A bit of background...
Associate Development Organizations (ADOs)

- Designated by the Dept. of Commerce as the lead economic development organization for a particular region (typically by county)
- Receive some state funding; under contract for key deliverables
- RECRUIT, RETAIN, EXPAND
Thurston Economic Development Council

- Nonprofit organization, founded in 1982
- ADO for Thurston County
- Public funding from state, county, cities, Port of Olympia, federal grants and contracts
- Private funding from “investors,” event sponsors, event and training registrations, donations
1982
EDC
THURSTON COUNTY
501(c)(4)
“social welfare organization”

1992
EDC BUSINESS RESOURCE CENTER
501(c)(3)
“charitable, religious, education, scientific, or literary organization”

2015
CENTER FOR BUSINESS & INNOVATION
THURSTON ECONOMIC DEVELOPMENT COUNCIL
Name changed from BRC
Center for Business & Innovation

A catalyst for creating and growing high wage, high value private sector companies

Advancing regional innovation and prosperity
• No-cost business advising focused on established businesses
• Goal to build management strength for business growth
• Particular strength in finance
  • Loan packaging
  • Financial analysis
  • “Profit Mastery” training
 SBA-designated Women’s Business Center
 Provide women with tools and connections to accelerate the success of their business
 Individualized coaching and mentoring programs for start-up to growing businesses
 Trainings every month on a wide variety of topics
 Statewide program (34 of 39 WA counties)
• Volunteer retired business professionals with a variety of backgrounds
• Provide free advising, mentoring and low-cost training
• Work primarily with prospective and early stage businesses
Help businesses find, bid on, and win government contracts
Governments at all levels: federal, state, local
No-cost advising, proposal review and training
Help with registrations and certifications for set-asides
Statewide program, led from the CB&I
- SBA-funded training program for business owners who are highly motivated to grow their businesses
- CB&I contracted to offer 2 cohorts per year for 5 years
- No cost to eligible businesses
- Eligibility:
  - 2+ years in business
  - Annual revenues of $150,000-$500,000
Veteran Programming

- A variety of additional activities
  - Boots to Business
  - Camo 2 Commerce
  - VBOC workshops
  - Lacey Veterans Microenterprise Program
Various classes through Corporate and Continuing Education Department

- Leadership
- QuickBooks

*Software programs
*Human Resource Management

Entrepreneurship Certificate
Art Entrepreneur Program
Workforce training
Internships
Beyond the programs

- Special programming, such as the “Innovation Partnership Zone”
- Assess what’s missing and fill the gaps
  - Export assistance
  - Business financing when not yet bankable
  - Programming to attract tech entrepreneurs
  - Outreach to underserved populations
  - Outreach to small and rural communities
  - ?
Partner with SBL team

- Connect businesses to services to foster business success
  - Strengthen referral relationships
  - Build systems to automate
  - ?
Thank you!