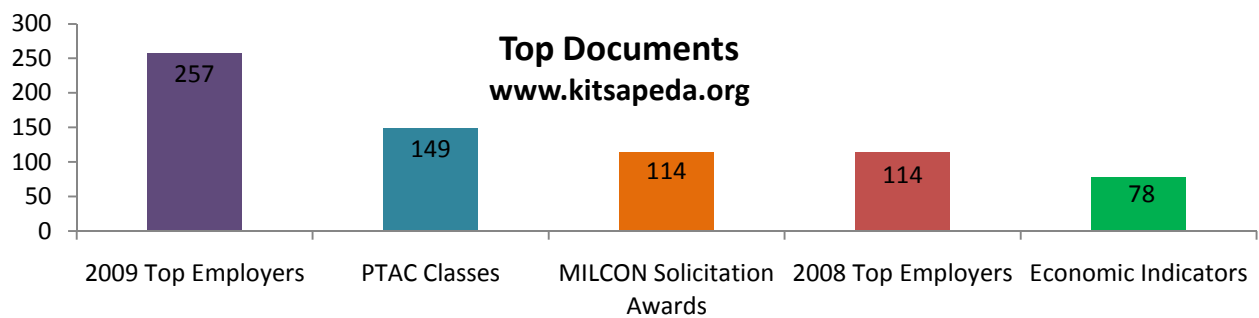


		Q 4	Total 2009
Business Retention & Expansion	Kitsap Company Visits/Presentations	20	113
	Number of Companies Assisted	11	63
	Number of Companies Referred	18	71
	Number of Companies Closed	0	2
	Number of Custom Reports	7	11
	Jobs Represented (if known)	529	¹
	Jobs Planned (next 36 months)	63	¹
	Jobs Lost	2	60
Economic Impact – Existing Jobs		\$90,828,075	¹
Business Recruitment	Number of Companies Contacted	25	35
	New Cases	4	43
	Continuing Cases	1	8
	Cases Discontinued or Lost	8	30
	Number of Companies Visiting Kitsap	0	4
	Number of Companies Recruited (committed)	0	2
	Potential Jobs – open cases	181	¹
	Potential Investment – open cases	\$3,000,000	¹
	Economic Research & Inquiries	Custom Reports, Demographics & Real Estate	17
Unique Visitors to KEDA Website		5,898	19,830
Business Start-up Kit Downloads		34	232
KEDA Originated Studies & Reports		3	25
Community Relations	Events (sponsored, co-sponsored or hosted)	3	23
	Speeches & Presentations	5	24
	Reports to Investors	3	13
	E-News & Print Communications (Incl. PR, Columns)	15	56
¹ number changes quarterly rather than carrying forward			
20/20 Business Climate Policy & Initiatives	Workforce & Education	✓	Continuing member of West Sound Education Leadership Council; Olympic Workforce Development Council and OC Worker Retraining Advisory Committee
		✓	Contributing member of green workforce efforts
	Transportation & Infrastructure	✓	Federal/state stimulus package project information through e-newsletters and presentations
	Small Business Support	✓	Continued research and information assistance as requested
		✓	Presentations to PTAC (Procurement Technical Assistance Center)
		✓	Host site for one-on-one sessions for PTAC
		✓	Ongoing site visits to determine business opportunities/challenges
Financing & Incentives	✓	Collaborating member of coalition considering peninsula wide funding mechanism	
	✓	Tracking and disseminating information on stimulus dollars	
	✓	Continued work with Kitsap County Community Development Corp	
	✓	Presentations to PTAC	
Government as a Partner	✓	Working with City of Bremerton regarding expansion of CEZ	
	✓	Collaborative efforts with KRCC regarding procurement and permitting	
Industry Focus	✓	Selling to the Navy workshops	
	✓	One-on-one PTAC counseling in KEDA office	
	✓	Planning August 2010 Defense Symposium	
	✓	Continued work on Kitsap clean tech business listing	

Number and Types of Assists by Area

Type of assist	Bainbridge *	Bremerton *	Kitsap County	Port Orchard *	Poulsbo *
BRE	1	7	10	2	1
Recruitment	0	3	4	2	1
New B2B	0	0	4	0	0
Inquiries & Reports	5	11	17	8	9
TOTALS	6	23	38	12	12

**Indicates within city limits*



Speeches and presentations:

- Greater Poulsbo Chamber of Commerce
- Kingston Stakeholders
- Leadership Kitsap
- Selling to the Navy workshops

Kitsap County

Business Attraction Activity

- *Project Positive Results* – Submitted build to suit site for 30,000 SF light manufacturing facility (medical devices). *CASE LOST* – client narrowed list to one site in King County, one site in Michigan.
- *09 Clean Tech 1* – WA firm seeking Kitsap expansion site in/near SKIA. Continued working with client regarding potential sites. Contacted for status update – no response.
- *09 Niche Security Assembly* – Provided Kitsap proposal; site visit to Kitsap; seleDept. of CommerceNK site; working on funding option. *Client received approval for HUD Section 108 loan funding. Loan application in process.*
- *Project SolarLight* – lead from State Dept of Commerce for manufacturing site to assemble solar panels. Proposal included NK site. *CASE LST: No sites selected in WA state (WA state #2 choice because of lack of PV – photovoltaic -- market).*
- *Dept. of Commerce (DOC) leads* – reviewed several leads from DOC; no match (seeking large, existing buildings; direct rail access)
- *25 introduction letters to Puget Sound firms*
- *Continued updates of KEDA website*

Business Retention and Expansion Activity

- *09 Defense 1* – follow up on potential sites for office expansion. Client still actively seeking location; provided additional site information as requested.
- *09 Business Services 2* – site visit with client providing export assistance with emphasis on tribal owned companies
- *09 Manufacturing 1* – Provided potential funding sources for expansion project; follow up meeting; continued email and phone call with new information.
- *09 Clean Tech Manu 3* – Site visit with State International Trade division. Confirmed client will be working with state for new European contacts.
- *09 Defense 4* – Followed up site visit to learn about new product; referred to PTAC counselor for additional assistance for new contracts
- *\$110,000 private investment identified* – Kitsap County BRE clients
- *22 new jobs identified (100% above average county wage); 1 job lost* – Kitsap County BRE clients
- *PTAC Workshop* – Kitsap County firms attended “Sell the Navy” Workshops
- *PTAC one on one sessions* – Kitsap County firms received personalized federal contracting counseling