Office of Economic Development & Competitiveness

House Innovation, Community & Economic Development, & Veterans Committee Presentation

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Washington State Department of Commerce

Office of Economic Development & Competitiveness (OEDC)

Business Development: Works with local economic development organizations, site selectors, corporate decision-makers and investors to site, relocate and expand business operations throughout Washington State.

Small Business Export Assistance: Helps Washington companies engage in successful trade strategies through a range of support services and programs that help businesses enter and expand in key markets, increase sales revenue and create living wage jobs. Focused on expanding outreach and support to small businesses in rural and underserved communities.

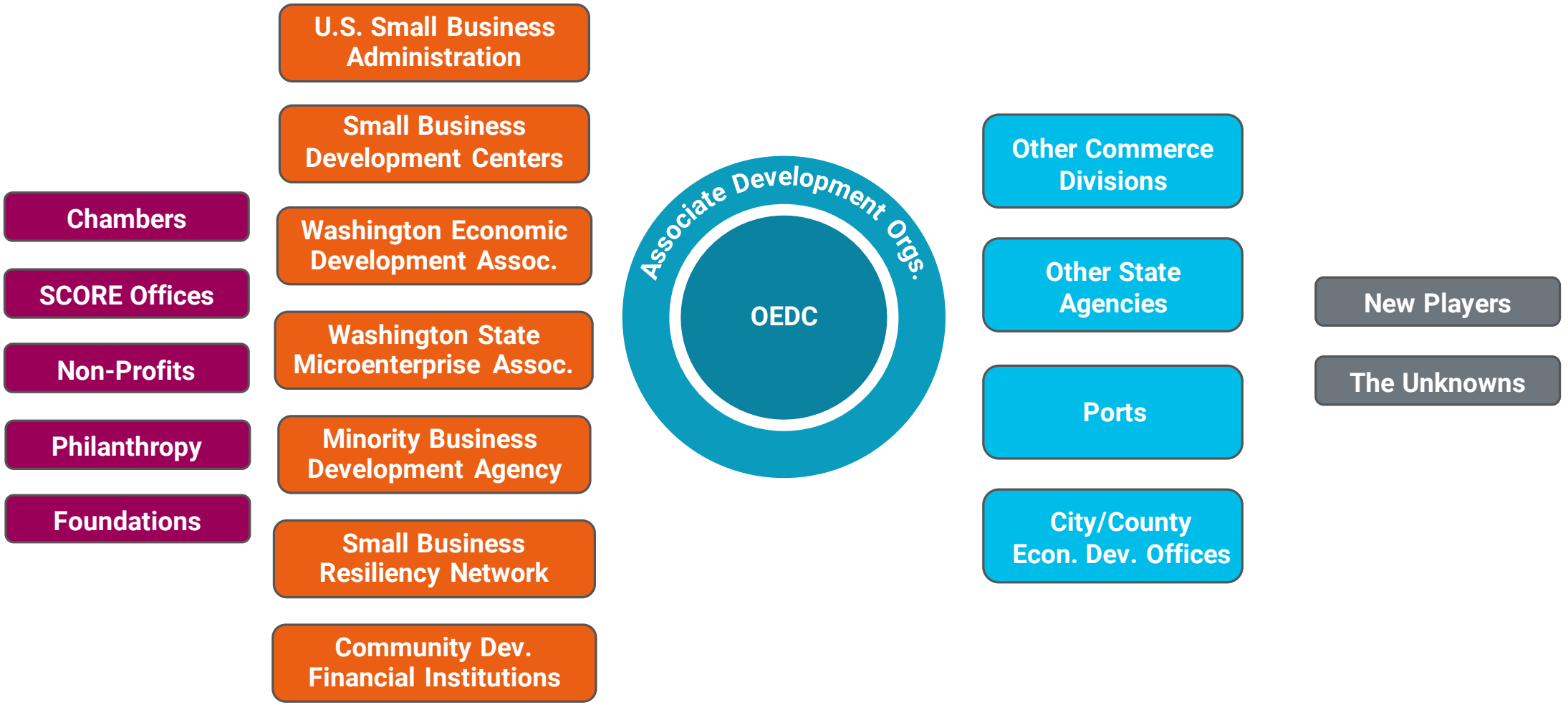
Small Business Finance & Community Support: Provides small businesses with access to capital through innovative loan programs as well as assisting those seeking financing to become funding ready.

Small Business Training & Education: Supports the needs of small businesses (<99 employees) with programs and services designed to help them move through the various stages of the business lifecycle, from ideation through exit strategy.

State Business & Visitor Attraction: OEDC directs the state's marketing strategies for business attraction and investment as well as attracting visitors to the state via sustainable tourism.

Sector Leads: Sector Leads work closely with the Governor, legislators, industry and government leaders to forge and promote public-private partnerships, enhance the workforce for the 21st century in targeted, high-growth industries, and advance broad stroke strategies that support small business growth and expansion statewide.

Our growing partnership network



Key Partnerships

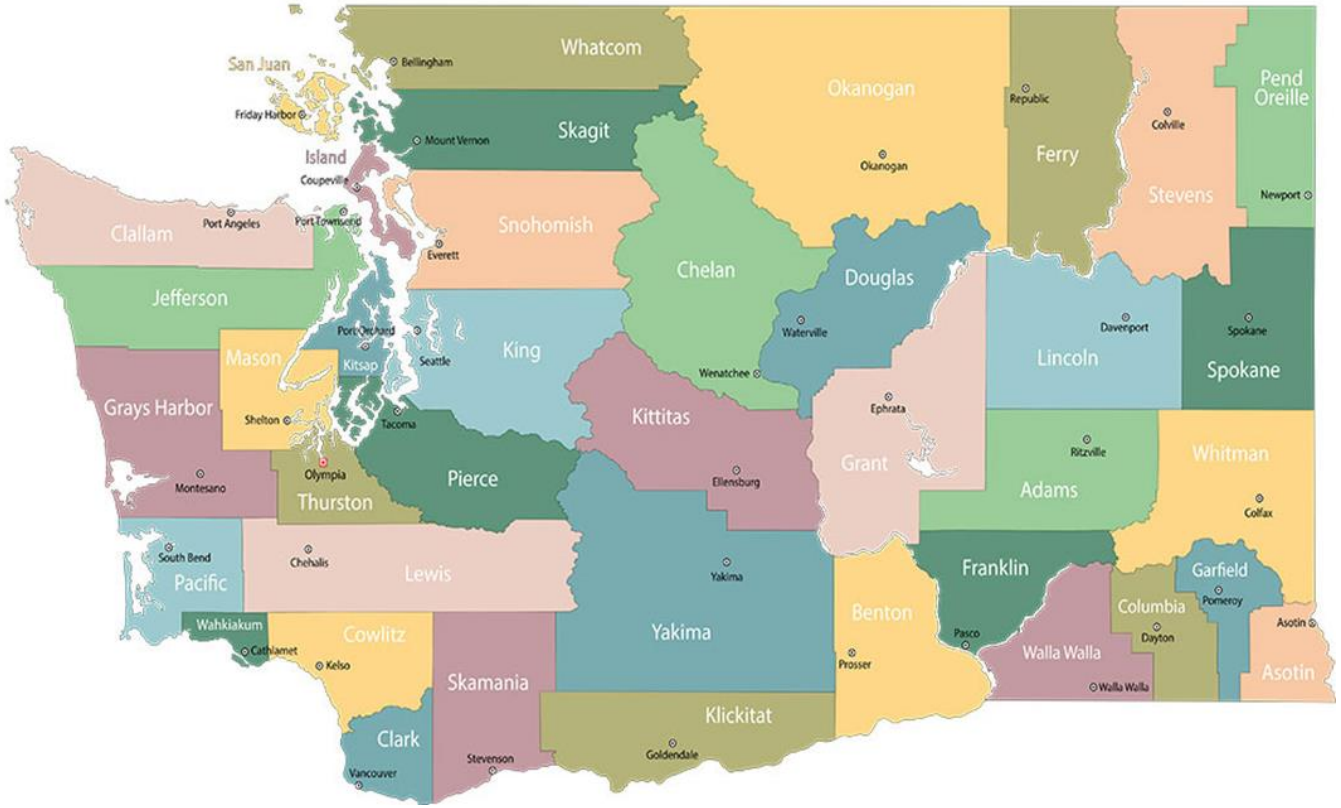
Shared Priorities

- **Sustainable Growth Pathways – Innovation Economy:** Identify high-growth companies and provide them with additional investments in workforce, permit-ready or build-ready siting, consulting, collaboration, R&D and market readiness.
- **Strengthen international partnerships:** Expand international trade activities to provide businesses with access to new and emerging markets.
- **Establish connectivity with traditional sectors:** Through shared goals and initiatives with established industries.
- **Build out established programs:** Into a broader circular economy effort that supports each of the traditional sectors.
- **Connect tourism sector as a state economic development strategy:** On a par with business attraction, international trade and foreign investment.

Agility & Responsiveness

Pandemic Response

- **Statewide coverage with local focus:** Key connectors of communities to the State, providing knowledge and expertise of local resources and needs.
- **Support pandemic recovery:** Infuse grant funds statewide to stabilize creative businesses and stimulate creative economy post pandemic recovery.



Economic Resiliency

Continued Collaboration

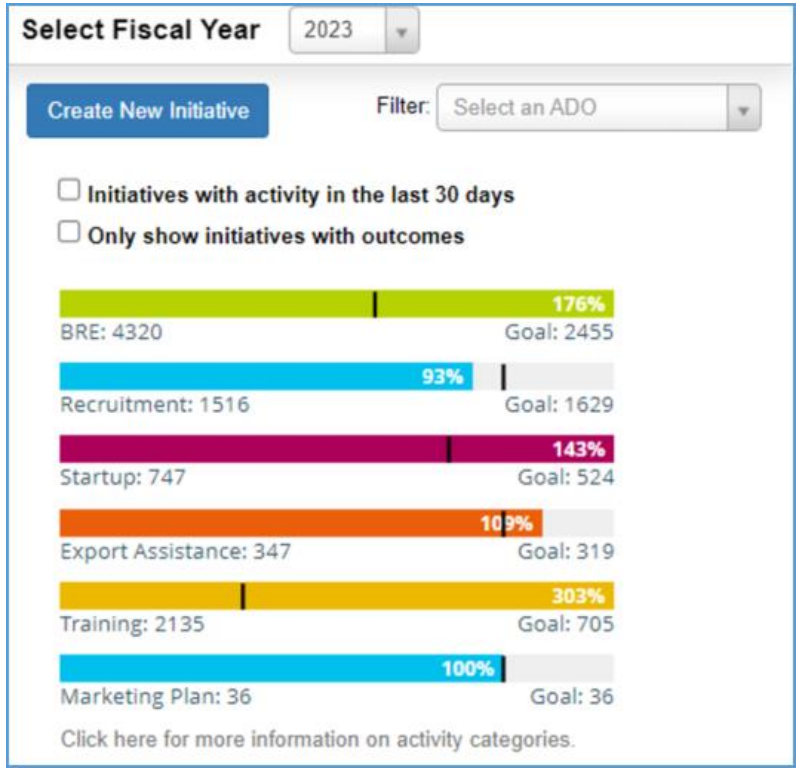
- **Continue to build momentum:** For newly created programs (Industrial Symbiosis, NextCycle Washington) in the circular economy framework.
- **Capitalizing on Federal funding opportunities:** Secure federal funding for new innovation-based activities that align with the state's economic priorities.
- **Access to Capital:** Increase access to capital, particularly for businesses that have been left out of the credit market historically.
- **Dynamic business development opportunities:** Support ideation and innovation by identifying and, in many cases, creating opportunities in the domestic and global marketplace.
- **Support tourism preparation activities related to the 2026 World Cup:** Including marketing, capacity building and equitable access to business opportunities.

Authority, Budget, Contracting & Reporting

- RCW 43.330.082 – Performance measures & summary of best practices
  - Associate development organizations must provide the department with measures of their performance and a summary of best practices shared and implemented by the contracting organizations.
- Operating Budget provides $4,304,000 per fiscal year for the 2023-2025 biennium
  - Local Match - required based on per capita
- ADO designation is provided to Commerce
  - Which entity is going to contract with Commerce for each county
- Contract build – ADO target negotiation
  - Based on each county's population and unique economic landscape as identified by the ADO & Commerce
- ADO Annual reporting – ADO Legislative Report
  - Cumulative report on all ADO Key Metrics
  - ADOs choose the focus/impactful wins – jobs & capital investments to the county

35 contracts requiring standardized targets and reporting metrics

Targets pulled from 43.330.082



Deliverable 1: **Business Plan** - The GRANTEE will describe to COMMERCE their business plan, including long term strategies and collaboration with local stakeholders.

Deliverable 2: **Target Interactions** - The GRANTEE and COMMERCE have negotiated the required GRANT performance measures that will be used by the GRANTEE and COMMERCE to annually assess GRANTEE performance. The GRANTEE shall collect data and using the web-based information system provided by COMMERCE, provide quarterly reports on all required data. These reports are a GRANT deliverable.

Deliverable 3: **Required Key Metrics** - The GRANTEE shall collect data and using the web-based information system provided by COMMERCE, provide annual reports for each fiscal year, FY24 and FY25 on all required data in Required Key Metrics, which includes entering Key Metrics within the Project Initiatives tab. These reports are a GRANT deliverable.
Key Metrics are: new or created jobs, retained jobs, capital investment either public or private, number of new jobs above average wage, number of start-up businesses assisted and the amount of Direct Foreign Investment (FDI).

Deliverable 4: **Diversity, Equity and Inclusion (DEI)** work is an integral part of our economic development work and the GRANTEE will describe their activities and best practices used to increase DEI work within their county.

Deliverable 5: Summary of Best Practices Report - Summary of Best Practices Shared and Implemented by the contracting organizations. Annual reports must include the information to show the contracting organization's impact on employment and overall changes in employment as noted in RCW 43.330.082.

Thank you!

Washington State Department of Commerce

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