

Economic Development Impact Metrics

	Action	Benefit	Measure & Annual Goal	Performance
Market Intelligence	Complete cluster reports/ economic impact analyses	Clear understanding of the competitive advantages of the region	Reports and/or analyses completed GOAL: 2	Q1 2015: 1; Q2 2015: 0; Q3 2015: 0; Q4 2015: 0
	Provide real estate analyses and demographic reports	Better market unique communities	Reports provided to clients and members GOAL: 50	Q1 2015: 9; Q2 2015: 23; Q3 2015: 22; Q4 2015: 7
Retention & Expansion	Help to retain and expand job opportunities at local companies	Foster a diverse and sustainable economy	Complete client assistance projects GOAL: 50	Q1 2015: 24; Q2 2015: 10; Q3 2015: 23; Q4 2015: 4
	Work one-on-one with business retention/ expansion opportunities	Confidential <i>pro bono</i> client-based assistance to local businesses	Retention/expansion opportunities identified and active GOAL: 75	Q1 2015: 31; Q2 2015: 48; Q3 2015: 18; Q4 2015: 14
Recruitment	Catalyze new job growth by recruiting growing companies	Net job growth for the region and enhanced national/global presence	Completed client assistance projects GOAL: 25	Q1 2015: 28; Q2 2015: 8; Q3 2015: 17; Q4 2015: 6
	Identify and assist with recruitment opportunities	Focus on high-growth companies and gaps in supply chains	Recruitment opportunities identified and active GOAL: 50	Q1 2015: 43; Q2 2015: 37; Q3 2015: 32; Q4 2015: 10
Startups & Entrepreneurs	Counsel individual entrepreneurs and startup companies	Increase the success rate of local startups	Entrepreneurs/startups assisted GOAL: 30 (20% success rate)	Q1 2015: 16; Q2 2015: 14; Q3 2015: 12; Q4 2015: 8
	Conduct workshops and partner with others to reach audience	Opportunity to assist more startups at one time	Workshops conducted GOAL: 8	Q1 2015: 1; Q2 2015: 4; Q3 2015: 3; Q4 2015: 2
Strengthen Sectors	Work with IPZs and other partners to support strategic clusters	Strengthen clusters and ensure a diverse economy	Cluster-focused events held GOAL: 50	Q1 2015: 18; Q2 2015: 16; Q3 2015: 10; Q4 2015: 24
	Identify and help to address industry-specific workforce training needs	Proactively address a primary roadblock to sector growth	Collaborative efforts with workforce entities GOAL: 12	Q1 2015: 3; Q2 2015: 11; Q3 2015: 8; Q4 2015: 8
Organizational Vitality	Grow membership and strengthen revenue streams	Improve financial stability and grow capacity	New members and revenue growth GOAL: 75 members; \$1.25M revenue	Q1 2015: 4, \$1.1M; Q2 2015: 4, \$1.1M; Q3 2015: 2, \$1.1M; Q4 2015: 4, \$1.1M
	Increase client, member and staff satisfaction	Ensure proper focus and sustainability	Survey, membership/ staff retention GOAL: 3 surveys; 100% retention	Q1 2015: 0, 100%; Q2 2015: 0, 100%; Q3 2015: 0, 100%; Q4 2015: 0, 100%

YTD Jobs = 3,028
YTD Companies = 21
YTD Investment = \$402M

Goal: 2,000	Actual: 615	Actual: 2,060	Actual: 353	Actual:
Goal: 20	Actual: 4	Actual: 9	Actual: 8	Actual:
Goal: \$50M	Actual: \$14.8M	Actual: \$360.9M	Actual: \$26M	Actual: \$X M
	Q1 2015	Q2 2015	Q3 2015	Q4 2015



Our Services

For 44 years, the EDC has provided confidential, free-of-charge, information and assistance to individual business clients, entrepreneurs, site selectors and corporate real estate decision makers. We tailor our services to each client because every company's objectives and requirements are unique.

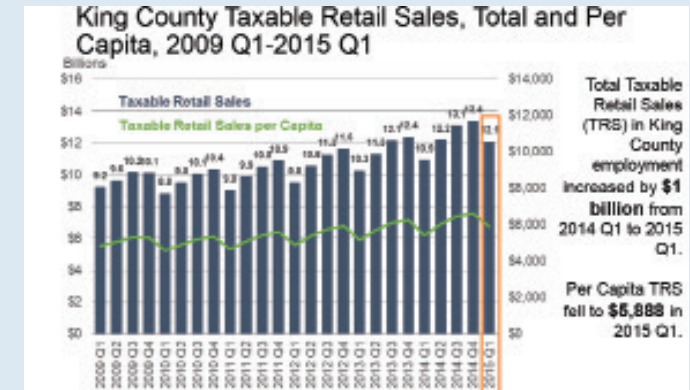
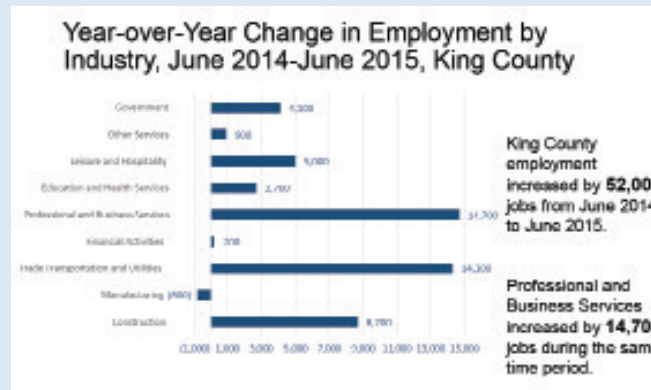
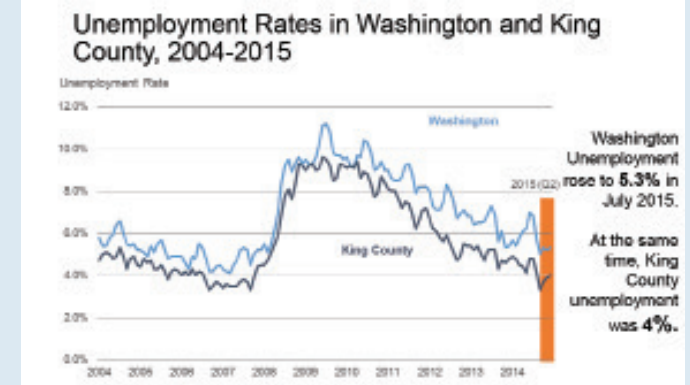
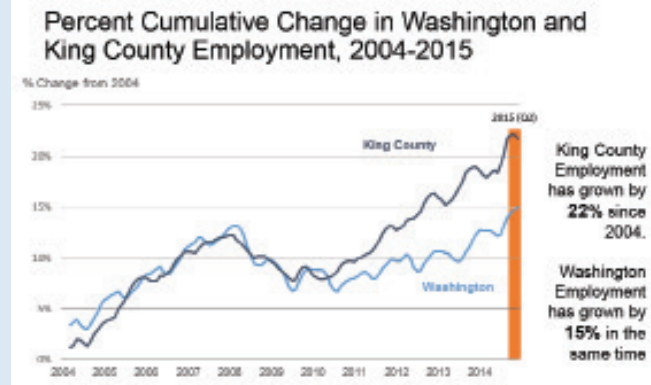
The EDC's unique value flows from our cluster-driven, client-focused approach to business development and ability to accelerate success by connecting businesses with our private and public partners and the variety of essential economic resources they provide.

Our business retention, expansion, and recruitment assistance includes:

- Economic and demographic data
- Comparative analysis
- Site selection services
- Workforce and job-training information
- Tailored advocacy
- Entrepreneurship training
- Business plan assistance
- Access to financing organizations
- Identifying collaboration opportunities
- Key introductions
- Tax research and incentive information
- Employee relocation
- Transportation services
- Facilitation with the permitting process
- Personalized briefings and orientations
- PR and media coordination
- Counsel and advice

Seattle-King County Regional Economic Snapshot - Q4 2015

Source: Washington State Employment Security Department, 2015; Community Attributes, Inc., 2015



King County Jobs:

- Current unemployment: 4.6%, but many under/unemployed
- Estimated total nonfarm jobs in King County: 1,332,200
- Year-over-year job growth (past 12 months): 33,300
- Year-over-year growth rate: 2.6%



Economic Development Council
of Seattle & King County