

Business Catalyst

News from the Grays Harbor Economic Development Council

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Economic Development Council
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April Edition of Grays Harbor EDC e-newsletter.

The Grays Harbor e-newsletter is designed to provide our members with updates on our activities and services which are focused on business retention and expansion assistance, Recruitment and marketing and infrastructure development.

Business Retention and Expansion assistance update

The mission of the EDC is to assist existing businesses that are in jeopardy of layoffs and to help businesses that are expanding to easily make the transition. The EDC has a number of programs that can assist in these endeavors. We partner with two groups that assist expanding businesses to increase their productivity and/or market share.

These two groups, the [Washington Manufacturing Services](#) and the [Procurement Technical Assistance Center](#), have very specific programs that help businesses to succeed. WMS provides consultant assistance for processes such as Lean Manufacturing, Public Relations, and IT design and implementation. They provide these and many other services at a discount compared to direct consultant services.

PTAC is a direct assistance program where the EDC assists businesses to expand their marketing to doing business with the Government agencies spending public dollars. Included in this service is helping to "sign up" with the various government entities, search the myriad of agencies for matching contracts, and filling out the difficult bids that match the individual business products or services.



Recent activities:

What is the EDC's mission?

The Mission of the Grays Harbor Economic Development Council is to facilitate in the creation and retention of jobs and investment in Grays Harbor County.

What is the Vision?

The vision of the Grays Harbor Economic Development Council is to achieve economic growth and improve the County's quality of life for the people of Grays Harbor County.

How do we do that?

1. We market land and buildings in County to companies that are looking to expand from outside the region - in other words, we sell the Harbor.
2. We assist in the retention and expansion of companies that are already in the County - Keeping our local businesses healthy
3. We facilitate in the creation of infrastructure to support 1 and 2 above.

Community Service Announcement

The **GRAYS HARBOR PUBLIC DEVELOPMENT AUTHORITY** is seeking a candidate for Board Position No. 6 beginning Aug. 1 2009. Interested persons should be private sector business leaders with experience relevant to the Satsop Development Park such as finance, development, or management.

Directors serve 2-year terms, must be GH County residents, and may not be employees of the County, Port or PUD. Appointed members of GH County Boards and Commissions are not eligible to serve on the GHPDA Board.

- Assisted a local business to develop a carbon sequestration engineering study and production plan that will revolutionize the pulp and paper industry. The EDC managed the contract and grant from the state to ensure that all requirements of the grant were met. The EDC also has been the ombudsman between the business and the various government entities
- Working directly the US Navy to expand their base of local companies that want to participate in doing business with them.
- Beginning biannual survey of manufacturers. This program helps to establish the health of the County's industries and specific company issues as it pertains to expansion or retention issues.
- Assisted a local company that was having difficulty with their neighbors. Helped them hire a PR firm and Lawyer and counseled them to preclude any local issues while the company made changes to their process. It has succeeded completely
- Assisted a local company to design and replace their telephone and IT systems.
- Many other types of counseling and assisting to small businesses.



The Staff person at the EDC that provides these Business Development Services is Roger Milliman.

Roger has many years experience working in the cellular industry's development, venture capital, and small business development. He is a local small business owner in Ocean Shores and is available to assist any company or entrepreneur in our community.

Please submit resume and letter of interest by May 1, 2009 to:

Grays Harbor Public Development Authority
 50 Enterprise Lane Ste 101
 Elma, WA 98541
 Or email to: tgarrow@satsop.com

Investment and job creation throughout the County

- BMT- Northwest (Brown- Minneapolis Tank) signed a 15 year lease with the Satsop Development Park. BMT manufactures large-scale steel tanks and equipment for various industries. They employ approximately 26 people.
- Ocean Cold has completed a 92,000 sq. ft. Cold Storage Facility on Firecracker Point in Westport. According to Richard Carroll of Ocean Cold Seafood's, Westport is rated 6th in the US for commercial fishing landings by volume, and this new facility is strategically located to better serve the northwest fishing fleet. The facility employs 50 workers year around.

[More on our Updated Website](#)