



**City of Seattle**  
Office of Economic Development

**Memo**

**Date:** December 4, 2012

**To:** Councilmember Sally Clark  
Councilmember Tom Rasmussen  
Councilmember Richard Conlin  
Councilmember Jean Godden

**CC:** David Yeaworth, Legislative Assistant to Councilmember Sally Clark

**From:** Steve Johnson, Director, Office of Economic Development

**Re:** Office of Economic Development Director's Report

**OED Results by the Numbers**

|                            |   |
|----------------------------|---|
| <b>Loans</b>               | <ul style="list-style-type: none"><li>• \$1M 108 loan for 12<sup>th</sup> Avenue Arts in the pipeline</li><li>• Over \$21.6M lent to 8 businesses, with GrowSeattle, NMTC and CDBG-R</li><li>• Closed a \$7 million New Markets Tax Credit deal with Retail Lockbox in the Central District in July</li><li>• 188 jobs retained or created due to this lending activity</li></ul> |
| <b>Company visits</b>      | <ul style="list-style-type: none"><li>• 398 companies have been visited by OED staff and our partners</li><li>• 316 of these companies are in our targeted sectors, which include: manufacturing, maritime, life sciences, global health, clean tech, and information technology</li></ul>  |
| <b>Businesses assisted</b> | <ul style="list-style-type: none"><li>• 223 businesses were connected with resources or were helped with a permitting or policy issue</li></ul>   |

**Investing in Businesses**

*12<sup>th</sup> Ave Arts HUD Meeting*– OED met with HUD to try to finalize the City's Section 108 loan proposal for the 12<sup>th</sup> Avenue Arts project. The meeting went well, and we are hopeful that we are on track to disburse the loan in December.

*Wimmer Solutions* – Andrew Messick, Vice President of Wimmer Solutions IT Staffing Firm, is seeking assistance with some parking issues around his facility in Fremont. Wimmer Solutions, The Divers Institute and the owner of the facility are trying to develop a plan that will maximize the parking at the facility for all of the tenants. OED is working with all parties to come up with a solution.

*Wilson Machine Shop* – Max Wilson, owner of Wilson Machine Shop, is concerned about the proposed concept for the Lower Kinnear Park Improvement Project. Friends of Lower Kinnear Park has submitted a plan to Parks and Recreation and SDOT that includes acquiring a portion of the parking lot used by Wilson Machine Shop for loading and unloading flatbed trucks. Max

is concerned that if the portion of the project that takes part of his parking is approved and funded, he may go out of business because the flatbed trucks will not be able to deliver or pick up items from his shop. OED is working with Parks and SDOT to address this issue.

*Thai Restaurant Import/Export Project* – Jay Naribngedej is representing a group of Thai restaurant owners who are interested in establishing an import/export operation. The restaurants would like to set up an operation where they can import natural ingredients from Thailand directly to get a more favorable price point. OED is working with the Small Business Development Center to help the restaurant owners set up the operation. There are approximately 13 restaurants involved with this effort.

In Good Company – Easy Street Records is the November *In Good Company* highlighted business <http://www.seattle.gov/economicdevelopment/ingoodcompany/> So far coverage in the *West Seattle Herald* and *Queen Anne Review*, and *KOMO Community's Queen Anne neighborhood section*.

## **Investing in Seattle's Economic Strengths**

### Music

*Chamber + City of Music Partnership Launch Recap* – OED and the Office of Film + Music held a launch event for the Seattle Metro Chamber's City of Music Partnership on Wednesday, November 14<sup>th</sup>. The successful event was attended by over 150 people, including Dr. Gary Kaplan from Virginia Mason Medical Centers, Howard S. Wright, Mark Ries (Managing Director, SeaTac Airport), David Allen (Executive VP, McKinstry), and attorney Jose Gaitan. It is not insignificant to note that these are very non-traditional businesses to be talking about supporting music and economic development of the music industry. Having the Chamber shine a spotlight on the industry as a critical economic sector is a huge win and valuable partnership for the City of Music Initiative. When asked why Virginia Mason underwrote the event, Dr. Kaplan expressed his belief that the health of an individual is not just about the body, it is about the whole person; music has the power to heal.

### Film + Special Events

11 film permit applications have been submitted and/or processed so far between November 10 through November 23, hiring over 75 local cast and crew. Highlights include: Kirkland's Run Studios filmed a Microsoft commercial in Pioneer Square; Seattle creative company World Famous organized a still photography shoot for T-Mobile on the viaduct; the Travel Channel filmed at various restaurants throughout Seattle. Beginning next week, the first of three national reality television shows is scheduled to begin production in Seattle. Click the [Seattle Film Production](#) List for the complete list of permitted Seattle productions.

Holiday events, festivals, and runs are upon us. Thanksgiving weekend featured the Macy's Parade and Fireworks Show, the Westlake Tree Lighting, and Seattle Marathon and 5K runs. For a complete list of upcoming Special Events, please visit the City of Seattle's [Special Events Calendar](#).

### Neighborhood Commercial Districts

*U-Dist. Farmers Market* – OED is overseeing facilitated negotiations between the University Heights Community Center and the University District farmers market. The dispute is over the cost the farmers market must pay to lease the U-Heights parking lot. Three productive meetings have been facilitated by Bonnie Berk of Berk and Associates and TJ Parkes of Foster Pepper. The group has made much progress in identifying and separating overlapping issues

that complicate the negotiations over the cost of the lease. They include design and layout of the market site and overall cost of maintaining the Community Center.

*Only in Seattle Initiative Proposals* – A committee representing OED, DON, Impact Capital and The Seattle Foundation heard presentations from 16 business districts submitting Tier I and II grant proposals. Additional reviewers from Puget Sound Regional Council, Seattle Foundation and Impact Capital reviewed and scored the proposals as well. Final decisions will be announced in January.

*Only in Seattle Marketing Campaign Update* – *Only in Seattle* Sundays shopping and dining promotion events are coming up in Chinatown/International District on Nov 24, Saturday; Pioneer Square on First Thursday Dec 6; and in Georgetown on Dec 30. OED is working on a press release for next week to highlight these three upcoming events, as well as highlight partnerships with CBS Radio (Jack FM, KZOK, KMPS) and BECU for six-months of on-air advertising (Dec-May); Virgin America that is running our *Only in Seattle* video for 6 months (Oct-Mar), and a pilot program with Chinook Book to publicize *Only in Seattle* Sundays deals on their app.

*City Business Casual* – OED hosted a neighborhood business district-themed *City Business Casual* last week. Turnout was strong with 125 people and neighborhoods represented included Ballard, Beacon Hill, Belltown, Capitol Hill, Chinatown/International District, Columbia City, Rainier Valley, South Park and Wedgwood. We're looking forward to our year-end *City Business Casual* on Tuesday, Dec 4<sup>th</sup> where we will be celebrating companies who have been growing and expanding in Seattle.

*Metropolitan Improvement District (MID) expanding to include all of Belltown* – The MID's Board approved a new business plan that calls for including all of Belltown into the MID Boundaries. The MID is now working with FAS and Law to draft a petition to all potential ratepayers in both the existing and expanded service area. Outreach to ratepayers in Belltown will be supported through a combination of funds including resources from OED's BIA Support program. The MID expects to submit legislation to the Council in Q2 2013.

### **Investing in Workers**

*Career Bridge* – The full first cohort of 18 participants successfully completed the 20 hour Career Bridge curriculum, held October 29 through November 2<sup>nd</sup>. Most of the participants (13) are actively working with a job developer to secure employment. Two others will enroll in training, and the remaining three are working on stabilization issues before proceeding with an employment search and/or training. As of November 13<sup>th</sup>, four participants have secured employment and several others are actively interviewing. The next cohort is scheduled for late January.

*Bankworks* – Steve Johnson met with Mr. Les Biller, whose family foundation is funding an initiative in Los Angeles and Seattle to train adults for entry level work as tellers in the Bank Industry. YMCA runs the program in Seattle. In addition to considering a request from Mr. Biller for funding support from the City, OED is helping him find funds from other governmental sources.

*Black Prisoners Caucus Criminal Justice Summit* – Steve Johnson visited Monroe Prison as part of the King County Prosecutors series of facilitated discussions on prisoner re-entry. A recent participant in Career Bridge was also in attendance and sang the praises of the program.

*Seattle Jobs Initiative (SJI) trains Human Service Department Case Managers* – For the second time in two years, SJI will be providing its recently re-vamped Good Paying Careers workshop (which includes a breakdown of where the middle wage/middle skills jobs are and by what industry sector). SJI was recently asked back by some of the case managers to help refine their presentation of the original training. SYEP is also interested in SJI's new college navigation training for case managers, which will provide them the tools necessary to navigate their youth into and through local college access. The combination of these trainings are sure to build the capacity of SYEP case managers to provide impactful career planning for their youth customers.