

**Office of Economic Development  
Business Retention and Expansion Program**

**Seattle City Council  
Regional Development and  
Sustainability Committee  
June 4, 2010**

# Integrated Business Retention and Attraction Services

- Outcome-driven business development strategy that strategically leverages OED and its partners' strengths
- Direct contact with individual businesses to resolve individual challenges and identify trends
- Focus on companies positioned to grow



Manufacturing/  
Maritime      Central Business  
District      Clean  
Technology      Life Sciences/  
Global Health

Business  
Recruitment

Corporate  
Strategy

Access New  
Markets

Financing

Site Selection

Early Stage  
Development

Business Outreach

**enterpriseSeattle**

**ECOSS  
MIC**

**DSA**

**enterprise  
Seattle**

**WBBA**

# Business Services 2010 Deliverables

<b>enterpriseSeattle</b>	<b>Corporate consulting 35 businesses; assist 25 clean tech companies; identify 25 recruitment leads</b>
<b>ECOSS and Manufacturing and Industrial Council</b>	<b>Business assistance outreach to 150 businesses; directly assist 75; 25 corporate strategy referrals</b>
<b>Downtown Seattle Association</b>	<b>Outreach to 100 retail, finance, &amp; software companies; assist 50; 20 referrals</b>
<b>Washington Biotechnology and Biomedical Association</b>	<b>Outreach to 75 life science companies; support growth of 35 early-stage companies</b>
<b>OED Staff</b>	<b>Outreach to 200 businesses; assistance for 100 businesses</b>