



# **Business Retention and Expansion 2010 Annual Report**

**Seattle City Council  
Regional Development and Sustainability Committee**

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# Integrated Business Retention and Attraction Services

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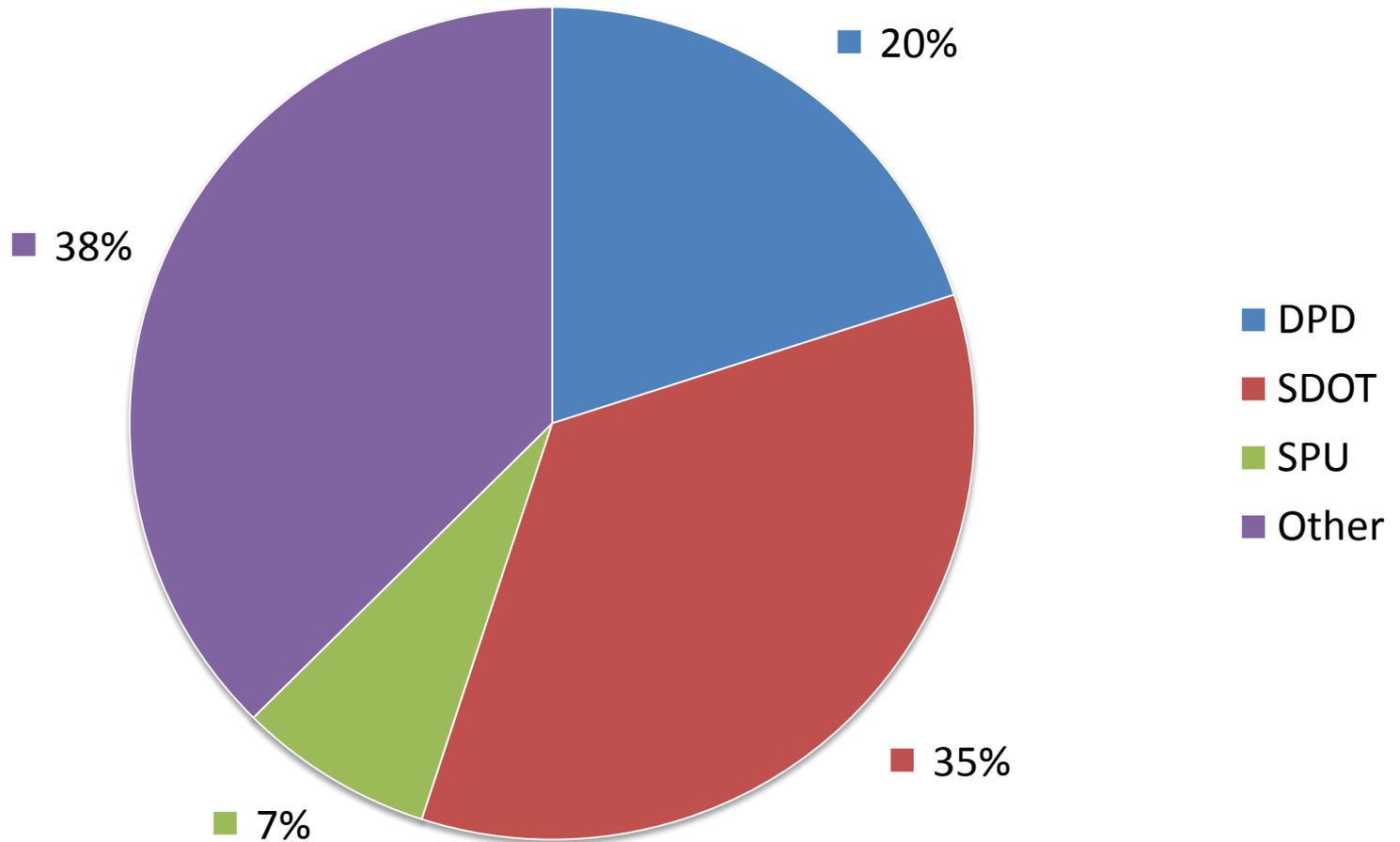
- Outcome-driven business development strategy that strategically leverages OED and its partners' strengths
- Direct contact with individual businesses to resolve individual challenges and identify trends
- Focus on companies positioned to grow
- Partners:  
Downtown Seattle Association, enterpriseSeattle, ECOSS, Manufacturing Industrial Council, Washington Biotechnology and Biomedical Association

# 2010 Business Services Outcome Metrics

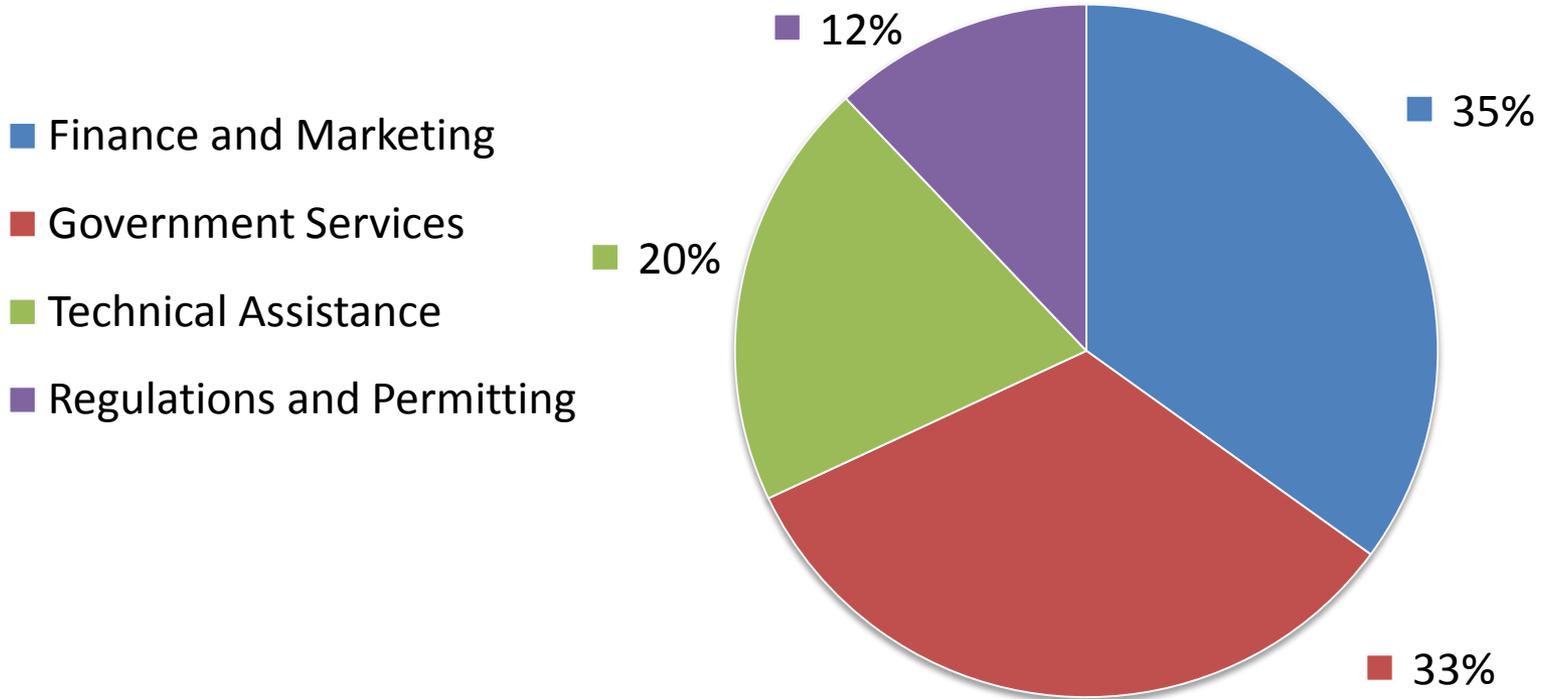
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<b>Outreach to Target Sectors</b>	<ul style="list-style-type: none"><li>• 485 businesses visited by OED and our partners</li><li>• 231 businesses connected to resources and assistance</li></ul>
<b>Business Advocacy Program</b>	<ul style="list-style-type: none"><li>• 26 businesses assisted by the Citywide Business Advocacy Team since 8/24/10</li><li>• 80% customer satisfaction</li></ul>
<b>Execute and Expand Financing Program</b>	<ul style="list-style-type: none"><li>• \$33,256,514 in loans</li><li>• 83 businesses</li><li>• 748 jobs retained or created</li></ul>

# Business Issues by Department



# Types of Services Provided to Businesses



Finance and Marketing	Government Services	Technical Assistance	Regulations and Permitting
<i>Financing</i>	<i>Local Government</i>	<i>Business Consulting</i>	<i>Environmental Services</i>
<i>Equity Capital</i>	<i>Public Safety</i>	<i>Entrepreneur Support</i>	<i>Permitting/Licensing</i>
<i>Domestic Marketing</i>	<i>State Government</i>	<i>Management</i>	<i>Foreign Trade Zones</i>
<i>Global Marketing</i>	<i>Roads/Parking</i>	<i>Workforce/Training</i>	<i>Health Regulations</i>
<i>Market Development</i>	<i>Transportation</i>	<i>Operations/Production</i>	<i>Zoning/Land Use</i>
	<i>Utilities</i>	<i>Product Development</i>	

## Key Issues and Trends

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- Access to Capital
- Workforce Development
- Business Climate

# City of Seattle's Office of Economic Development

[www.seattle.gov/economicdevelopment](http://www.seattle.gov/economicdevelopment)

[www.growseattle.com](http://www.growseattle.com)

[www.onlyinseattle.org](http://www.onlyinseattle.org)

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your business

**GROW**  
your business

**GREEN**  
your business