

2012 Annual Report

Economic Development Board for Tacoma-Pierce County



"Thanks and hats off to the EDB. After looking at all of our options, it was clear staying in Fife was the best choice for BPI Medical. We have a great platform here for reliably serving our clients."

**—Bob Overmars,
President and
CEO, BPI Medical**

2012 EDB Investors

TOP PRIVATE

Bank of America
Columbia Bank
DaVita
Franciscan Health System
Heritage Bank
Illahie Holdings
KeyBank
Milgard
MultiCare Health System

Puget Sound Energy
Regence
Simpson
The News Tribune
Umpqua Bank
U.S. Bank
Wells Fargo
Weyerhaeuser

PUBLIC

Bates Technical College
City of DuPont
City of Fife
City of Gig Harbor
City of Lakewood
City of Puyallup
City of Sumner
City of Tacoma
City of University Place
Clover Park Technical College

Pierce College
Pierce County
Port of Tacoma
Sound Transit
State of Washington
Tacoma Community College
Tacoma Public Utilities
UWT–Institute of Technology

Absher Construction
AHBL
Architects Rasmussen
 Triebelhorn
BCRA
Boeing
BPCI
Broadway Center for the
 Performing Arts
Brown & Brown of
 Washington
Bruce Titus Automotive
 Group
Burkhart Dental Supply
Business Examiner
Business Interiors
 Northwest
CalPortland

Concrete Technology
Eisenhower & Carlson
First Citizens Bank
GLY Construction
Gordon Thomas
 Honeywell
Green Mountain Coffee
 Roasters
Green Roots
Group Health
Harborstone Credit Union
JayRay
Jesse Engineering
Kidder Mathews
Korsmo Construction
Korum Automotive
Merit Company
Moss Adams

Murray Pacific
Neil Walter Company
Newland Communities
Oak Harbor Freight Lines
Pacific Lutheran University
Patriot Fire Protection
Pease Construction
Propel Insurance
Rainier Connect
Ronald E. Thompson
Rushforth Construction
Rusty George Creative
SAFE Boats
SeaTac Packaging Mfg.
Selden's Home Furnishings
Shaub-Ellison Co.
Simon Johnson
Sitts & Hill Engineers

Smith Fire Systems
Sound Credit Union
Tacoma Screw
Targa Sound Terminal
Totem Ocean Trailer
 Express
TriWest Healthcare
 Alliance
TrueBlue
Tucci & Sons
University of Puget Sound
US Oil & Refining
Wade Perrow Construction
World Trade Center
 Tacoma

Doing the Math

Amazon + Bradken + BPI + Carlisle + Coordinated Care + Dart + SAFE Boats + Topia
= Jobs for the Citizens of Tacoma-Pierce County

The EDB is in the job and wealth creation business. The more high-wage jobs and wealth-creating companies in Tacoma-Pierce County, the better the quality of life and the greater the job and career opportunities for our citizens.

Retaining and recruiting primary businesses is how we compete every day.

Primary businesses export a product or service out of Tacoma-Pierce County and import new dollars into the local economy, thereby “growing the wealth pie.” That wealth is distributed in the community to employees and suppliers; and, through taxes, supports needed government services.

Primary businesses typically pay higher wages than other businesses because higher value goods and services are produced. In short, primary businesses are the fundamental building blocks of high-wage job creation.

The competition is fierce. Tacoma-Pierce County faces regional, national and global competition to keep its existing firms, as well as recruit new firms to the area.

2012—Major Business Recruitment and Retention Activity

Business Recruitment

Amazon (350+ new jobs expected, approximately \$80 million private capital investment expected).

Amazon announced its plans to open a one million square-foot fulfillment center in DuPont to pick, pack and ship larger items to customers. Investment is estimated to be \$80 - \$100 million with 350+ employees, ramping up by several hundred each year during October–December. The EDB worked with the property owner, client and city as this deal matured and it continues to work with the State Department of Commerce, City of DuPont, WorkForce Central and the client on the details. Duke Realty, a commercial real estate developer, purchased the 91 acres in DuPont and is building the project with Amazon planning to take occupancy in fall 2013.

Coordinated Care Corporation (100 new jobs).

Coordinated Care, a subsidiary of Centene Corporation, serves the State of Washington’s Medicaid Healthy Options and Basic Health enrollees. Coordinated Care partners with physicians, specialists, hospitals and other community service providers to deliver high quality, locally-based healthcare services to its members. Beginning late 2011, the EDB, WorkForce Central and the City of Tacoma met with company representatives as they considered where to locate operations. When they

The Last Five Years: 2008-2012

Because most deals take well over a year to conclude, the EDB measures its results in five-year increments. The EDB’s \$121:1 return on its investors’ dollars from 2008-2012 was laudable.

Jobs recruited and retained	5,423
Wages and salaries generated	\$ 320,319,182
Private capital investment	\$ 294,059,000
Industrial revenue bond financing.....	\$ 5,200,000
EDB revenue.....	\$ 5,128,700
Return per \$1 EDB investment	\$ 121

were awarded a state contract in 2012, the company was ready to move ahead. The EDB and its partners provided information and guidance on workforce, training, facilities, resources and incentives. The positive outcome: a new tenant for Tacoma's Financial Center and 100 new jobs in Tacoma-Pierce County.

SAFE Boats International (50 new jobs).

The Navy awarded a \$30.56 million contract to SAFE Boats International to build five Mark 6 patrol boats. The Bremerton-based company needed a site close to the water to construct and launch the large aluminum boats. Proximity to suppliers, contractors, other boat builders and ship repair businesses made the Earley Business Center at the Port of Tacoma ideal. The EDB partnered with the Port, WorkForce Central and the City of Tacoma to provide information on tax structure, incentives, permitting, workforce resources and training.

Carlisle Construction Materials (100 new jobs, \$35 million private capital investment).

Carlisle, a leading supplier of commercial roofing systems for over 40 years, considered sites in Washington, Oregon and British Columbia as the location for its seventh Polyisocyanurate (polyiso) insulation plant. EDB worked closely with public and private sector partners to arrange multiple site tours for the consultant and company representatives. Numerous meetings were held to provide information and introductions to Tacoma-Pierce County's assets and resources. Ultimately, Carlisle purchased 42 acres at Randles Business Park in Frederickson, Pierce County, for its new 400,000 square foot insulated roof panel manufacturing and distribution plant where it will employ 100 workers.

Twenty recruitment cases were closed

during the year. Location decisions are based on a variety of factors—proximity to markets, available land, labor, transportation, taxes, business climate and incentives. While companies are expressing some optimism about the future, a number projects continue to be on hold as the economy slowly recovers from the recession. We observed an increase in the number of solid inquiries toward the close of 2012.

The EDB works with businesses, consultants, site selectors and other decision makers to provide information and assistance in obtaining general and specific data about location, area demographics, tax incentives, education and training, assistance with the labor market and hiring, utilities, transportation, identifying and touring facilities, cost of living, housing, culture and recreation amenities, and contact with local authorities. Factors influencing site decisions vary broadly—even within industries—and EDB's assistance is customized and tailored to the specific client's needs and interests.

The EDB teams with property developers and real estate brokers, the Port of Tacoma, Tacoma Public Utilities, Puget Sound Energy, education and training resources, elected officials and staff from cities and unincorporated Pierce County, Washington State Department of Commerce and others on recruitment efforts. Our professional partners' responsiveness and proven ability to deliver are critical components of successful recruitment. Companies receive the benefit of the services of our local colleges and universities, trade and procurement assistance resources and WorkForce Central Business Connection.

Business Retention and Expansion

Dart Container Corp (21 jobs retained).

During 2011 and 2012 the EDB worked with Dart Container Corp. (formerly Solo Cup) after its lease expired at its local distribution facility and the firm considered moving out of Pierce County. After a property search that included sites around the Puget Sound area, the firm decided to remain here and lease over 200,000 square feet at the previously empty Portside Distribution Center in the Port Industrial Area. The EDB conducted a property search, provided information on local tax incentives and made introductions to the regulatory agents at the City of Tacoma to facilitate the permitting processes.

Bradken-Atlas (44 new jobs, \$7 million capital investment).

Bradken completed construction of a new radiography building in 2012 to serve its foundry operations in Tacoma. The project was part of a \$7 million capital investment in its campus of industrial buildings in the Nalley Valley. This expansion resulted in approximately 44 new jobs, bringing total employment to 393 FTE. The EDB assisted Bradken by working with regulators at the City of Tacoma and Sound Transit, as well as providing information on tax incentives and workforce training resources.

BPI Medical (48 jobs retained).

BPI Medical made the decision to remain in Fife after considering several locations north of Pierce County. The decision to renew its lease here keeps 48 jobs in Tacoma-Pierce County and keeps one of the foremost firms in the medical device manufacturing and repair industry here. The EDB assisted by conducting a property search, providing state tax incentive information, conducting a tax liability

“We are very excited to be based in downtown Tacoma. The combination of Tacoma’s skilled workforce, affordability, and its wide range of amenities is a huge plus for our company and our employees. We are especially thankful for the work of Mayor Strickland, the Pierce County legislative delegation and the Economic Development Board for working with us to establish our business in this community.”

—Jay Fathi, M.D., President & CEO of Coordinated Care

comparison with other regional jurisdictions and providing information on business financing programs.

Topia Technology (35 jobs retained). A Tacoma firm since 1999, Topia decided to remain downtown and renewed its lease. Known worldwide for specializing in secure cloud technologies with expertise in mobile device technology, systems engineering and cloud computing architectures, Topia had its choice of locations and was courted by some outside Pierce County. Topia’s decision to remain in Tacoma keeps 35 jobs downtown. The EDB assisted by providing local and state tax incentive information and employee recruitment resources.

The EDB’s **Business Retention and Expansion (BRE) program** directly engages local primary companies involved in growing, strengthening and diversifying the Pierce County economy. The BRE program met with 204 Pierce County companies in 2012 (exceeding the annual target of 180). These firms represent approximately 31,264 jobs. Participating companies received **266 different referrals** offering assistance in meeting challenges related to workforce, financing, permitting, federal bidding and contracting, energy assistance, tax credits, lean manufacturing, relocation assistance, exporting and more. In addition, several companies were introduced, becoming customers and suppliers for one another.

Examples of the **products and services** offered by these firms include: accounting, advanced materials, aerospace supplies, architectural design, asphalt paving, asphalt roofing, asset management and securities, athletics, automobile frames, bags, beads, biodiesel, boats, broadcast supplies, business services, cabinets, cables, chemicals, children’s services, clinical research, coffee roasting, commercial ovens, compressed composite material, construction, construction equipment, cooling fans, dairy products, dehydration equipment, dental equipment, doors, drywall, e-commerce, electrical systems development, engineering and design, environmental consulting, fasteners, fencing, financial services, finger printing technology, food decorative products, food products, forest product machinery, furniture, garage doors, geosynthetic products, geotechnical construction, government collections, graphic design, hardwood flooring, health care, home interior products, horticulture supplies, hotel accommodations, HVAC, industrial equipment repair, industrial linen, information technology, insurance, job training, linen and uniform supplies, logistics and distribution, lumber, machine fabrication, machining, masonry, medical transportation, metal casting, metal etching, metal fabrication, metals recycling, molding, moving, nano-technology, network development, nutritional supplements, paint, paper products, pasta, philanthropic activities, pipes, plastic injection molding, point-of-sale systems, powder coating, precast concrete, printing, publishing, PVC pipe, recycling,

retail showcases, sand and gravel, saw repair, scaffolding, sheet metal products, ship repair, signs, software development, spindle motors, sprinkler systems, stainless steel, steel holding tanks, storage, telecommunications, temporary employment, tunneling systems equipment, website development, windows and yachts.

In most cases, the companies the EDB contacted needed some sort of **assistance that would affect their bottom line**. Consistently, the BRE visits exposed firms to opportunities to save money and be more competitive. The visits establish or invigorate long-term relationships and provide an early warning if and when a company needs extra assistance.

The BRE program is successful in reaching primary firms for two reasons: access to the CEOs, owners and general managers of client firms, and **great partnerships** with local jurisdictions and referring agencies.

The EDB continued to strategically partner with several municipalities, including the **Cities of Tacoma, Gig Harbor, Lakewood, University Place, Fife, Sumner, Puyallup, DuPont** as well as the **Port of Tacoma, Pierce County and Tacoma Public Utilities** on targeted outreach to business retention and expansion clients across Pierce County.

EDB Partners—essential to business recruitment and retention success across the South Sound: *City of DuPont, City of Fife,*

City of Gig Harbor, City of Lakewood, City of Milton, City of Puyallup, City of Sumner, City of Tacoma, City of University Place, Town of Steilacoom, Pierce County, Port of Tacoma, Tacoma Public Utilities, Puget Sound Energy, WorkForce Central—Business Connection, community and technical colleges, public and private universities, State of Washington, Tacoma-Pierce County Chamber of Commerce, other chambers, World Trade Center Tacoma, Impact Washington, Northwest Trade Adjustment Assistance Center, Small Business Development Center, Small Business Administration, Pierce Transit, Sound Transit, Citizens for a Healthy Bay—BEST Program, Procurement Technical Assistance Center, Technical Resources for Engineering Efficiency, the Offices of Congressmen Norm Dicks and Adam Smith and the offices of Senator Patty Murray and Maria Cantwell.

Cluster Acceleration

In addition to its day-to-day recruitment and retention case work, the EDB focused on the five key clusters of aerospace, clean water technology, logistics/international trade, health services and cyber security. These are long-range plays. Dozens of leaders from

the private and public sectors are actively engaged on teams working to develop and implement growth strategies for each cluster. Brief highlights:

Aerospace Team (Tacoma Pierce Aerospace Partners). Co-hosted the first-ever Pierce County Aerospace Summit; recruited at three trade shows (Aerospace & Defense Suppliers Summit in Seattle, Aircraft Interiors Expo in Seattle and Farnborough Air Show in England); distributed Pierce County aerospace profile to hundreds of companies globally; made direct contact with more than 317 aerospace firms.

Clean Water Technology Team (Water Partners of Tacoma). Co-hosted a symposium, *Wellspring 2012: Sharing Ideas to Build a Water Economy*; recruited at five trade shows (Water Environment Federation's Technology Expo in New Orleans, StormCon in Denver, GLOBE Environmental Exposition in Vancouver, BC, American Water Works Association Expo in Dallas and the National Groundwater Expo in Las Vegas); distributed Pierce County profile to hundreds of companies globally; made direct contact with more than 507 clean water technology firms.

Health Services Cluster Team. Worked toward establishment of a Research Trust Consortium among MultiCare, Franciscan and Madigan.

Logistics and Trade Cluster Team. Efforts included building toward a coalition of Pierce County businesses to support the completion of SR 167; developing an inventory of existing trade logistics-related facilities in Pierce, King and Thurston counties; and exploring development of a regional logistics park to attract new customers to the region.

Cybersecurity Cluster Team. Participated in the annual South Sound Technology (SST) conference; met with Congressional delegation to determine areas of mutual interest; discussed coordination with leadership of UWT Institute of Technology.

Industrial Development Revenue Bond Financing

The EDB staffs the public corporation (Economic Development Corporation of Pierce County) that is authorized to issue tax-exempt industrial development revenue bonds in the county. This below-market rate financing is an

"The EDB was consistent and professional from day one. David Randles (seller) and I really appreciated their help in getting through a challenging property sale that resulted in more local jobs and investment in the Frederickson Industrial area of Pierce County. Because of that sale, many road improvements and utilities were extended and or completed in a timely manner. A short plat was completed and therefore there are additional parcels ready for the next company to locate their manufacturing business. The process took some time; however, I feel the sale was closed because of the EDB's total commitment to "new jobs." We all thank you and please continue your efforts on behalf of all Pierce County residents."

—Frank P. Zawislak, Pac West Brokers, Inc. (Carlisle Construction Materials deal)

incentive tool available to manufacturers and processors. The EDCPC has issued over \$300 million in financing for more than 40 Pierce County projects over the last 25 years.

During the economic recession, tax-exempt bonds have faced challenges. Volume is at a decade low for reasons including availability of historically low interest rates from private lenders, uncertainty of the national economic outlook as well as manufacturers holding off on investment decisions. The EDB anticipates activity will increase over time as the economy continues to recover.

Investor Relations and Communications

The EDB's contracted media service successfully placed articles in four trade publications featuring positive economic development activities in Tacoma-Pierce County. Articles appeared in *Business Expansion Journal*, *WaterWorld*, *Puget Sound Journey* (AAA) and *Composite World*, highlighting the strengths of aerospace, clean water technology and quality of life in this market.

Five **Investor Briefings** were hosted by EDB Investors during the year, including Columbia Bank, University of Washington Tacoma, Tacoma Community College, Chambers Bay and Port of Tacoma.

EDB **Teamwork** newsletter was distributed electronically and by mail to 2,600 leaders every month.

The EDB compiled the 2012 **Major Employers list**—an annual list of the top employers in Pierce County with 100 or more

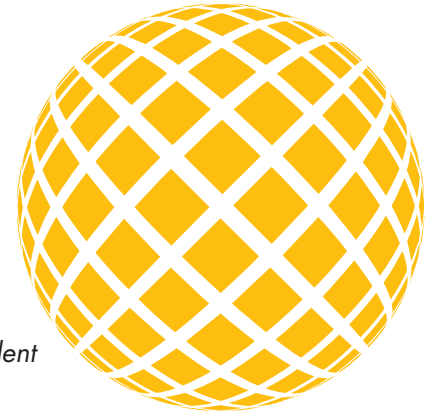
full time equivalent employees (FTEs). The 2012 list included **174 total employers** representing **149,940** jobs in Pierce County. Since the previous year, 41 percent of the companies on the list grew in employment, while 35 percent decreased and 23 percent remained unchanged. The United States Military remains the county's largest employer with over 56,000 employees associated with Joint Base Lewis-McChord. MultiCare Health System and Franciscan Health System remained the top private employers in the county.

The EDB made **presentations** to a variety of organizations including Port of Tacoma; Washington State House of Representatives Committee on Community Development, Economic Development and Housing; Washington State Senate Committee on Economic Development, Trade & Innovation; City of DuPont; South Sound Chambers of Commerce Coalition; Tacoma City Council Economic Development Committee; National Association of State Workforce Boards; Pierce County Aerospace Summit; Wellspring 2012; South Sound Technology Conference; University of Washington Entrepreneurship in Technology Class; Tacoma City Manager Welcome Reception; Invista Launch and National Association of Industrial and Office Parks.

The EDB is a principal funder of **RAMP** (Regional Access Mobility Partnership), a county-wide coalition including business, labor, public and private organizations and citizens dedicated to improved freight and passenger mobility in the South Sound and Washington State. RAMP is focused on completion of critical transportation corridors including State Route 167, State Route 704

(Cross Base Highway) and a variety of freight mobility improvements.

The EDB along with Pierce County, the Port of Tacoma, the Tacoma-Pierce County Chamber, cities within Pierce County and others represented the South Sound on the four-county **Prosperity Partnership** (prosperitypartnership.org). The Partnership continues to focus on actions to strengthen strategic industry clusters: aerospace, clean technology, information technology, life sciences, logistics & international trade and defense/security.



EDB Staff

Bruce Kendall
President & CEO

Susan Suess
Senior Vice President

Ryan Petty
Senior Vice President

Chris Green
Vice President

Bill Stewart
Vice President

Dan Grisham
The Business Connection (partner)

Deborah Kelly
Office Manager

Julie Krilich
Bookkeeper

ECONOMIC DEVELOPMENT BOARD FOR TACOMA-PIERCE COUNTY
STATEMENT OF FINANCIAL POSITION **DECEMBER 31, 2012**

	ASSETS		
	<u>UNRESTRICTED</u>	<u>TEMPORARILY RESTRICTED</u>	<u>TOTAL</u>
ASSETS			
Cash and cash equivalents	\$ 1,645,688	\$ 2,741	\$ 1,648,429
Certificates of deposit	597,494	-	597,494
Accounts receivable – government contracts	111,860	-	111,860
Accounts receivable – related party	6,000	-	6,000
Contributions receivable	-	1,082,167	1,082,167
Accounts receivable – other	4,807	-	4,807
Prepaid expense	3,449	-	3,449
Office furniture and equipment, at cost, net of accumulated depreciation	15,901	-	15,901
Total assets	<u>\$ 2,385,199</u>	<u>\$ 1,084,908</u>	<u>\$ 3,470,107</u>
LIABILITIES AND NET ASSETS			
LIABILITIES			
Accounts payable	\$ 7,047	\$ -	\$ 7,047
Accrued liabilities	24,812	-	24,812
Total liabilities	<u>\$ 31,859</u>	<u>\$ -</u>	<u>\$ 31,859</u>
NET ASSETS			
Unrestricted	\$ 2,353,340	\$ -	\$ 2,353,340
Temporarily restricted	-	1,084,908	1,084,908
Total net assets	<u>2,353,340</u>	<u>1,084,908</u>	<u>3,438,248</u>
TOTAL LIABILITIES & NET ASSETS	<u>\$ 2,385,199</u>	<u>\$ 1,084,908</u>	<u>\$ 3,470,107</u>

ECONOMIC DEVELOPMENT BOARD FOR TACOMA-PIERCE COUNTY

STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS YEAR ENDED DECEMBER 31, 2012

	<u>UNRESTRICTED</u>	<u>TEMPORARILY RESTRICTED</u>	<u>TOTAL</u>
SUPPORT AND REVENUE			
Service revenue	\$ 620,558	\$ 77,537	\$ \$698,095
In-kind contributions	19,000	-	19,000
Net assets released from restrictions	420,222	(420,222)	-
Total revenue and other support	<u>\$ 1,059,780</u>	<u>\$ (342,685)</u>	<u>\$ 717,095</u>
 EXPENSES			
Personnel	\$ 658,386	\$ -	\$ 658,386
General and administrative	183,248	-	183,248
Marketing costs	151,632	-	151,632
Rent	40,154	-	40,154
Total expenses	<u>\$ 1,033,420</u>	<u>\$ -</u>	<u>\$ 1,033,420</u>
 OTHER INCOME			
Annual meeting	\$ 65,280	\$ -	\$ 65,280
Interest income	3,674	-	3,674
Other income	9,644	-	9,644
Total other income	<u>\$ 78,598</u>	<u>\$ -</u>	<u>\$ 78,598</u>
 CHANGE IN NET ASSETS			
	\$ 104,958	\$ (342,685)	\$ (237,727)
NET ASSETS, beginning of year	<u>2,248,382</u>	<u>1,427,593</u>	<u>3,675,975</u>
NET ASSETS, end of year	<u>\$ 2,353,340</u>	<u>\$ 1,084,908</u>	<u>\$ 3,438,248</u>

STATEMENT OF CASH FLOWS

YEAR ENDED DECEMBER 31, 2012

CASH FLOWS FROM OPERATING ACTIVITIES

Change in net assets	\$ (237,727)
Adjustments to reconcile change in net assets to net cash from operating activities:	
Provision for allowance and discounts of contributions receivable	58,818
Depreciation	4,660
Change in assets and liabilities	
Accounts receivable – government contracts	16,250
Accounts receivable – related party	6,095
Contributions receivable	250,744
Accounts receivable – other	(4,807)
Prepaid expenses	9
Accounts payable	(940)
Accrued expenses	3,094
Net cash from operating activities	<u>\$ 96,196</u>

CASH FLOWS FROM INVESTING ACTIVITIES

Furniture and equipment purchased	(6,074)
Certificates of deposit redeemed	<u>275,503</u>
Net cash from investing activities	<u>269,429</u>

INCREASE IN CASH AND CASH EQUIVALENTS 365,625

CASH AND CASH EQUIVALENTS, January 1, 2012 1,282,804CASH AND CASH EQUIVALENTS, December 31, 2012 \$ 1,648,429

2012 EDB Executive Committee

CHAIR
Mark Nelson
Columbia Bank

VICE CHAIR
David Zeeck
The News Tribune

William Holt
Gordon Thomas
Honeywell

Geoff Lawrence
Green Roots

Bev Losey
Brown & Brown
of Washington

Jeff Lyon
Kidder Mathews

Pat McCarthy
Pierce County

Marilyn Strickland
City of Tacoma

John Wolfe
Port of Tacoma

2012 EDB LEADERSHIP Board of Directors

T.C. Broadnax
City of Tacoma

John Conkle
Simpson

Nate Dreon
Ilahie Holdings

Nigel English
Heritage Bank

Timothy Farrell
Pierce County Council

Bill Gaines
Tacoma Public Utilities

Troy Goodman
Targa Sound Terminal

Jonathan Hensley
Regence BlueShield

Jim Hilger
DaVita

William Holt
Gordon Thomas Honeywell

Michele Johnson
Pierce College

Glenn Kasman
MultiCare Health System

Geoff Lawrence
Green Roots

Bev Losey
Brown & Brown of
Washington

Jeff Lyon
Kidder Mathews

Steven Maxwell
KeyBank

Pat McCarthy
Pierce County Executive

Andrew Neiditz
City of Lakewood

Mark Nelson
Columbia Bank

Linda Nguyen
WorkForce Central

Pete Nichols
Quadrant Homes

Gary Nomensen
Puget Sound Energy

Sean O'Brien
Business Interiors Northwest

Clare Petrich
Port of Tacoma Commission

Dick Pickett
Umpqua Bank

Tom Pierson
Tacoma-Pierce County
Chamber

John Rader
Green Mountain Coffee
Roasters

Kent Ramsey
U.S. Bank

Patty Rose
Pierce County Central
Labor Council

Kari Scott
Wells Fargo

Herb Simon
Simon Johnson

Marilyn Strickland
City of Tacoma Mayor

Rich White
Boeing

John Wolfe
Port of Tacoma

David Zeeck
The News Tribune

EMERITUS

John Arbini
Peter Rasmussen
Stanley Selden
Ronald Thompson

"We looked at several locations in the region, but in the end decided to remain in Pierce County. Our new location in Tacoma has plenty of space and gives us great access to the freeway, our customer base, and our transportation partners including our rail service partners. The EDB and the City of Tacoma were both very responsive during this process and made sure we got our questions answered quickly."


—Mike Olivas, Distribution Center Manager, Dart Container Corp.

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Email: info@edbtacomapierce.org
Website: edbtacomapierce.org

Thank you JayRay for graphic design services | jayray.com

An aerial photograph of a city, likely Tacoma, showing a river, green spaces, and urban development. The image is used as a background for the testimonial text.

"Having invested over 15 years in being part of downtown Tacoma, we continue to believe in its potential. Topia wants to be part of this city's growth and we are encouraged by the EDB's efforts to keep great companies in Tacoma."

—Janine Terrano, President & CEO, Topia Technology



**ECONOMIC DEVELOPMENT BOARD
FOR TACOMA-PIERCE COUNTY**