

Economic Development Partnership Grant Program

Promoting local economic development throughout King County



Economic Development Partnership Grants



City of Auburn

2017 Grant Will Support:

- Build upon the business incubator initiative launched last year with business assistance workshops and development of a resource network for entrepreneurs in their innovation partnership zone (mentors, attorneys, venture capital, angel investors, bankers, and other public sector resources).
- Refine the City's business license process to improve the quality of information for a marketable and searchable buy-local database and

2016 Grant Supported



AUBURN

Grant Award: \$65,000

Doug Lein.....dlein@auburnwa.gov

Developed a business- to- business supply chain database to promote local purchases through the business license process. Launched a 1,556 square foot business incubator with the capacity to house a minimum of 10 businesses. The 4 companies that initially located within the incubator include; a website developer, app developer, construction management (woman owned), and a manufacturer of bio-digesters. Four additional companies are in the approval process to locate in the incubator. Once a company locates in the incubator, their progress is reviewed by the Advisory Committee every 90 days, with the goal of launching the company on their own within 12- 18 months.

City of Bellevue

2017 Grant Will Support:

- Build upon the business incubator initiative launched last year with business assistance workshops and development of a resource network for entrepreneurs in their innovation partnership zone (mentors, attorneys, venture capital, angel investors, bankers, and other public sector resources).
- Refine the City's business license process to improve the quality of information for a marketable and searchable buy-local database and

2016 Grant Supported



BELLEVUE

Grant Award: \$65,000

James Hendersonjshenderson@bellevuewa.gov

Established partnerships with other eastside cities to promote the region's business climate for technology companies.

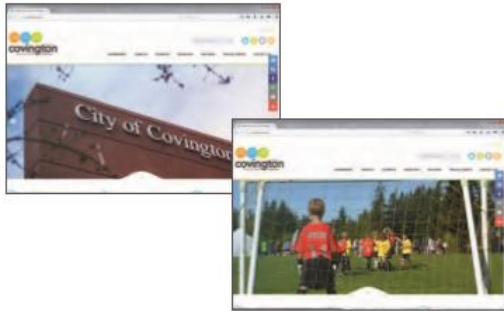
Provided export and marketing training to technology companies prior to attending Mobile World Congress;

Participated in an event to recruit international technology companies identified at Select USA, in October 10, 2016.

Collaborated with eastside cities in marketing the Innovation Triangle brand.

City of Covington

2016 Grant Supported



COVINGTON

Grant Award: \$18,520

Karla Slate.....kslate@covingtonwa.gov

Redesigned the city's website with an emphasis on economic development opportunities and business services. Incorporated economic development data, demographics and an interactive map showing information on development opportunities in the city.

2017 Grant Will Support:

- Implement Town Center redevelopment project by designing and placing street pole banners as part of a new program which will demarcate the boundaries of a new town center currently in its planning stages and publicizes local attractions
- Promotes the city's new brand and communicate awareness to residents and visitors the boundaries of a new town center currently in planning stages

City of Kirkland

2016 Grant Supported



KIRKLAND

Grant Award: \$65,000

Ellen Miller-Wolfe Emiller-Wolfe@kirklandwa.gov

Partnered with Bellevue and Redmond to promote ICT cluster growth within the Innovation Triangle Brand

Participate in tradeshow events to attract technology companies including, DICE (Design, Innovate, Communicate, Entertain), Mobile World Congress and Select USA.

Provided business assistance to startup and small companies to prepare for Mobile World Congress in Barcelona.

Prepared an engineering study to increase transient moorage at Kirkland Marina, with the next step to do a financial analysis.

2017 Grant Will Support:

- Build upon initiatives launched last year related to the Innovation Triangle with resources going to marketing materials, a new social media engagement strategy, updating of website, and participation at business site selection events.
- Expanding moorage at Marina Park to help recruit commercial, recreational tourism boats and increase access to Kirkland's central business district.

City of Newcastle

2016 Grant Supported



NEWCASTLE

Grant Award: \$10,940

Thara Johnson tharaj@ci.newcastle.wa.us

Port funds were used to support development of a new downtown plan, along with revised development regulations and capital improvements program for transportation and amenity improvements in the Downtown, including streets, public spaces, parking, and public facilities. A new conceptual plan and vision for Coal Creek Parkway was developed to support a pedestrian-oriented downtown with effective linkages to the other sectors in the CBC and surrounding residential neighborhoods. The planning process also included an audit and a comprehensive revision of the Downtown zoning regulations and design guidelines.

2017 Grant Will Support:

- Develop and design gateway signage to create a sense of arrival into the city and part of a larger effort to transition the downtown area into an attractive location for visitors, residents, businesses and ultimately redevelopment.

City of Normandy Park

2016 Grant Supported



NORMANDY PARK

Grant Award: \$6,420

Mark Hoppen MarkH@ci.normandy-park.wa.us

Training was provided through the SBDC at Highline Community College for 209 unique businesses. A website was created for the new Normandy Park Economic Development Committee which is open to Normandy Park residents and businesses, promoting "Buy Local" and "Shop the Park"

2017 Grant Will Support:

- Attract potential visitors from the airport through an improved website and wayfinding signage to recreational locations.

City of North Bend

2016 Grant Supported



NORTH BEND

Grant Award: \$6,460

Lynn Hydelhyde@northbendwa.gov

Created two videos to promote outdoor recreation and market the city through social media. The City contracted with KOMO to produce the videos that will be aired in July.

2017 Grant Will Support:

- Creation of a new visitor website that will highlight opportunities in and around North Bend and connect visitors and residents to the local economy.
- Improved signage that will guide residents and visitors to North Bend's historic downtown.

City of Redmond

2016 Grant Supported



REDMOND

Grant Award: \$59,180

Jill SmithJESmith@redmond.gov

Developed a marketing and media package that includes video, business cluster fact sheets, print and digital brochures.

Participated in business recruitment events including D.I.C.E (Design, Innovate, Communicate, Entertain) and the Space Foundation Symposium.

2017 Grant Will Support:

- Attract new companies to Redmond with an emphasis in the software and interactive media through participation in several targeted conferences and trade shows with business leaders in these fields.
- Update and enhance Redmond's marketing materials with visualizations of planned development in urban centers and villages used to explain the City as an ideal place to locate.

City of Sammamish

2016 Grant Supported



SAMMAMISH

Grant Award: \$49,980

Mike Sugg MSugg@sammamish.us

Port funds were used as part of the City's Economic Development Scoping Analysis including updated demographic and economic data, a marketing factsheet, updated website focused on business attraction and retention.

2017 Grant Will Support:

- Development of a distinctive new branding the City in keeping with the levels set by Eastside neighbors
- Develop an implementation and marketing plan for introducing a new brand

City of SeaTac

2016 Grant Supported



SEATAC

Grant Award: \$27,650

Jeff Robinsonjrobinson@ci.seatac.wa.us>

Redesigned the City's website to provide improved economic, demographic, zoning, comprehensive plan and utility information to support business expansion and attraction.

2017 Grant Will Support:

- Establish a “Business Synergy Program” which will identify small business needs and opportunities to products and services of other local businesses
- Design wayfinding signage to help guide visitors from the airport to businesses and hotels as well as community artwork on 188th street entryway.

City of Snoqualmie

2016 Grant Supported

2017 Grant Will Support:

- Reinvest in Savor Snoqualmie's tourism initiatives started last year
- Create new hard copy and electronic marketing materials that support “local first” products, guidebooks, and wine events
- Installation of new wayfinding signs to Snoqualmie Valley Trail to promote both the falls and Meadbrook Farm



SNOQUALMIE

Grant Award: \$12,850

Mark Hofmanmhofman@ci.snoqualmie.wa.us

Collaborated with other Snoqualmie Valley cities on the Savor Snoqualmie branding and marketing campaign.

The City of Snoqualmie created a poster series promoting outdoor recreation, culinary experiences, cultural heritage and local art. They also developed an online calendar of events to assist visitors to develop local itineraries.

Due to permitting issues, the wayfinding signs have been delayed. The cities have requested an extension to complete sign fabrication and installation.

City of Tukwila

2016 Grant Supported



TUKWILA

Grant Award: \$19,300

Brandon Miles Brandon.Miles@TukwilaWA.gov

Port funds were used to implement a business attraction, recruitment and retention program including, updated demographic and economic data, new marketing materials and an updated City website.

2017 Grant Will Support:

- Development of marketing materials (specifically visualizations and renderings) to promote Southcenter and Tukwila International District redevelopment plans as a locale to prospective real estate developers, non-profits, and public agencies

City of Renton

2016 Results



RENTON

Grant Award: \$65,000

Cliff LongClong@rentonwa.gov

Port funds were used to support part of the community's overall branding and marketing campaign which includes, implementation of a new website with a searchable land and building inventory, GIS integration, economic data, and demographic profiles to promote commercial and industrial sites in Renton. Port funds were also used to develop collateral materials through production of photography, video, print, audio and other digital media highlighting Renton's business and industry, as well as promote downtown branding, including street banners, website upgrade and utility cabinet wraps.

2017 Grant Will Support:

- Business recruitment – increase in stability of retail businesses and reduced number of vacant storefronts.
- Implement Downtown revitalization program
- Sunset Shines Marketing Campaign – support public art installations and tactical place making activities.
- Entrepreneurial Support – provide training and assistance to encourage and attract new businesses.

Recruiting New Business and Supporting Entrepreneurs

City of Des Moines

2016 Results



DES MOINES

Grant Award: \$30,100

Michael Mathias mmathias@desmoineswa.gov

Completed a pre-design feasibility study for a multi-use facility at the downtown Marina location.

Completed a market demand assessment of the Marina and downtown as “destination locations” to accommodate future growth, including a parking study assessment.

2017 Grant Will Support:

- Support Marina redevelopment - building on the work of 2016/2017 grant
- Expand downtown parking study to include nighttime activity

Marina and Downtown Development

City of Issaquah

2016 Results



ISSAQUAH

Grant Award: \$33,330

Jen Davis Hayes jenh@issaquahwa.gov

Provided training for eight small businesses in preparation of attending Mobile World Congress in collaboration with the State Department of Commerce and other eastside cities.

Created a six part business education series through the Issaquah Chamber of Commerce focused on advertising and marketing best practices.

Created a video to promote the city's Sports Medicine Hub through social media and on-line resources. Due to staff turnover, the scope of Issaquah's work plan was scaled back and the total Port funds expended were reduced.

2017 Grant Will Support:

- Initiate branding and wayfinding campaign which will increase tourism, attract visitors outside the region and increase hotel stays.
- Chamber University – funds to be used to develop and conduct business workshops to assist small businesses in Issaquah.
- Global Passport – enhance collaboration with eastside cities to increase exporting among small businesses.
- Website Development – update and redesign the city's website with an emphasis on economic development opportunities and business services.

Export Assistance, Tourism & Small Business Training

City of Kenmore



2016 Results

KENMORE

Grant Award: \$21,500

Nancy Ousley housley@kenmorewa.gov

Provided training and technical support for 21 businesses in two workshop series (Fall 2016 and Winter 2017)—a series of six sessions each. The 5x Entrepreneur Series training sessions focused on setting goals for revenue growth over 2-3 years, and learning about best practices from a proven model and experienced business development consultant. The group training was augmented with individual sessions with Corey Hansen, the consultant and author of Best Practices of High Performance Entrepreneurs.

As of April, eight of the businesses have joined the Virtual Incubator Program to continue their work, while some were already associated with the in-house or Virtual program. The overall revenue goal for the 21 businesses is over \$65M, with an average of \$3.1M per business, and the revenue goals continue to increase, along with employment growth goals. The revenue goals represent nearly 800% of the 15 established businesses, and employment growth goals total 138% of present staffing. Promoted the City's image for business development and tourism

Built a marketing brand based on local assets like Bastyr University, Kenmore Air, Edward State Park, Lakepointe and Kenmore's emerging brewery district designed to attract visitors and tourists.

2017 Grant Will Support:

- Repeat the successful Business Acceleration Training Program by the Kenmore Business Incubator that was funded by the Port in 2016-2017.
- Update the Commercial Land Capacity Analysis to reflect recent downtown zoning changes.
- Promote Kenmore's craft brewing scene with custom designed street banners and wayfinding signage visible to travelers on SR 522 and the Burke Gilman Trail.

Business Accelerator Training & Craft Brewing Industry Promotion

City of Skykomish

2016 Results



SKYKOMISH

Grant Award: \$5,000

Tony Grider MayorGrider@frontier.com

Designed a historic signage plan that will serve as a walking tour of the town and provides historic information on the town and significant buildings.

2017 Grant Will Support

- Promote tourism opportunities by developing site specific signage for historical and recreational sites.

Promoting Cultural Tourism and a Sense of History

City of Shoreline

2016 Results



SHORELINE

Grant Award: \$54,500

Dan Eernisse deernisse@shorelinewa.gov

Developed a Request for Expression of Interest (RFEI) Prospectus to attract public and private investment for a Shoreline Media Campus. The Media Campus is intended for local production of movies, episodic television, commercials and gaming content and provide a flexible platform for new technology production to thrive such as VR/AR. The RFEI provides information on market demand, design and financial models and will be used to present this opportunity to potential investors and developers.

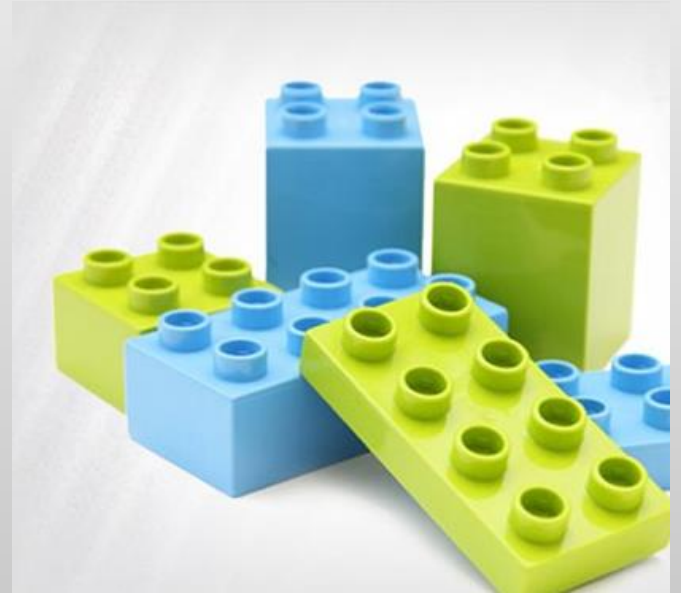
2017 Grant Will Support:

- Further develop the Seasound Media Campus initiative
- Support Home-based Business
- Support Ridgecrest Right of Way Improvement Plan

Media Campus Development & Small Business Assistance

An Important and Effective Partnership

- Initial Results are Favorable
- Cities are willing to report on longer term results
- Cities do not have the resources to implement these initiatives. In many cases local governments are now able to take on longer term development projects (ex. Des Moines)
- This partnership is an effective way to advance the Port's Century Agenda and business interests



Leveraging Port Resources to Promote Regional Development