

YOU SPOKE AND WE HEARD

BVP SURVEY SUMMARY

BUSINESS CONTINUITY

The PCEDC will be holding its' second Ready, Respond, Recover conference on October 14, 2009 at the Chautauqua Lodge in Long Beach.

This valuable event will provide Pacific and Wahkiakum County businesses with critical information about:

- Preparedness Planning
 - Securing facilities
 - Communicating with customers
 - Handling money matters
 - Rebuilding information
- More preparedness info and handouts from the first Ready,

Respond, Recover conference, held June 16, 2009 in South Bend, are available on the PCEDC website.

www.pacificedc.org/conference.htm.

The PCEDC will be working one-on-one with businesses who attend the conference to develop customized business preparedness plans.

Registration is \$25 for the full day conference, lunch, all materials, and includes a donation to the local food bank. Contact Karen Tully to register. edcpcog@pacificedc.org 360-642-9330 or 360-875-9330

START YOUR ENGINES: SPOTLIGHT ON PREPAREDNESS

Is Your Generator Ready-to-Go?

After the last two winters in Pacific County, a lot more businesses got the message that they needed a generator; to stay open during an extended outage, provide critical customer and community services, and to avoid costly product loss.

Many businesses that didn't have a generator bought one, but are they ready to run when needed? One local Bison farmer shared his system for constant generator readiness:

1) **Properly connect your generator to your business.** A licensed electrician can help you do this *safely* and customized to your needs - so that all you need to do is flip a switch to change over to generator power.

2) **Use your generator one hour per week.** This will alert you to any problems early slowly use the gasoline before it gets old. If you only crank up your generator once or twice a year when the power goes out, there's a good chance it won't work when you need it!

Q&A- BIDDING ON GOV'T CONTRACTS

You Asked: 1) **How can I get more government work?**

2) **Why are some public projects /purchases put out for bids while others are not?**

We Answered: 1) **Contact each governmental entity you are interested in: the Cities, the County, the Ports, and ask to be put on their public works roster.**

Also, PTAC (Washington State Procurement and Technical Assistance Center) helps companies find and successfully achieve contracts for work with

local, state and federal governments. PCEDC's partner, Grays Harbor EDC, is the PTAC for Pacific County. They provide assistance and training for businesses on winning government contracts. Check out the PTAC website for more info: www.washingtonptac.org/.

The City of Raymond has a small works roster application on their website: www.cityofraymond.com.

Pacific County puts bid announcements on their website: www.co.pacific.wa.us/employment/RFPs.htm.

Be sure to check out the website for doing business with the State of Washington:

www.access.wa.gov/business/dobus.aspx

2) **A good source of info on bidding on government work in Washington State is *The Bidding Book*** available online from MRSC (Municipal Research and Services Center of Washington).

WA Counties version: www.mrsc.org/Publications/cbb07.pdf

WA Cities version: www.mrsc.org/Publications/06biddingbook.pdf.

These publications discuss the RCWs that govern the bidding process in Washington state.

The answer of whether or not the government entity needs to

put a project/ purchase out to bid depends on the type of project or purchase.

Is it a "Public Work" or "Ordinary Maintenance"? Or is it "Materials, Supplies, & Equipment not connected with a Public Work"? Or is it a "Service"? *The Bidding Book* (links above) gives detailed definitions of each and how to tell the difference.

For each type of project or purchase, there is a dollar amount that once exceeded will trigger the entity to go out to bid. For example, this minimum amount ranges from \$7,500 to \$45,000 for Cities with population under 20,000, depending on type of project or purchase.

Q&A- FEDERAL STIMULUS PACKAGE

You Asked: **What assistance for small business is available from the stimulus package? Are there grants?**

We Answered: **There are still no grants available for for-profit businesses.** This is a common question due to ads promising "free" money from the

stimulus package. This is not true. Grants are available to non-profits or agencies providing services to businesses or under-privileged groups. You won't find "free" money going directly to businesses. Believe me, we've checked! That said:

The SBA has new and expanded loan packages available for businesses.

ARC Loans: For existing businesses experiencing financial hardship due to the economic downturn to pay off ex-

isting loans or lines of credit.

To qualify: a business has to be able to show at least one profitable year in the past two.

Maximum amount: \$35,000

Terms: Deferred payments for 12 months; 0% interest for five years.

www.sba.gov/recovery/arclloanprogram/index.html

SBA 7(a) loan program: For new businesses. Loan fees have been temporarily eliminated and

the loan guarantee increased to 90%.

www.sba.gov/services/financialassistance/7alenderprograms/index.html

The SBA has other lending programs as well. Check out www.sba.gov for a full list of programs.

Several of the banks here in Pacific County work with SBA loans. Contact your current banker to find out if they are an authorized SBA lender.