the 30% tax credit.*





How does ZEN help?

We assess, qualify your business, handle all the paperwork, and submit the grant application on your behalf.

Other Energy and Cost-Saving Opportunities:

- Spray drones
- Insulation
- LED lighting
- Heat pumps
- Refrigeration
- Small wind machines for orchardists
- New machinery

Solarize Ag Program

ZEN created a group-purchasing plan for WA and ID farmers.

“ZEN was essential to helping build our solar project and navigate the grant process. Our cost of electricity is so low currently that we are looking for every business opportunity to use more of it!”

Ron Mielke - Rolinco Farms
Harrington, WA

ZERO EMISSIONS NORTHWEST
PROJECTS THAT CHANGE COMMUNITIES

INTRODUCING SOLARIZE WA Ag

SPEND LESS. GET MORE.

Group Purchasing for Solar Energy Exclusively for Washington Agricultural Producers

Exclusively for Farmers
Go in on solar, together.

How it Works:
Our SOLARIZE program bundles grant-eligible projects together with one contractor to lower the initial cost of solar.

We are proud to partner with AmeriWest Electric Co., a local contractor, for this program.

We focus on keeping the financial benefits within the rural and agricultural communities we serve.

Zero Emissions Northwest (ZEN) is an organization dedicated to assisting governments, businesses, and agricultural producers understand and take advantage of the energy transition.

We help these organizations plan for and access federal and state grants to deploy renewables, energy efficiency, and electrification.

Our mission is to drive financial savings, enhance competitiveness, and promote resilience in these sectors, as well as our shared community.

ZERO EMISSIONS NORTHWEST
PROJECTS THAT CHANGE COMMUNITIES
(509) 255-3638
www.zeroemissionsnorthwest.com

Partnered with
AmeriWest Electric Corp.

ON-SITE VISITS
AmeriWest Electric Co. might visit your property in person or digitally to determine what project works best for your specific needs.

ZEN will complete your grant application for the USDA REAP program. This grant will likely cover 25% of the project cost and can be combined with the 30% Federal Tax Credit and Accelerated Depreciation.

FARMER FOCUSED
AmeriWest Electric Co. will manage all aspects of your project - from procurement to installation - allowing you to focus on your farming business. ZEN will support all grant related aspects.

GRANT PAYMENTS
Two months (generally) after the solar turns on, ZEN will work to get your USDA grant paid. Then, sit back, relax and experience the benefits of solar energy on your farm.

Grant Payment & Enjoy!

Installation with AmeriWest Elec. Co.

SIGN UP NOW
(509) 255-3638

ZERO EMISSIONS NORTHWEST
PROJECTS THAT CHANGE COMMUNITIES

Partnered with
AmeriWest Electric Corp.

www.zeroemissionsnorthwest.com



Examples of REAP Grant Awards

ZEN handles your project from start to finish to ensure the highest-scoring grant application possible.



EEl grant for spray drone = \$20k+
4 I Ranch LLC | WA



EEl grant for VFD Irrigation = \$99k+
Gebbers Farm | WA



RES grant for solar = \$99k+
V75 Vineyard | WA



RES grant for solar = \$42k+
Castle Rock Land & Cattle | ID



Real Savings for Rural Communities

Empowering rural communities and farmers through
energy efficiency and practical energy solutions



The projects that we
support will save rural
counties in WA and Idaho

\$4.5M
over 30 years.

50+ GRANTS
WRITTEN



\$2.1M GRANT
FUNDING



3 STATES



Ok, but what does it cost?



RES: \$959*

EEl: \$1400**

*WA & ID; other states vary;

**includes comprehensive CEM energy assessment

If your grant doesn't win, you don't pay.



So, to put it another way, it's zero-cost to explore the REAP process and submit. ZEN structures our fees in such a way as to create zero barriers to entry -- meaning, we want this opportunity to be available for as many farmers and ag producers as possible.





ZeroEmissionsNorthwest.com

THANK YOU



david.funk@zeroemissionsnorthwest.com

Business Recruitment, Marketing & Advertising



Port of
Whitman
County

COMMERCE LEADS			
DATE	TYPE OF BUSINESS	CRITERIA	BENEFITS
April 2024	Data Center	20-30 acres; 25MW, 25-30,000 gal/day water	20-30FTE
April 2024	Housing Facility	Must be located near hospital & airport; can accommodate 500-1500 people	Unknown
April 2024	Clean Technology	200 acres; 400MW at peak demand; 161,000 gal/day water; 500KT material rail transport; site selection June 2024, operational June 2026	1500 FTE
Sept. 2024	NLS Manufacturing	700 - 1,300 acres (ideal size is 1,000 acres); minimum 250MW; 3 million gal/day water; 1,500 dekatherm/hour	FTE: 1000+ Capital Investment: \$1B+

Sites & Infrastructure

- Permanently Affordable Home Ownership– Nils Peterson, Moscow Housing Trust
- Lower Granite Lock & Dam– Megan L. Innes, U.S. Army Corps of Engineers
- Conditional Use Permit Process– Alan Thomson, Whitman County

An animation to show CLT works to retain affordability

Enter Slideshow mode then Press -> arrow to continue

Nils Peterson

Executive Director

Moscow Affordable Housing Trust

Shameless advertising



Homeownership Resource Fair
FOR WHITMAN COUNTY
In partnership with  HomeSight

Interested in learning more about:

- Affordable homeownership opportunities
- Assistance with down payments
- Resources for homebuyer education
- Home repair and weatherization
- Foreclosure prevention

This event is for YOU!
Enjoy free snacks, free kids' activity space, presentations and booths from our resource partners!

FREE EVENT

1:00 PM - 4:00 PM
Saturday, Oct 5th 2024

115 NW State Street, Pullman
The Gladish Center, View Room

Register Now

SCAN TO RSVP

[HTTPS://BIT.LY/3YLKBDJ](https://bit.ly/3YLKBDJ)

Have questions? Email Elizabeth Perez at elizabeth@homeownership-wa.org

 CITY OF PULLMAN  HomeSight  Washington Homeownership Resource Center  Whitman County  WCAH

In Moscow

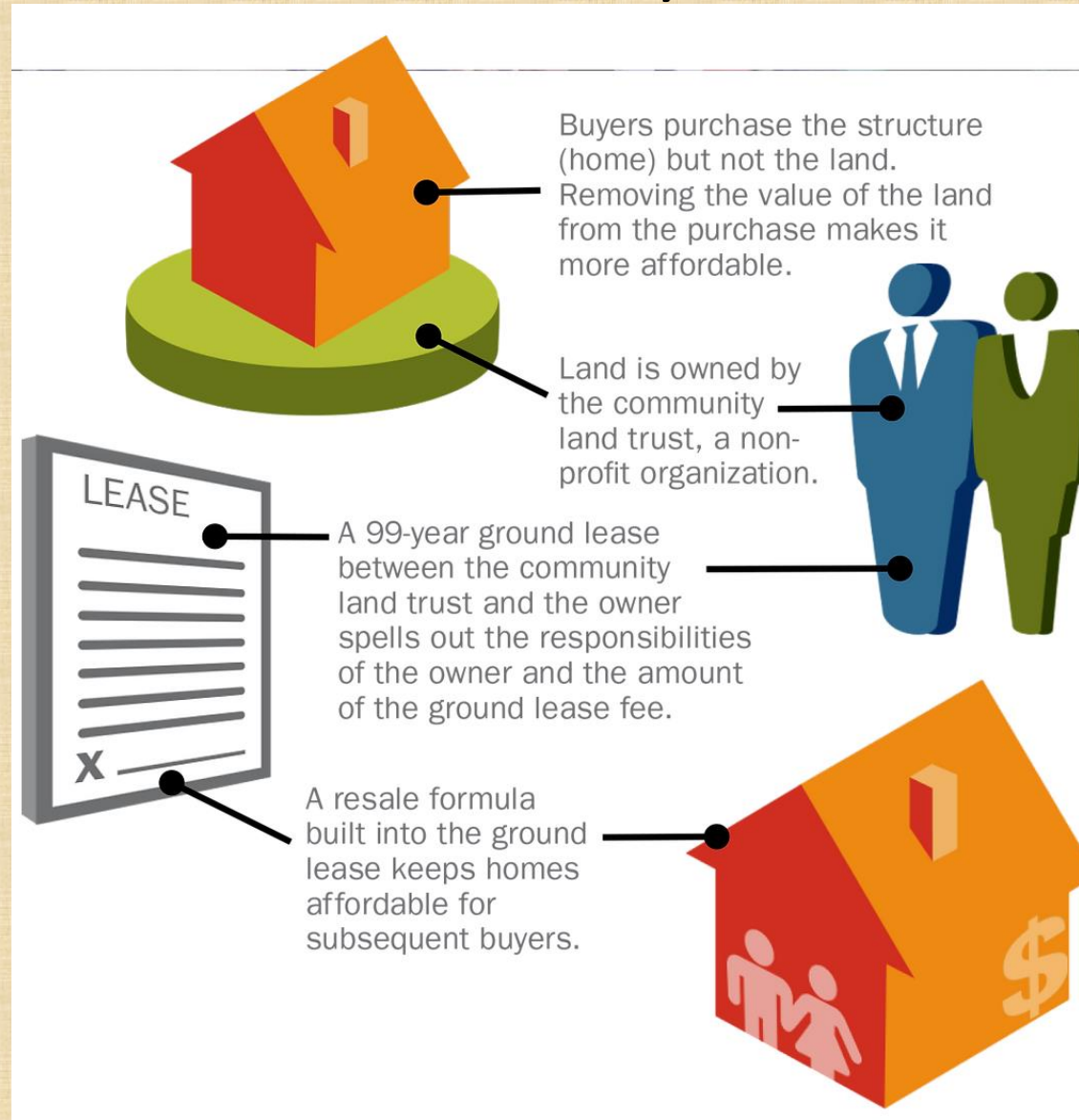
Open House 427 Powers Ave

Sunday Oct 13 1 - 3pm
2 Bed / 1 Bath \$199,888

Open House 430 E Palouse River Drive

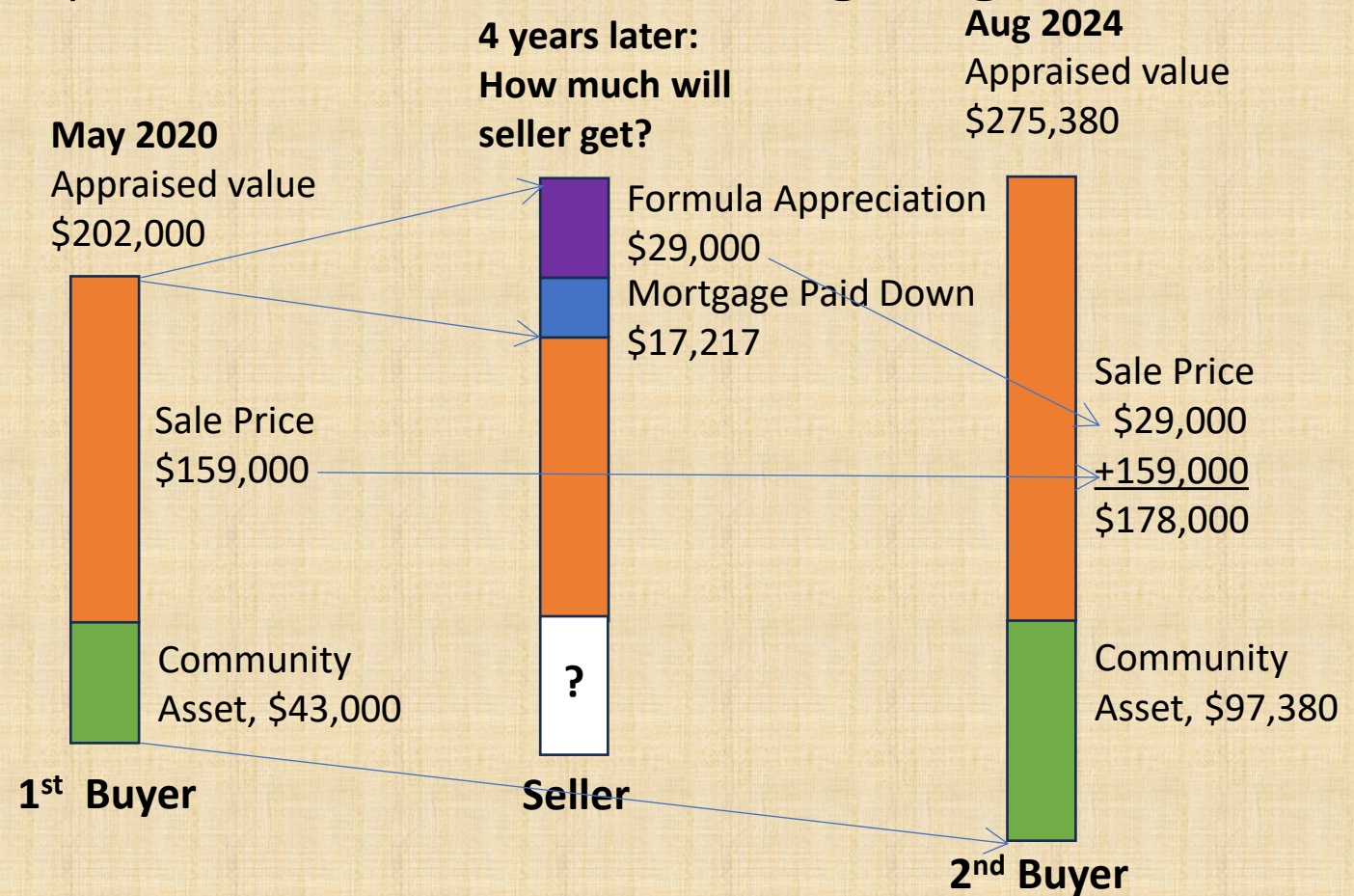
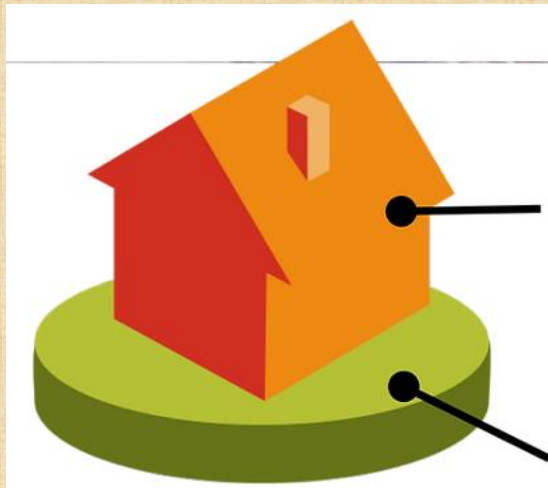
Saturday Oct 19 10am - 2pm
2 Bed / 1 Bath Price TBD

How does a Community Land Trust work?



A CLT Stewards the Community Resource

A real example: 3 Bed 2 Bath 1 car garage



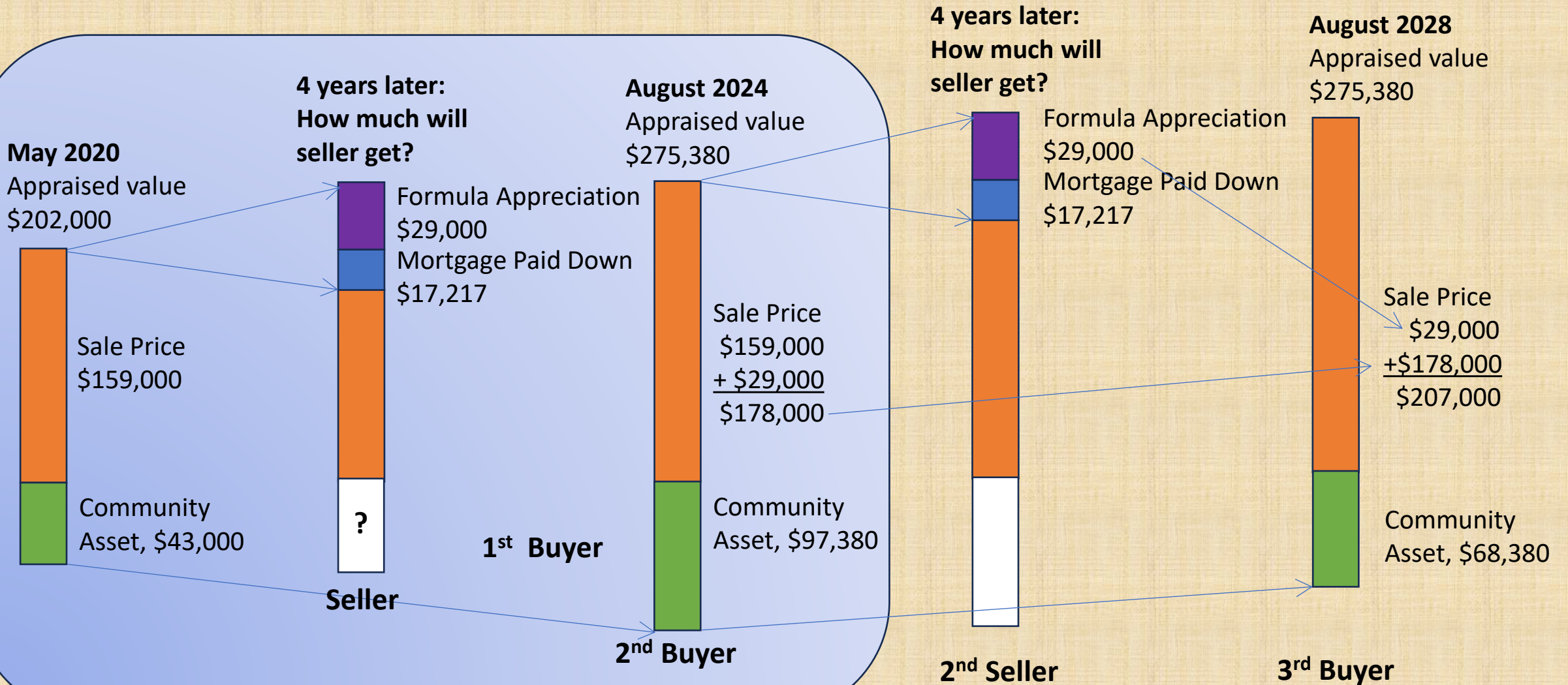
Review

The previous slide showed

- How the value of the property is divided between land and improvements
- How a house sold in Spring 2020 for \$159,000 appreciated in value over 4 years
- How the seller gained equity from appreciation and paying down the mortgage
- How the 2nd sale was still affordable \$178,000
- How the shared equity model added value to the land also
- Continue to see what could happen in a totally flat market

A CLT Stewards the Community Resource

A hypothetical flat market example



LOWER GRANITE PROJECT

Megan Innes
Natural Resource Manager
Lower Granite Project



U.S. ARMY



US Army Corps
of Engineers®





MISSIONS AT LOWER GRANITE



Hydropower



Navigation



Natural Resource
Management



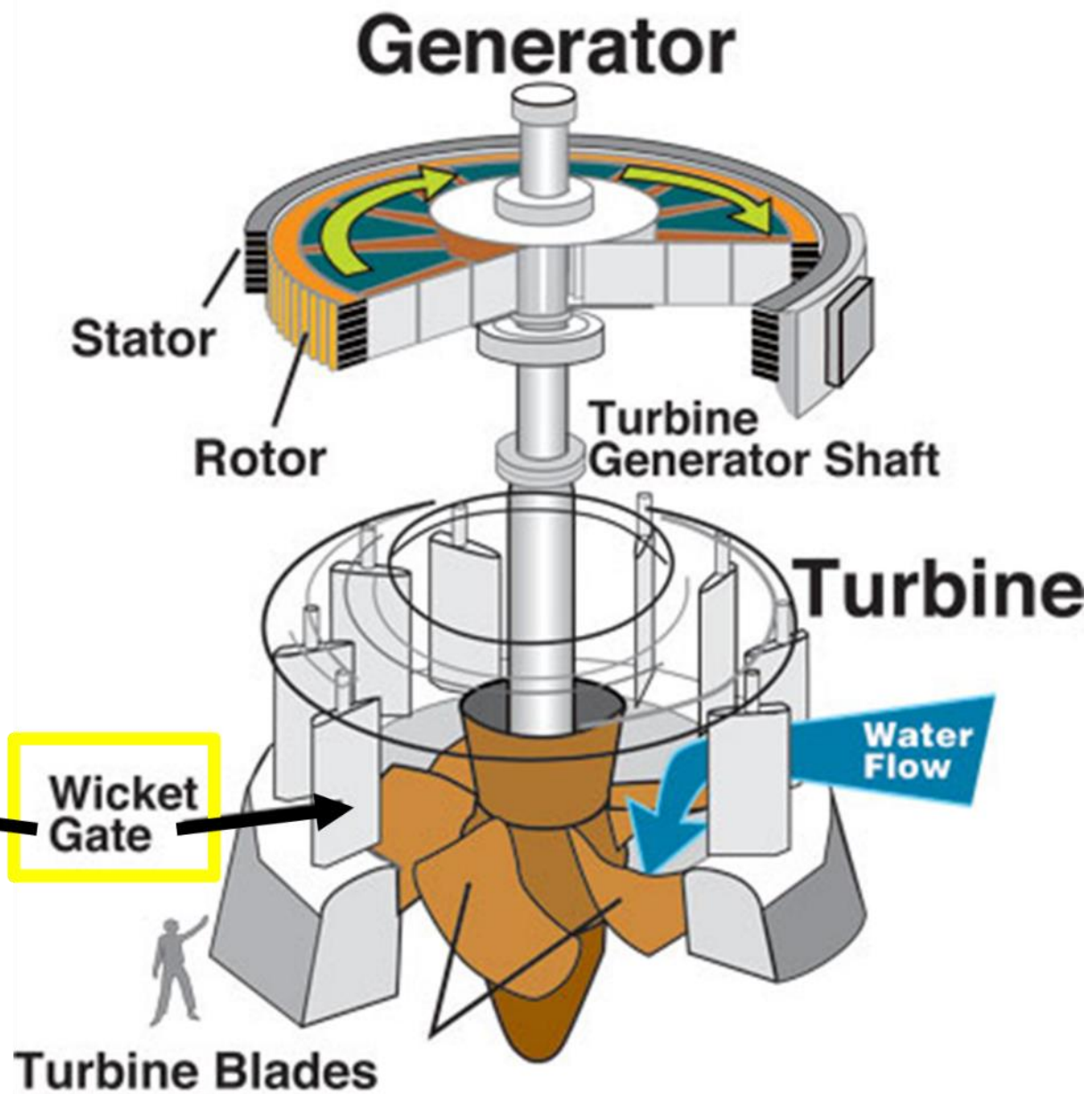
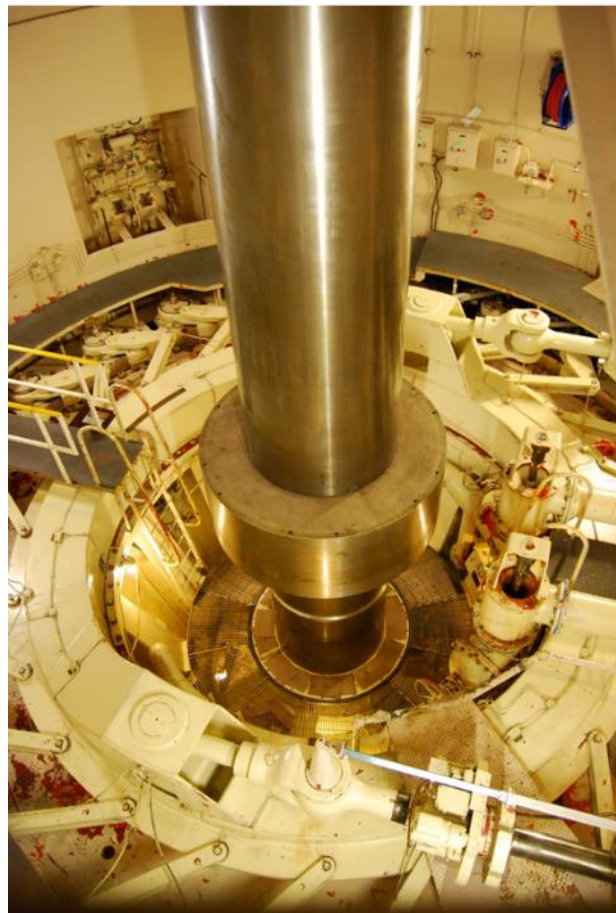
Fish Passage

Missions as assigned by the United States Congress



HYDROPOWER







Columbia River Basin Hydropower Breakdown



- **47** Total Dams
- **31** FCRPS Dams
- **21** USACE Dams
- **7** Walla Walla District Dams
 - McNary
 - Ice Harbor
 - Lower Monumental
 - Little Goose
 - **Lower Granite**
 - Dworshak
 - Lucky Peak

USACE:

Largest hydropower producer in U.S.

Powers 10 million homes per year

Northwest Division:

75% Corp's Power
50% of region's electricity

Walla Walla District:

28% of NW Division's hydropower =
*12.8 million MWH**
*(~ \$614 million)**

* 5-year average from FCRPS performance metrics



LOWER GRANITE CAPACITY 810 MEGAWATTS (MW)

While 1 MW can supply electricity for: 4,000 people and 700 homes

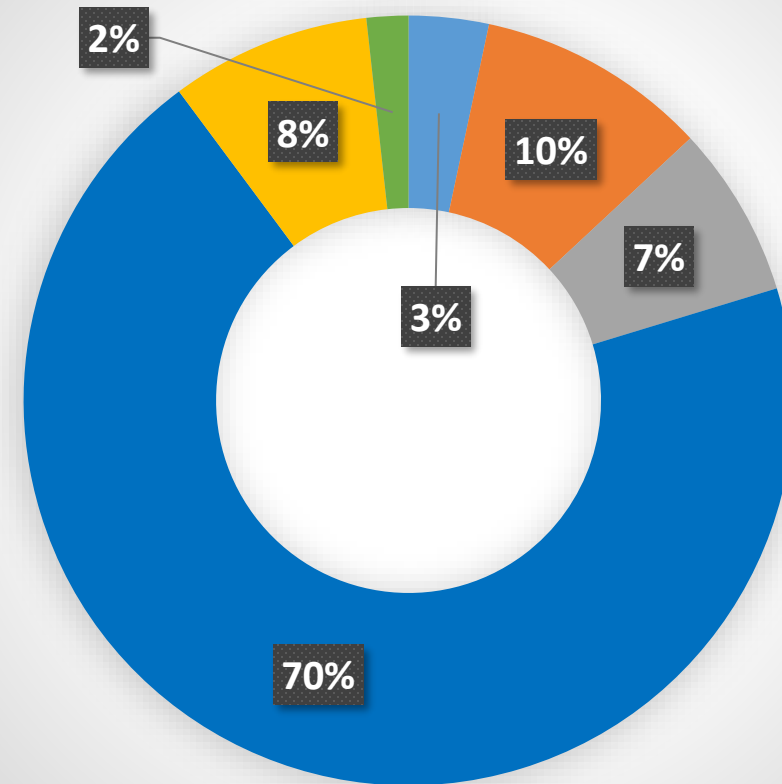
**810 MW can supply electricity for:
3.5 million people and 567,000 homes**

\$73,483,000 annual revenue*

* 5-year average from FCRPS performance metrics



Washington Net Electricity by Source, February 2020



■ Coal ■ Natural Gas ■ Nuclear ■ Hydro ■ Wind ■ Other

Electricity in Washington State

Energy Information Administration, Electric Power Monthly, February 2020. Available from: <https://www.eia.gov/>

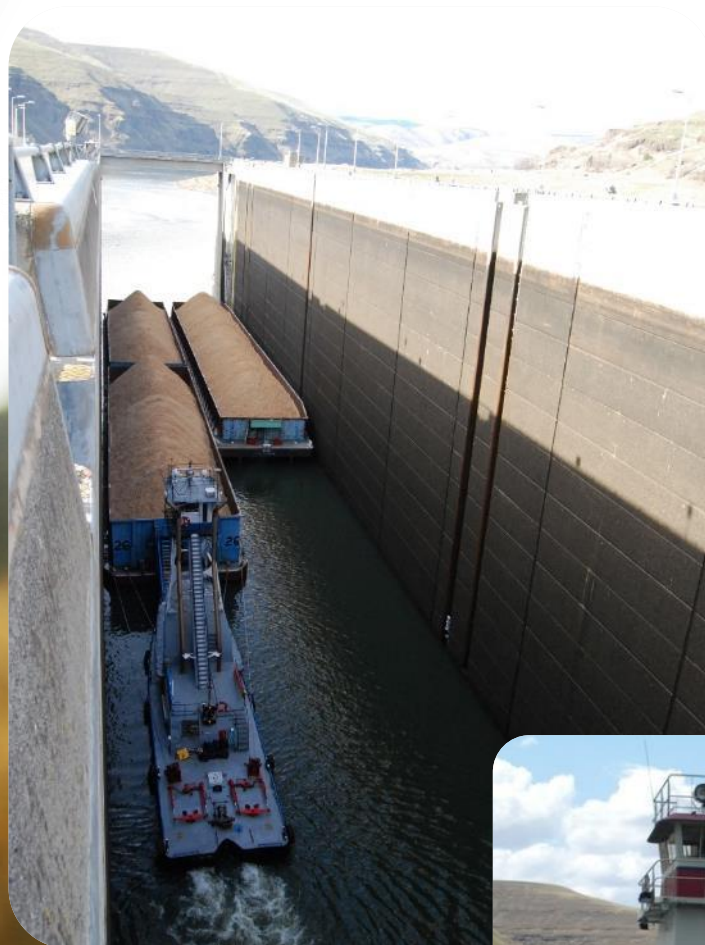


NAVIGATION

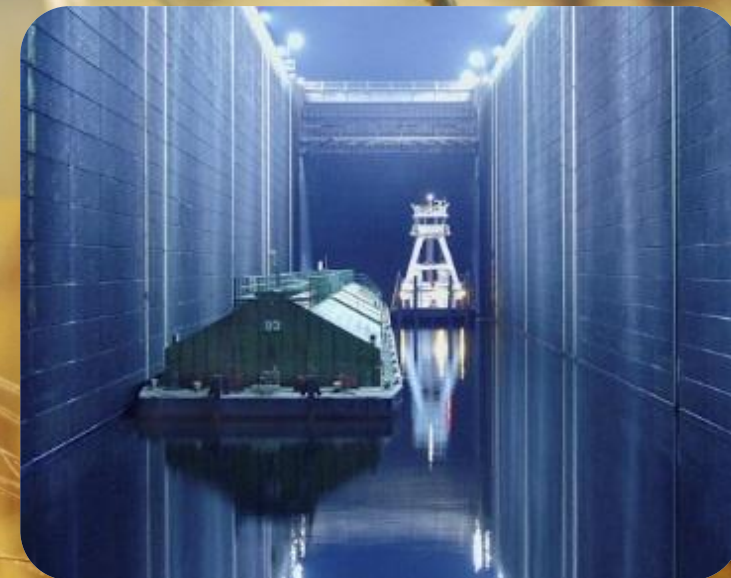




Lower Granite Lockages



Lockages per year: ~568 *
Tons per year: ~1.26 million*
80% Wheat
Wood chips
Forestry products
Fertilizer
Barley
Recreation



* 5-year average from LPMS records



CARGO COMPARISONS



Barge
3,500 Tons
122,500 Bushels
875,000 Gallons



4-Barge Tow
14,000 Tons
490,000 Bushels
3,500,000 Gallons



Jumbo Hopper Car
100 Tons
3,500 Bushels
30,240 Gallons



100-Car-Unit Train (grain)
10,000 Tons
350,000 Bushels
3,024,000 Gallons



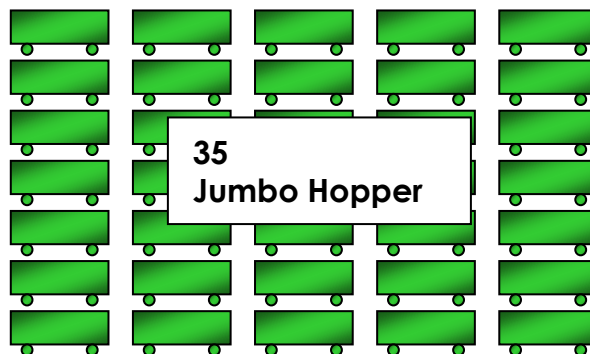
Large Semi
26 Tons
910 Bushels
7,865 Gallons

Equivalent Units



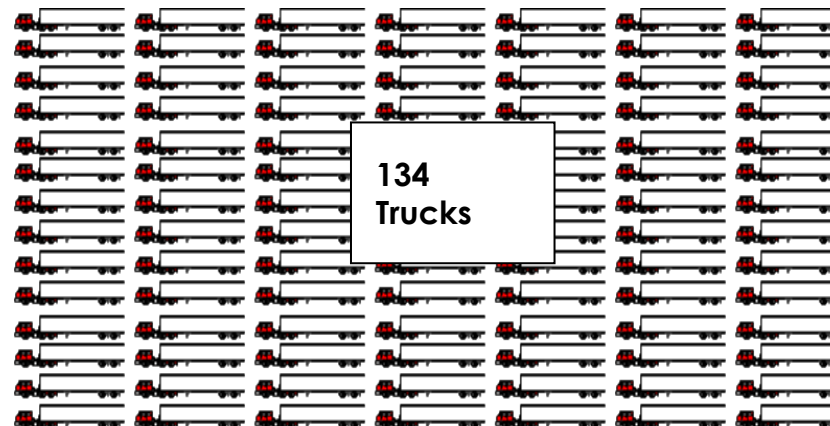
1 Barge

=



35
Jumbo Hopper

=

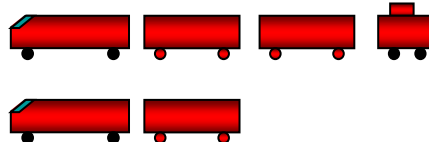


134
Trucks



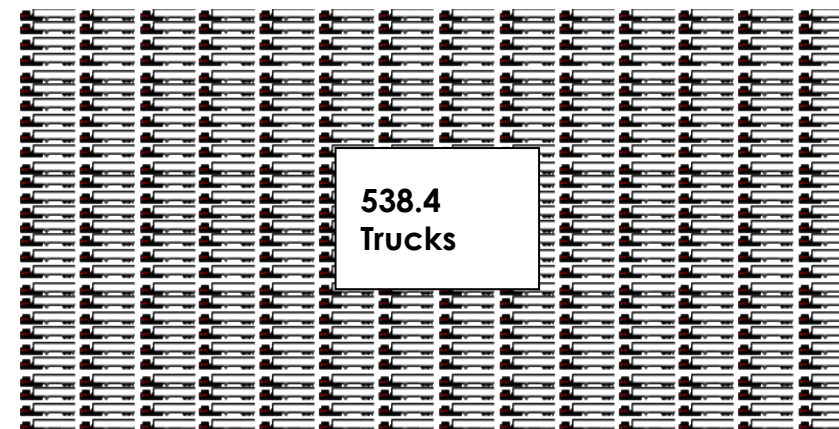
1 Tow (4 Barges)

=



1.4
Unit Trains

=



538.4
Trucks



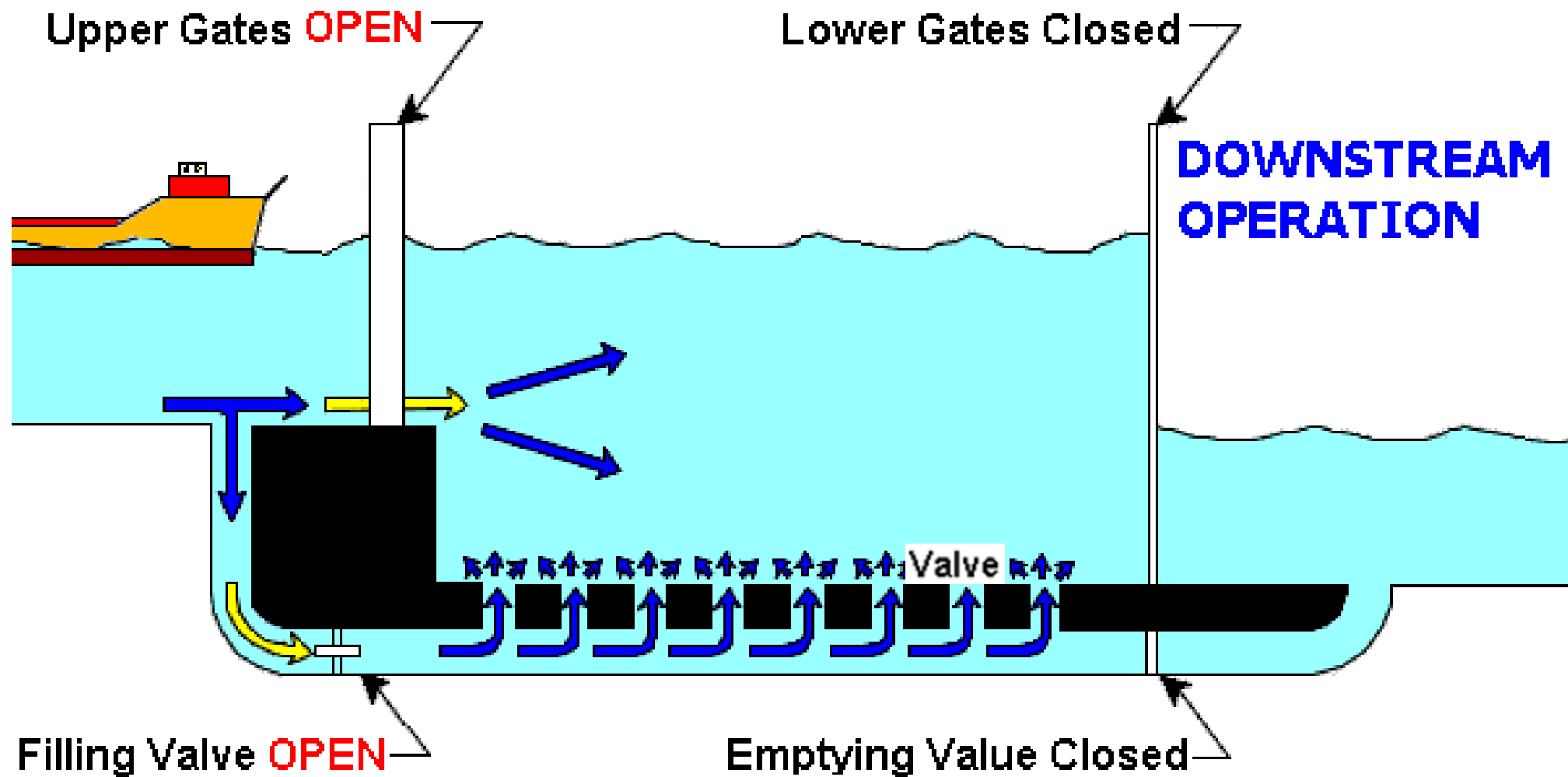
Cruise Boats



In 2019, over 25,000 passengers and crew visited and contributed over \$15M to local communities along the two rivers. *



HOW A NAVIGATION LOCK WORKS





NATURAL RESOURCE MANAGEMENT: RECREATION & ENVIRONMENTAL STEWARDSHIP





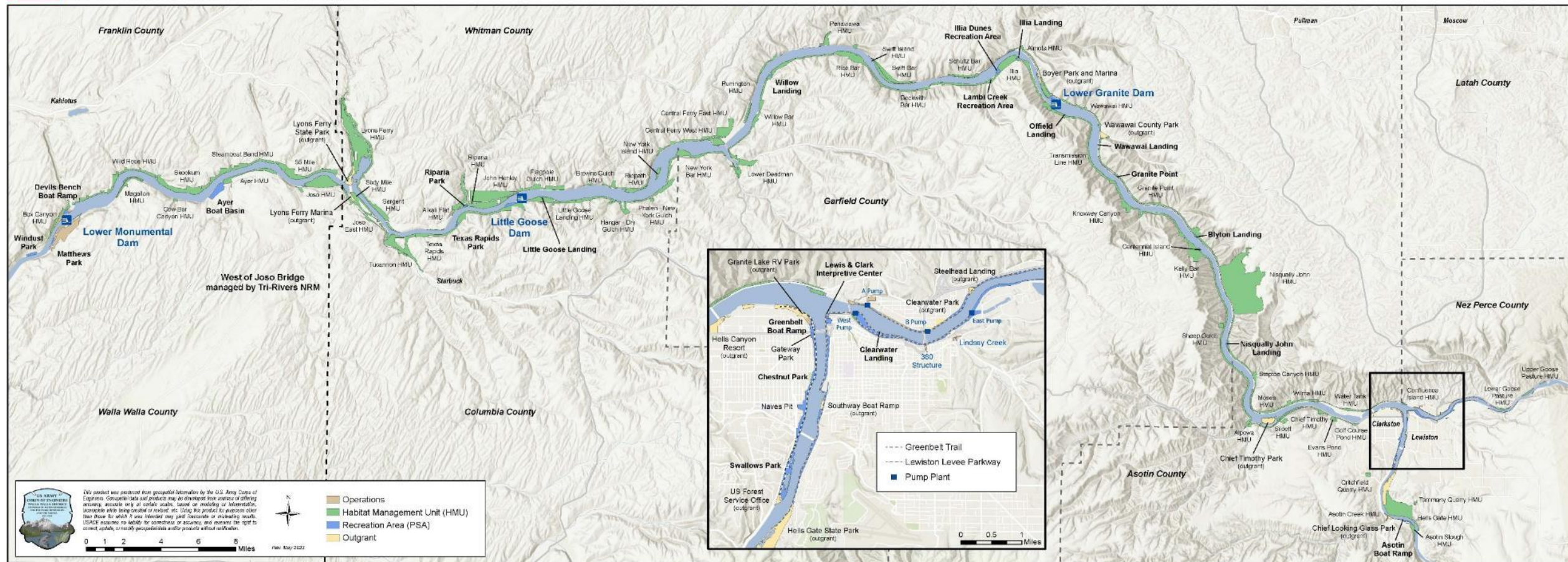
FOOTPRINT



U.S. Army Corps of Engineers

Walla Walla District

Lower Granite Natural Resource Management Project Area





FAST FACTS

- Project Acreage: 66,732 acres
 - Water Acreage: 46,654 acres
 - Land Acreage: 20,078 acres
- River Miles: 102
- 45 Recreation Areas
 - 16 Outgranted (Operated by Others)
 - 29 USACE Operated
- 55 Habitat Management Units
- Annual Visitors: 2.5 Million*
- Local Economic Impact: \$40,550,000*
- Jobs in the local Community: 824*



*Economic impact to communities within 30 miles of the lake. Based on 2022 Value to the Nation Fast Facts for Lower Granite, Little Goose and Lower Monumental upper pool.



FISH PASSAGE





FOUR METHODS OF PASSAGE FOR JUVENILE FISH



Traditional Spillways

Removable Spillway Weir (RSW)



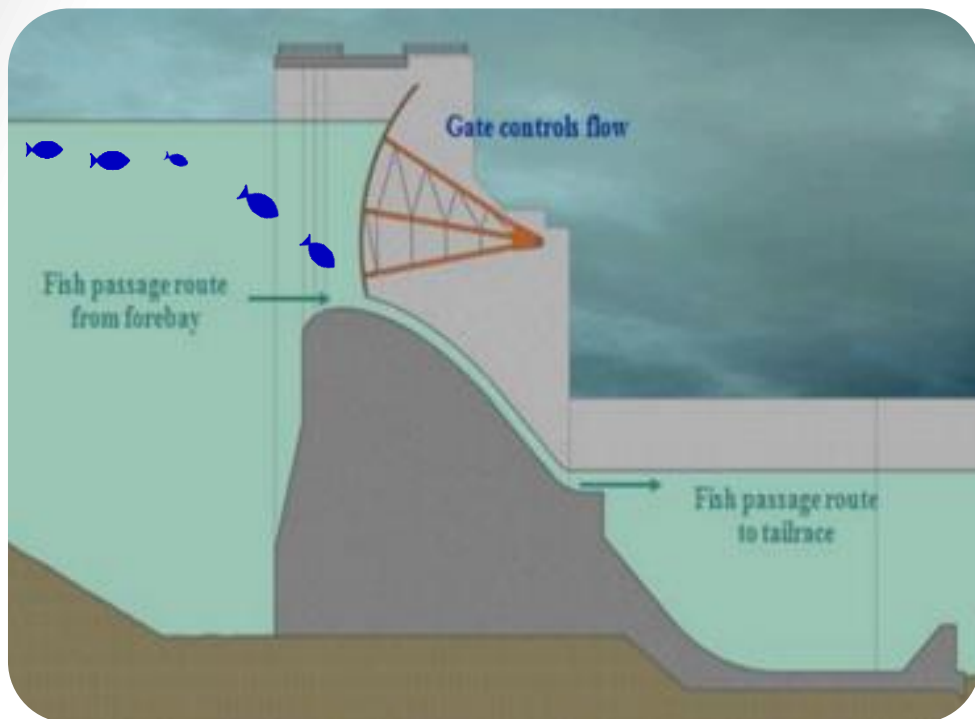
Juvenile Bypass System

Turbines



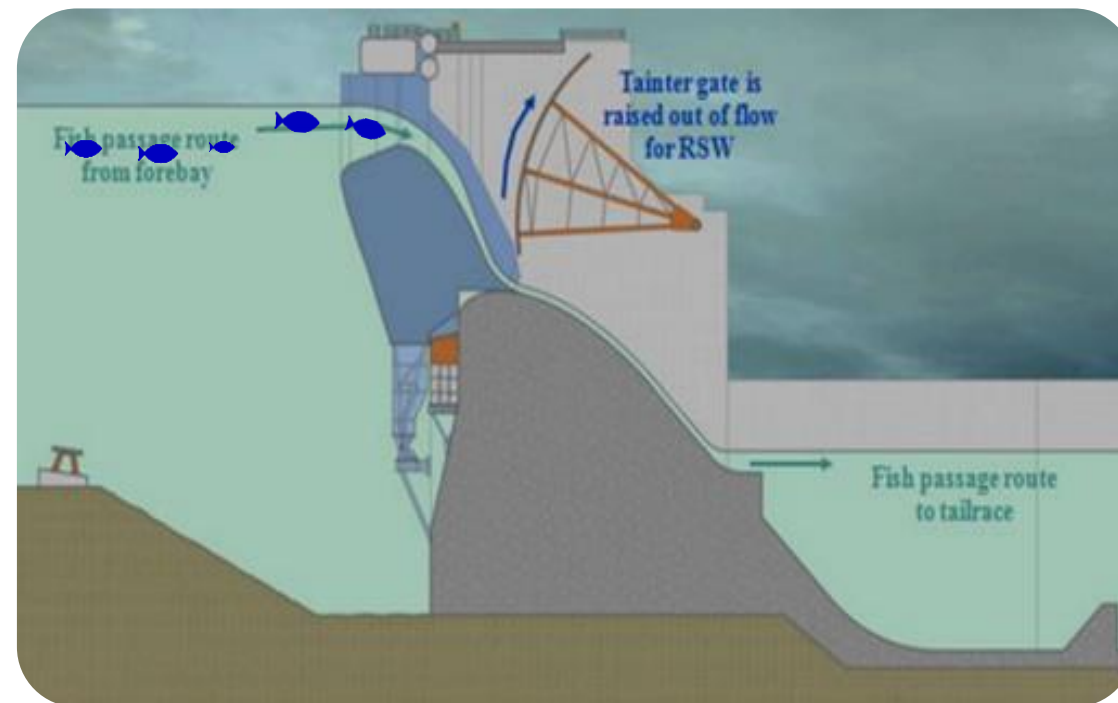


TRADITIONAL vs. SURFACE SPILLWAY



Traditional Spillways:

- Hold back 50 feet of water
- Open from the bottom
- Fish must dive to pass under gate

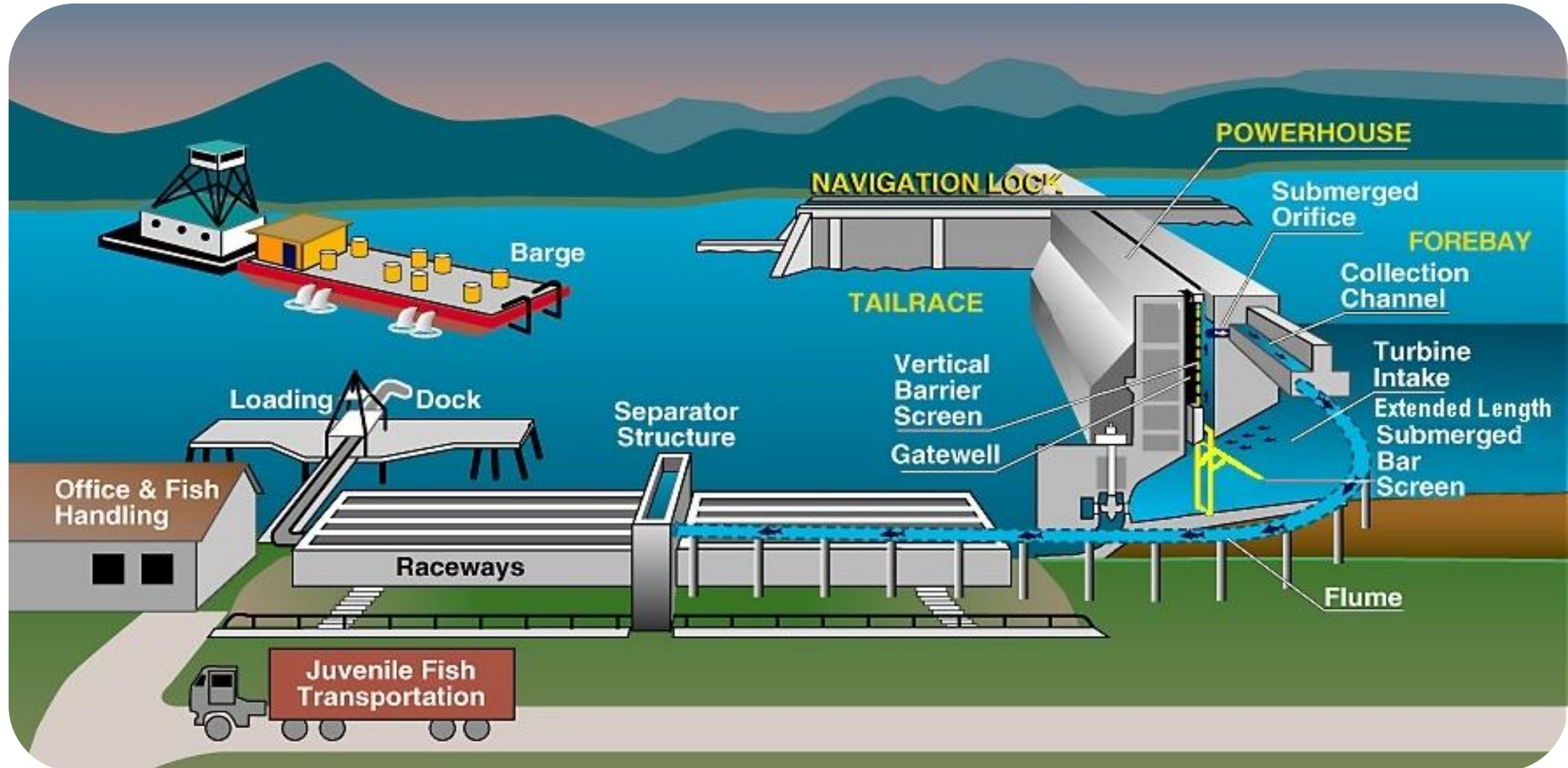


Removable Spillway Weir (RSW):

- Installed 2003
- Won National Engineering Award
- Increases spill passage efficiency
- Highest survival route
- Makes spillways easier to find
- Reduces # of juveniles passing through Turbines & Traditional Spillways



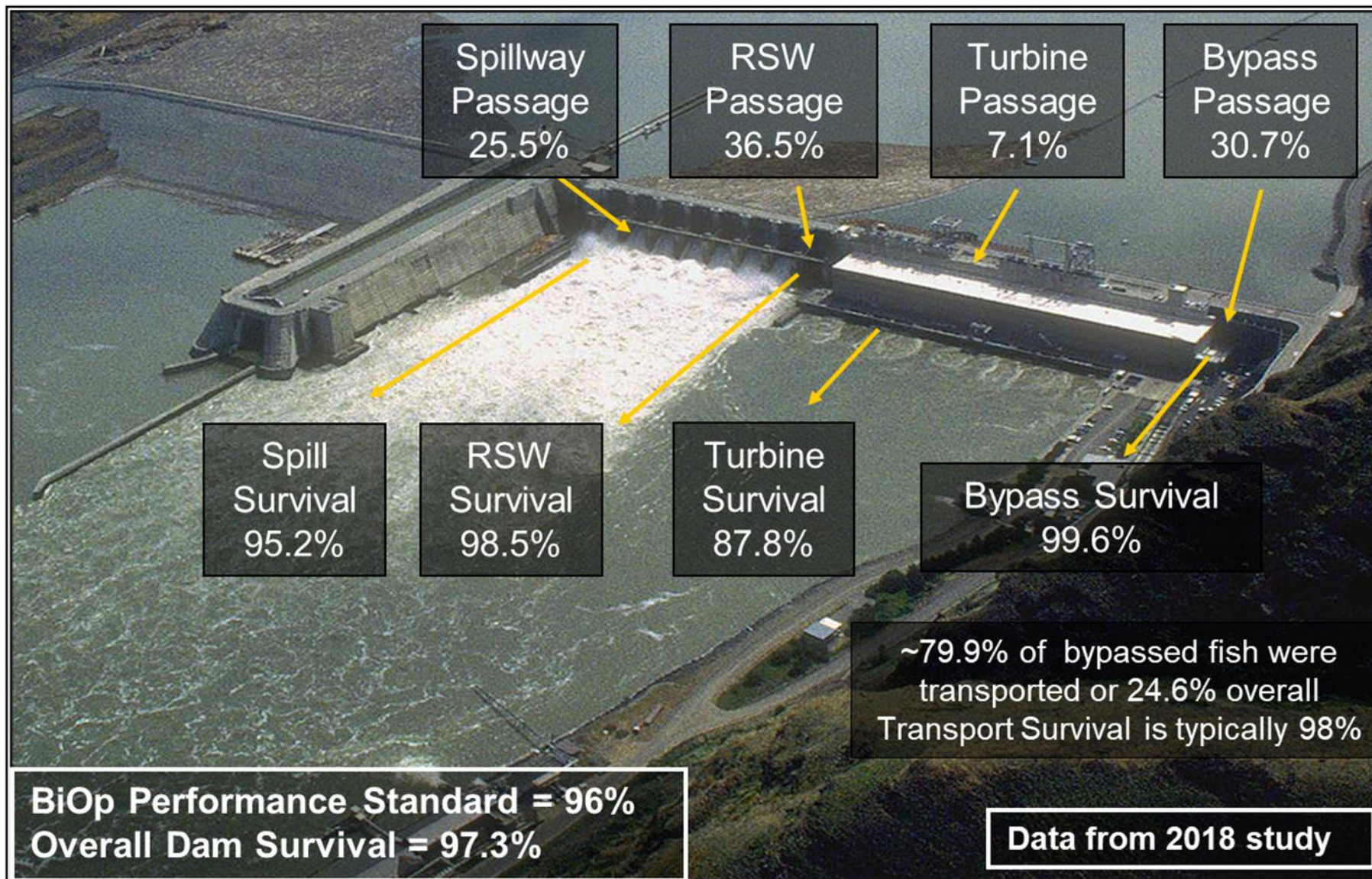
Juvenile Bypass System



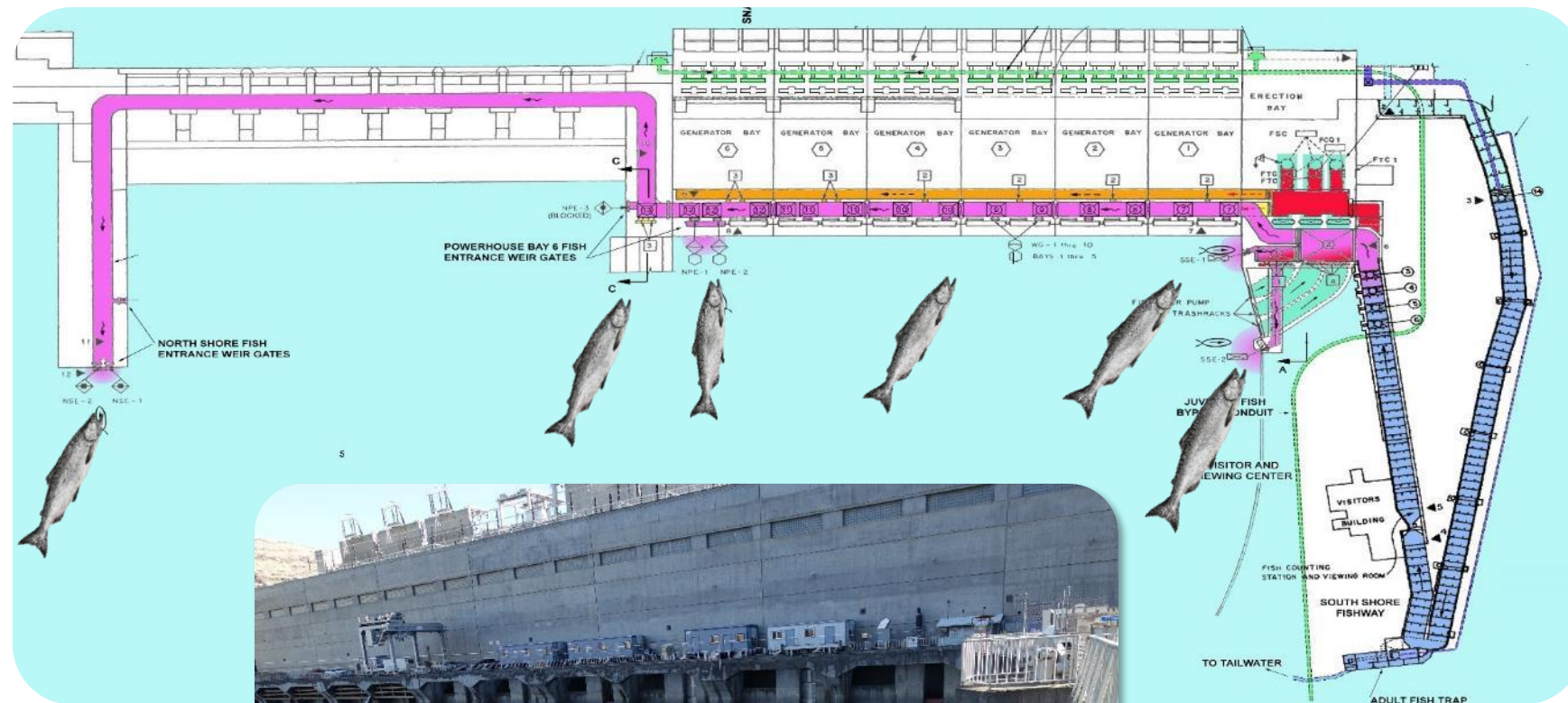


Lower Granite Dam

Yearling Chinook Passage & Survival Estimates



Citation: Skalski JR, RL Townsend, KD Ham, RA Harnish, T Fu, X Li, AH Colotelo, KA Deters, J Martinez, PS Titzler JM Lady, and ZD Deng. Passage and Survival of Yearling and Subyearling Chinook Salmon and Steelhead Smolts at Lower Granite Dam, 2018. PNNL-28211, Pacific Northwest National Laboratory, Richland, Washington



Several Fish Attraction Weirs located across the front of the dam, create a current that migrating fish are naturally drawn to, leading them to the Adult Ladder.





Adult Fish Trap

Researchers make note of:

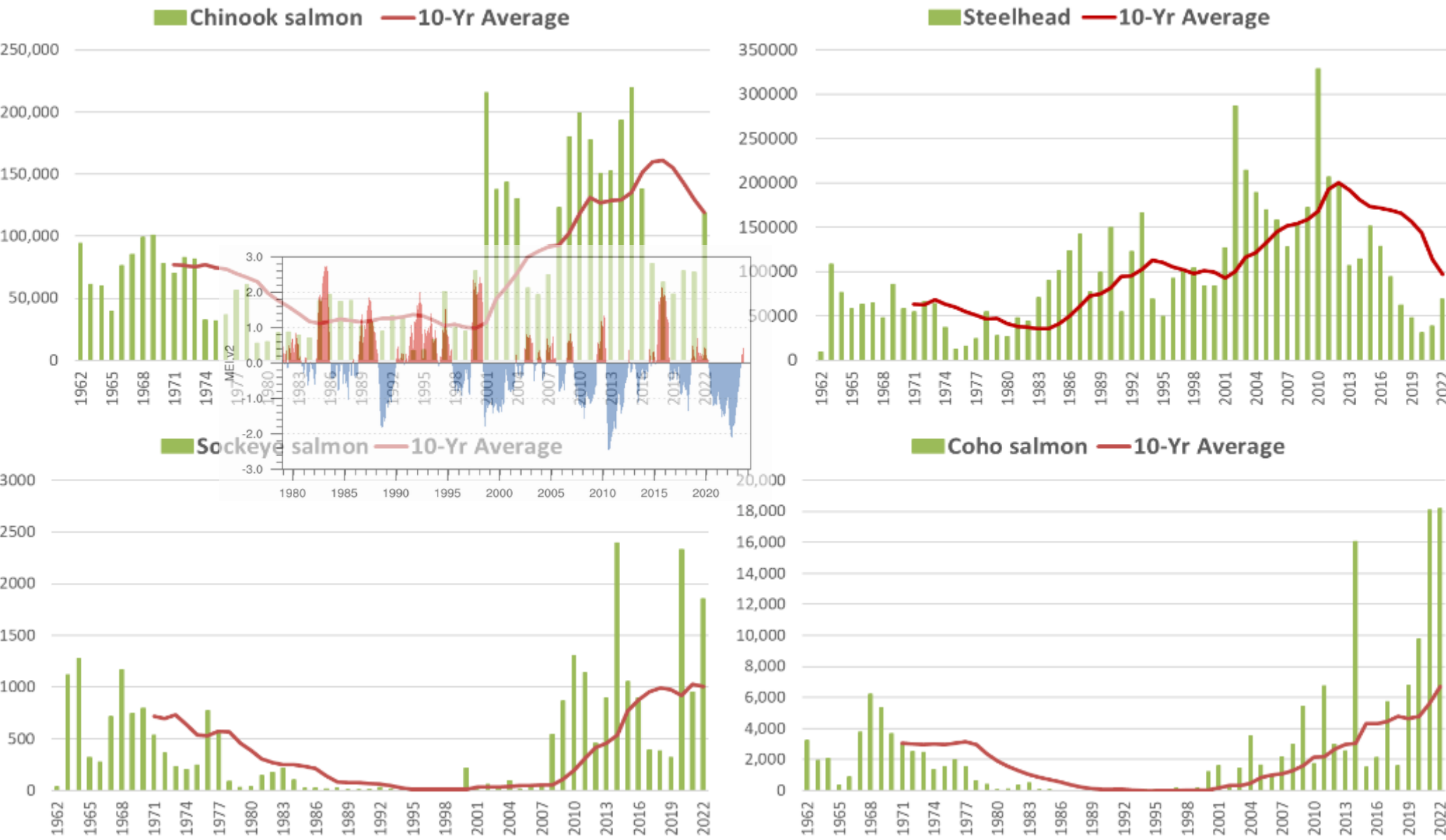
- Species
- Marks (e.g., fin clips)
- Length
- CWT presence
- PIT tag presence
- Injuries
- Scales for ageing
- Tissue for genetics analysis





Ice Harbor Dam 1962-2022

We have witnessed changes in biological productivity following shifts in the PDO. For example, zooplankton biomass was high from the 1950s through 1977, but during the warm phase of 1977–1998, zooplankton biomass in the southern California Current declined by nearly one order of magnitude. <https://www.fisheries.noaa.gov/west-coast/science-data/ocean-indicators-summary-2021>

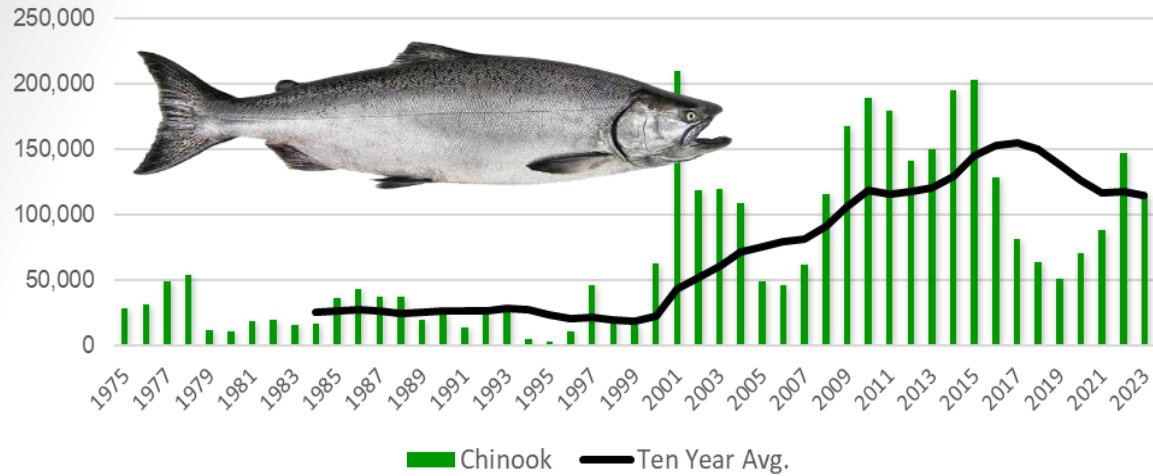


Lower Granite Dam Adult Fish Passage Returns 1975-2023

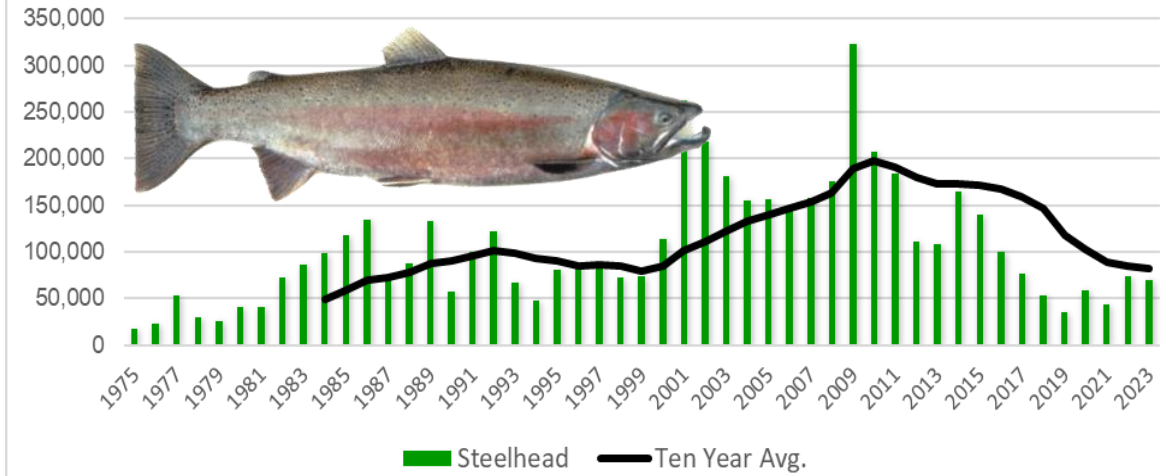
43



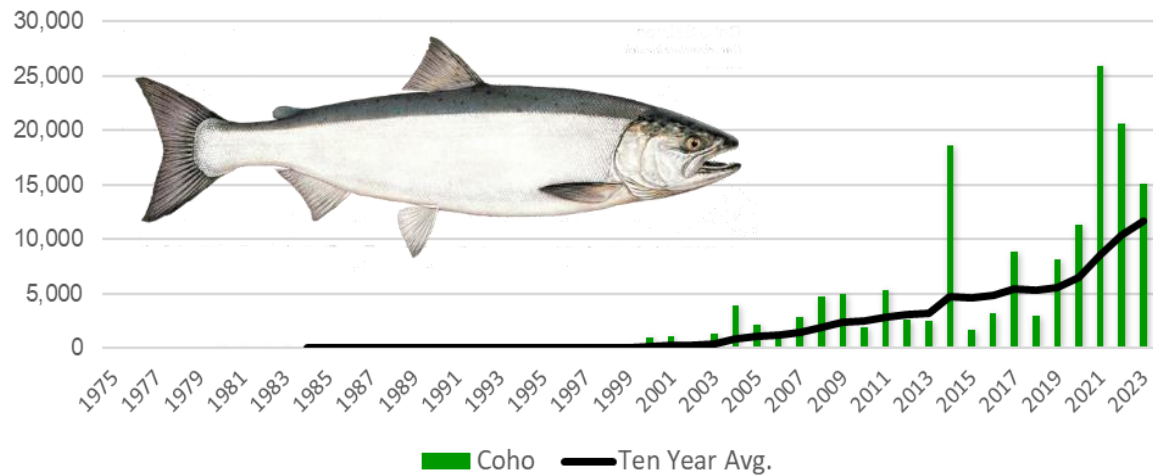
Chinook



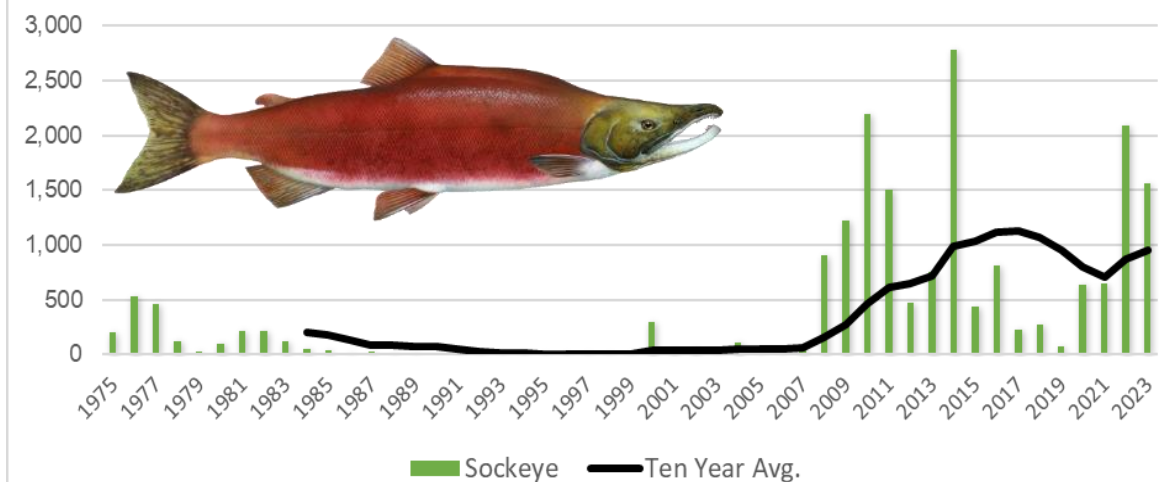
Steelhead



Coho



Sockeye





QUESTIONS?



Site & Infrastructure Development



- Conditional Use Permitting Process, Alan Thomson, Whitman County

Site & Infrastructure Development

- Whitman County Site Reuse & Revitalization Program
 - Presentation at St. John City Hall, October 14th at 6:30pm
 - Presentation in Oakesdale Town Hall, October 21st at 7pm



Closing

Follow us on
social media:



Email: ado@portwhitman.com
Next EDIM: November 6, 2024



www.portwhitman.com