

# EDC and Guests ICG Meeting

2.20.2025

# ICG Conversation Topics

- EDC definition and functional role
- Current EDC status and how we got here
- Transitions and new programs ahead at EDCTJ
- The value and potential of the EDC in the context of goals and work performed by public partners, and benefit to the community

# Purpose of an EDC – Broad Brushstrokes

- The word "economic" comes from Greek terms, translating as "household management", extrapolated to the level of community.
- Econ dev is a social science – study human behavior as a relationship between ends and means which have alternative use.
- The outcome of econ dev - **improved overall standard of living** in a community. Reflected in local planning document language like, “well-being”, “thriving”, “resilient”, “sustainable”
- The EDC work plan is based on **strategies focused to attract, create, and retain businesses that provide jobs to residents and investment in the community.**
- Our contract with the State of WA mandates measurement by traditional *indicators like employment and income*

Are these adequate indicators for improvement in standard of living?

# EDC as defined by the State of WA

An EDC by definition: An Associate Development Organization (ADO) designated by the WA State Dept of Commerce, defined by contract.

- WA State Constitution limits direct investment in small business by cities and counties
- And it allows for EDCs to work at this level - structured as nonprofit orgs/or within a Port
- Enabling legislation: Two State RCWs guide the role of the EDC, WA State RCW 43.330.080 and RCW 43.330.82

## **Funded mandates / Dept of Commerce – ensuring retention of ADO status**

- Business Retention and Expansion (BRE)
- Startup Assistance
- Export Education
- Training
- Business Recruitment

## ***Potential EDC work beyond the baseline - for which funding and capacity is sought***

- Workforce development
- Business resourcing - government contracts
- Diversity equity and inclusion (state requirement)
- Economic data sourcing
- Participation in infrastructure/community dev
- Legislative advocacy

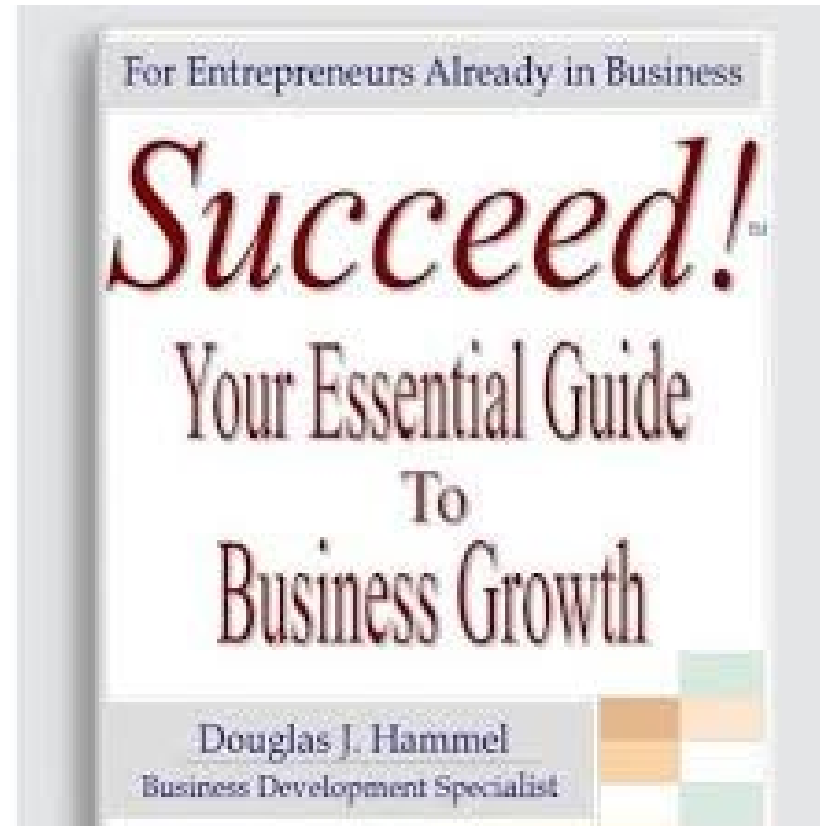
- Reporting on jobs, investment...

# One on One Technical Service Provision

## The EDCTJ Method

**internal advising**

At no cost!



Building  
Resources/Capability



Maximizing cash  
Flow/Productivity and  
Efficiency



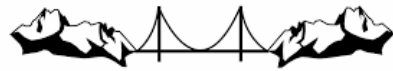
Volume

# Delivering Effective Education



## QUIMPER EVENTS

COLLECTIVE



Business BRIDGE

Connect - Collaborate - Thrive  
Olympic Peninsula



## **FINANCE MADE EASY!**

Discover how to build financial strength for your business! Learn the essentials of budgeting, forecasting, and strategic planning to drive long-term growth.

## **CONNECTING YOUR VISION TO RESULTS**

*Sharpen your vision-setting skills, learn strategies for engaging your team, and gain the tools you need to confidently bring your plan to life .*

## **PRICING AND PRODUCT INNOVATION**

*Learn pricing strategies, metrics, and insights to help you stand out in the market and grow profitability and sustainably. Don't miss this opportunity to strengthen your product approach!*

## **MARKETING AND BRAND STRATEGY**

*Build a brand that stands out! Explore strategic marketing, brand development, distribution channels, and how to position your business for greater visibility and impact.*

# Why is Economic Development Important?

Provision of services that meet basic needs (a predicate of thriving). Examples: local goods and services, road/water/sewer/power infrastructure, availability of medical care.

Thriving families need access to workforce training, leading to living wage jobs

-An EDC can provide a workforce backbone, advocacy and coordination of WF partners

Jefferson Healthcare requires a healthcare payer mix < 80% Medicare, and relies on employer's purchase of private plans

- An EDC assisting small businesses to grow increases their ability to hire and pay for health care plans (non-Medicare)

Resident homeowners need local service providers for home repairs, home health care, IT support, etc.

- An EDC can support and sustain a mix of businesses that meet local demand

Communities need functional infrastructure allowing for adequate local housing, roads...

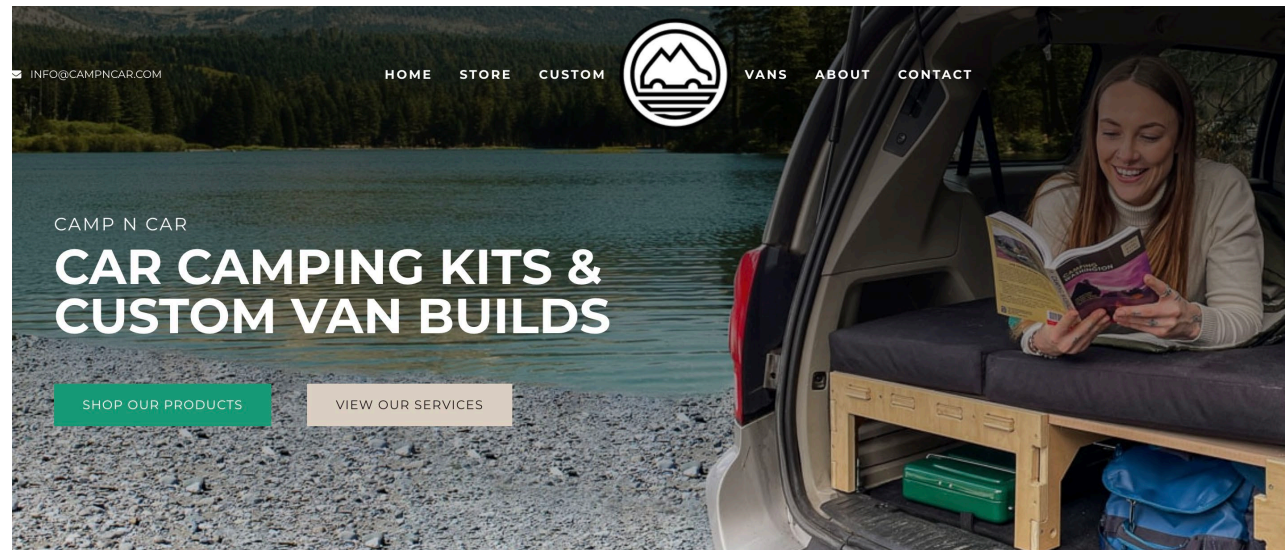
- An EDC can assist small businesses to grow, increasing profits that create tax revenue and local investment



Guest

## Martin Nerbovig CampNCar

The business started 6 years ago with 2 guys and \$200. Currently they have \$1.2MM in revenue, are growing 20%/year, and have 15 employees. They attribute their successful growth to counseling received from EDCTJ. They will likely expand soon, but where???





# Metrics Met Halfway Through the 2024-2025 Fiscal Year

<b>Dept of Commerce Reporting - 6 Month Period from July 2024-Dec 2024</b>			
Type	Goal	at Six Months	Percent of Goal
Business Retention and Expansion	70	50	71%
Recruitment	4	2	50%
Training	20	14	70%
Startup Support	5	14	280%
Export Assistance	4	2	50%

There are 5000 registered businesses in Jeff Co.  
75% are micro enterprises with 5 or fewer employees

# ADDENDUM A - Combined Business Retention & Expansion Activity

## Scorecard Data July-December 2024

Combined Scorecard Data											
July-Dec 2024	Jobs-New	Jobs-Retained	Investment-New	Loans-New	Startups-Only	Total Businesses New/Retained	Advising Hours	Advising Sessions	# Businesses Trained	\$ Federal Contracts	Hub Zone Certification
EDC	16	191	\$140,000.00	\$590,000.00	16	72	228	220	4		
SBDC and CIE	32	13		\$977,653.00	4	28	203	not reported	not reported		
Apex	3	173			1	32	52		18	\$601,121.00	4
Tree Ring											
Commerce											
Enterprise for Equity											
<b>Total</b>	<b>51</b>	<b>377</b>	<b>\$140,000</b>	<b>\$1,567,653</b>	<b>21</b>	<b>132</b>	<b>483</b>	<b>220</b>	<b>22</b>	<b>\$601,121</b>	<b>4</b>



Guest  
Devin Gonzales

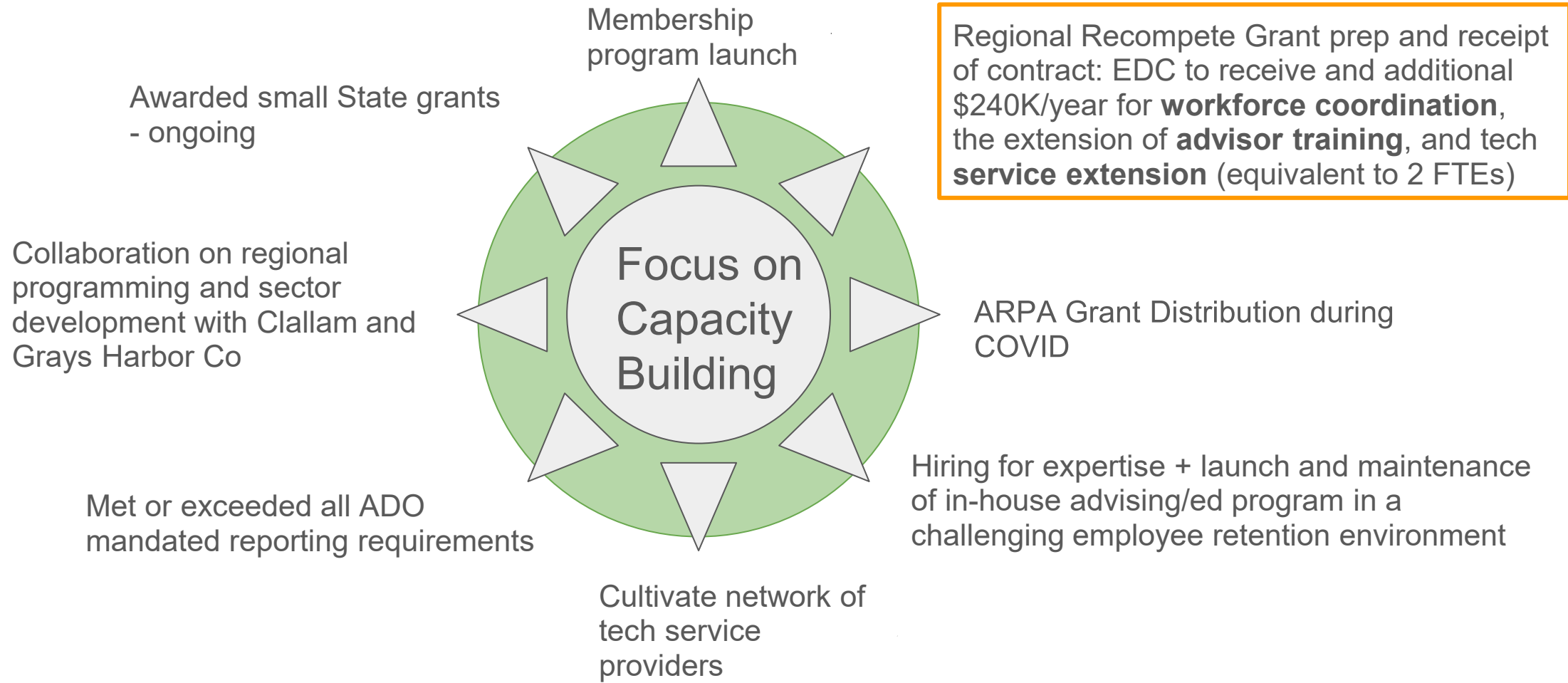
Education Partner  
The Center for  
Inclusive  
Entrepreneurship

Seeking to contribute to regional food  
network development, and support  
microenterprises. Housed at EDCTJ at  
385 Benedict St



Building Businesses, Empowering Communities

# Accomplishments over 3+ years



# ADO (EDC) Funding Design

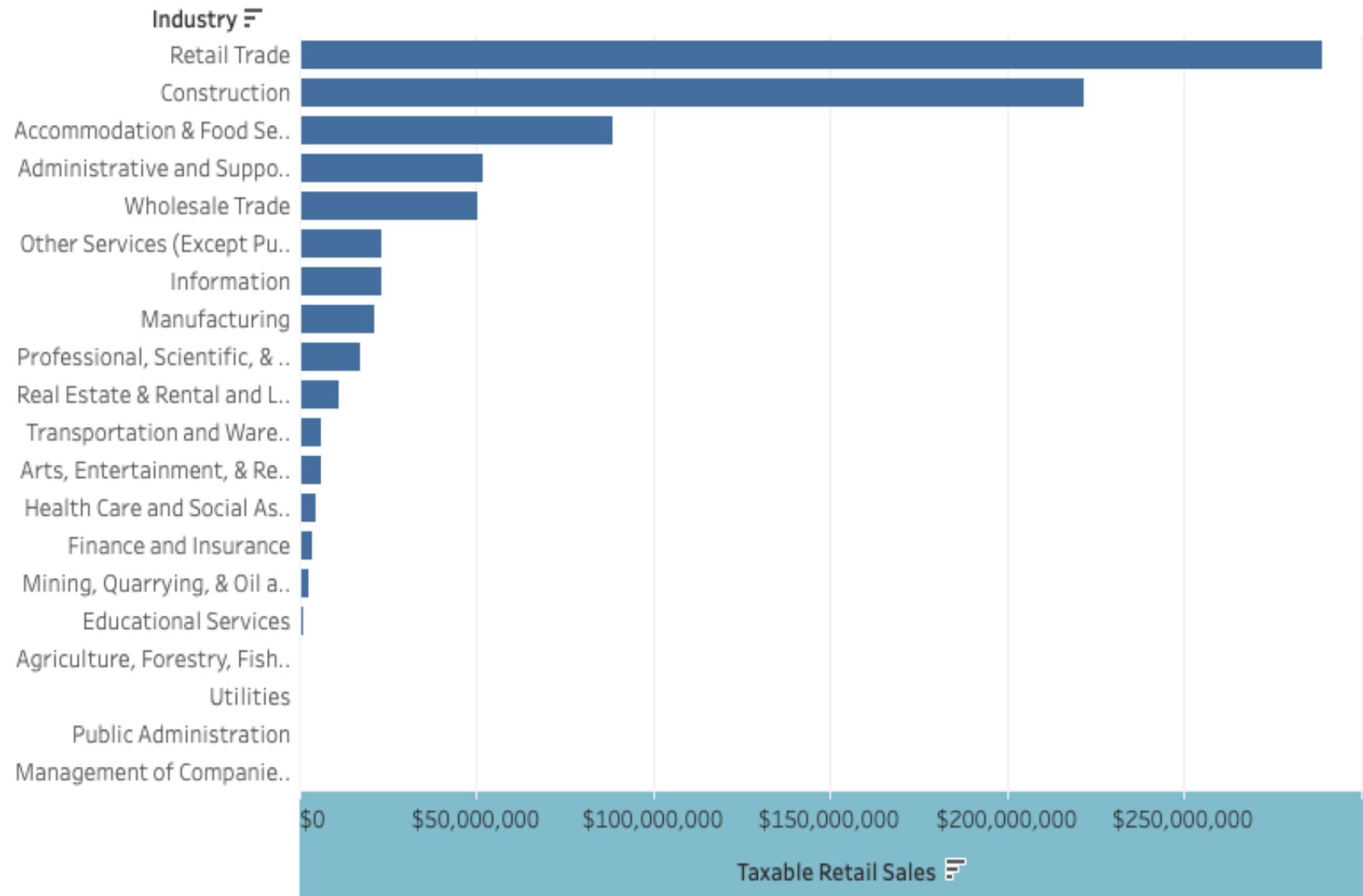
***Seed funding from Dept of Commerce is meant to stimulate local funding from public partners to fund organization operations.***

Additional funding is raised through EDC offerings like paid classes, membership program, and grants to fund programs, when available. 501C6 organizations are mostly limited to government grants.

<b>Entity</b>	<b>% Revenue</b>	
County/PIF	41%	
WA State Dept of Commerce	17%	Facing cuts in 2026
EDC	17%	Classes, membership/sponsorship, grants
Port, PUD, City	8.5%	(each)

\*Public Partner funding does not cover basic operations

## 2023 Industry Comparison



Year

## Total Taxable Retail Sales

Year of Date	
2005	\$368,471,576
2006	\$371,805,854
2007	\$378,178,087
2008	\$376,015,912
2009	\$351,903,358
2010	\$331,408,951
2011	\$342,352,067
2012	\$343,137,712
2013	\$378,279,533
2014	\$382,149,041
2015	\$427,368,844
2016	\$477,843,368
2017	\$488,229,776
2018	\$550,783,822
2019	\$583,466,056
2020	\$576,658,785
2021	\$685,117,318
2022	\$775,518,437
2023	\$821,669,081
2024	\$418,212,975

Third Speaker  
Mark Knudsen  
EDC Board President





# 2025 Initiatives

## 1. Recompete grant program launch

- Workforce backbone
- Train the trainer program
- Increase in advising service to Quilcene & Brinnon

## 2. Ongoing grant administration

- WA State Microenterprise grant - East/West County grant funded initiative targeting “Makers”
- Commerce-grant writer grant, directed toward forest products

## 3. Transition to a New ED

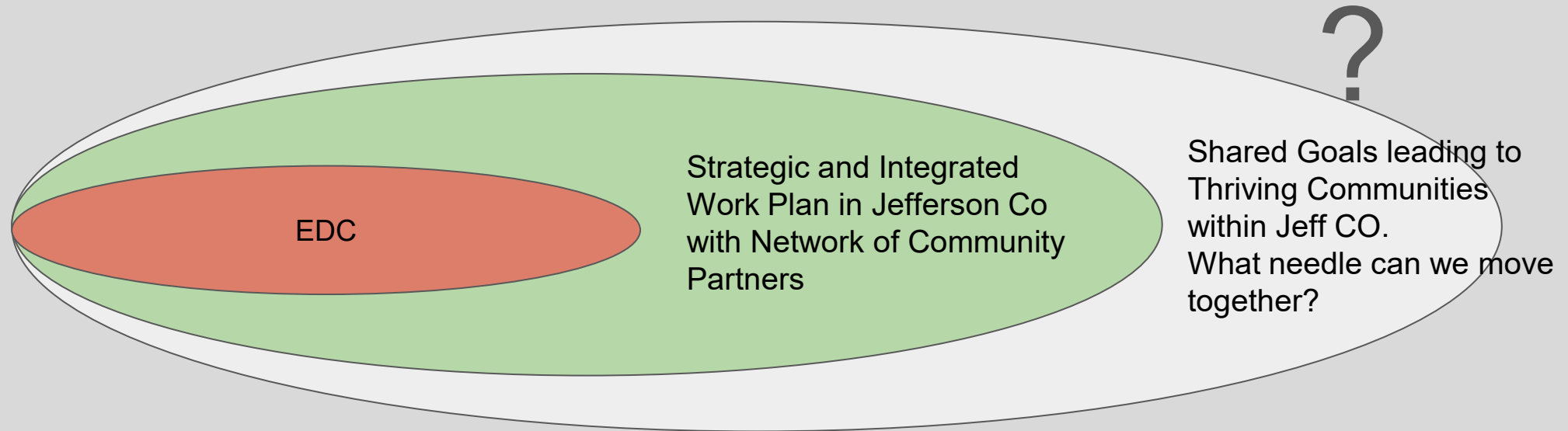
## 4. Filling BOD seats

### *Wish list of future programs*

- Succession planning including ownership options like employee ownership and perpetual purpose trusts
- Subsidiary C3 and potential for developing a Community Fund
- Integration of circular economy concepts in business thinking
- Self lead cohorts, exploring leadership, and topics of interest to the business community

# Nested Systems Diagram

Context for Engagement and Impact



# Questions for you

Within the EDC's scope, how can we best collaborate to benefit our community in these rapidly changing times?

*What could we do together?*

Thank you!

