

2008 UPDATES

"Achievements of an organization are the results of the combined efforts of each individual." Vince Lombardi

Letter from the President!

Dear Members:

This last 6 months the PCEDC has been engaged in activities with city, county and government officials promoting the needs for economic stability and assets of Pacific County. Kudos to Cathy Russ, our ever productive PCEDC director, for her latest efforts in gathering together the representatives from government, business and funding sources in conjunction with Taylor Shellfish and Coast Oyster for the recent 2008 Tour on the Willapa. The powers-that-be, being unable to escape, heard our concerns regarding Pacific County's efforts to keep the river and bay pristine while pointing out the economic benefits of continued dredging of ports, control of Spartina and other invasive species, alternative energy efforts, the regional wastewater treatment facility and the oyster industry. Only time will tell if our efforts will reap positive results.

PCEDC was at a loss for a short while as we missed our Business Liaison Karen Tully and welcome her back after her unexpected medical absence. She is back and well on her way to total recovery.

With the economic downturn of 2008 we look forward to a new, prosperous 2009.

Sincerely,

Karl Heinicke, President, 2008-2009

Burning Question

Are you approaching retirement? Thinking of selling your business? You may want to consider a *BUSINESS SUCCESSION PLAN*!

What is a business succession plan?

A process which provides a comprehensive and strategic approach for the transition of your business, when you decide to retire or sell.

Why prepare a business succession plan?

With a plan in place, the business will be more likely to survive.

Components of a business succession plan.

Your plan will be unique to your business.

- Establish Goals and Objectives
- Family involvement in Decision Making Process
- Identify Successor(s)
- Estate Planning
- Contingency Planning
- Corporate Structure and Transfer methods
- Business Valuation
- Exit Strategy

Interested in learning more? Check out the following websites:

- www.investopedia.com/articles/pf/07/succession_planning.asp
- www.toolkit.com/small_business_guide/sbg.aspx?nid=P11_1100
- www.business.com/directory/management/corporate_governance/succession_planning/weblistings.asp

To review a model business succession plan visit:

www.newsaskcfdc.ca/pdf/succession%20planning%20module.pdf

You may also want to visit with your financial advisor regarding your business plan for your future.

By developing a succession plan you create a stable financial position for yourself and maintain a viable business within your community.

Special points of interest:

- EDC Activities
 - Industrial Lands Update
 - WIRED Grant
 - Disaster Preparedness
 - 2008 Tour on the Willapa

Call today for your
Business Resource Packet,
Pacific County Promotional CD,
Business Recruitment Packet,
Relocation Packet, or
Non-Profit Charitable Trust CD!



Remember— It is important to SHOP PACIFIC COUNTY!

- Provides jobs
- Sustains small businesses

www.pacificcdc.org

6 MONTH HIGHLIGHTS OF 2008 ACCOMPLISHMENTS

PACIFIC COUNTY ECONOMIC DEVELOPMENT COUNCIL (PCEDC)

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We're on the Web!
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Cathy Russ, Director
Karen Tully, Business Liaison

2008 Board of Directors

Karl Heinicke, President
City of South Bend
Gary Dennis, Vice-Pres. — North
Dennis Company
Jim Neva, Vice-Pres. — South
Port of Ilwaco
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Tim Russ, Pacific Transit System
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Matt Winters, The Chinook Observer
Bob Andrew, City of Long Beach
Fred Marshall, City of Ilwaco
Royal Harshman, ShoreBank Enterprise Cascadia
Nancy Gorshe, The Depot Restaurant
Doug Ross, Jessie's Ilwaco Fish. Co.
Joe DiPalo, Ocean Beach Hospital
Nancy Campiche, Campiche Studios
Jon Kaino, Pacific County Commission

Sid Snyder, Honorary Director

Goal I—To be an Effective Agent in Economic Development

- Strengthened partnership in regional organizations bringing value and opportunities to Pacific County businesses.
- Secured funding and contracted for services to complete Industrial Lands Needs Analysis.
- Arranged meeting between Governor's SW Regional Office and PUD and City of Raymond to discuss needs.
- Arranged seminar by the Department of Revenue on "Destination Based Retail-Sales Tax".
- Partnered with GHC for a QuickBooks course offering.

- Participated and provided information regarding Pacific County's action strategy for future economic recovery from disaster events.
- Arranged meetings and tours for elected and state officials to meet with local business owners, cities and ports to highlight our economic development needs and accomplishments.

Business Assistance 2008

Met with over 50 businesses
Responded to 30 new business inquiries
Provided extended services to 24 clients
Welcomed 30 new businesses

Effect on Jobs

Jobs retained (direct & indirect) 600

Goal II—To Be A Visible and Valued Member of the Community

- Wrote and submitted articles to WA State and Washington CEO magazine on two PC businesses.
- Wrote and distributed monthly informational updates.
- Participated in county organizations and merchant group meetings to hear business concerns and to be kept apprised of business activities.
- Provided technical and financial support to the Willapa Valley Future Business Leaders on their development of the Raymond kiosk.
- Brought PC businesses to PCEDC meetings to better inform board of business activities and needs.

Industrial Lands Update

In fall of 2007 PCEDC secured funds to contract services for the completion of an Industrial Lands Needs Analysis. This study has been completed with a recommendation to identify sites of 5 acres and greater in both north and south county for the preservation of industrial land for the future. The PCEDC Board is in the process of site identification with plans to secure funds for the completion of pre-development assessment of the identified lands.

WIRED Grant Northwest Manufacturers' Alliance

PCEDC, as a member of the Pacific Mountain Workforce Board (PMWB) and the Northwest Manufacturers' Alliance (NWMA), is a participant in the WIRED Grant thru PMWB to provide opportunities for manufacturers in a 5-county region. The goals of the NWMA are to: provide resources for the region's manufacturers, increase the awareness of the importance

of manufacturing, and support the long term maintenance of infrastructure to sustain a healthy manufacturing base. The PCEDC has a three year contract with Thurston EDC and is working towards these goals.

Disaster Preparedness

PCEDC in partnership with Columbia-Pacific RC&EDD participated in an EDA Economic Recovery Grant. PCEDC provided data collection from PC businesses to assist with a Needs Assessment Report. This report will identify possible steps which could be taken by the State and individual businesses to mitigate economic losses from future events. Upon completion, the study will be provided to the County as input for business needs.

2008 Tour on the Willapa

On July 17th the PCEDC hosted a tour bringing together the industries of Pacific County with our county, state and federal dignitaries to focus on the pristine Willapa Bay and water dependent industries. We were able to provide a venue to educate ourselves and most importantly our legislators of the assets and economic benefits our industries provide to our communities, as well as the needs of water dependant business to stay healthy.

Business Vitality Program

In partnership with WA State Community, Trade and Economic Development (CTED) the PCEDC regularly contacts Pacific County businesses to hear about their needs and to understand their industry. The information gathered helps with potential business expansion, tax incentives, the addition of skilled workforce or skills training and financing. More importantly helps the PCEDC and the State identify resources that business need to be viable.

SPECIAL POINTS OF INTEREST

PCEDC ACTIVITIES