

AMES INTERNATIONAL MAKING SWEET, GLOBAL SPLASH

Consumers in Southeast Asia are looking to satisfy a sweet (and salty) tooth. A deal between **AMES International** and **Tmall** will make that easier.

Fife-based AMES is the parent company of **Emily's Chocolates**. During a May ceremony at the **World Trade Center Tacoma**, the company signed an agreement with Tmall, a Chinese-language website for business-to-consumer online retail (think **Amazon**) operated by the **Alibaba Group**, to continue to grow the product line.

Consumers in China are looking for high-quality U.S. products, and Emily's Chocolates fits the bill. Established in 1987, the family-run business has become a prominent supplier of fine chocolate products across the U.S. and one of the largest nut roasters on the West Coast.

Multigenerational, multinational

AMES CEO George Paulose immigrated to Fife from India in the 1960s. He created AMES International to support his growing family, including daughters Amy and Emily. As children, they helped out on the manufacturing floor.

Today, Amy Paulose is president of AMES International. She's worked to take the local company her father built from the ground up to the international stage, and China and Southeast Asia are key to her plan. Over the next five years, the company's export business is expected to surpass national sales, and AMES anticipates expanding its team to support the Emily's brand. The company will tap into a wide local pool of talent with expertise in logistics, operations, product development and marketing. At present, the company employs a staff of 45, which swells to around 60 during peak production times.

Supportive business environment

Support from the **City of Fife** and local business community has helped put AMES on the map, Paulose said. "Fife and **Pierce County** are supportive of our business and trade. We've seen the evolution and feel the excitement."

"AMES International has certainly proven that a small family business can grow into an international player, right here in Fife, by utilizing our proximity to the Port of Tacoma and the world," said Fife Mayor Kim Roscoe. "It has been truly inspiring to watch them flourish and prosper, all the while being good community stewards. We can't wait to see what they do next."

GOODWILL HELPS MEET NEED FOR WAREHOUSE AND LOGISTICS WORKERS

This is part of an ongoing series about resources in Tacoma-Pierce County to help businesses grow.

Distribution and logistics are booming in Tacoma-Pierce County, and that means more jobs to fill. Finding and keeping the right people is a challenge. **Goodwill of the Olympics & Rainier Region** is working to develop a pipeline of entry-level talent to help meet the needs of the growing sectors.

"When we met with the EDB and Pierce County late last year, we asked what fields and industries they projected to have the greatest labor needs over the near term," said Mike Shields, Goodwill director of Corporate Partnerships. "When they responded with logistics, we knew Goodwill could play a role in meeting that need."

Created and developed with input from local employers, Goodwill's fast-paced, 10-week **Warehouse & Logistics Training Program** provides entry-level and career advancement skills for the manufacturing, warehouse, transportation and logistics field. Classes are taught at Goodwill's **Milgard Work Opportunity Center** by

Tacoma Community College faculty and include interactive video technology that connects students in Tacoma and at the **Longview Work Opportunity Center**. Small class size allows for loads of hands-on support. There's no charge to participate, eliminating a potential barrier between good workers and jobs.

Placement assistance is also provided. Of the 1,298 program participants to date, 1,003 have graduated and more than that have landed jobs. (Some secure employment on their own before completing the program.)

More than 50 local businesses partner with the training program and also comprise its advisory board.

"I'm a big fan," said Judi Griffin, director of logistics for Tacoma-based **Burkhart Dental Supply**. Over the last five years, the company has hired eight program graduates at its Lakewood distribution center. "This has been a great way for us to find associates who are eager to work and already have some training in basic warehouse functions. With the current low unemployment rates, we have to work harder to find good candidates for our open positions. This program has really given us an advantage."

If your company is interested in being a partner or you'd like more information about the program, contact Garuba Akinniyi, Goodwill's distance learning programs coordinator, at garubaa@goodwillwa.org. You can learn more about Goodwill's programs and services at goodwillwa.org/training.



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*Note: Goodwill is also working to meet the need for workers in another booming employment sector—health care. The organization is initiating a pilot program in partnership with **JPMorgan-Chase** for high school students who live in Tacoma's Hilltop neighborhood who have an interest in health care careers.*

WASHINGTON STATE'S AEROSPACE SUPERCLUSTER IS THE BEST

According to an independent report released in early June by Gov. Jay Inslee and members of the **Choose Washington New Middle-of-the-Market Airplane (NMA) Council**, Washington State can't be beat when it comes to aerospace design and manufacturing. The **Aerospace Competitive Economics Study**, conducted by the **Teal Group**, ranked all 50 states across 41 metrics, measuring factors such as cost structure, skilled labor availability, global trade connectivity and tax climate.

Read the full study at bit.ly/TealReport.

Teamwork is a service of the EDB, a non-profit corporation focused on recruitment and retention of primary businesses in Tacoma and Pierce County, Washington, USA.

950 Pacific Avenue, Suite 410 / Tacoma, Washington 98402 / 253.383.4726