



  
**SPSCC**  
South Puget Sound  
COMMUNITY COLLEGE

  
**EDC**  
THURSTON COUNTY

# **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**



**501(c)(4)  
“social welfare  
organization”**

**1992**



**501(c)(3)  
“charitable,  
religious,  
education,  
scientific, or literary  
organization”**

**2015**



**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**



# Center for Business & Innovation





# Center for Business & Innovation

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- 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





**ScaleUp**  
**AMERICA**

U.S. Small Business Administration

**SBA**  
Your Small Business Resource



# Veteran Programming

- A variety of additional activities
  - Boots to Business
  - Camo 2 Commerce
  - VBOC workshops
  - Lacey Veterans Microenterprise Program



**LACEY VETERANS**





# South Puget Sound

COMMUNITY COLLEGE

- Various classes through Corporate and Continuing Education Department
  - Leadership
  - QuickBooks
  - \*Software programs
  - \*Human Resource Management
- Entrepreneurship Certificate
- Art Entrepreneur Program
- Workforce training
- Internships



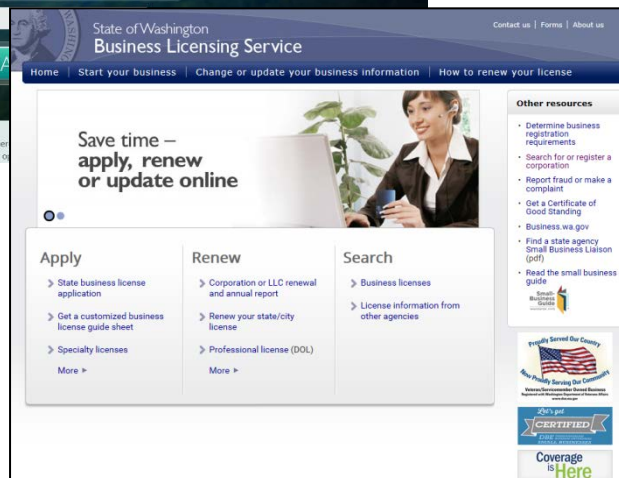
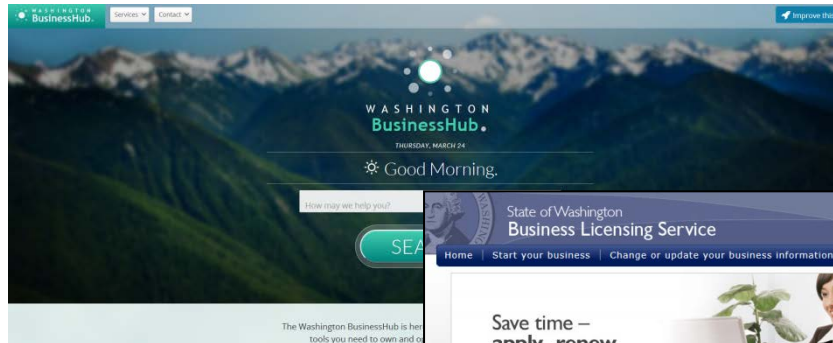
## **Beyond the programs**

- 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
  - ?



Agency	Services	Contact	Phone	Email
Department of Agriculture	• Assist agencies Small Business Teams and Point of Contact for small business	Donna Brown	360-226-6028	<a href="mailto:donna.brown@state.wa.gov">donna.brown@state.wa.gov</a>
Department of Ecology	• Policy Coordinator for the Center for Public Policy • Manager for Department of Ecology State Management System • Natural resources and planning process and coordination	Greg LeBeau	360-902-4338	<a href="mailto:greg.lebeau@state.wa.gov">greg.lebeau@state.wa.gov</a>
Department of General Services	• Fiscal practices and budgeting support • Fiscal and general services and budgeting support	Linda Strong	360-723-4251	<a href="mailto:linda.strong@state.wa.gov">linda.strong@state.wa.gov</a>
Department of Health	• Fiscal practices and budgeting support • Fiscal and general services and budgeting support	Linda Strong	360-723-4251	<a href="mailto:linda.strong@state.wa.gov">linda.strong@state.wa.gov</a>
Department of Labor & Industries	• Unemployment insurance team • Employment services to workers and businesses	Donna Brown	360-902-4338	<a href="mailto:donna.brown@state.wa.gov">donna.brown@state.wa.gov</a>
Department of Natural Resources	• Natural resources and planning process and coordination	Greg LeBeau	360-902-4338	<a href="mailto:greg.lebeau@state.wa.gov">greg.lebeau@state.wa.gov</a>
Department of Revenue	• Business tax registration • Business & Excise Tax, Sales Tax, State Public Utility Taxes, Inc. taxes • Assisted financial, other related taxes	Donna Brown	360-902-4338	<a href="mailto:donna.brown@state.wa.gov">donna.brown@state.wa.gov</a>
Department of Social & Health Services	• Business tax registration • Business & Excise Tax, Sales Tax, State Public Utility Taxes, Inc. taxes • Assisted financial, other related taxes	Donna Brown	360-902-4338	<a href="mailto:donna.brown@state.wa.gov">donna.brown@state.wa.gov</a>
Department of Transportation	• Business tax registration • Business & Excise Tax, Sales Tax, State Public Utility Taxes, Inc. taxes • Assisted financial, other related taxes	Donna Brown	360-902-4338	<a href="mailto:donna.brown@state.wa.gov">donna.brown@state.wa.gov</a>
Department of Veterans Affairs	• Business tax registration • Business & Excise Tax, Sales Tax, State Public Utility Taxes, Inc. taxes • Assisted financial, other related taxes	Donna Brown	360-902-4338	<a href="mailto:donna.brown@state.wa.gov">donna.brown@state.wa.gov</a>
Department of Workforce Development	• Business tax registration • Business & Excise Tax, Sales Tax, State Public Utility Taxes, Inc. taxes • Assisted financial, other related taxes	Donna Brown	360-902-4338	<a href="mailto:donna.brown@state.wa.gov">donna.brown@state.wa.gov</a>

**Thank you!**