Office of Economic Development

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

Outreach to Target Sectors	• 444 businesses visited by OED and our partners • 267 businesses connected to resources and assistance
Business Advocacy Program	• 33 businesses assisted by the Citywide Business Advocacy Team
Execute and Expand Financing Program	• $22,042,217 in loans • 10 businesses received loans • 188 jobs retained or created

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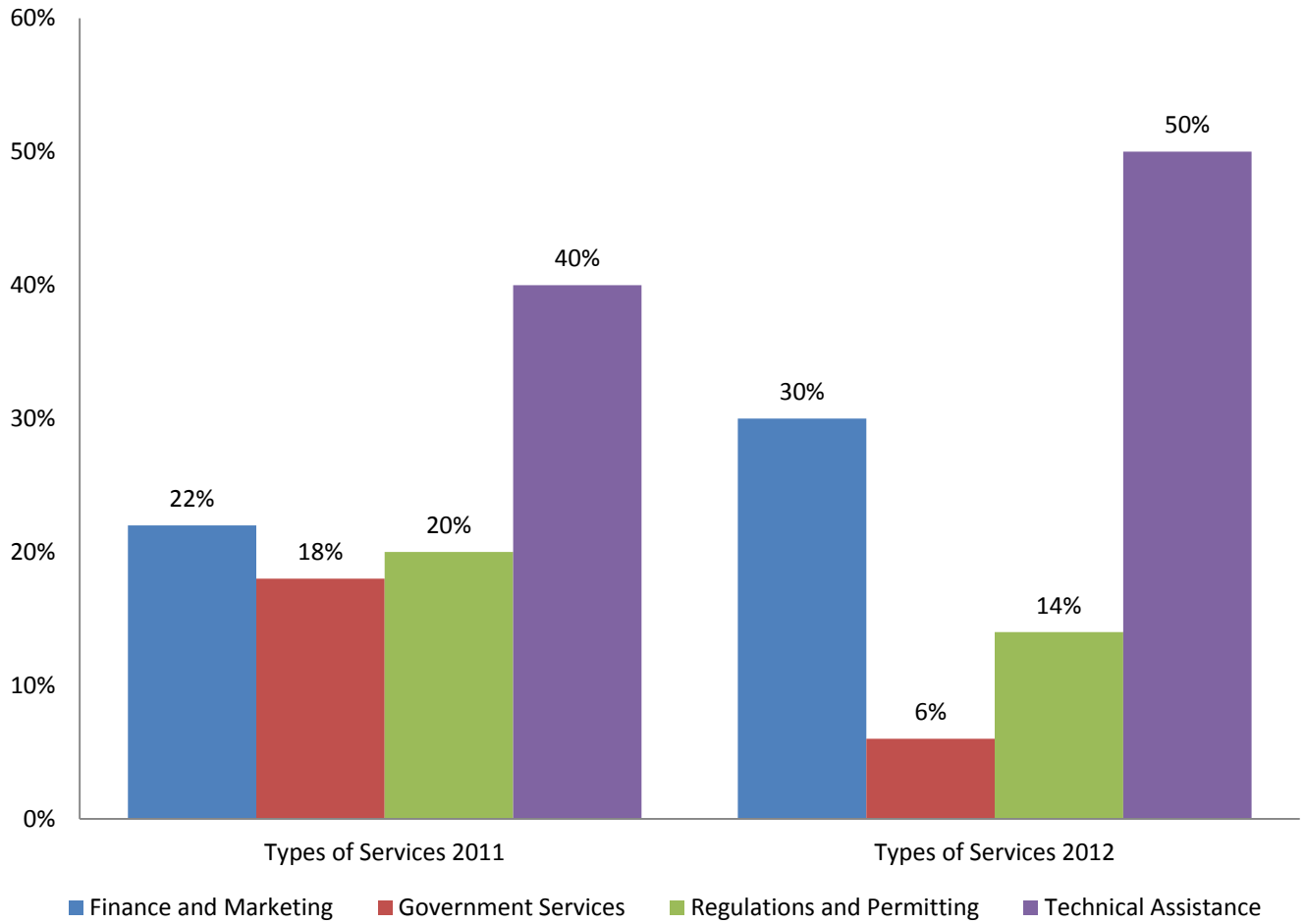
Business Retention & Expansion



Downtown Seattle Association

Economic Development Council of Seattle and King County

Environmental Coalition of South Seattle

MIC

The Russell Group — The Pursuit of Excellence

WBBA Washington Biotechnology & Biomedical Association

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Sectors and Services

Our partners' services:

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

Success Stories

Seattle JOBS PLAN

RETAIL LOCKBOX

CLAYTON KENDRICK INCORPORATED

KHAN MACHINE TOOLS
1406 NW 51ST ST. BALLARD, WA 98107

true™
BY TRUE FABRICATIONS

INTERIOR VISIONS

Phở Cyclo Café

Hydrovolts

IMMUSOFT CORPORATION

Blanton Turner

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Seattle JOBS PLAN

City of Seattle's
Office of Economic Development

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START your business

GROW your business

GREEN your business

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