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Development.



2018 Annual Report

A Message From The Chair



Dan Marples

Looking back over the past year I am impressed by how much Yakima County Development Association (YCDA) has accomplished. With a mission of encouraging job and business growth, we were directly involved in many projects and initiatives that strengthen our Valley's economy.

We partnered with the Washington State Small Business Development Center (SBDC) to bring a full-time Certified Business Advisor into the YCDA office. The SBDC is a tremendous asset that has increased our small business outreach. The Enterprise Challenge business plan competition launched twenty-six small businesses.

As we were helping new businesses launch, we were also assisting established companies like Sonoco, Blueline Manufacturing Company, and Nutrien Ag Solutions with expansion projects. We identified tax incentives, provided assistance with permitting and regulatory requirements, and secured infrastructure funding.

The infrastructure funding came from the Supporting Investments in Economic Development (SIED) program. YCDA administers this program on behalf of Yakima County, and the SIED advisory board recommended over \$1.5 million in grants and loans to build infrastructure that will support the creation of seventy-five new jobs.

We hosted specialized training in leadership, exporting, lean manufacturing, small business lending, and food safety. We held a series of roundtable discussions on essential business topics that were attended by more than 170 business and community leaders. We also welcomed forty new professionals that relocated to the Valley and connected them with community ambassadors and new resident resources.

In addition to our efforts to assist local businesses, we worked with twenty-seven companies from outside of our area that expressed interest in doing business in Yakima County. Seven of these companies visited the Valley to look at sites and buildings.

Most impressive of all, we accomplished all this while launching our 8th funding campaign that has currently raised 41% more than the previous campaign. In preparation for the funding campaign we met with dozens of local businesses and stakeholders to develop an enhanced five-year strategic plan that meets the needs of our community.

As we look toward the future we will be focusing on five key initiatives; Expand and Retain Existing Industries, Recruit New Industry, Strengthen the Business Environment to Improve Quality of Place, Encourage Small Business Growth, and Enhance Investor Relations and Communications. At the end of the five-year campaign, we will have created 2,500 direct and indirect jobs and almost \$100 million in new annual payroll.

All this is made possible by an active board of directors, skilled staff, and most importantly the continued support of our investors and partners. I look forward to seeing the results of the Choose Yakima Valley campaign over the next few years and thank you for making those results possible.



PO Box 1387
Yakima, WA 98907

Choose Yakima Valley Five-Year Investment Campaign 2019-2023



“Job retention, expansion, and recruitment is where we begin and end every day at YCDA.”

-Bob Hall
YCDA Campaign Chair Emeritus

Measurable Objectives

- Number of businesses we provide assistance to
- Number of jobs, direct and indirect, created and or retained
- New payroll
- Private investment dollars
- New tax assessment to support government services

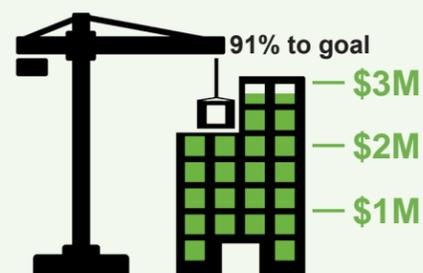
Expected Outcomes

- 2,494 direct and indirect jobs with average salary of \$40,000
- \$92.7 million in new payroll
- \$51.2 million in new personal expenditures
- \$100 million in private investment

Strategic Initiatives

- Expand and retain existing industries
- Recruit new industry
- Strengthen the business environment to improve quality of place
- Encourage small business growth

Campaign Goal \$3 million



\$2.74 million raised to date
135 early investors
Average pledge increase of 74%

2018 Metrics



3 industry trade shows generated over **30 targeted leads**
Responded to 27 Requests For Information
Hosted 7 site visits



5 Companies assisted with expansions
145 Jobs created
\$7.16 million annual payroll



120 Small businesses assisted
83 Jobs created
\$2.58 million annual payroll



7 Roundtables hosted with **186 attendees**
5 Training classes, over **40** local companies participated



228 Total jobs
\$9.74 million annual payroll



World Ag Expo trade show in Tulare, CA,



Attendees at a YCDA roundtable and tour of Walmart distribution center



A group of West Valley High School students discuss the apprenticeship pilot program

2018 Highlights

Infrastructure Funding Supports New Jobs

In 2018 SIED (Supporting Investments in Economic Development) funded **\$1,503,372** in public infrastructure improvements directly supporting over **\$31 million** in private capital investment creating a projected **77 Jobs** and over **\$6.5 million** in annual payroll.

Since 1999 SIED has funded over **\$46.8 million** in local infrastructure. The companies and industries supported by SIED invested over **\$350 million** in private capital investment and created over **2,000 jobs**.



Nutrien Ag Solutions Expansion

SIED funds were used to help construct a rail spur to support Nutrien Ag Solutions new fertilizer production plant in the Port of Sunnyside.

The new 13,000 square foot facility will produce 3,500 tons of solid and liquid fertilizer and employ 30 people when complete.

Siting the new facility was contingent on rail access. “Securing SIED funding enabled Nutrien Ag Solutions to proceed with locating their expansion,” said Jay Hester, Executive Director with the Port of Sunnyside. “SIED was instrumental in this project’s success.”

Varietal Beer Co. Opens in Sunnyside

The opening of Varietal Beer Company is a result of key partnerships that included YCDA, the Port of Sunnyside, and the City of Sunnyside.

Not only did four of the five owners participate in YCDA’s Enterprise

Challenge business plan competition, YCDA also assisted the Port of Sunnyside as it secured a Grant/Loan from the Department of Commerce to remodel the building for Varietal’s use.

