



## Business Retention and Expansion Program

Seattle City Council

Committee on Economic Resiliency and Regional Relations

April 2, 2013



# Business Retention and Expansion Program



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



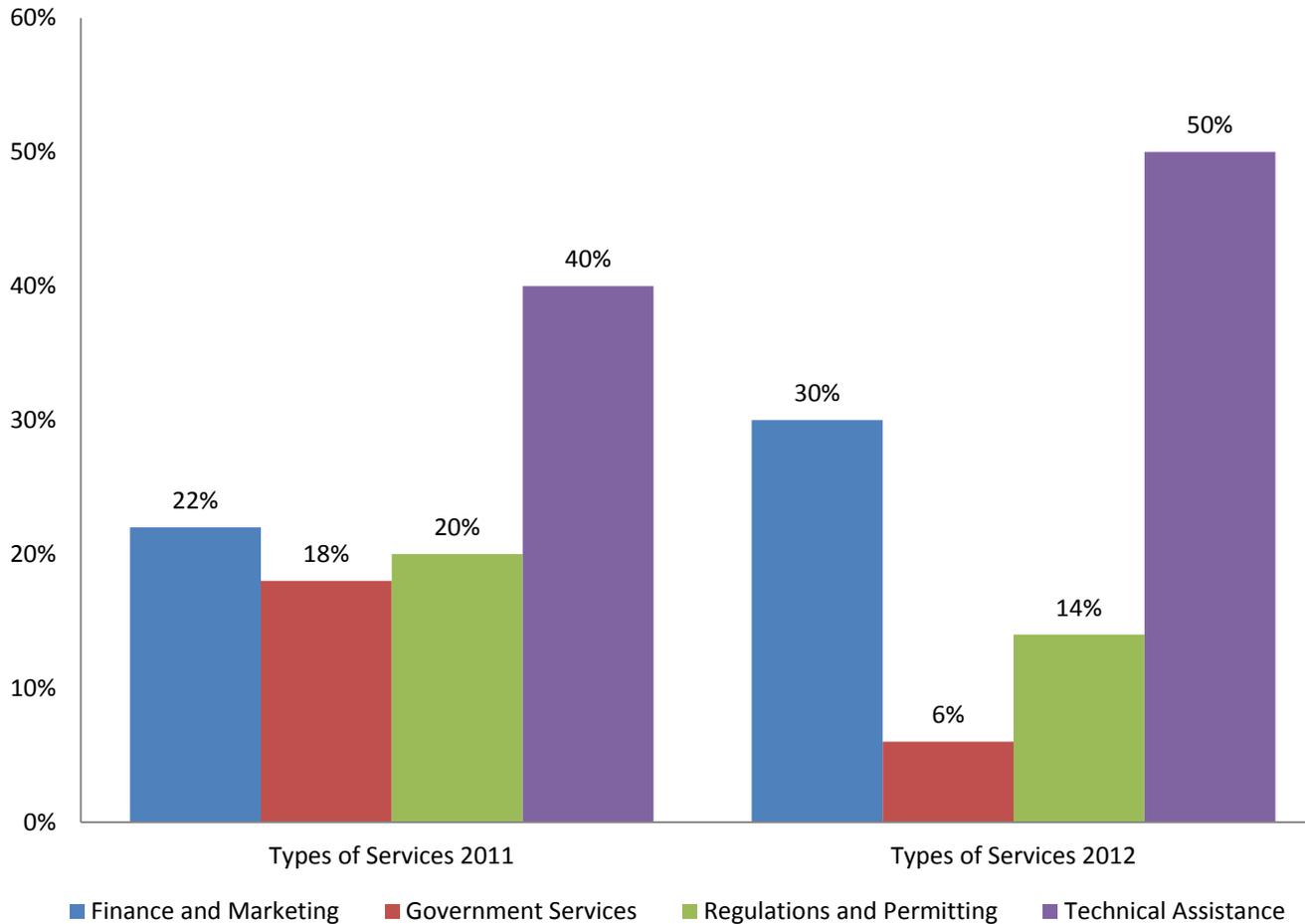
# 2012 Business Services Outcome Metrics



<b>Outreach to Target Sectors</b>	<ul style="list-style-type: none"><li>• 444 businesses visited by OED and our partners</li><li>• 267 businesses connected to resources and assistance</li></ul>
<b>Business Advocacy Program</b>	<ul style="list-style-type: none"><li>• 33 businesses assisted by the Citywide Business Advocacy Team</li></ul>
<b>Execute and Expand Financing Program</b>	<ul style="list-style-type: none"><li>• \$22,042,217 in loans</li><li>• 10 businesses received loans</li><li>• 188 jobs retained or created</li></ul>



# Business Retention & Expansion



Economic Development Council  
of Seattle and King County





# Sectors and Services



Our partners' services:

	<b>Manufacturing &amp; Maritime</b>	<b>Central Business District</b>	<b>Clean Tech &amp; IT</b>	<b>Life Sciences &amp; Global Health</b>
<b>Outreach</b>	ECOSS MIC	EDCSKC DSA	EDCSKC DSA	WBBA
<b>Recruitment</b>	EDCSKC	EDCSKC	EDCSKC	EDCSKC WBBA
<b>Site Selection</b>	ECOSS MIC	EDCSKC DSA	EDCSKC DSA	WBBA
<b>Financing</b>	ECOSS MIC	EDCSKC DSA	EDCSKC DSA	WBBA
<b>Corporate Strategy</b>	The Russell Group	EDCSKC The Russell Group	EDCSKC	WBBA
<b>New Market Development</b>	The Russell Group	EDCSKC The Russell Group	EDCSKC	WBBA





# Success Stories





# City of Seattle's Office of Economic Development

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

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

**START**  
your business

**GROW**  
your business

**GREEN**  
your business