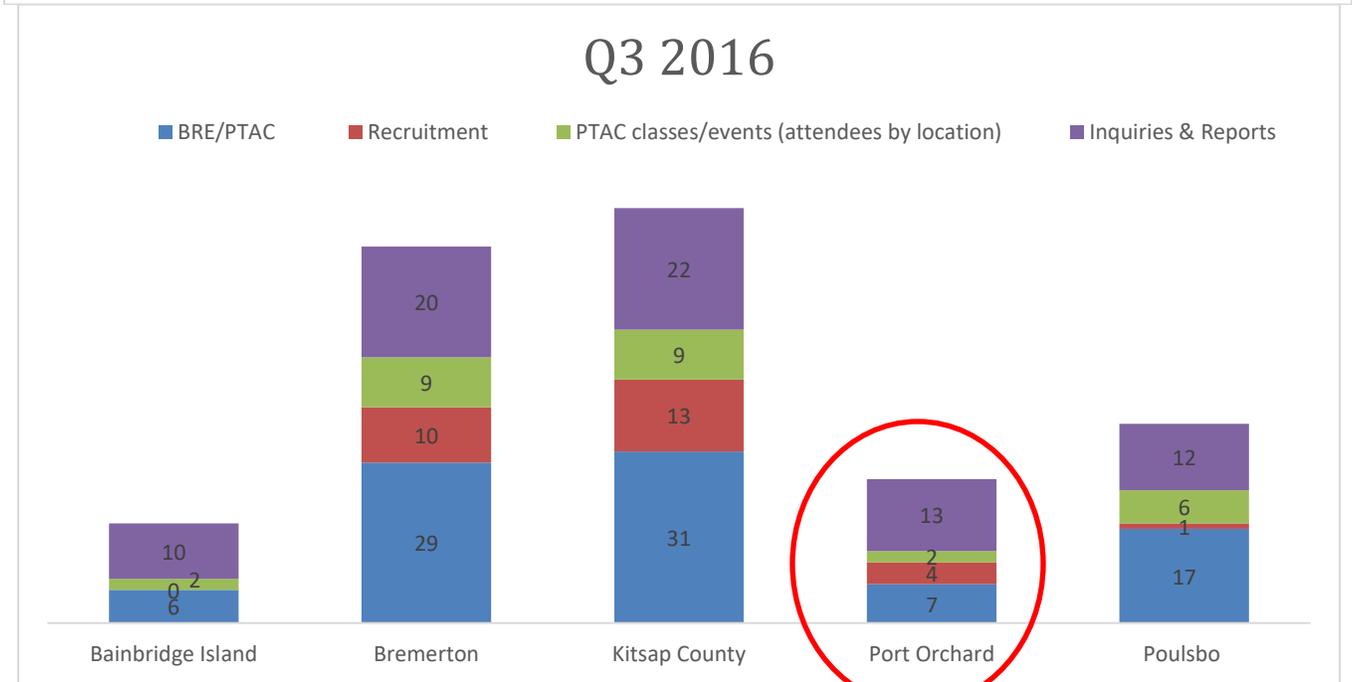
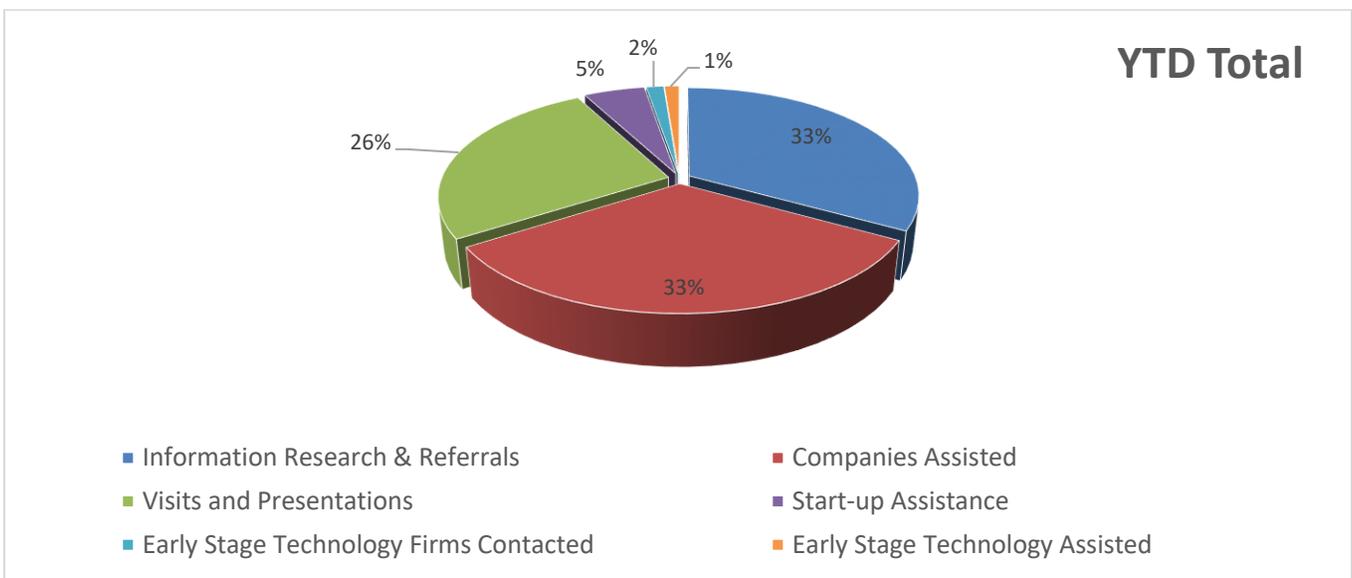


BUSINESS RETENTION, EXPANSION AND ATTRACTION (BRER) – Q3

Retain, Expand and Assist Primary Businesses in Kitsap County (*all jurisdictions*)

BRER Assistance	Q1	Q2	Q3	YTD Total	YTD %	Annual Goal
Information Research & Referrals	51	40	45	136	54%	250
Companies Assisted	31	42	62	135	90%	150
Visits and Presentations	19	34	55	108	108%	100
Start-up Assistance	7	3	11	21	84%	25
Early Stage Technology Firms Contacted	4	1	1	6	60%	10
Early Stage Technology Assisted	3	1	1	5	100%	5



BUSINESS ATTRACTION ACTIVITY

Date started	Code Name	Comments & Updates
8/22/2016	Project SK	Q3 2016: Kitsap resident with east coast ties seeking SK site for manufacturing facility
7/8/2016	FAS 1	Q3 2016: contact made at Farnborough Air Show
7/8/2016	FAS 2	Q3 2016: contact made at Farnborough Air Show
6/24/2016	MRO	Q2 2016: lead from NewSpace Conference for major airline regarding expansion site for MRO work Q3 2016: continued follow-up for contacts and opportunities

OTHER RECRUITMENT ACTIVITY – Q3

- Conferences
 - AOPA Fly-In
 - Farnborough Air Show 2016
 - Maritime Defense Symposium (co-hosted)
 - KADA Annual Meeting (co-hosted)
 - ✓ WA State Aerospace Director attended citing Kitsap opportunities
 - ✓ PNAAC Executive Director attended citing Kitsap opportunities
 - ✓ TIP Strategies attending citing Kitsap defense strength
- Hosted Ambassador Matthews with tour of selected sites
- Hosted and/or presented at PTAC (Procurement and Technical Assistance Center) workshops which draw attendees from outside the county
 - Contracting Coffee Hour (2 total)
 - Working as a Subcontractor (1)
 - Boots to Business (1)
- KEDA PTAC counselors presented out of Kitsap:
 - Class for Skanska
 - How to Write a Winning Proposal (Spokane)
- Provided data based on inquiries including the following:
 - Top employers
 - PTAC assistance
 - Demographics
 - Economic indicators
 - Silverdale growth
 - Healthcare expansions
- Actively involved with Washington Military Alliance and other activities being coordinated by Kristine’ Reeves
- Actively involved with Washington Maritime Federation
- Actively involved with Washington Aerospace Partnership
- KEDA’s PTAC (Procurement Technical Assistance Center) works with clients outside Kitsap and is always listening for potential expansion or relocation opportunities for follow up
- Continued Kitsap promotion via news releases, KEDA blog, Twitter, LinkedIn, Pinterest and Facebook

BUSINESS RETENTION AND EXPANSION ACTIVITY

SITE VISITS/COUNSELING SESSIONS:

NOTE: In the following posts, PTAC stands for Procurement Technical Assistance Center

Date Started	Code Name	Notes
7/25/16	Local food	Q3 016: provided input on locations with potential excess capacity for cold storage
7/21/16	Media 1	Q3 2016: meeting with new leadership
1/4/15	Healthcare Services	q1 2015: requested assistance with SAM and VA proposal; attended Jan and Feb Contracting Coffee Hour Q3 2016: worked with client regarding grant requests
6/26/14	PTAC 61	Q2 2014: attended 8a class; counseled re pricing based on costs and profit vs "getting in the door" Q3 2015: attended Meet the Buyers Q2 2016: forwarded lead from Fed Biz Opps; attended contracting coffee hour Q3 2016: attended contracting coffee hour
8/14/13	PTAC 57	Q3: client participated in panel regarding sequestration and business climate Q2 2014: site visit for update; referrals as desired; met with procurement manager to review current activates; researching specialized request Q3 2016: attended contracting coffee hour; survey
11/15/2012	CA Manufacturing	CA manufacturing firm with contracts in defense and aerospace considering relocation to Kitsap. Working with commercial broker; KEDA provided info on incentives, workforce, county overview. Q1 2013: Client narrowed locations to SK performing due diligence on sites. Q2: Client met with DCD and fire dept. officials re building needs. Contact OC re training needs. Due diligence for final steps. Q3: Client planning Sept operations in WA; client moving equipment in August and finishing TIs. Assisted client with permitting and other set-up items Q4: Continued work with client on permitting. Introduced client to potential global partner Q1: Introduced client to potential partner Q2: new intros to potential partners; follow up re manufacturing space and potential participation in trade shows; follow up re contacts at Farnborough Q3 2014: follow up from FAS; KADA meeting and intros Q4 2014: sent info on trade show vouchers Q1 2015: sent info on PROS forum; q4 2015: sent info on and encouraged to attend ADSS; invited client to be part of KADA KitsapConnected video; follow-up with potential partner Q2 2016: worked with client regarding marketing; current needs Q3 2016 continued interaction
9/15/11	Healthcare 1	Met with client regarding business climate and needs. Follow up as directed by client; Oct: follow up visit with client Q2 2013: follow up re growth and business development; q4: follow up re continuing growth Q2 2014: meetings to work on transitions Q3 2015: met with general contractor on new building project to assist with recruiting local subs; also, forwarded contacts for local internships Q2 2016: Worked with client on expansion; workforce needs Q3 2016: meeting re new leadership

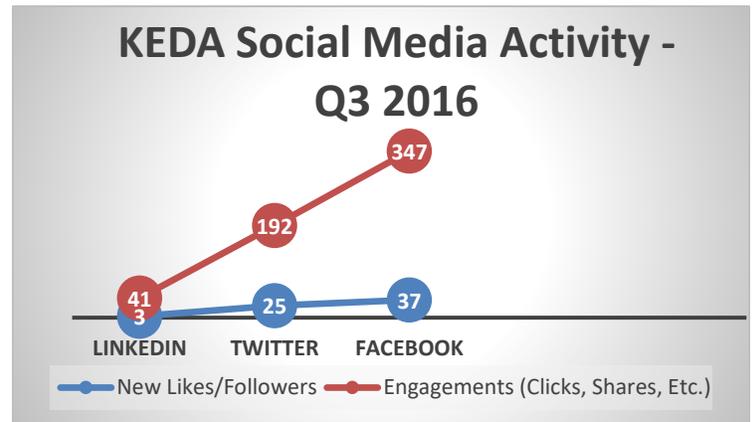
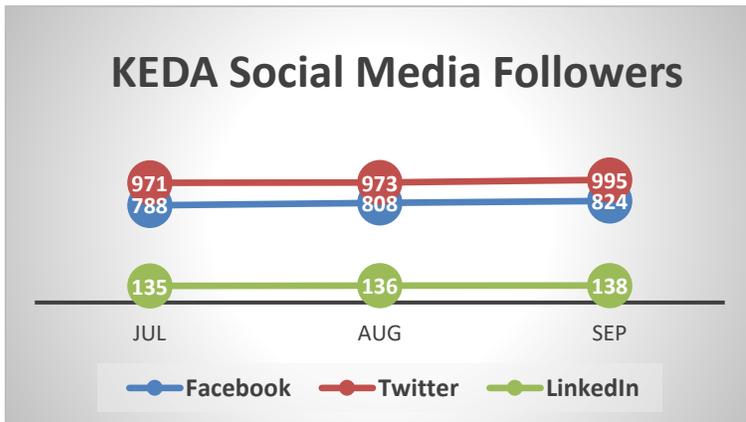
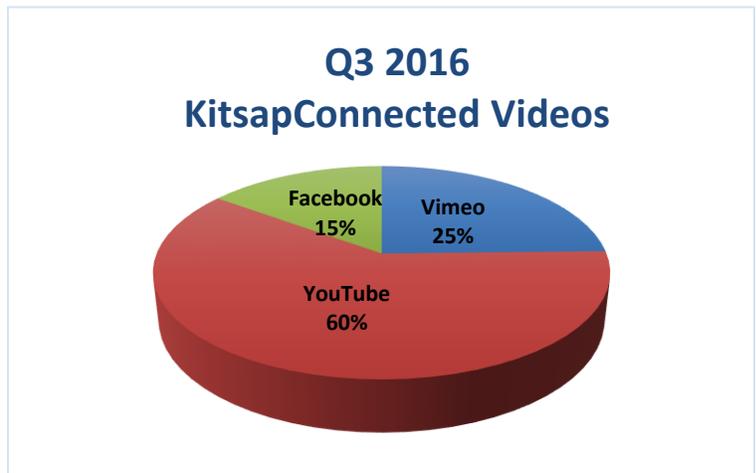
OTHER BRE ACTIVITIES – Q3

- KEDA Tech committee
 - Initial efforts toward internship matching
- Conferences
 - Represented Kitsap firms at Farnborough Air Show
 - Connected with major defense contractors with Kitsap presence at Farnborough Air Show
 - Co-hosted Defense Maritime Symposium
 - Co-hosted KADA Annual Meeting
- Hosted and/or presented at PTAC (Procurement and Technical Assistance Center) workshops
 - Contracting Coffee Hour (2 total)
 - Working as a Subcontractor (1)
 - Boots to Business (1)

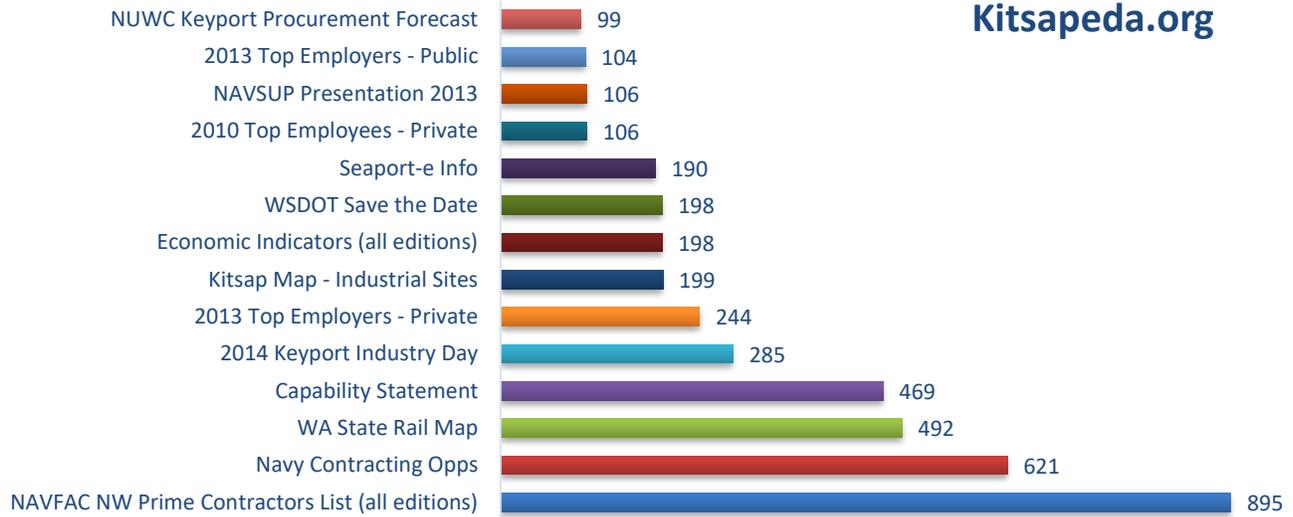
- Awarded grant as part of 4-county effort focusing on DoD contractors’ challenges and opportunities
 - Surveys conducted in Q3 as part of grant
- Provided demographics and referrals for startups (business type below)
 - Co-working space
 - Business sites
 - Funding
- Provided data based on inquiries including the following:
 - *General demographics*
 - *Top employers*
 - *Business licensing*
 - *Permitting*
 - *Retail lease rates*
 - *Economic impacts*
 - *Housing costs*
- Helped coordinate three (3) Kitsap Business Forums
- Actively involved with Washington Military Alliance and other activities being coordinated by Kristine’ Reeves
- Actively involved with Washington Maritime Federation
- Actively involved with Washington Aerospace Partnership
- Continued Kitsap promotion via news releases, twitter and Facebook
- Continued updates of KEDA website, KEDA Facebook page, KEDA LinkedIn page, Pinterest boards and KEDA Twitter account

MARKETING AND OUTREACH – Q3

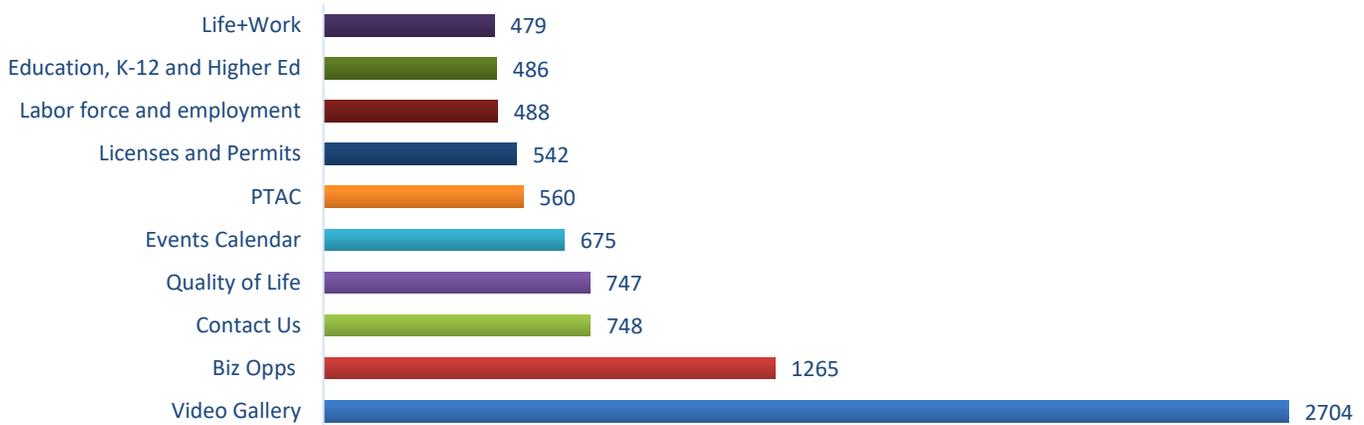
- KADA video, “New Horizons” debuted
- Leadership/stakeholder roundtable with Puget Sound Business Journal regarding the Kitsap Story
- Provided data and insight to Heartland Group for Port of Bremerton marketing
- Monthly columns on Kitsap economic development in Kitsap Peninsula Business Journal with links from KEDA blog (website), Twitter and Facebook
- Monthly ads in Kitsap Peninsula Business Journal
- Full color ad in West Sound Home and Garden magazine promoting Kitsap as place to live and work
 - Ries Productions
- Produced e-newsletters; sent to Kitsap businesses with timely business information and contracting opportunities
- Continued posts on KEDA Facebook, Twitter, LinkedIn and Pinterest accounts garnering new followers weekly



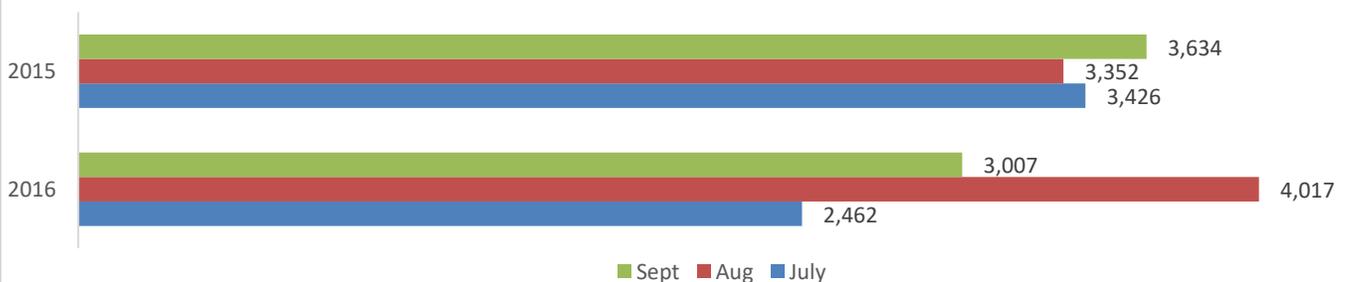
Q3 Top Downloads Kitsapeda.org



Kitsapeda.org Top Pages Q3 2016



Unique Visitors Q3 2016 Kitsapeda.org



Ad in *West Sound Home and Garden*
(September-October 2016)
magazine showcasing **KitsapConnected: Life+Work**

**We Like Kitsap.
It's Good for
Business.**



**The Workers are a Diverse Group of People
— Engineers, Software Developers, etc.
So Much Talent Here.**

“Our company, RIES, was founded in 1936; we purchased the company in 2012 after Debby had worked there for 10 years. We were looking to relocate from Bainbridge Island because we wanted to own our building. Relocating to Bremerton, we found reasonable prices on industrial buildings, easy access to the ferry and a centralized location. Our tripods are state-of-the-art and ship all over the world. We also offer technology consulting for businesses, including engineering and manufacturing.”

 **RIES** — Spencer and Debby Hughes
RIES

KITSAP COUNTY | POSITIONED FOR PROSPERITY

KITSAP ECONOMIC
DEVELOPMENT
ALLIANCE

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