

Welcome to our electronic newsletter, which is based on the printed version we mail each month.

****Special Note**** Due to measures in response to the COVID-19 outbreak, *Teamwork* is only being distributed electronically. Our print edition will resume when appropriate.



Pierce County is Open for Business!

Get all of the latest business information and resources related to COVID-19 here.

Tough, innovative and resilient

During these challenging times, Tacoma-Pierce County businesses and organizations are showing their true colors more than ever. From offering services to ease strain on hospitals, to retooling manufacturing capabilities to produce personal protective equipment (PPE) and other essential supplies and materials, our businesses are stepping up during the COVID-19 outbreak.

Farm equipment to face masks

[McConkey Company](#) is a leading manufacturing and distributor of horticultural products. And as of late March, the Sumner-based company is also in the business of transforming recycled water bottles into plastic face shields for the nation's law enforcement officers and first responders.

By mid-April, McConkey had produced and distributed 20,000 face shields and had orders for 120,000 more. To meet demand, the company reassigned 18 workers and hired an additional 20 employees to produce and assemble the products. The initial batch of face shields were sent to FBI national offices, [Department of Defense/Joint Base Lewis-McChord](#) military police, [Pierce County Emergency Management](#), [City of Tacoma Police Department](#) and other fire/rescue agencies. Washingtonians have been McConkey's top priority, but because of the state's good work to flatten the COVID-19 curve, demand has been higher elsewhere, including hospitals in Las Vegas, California and on the East Coast.

While the entire McConkey team was eager and quick to respond, company president Derek Moeller didn't know where to start to get their face shields in the right hands.

"We had the means, the equipment and the people, but not the market intelligence," Moeller said.

He reached out to the EDB, which in turn introduced him to county, regional and state resources who connected him with agencies in need of personal protective equipment.

"We could have all the manufacturing capacity in the world, but it

BRIEFS

COVID-19 resources for manufacturers

Back-to-work webinars

To manage COVID-19 risks for employees, it is critical manufacturing facilities review their policies and procedures relative to current knowledge of the risks. To help manufacturers navigate the workplace compliance process, the EDB has teamed with [Impact Washington](#) to offer a series of best-practice webinars. Two sessions were held in April. Remaining webinars are May 5 and 7. Click [here](#) for more information and to join the calls.

Free workplace audits

For thousands of manufacturing companies across the state dealing with the fallout of COVID-19, Impact Washington offers a no-cost, in-person assessment that will help manufacturers safely get workers back on the job. Learn more about the [Safe Workplace/Return to Work Environment Assessment](#) and other [COVID-19 manufacturing resources](#).

Ongoing COVID-19 business information webinars

The [Economic Development Board for Tacoma-Pierce County](#), [Tacoma-Pierce County Chamber of Commerce](#) and the [Kitsap Economic Development Alliance](#) continue to hold regular conference calls to discuss the rapidly evolving COVID-19

wouldn't really matter if we didn't know who to contact to get the products out there," Moeller said.

Through it all, McConkey continues to supply farmers with hydroponic equipment to raise their crops. The company is also working with the EDB to add a series of industrial processes to its manufacturing facility that will enable the company to repurpose raw plastic scraps destined for the landfill to produce agricultural products to keep farmers growing.

Moeller said the company will produce face shields as long as there is a need. He anticipates a fall in demand in mid-to-late May.

"Our hope is that the product isn't needed for much longer," he said. "We'll be plenty happy if demand ends."

List keeps growing

Additional local companies and institutions have offered or provided products and services to keep health care workers and the rest of us safe. As of press time, here's a list of who's helping out:

- [Around the Sound](#). The Tacoma-based nonemergency transportation service offered to transport patients to and from medical facilities if ambulance services are over capacity.
- [Berry Global](#). The Tacoma manufacturer of plastic packaging products is producing plastic bottles for hand sanitizer.
- [Clover Park Technical College](#). Recognizing a shortage of supplies in the community, the school's Allied Health program donated its cache of face masks and medical gowns to West Pierce Fire & Rescue.
- [DaVita](#). The downtown Tacoma kidney care services provider put out a call to their health care professionals to volunteer for assignment in New York.
- [General Plastics Manufacturing Company](#). The Tacoma supplier of polyurethane foam for aerospace applications is producing polyurethane strips for protective face shields.
- [GlobalTech Plastics](#). The Fife-based plastic injection molding company serving the aerospace, medical and transportation industries, is producing face shields.
- [Heritage Distilling Co.](#) The Gig Harbor distiller has created its own brand of hand sanitizer, available for purchase or to donate to a nonprofit organization in need.
- [Humming](#). To help local businesses stay afloat during the current crisis, the Tacoma tech startup specializing in digital advertising, waived fees for ads purchased and run in April.
- [Richards Packaging](#). The Lakewood container manufacturer is producing plastic containers for hand sanitizer and disinfectant.
- [Sekisui Aerospace Inc.](#) The Sumner-based aerospace manufacture is in talks with the State and Impact Washington to produce face shields.
- [Sound Sleep Products](#). The manufacturer of premier mattresses is producing nonsurgical face masks in its Sumner facility.
- [Tool Gauge](#). The Tacoma aerospace parts supplier is manufacturing face shields.
- [Toray Composite Materials America](#). Based in Japan with its head office in Tacoma, the leading global supplier of advanced composite materials for the aerospace industry has donated more than 240 N95 respirators.
- [University of Washington Tacoma](#). The school is temporarily forgiving rent for businesses hurt by the COVID-19 outbreak.
- [Wayne's Roofing, Inc.](#) Company president and CEO Rod

situation.

The [COVID-19 Business Information and Resource Webinars](#) feature a rotating panel of local experts, business leaders and elected officials sharing what is known to date about existing and emerging assistance to companies and employees impacted by COVID-19.

Jacqueline Moffo named EDB VP of Business Development

With all that's going on right now, good news sometimes flies under the radar. In recognition of the value she brings the EDB across many functions, we're pleased to announce Jacqueline Moffo has been promoted from manager to vice president of Business Development.

Moffo, who joined the team in summer 2019, is the EDB's go-to person for cluster acceleration teams, managing recruitment of business and community leaders to join teams that develop strategies to grow companies and jobs in high-value economic sectors. She also provides staffing support for the [Economic Development Corporation of Pierce County](#).

Welcome, EDCPC board members

We're a little late reporting the news, but the EDB is pleased to welcome two new board members to the [Economic Development Corporation of Pierce County](#): Jeff Robinson, [City of Tacoma Community and Economic Development](#) director; and Patty Rose, [Pierce County Central Labor Council, AFL-CIO](#) secretary-treasurer.

Ryan Windish, [City of Sumner Community Development](#) director, remains on the EDCPC board representing small cities and towns.

The EDB staffs the EDCPC by contractual agreement. Tax-exempt financing issued through the EDCPC is available to qualifying companies. These Industrial

Wetherbee is also the owner of [Safety in Motion](#) in Puyallup, which offers pilot training, aircraft maintenance and flight rentals. Safety in Motion has offered to fly PPE to where it's needed

- [Wilcox Family Farms](#). The Roy-based operation is scrambling to keep store shelves stocked with eggs, but with restaurant deliveries on hold, the family-owned farm was left with massive supply of liquid eggs. Wilcox donated the equivalent of 7 million eggs to area food banks and shelters, including [Tacoma Rescue Mission](#).



Keep calm and sanitize on. Heritage Distilling Co. added a new recipe to its line of libations. Hand sanitizer is available for purchase or donation to a nonprofit in need. (Photo credit: Meredith Neal)

"We are fortunate to have such great businesses, organizations and institutions step up and respond," said EDB president Bruce Kendall. "Their innovative and collaborative spirit will get us through this difficult time and help keep Tacoma-Pierce County businesses up and running."

For more COVID-19 information and resources, visit the [EDB website](#).

We realize we may have missed someone. Let us know how you're responding to the COVID-19 outbreak. Contact Maddie Merton, EDB vice president for business retention and expansion, at maddie@edbtacomapierce.org or 253-284-5891.

Development Revenue Bonds (IDRB) offer manufacturing and processing companies below-market interest rates for eligible uses, such as purchasing land or equipment, constructing buildings, and/or upgrading existing facilities.

For more information about the EDCPC and IDRB financing, contact [Jacqueline Moffo](#), EDB vice president of business development.

edbtacomapierce.org



Web resources for small businesses

To help small businesses survive and prosper amid the COVID-19 outbreak, the EDB has teamed with several local partners to find and develop resources to enable small businesses reach customers and prosper.

- [Small Business Thrive Guide](#). Tacoma-based [SiteCrafting](#) is all about solutions. The team of web developers, designers and strategists has created guidelines to help small business succeed in the current economic climate. The comprehensive resource provides insights on ways to stay connected with customers, tips on how to optimize digital presence, content creation ideas and more.
- [Social Media and Web Introduction Guide for Small Business](#). The EDB, [Pierce County](#) and [City of Tacoma](#) created a "beginners guide" to social media and eCommerce to help businesses reach customers. From posting times and delivery options to geotags and hashtags, the guide offers what you need to get started and find new ways to connect with customers looking to shop local.
- [#OpenForDeliveryPC](#). Cut through the noise and connect with customers. If you're a Pierce County business open for delivery, use the hashtag #OpenForDeliveryPC (or customize for your specific location) to create a focused stream of information for those looking to shop local.

More information about [navigating social media and eCommerce](#), including ways to support your favorite local business, is available on the EDB website.

Questions? Rapid Response Team has you covered

In early April the EDB and [Tacoma-Pierce County Chamber of Commerce](#) launched the [Rapid Response Team for the South Sound](#) to help businesses deal with the impacts of COVID-19. Over a 90-day period, the team will offer information, resources and support for your business in this challenging and ever-changing environment.

From navigating lending options to deciphering federal, state and local regulations, we have experts on hand who will talk with you personally and walk you through your available options and new resources.

Visit rapidresponsesouthsound.com, where you'll find an extensive list of FAQs that are updated regularly. If you have a question that hasn't been addressed, please submit an online form.

Learn the latest: Reliable resources and information

While Washington State residents are doing their part to flatten the COVID-19 curve, there's still a long road ahead and a lot of information to process along the journey. Don't get sidetracked by rumors and misinformation.

The EDB website offers comprehensive COVID-19 resources and information- including details about local, state and federal loan and grant programs- gleaned from reliable, dependable sources.

- [General COVID-19 information](#)
- [Pierce County and community-specific news and resources](#)
- [Washington State-specific news and resources](#)
- [National information and links to federal resources](#)

Things are changing quickly at local, state and national levels. We continue to update these pages to ensure you have access to the most complete and up-to-date information available.

© Copyright 2020 Economic Development Board for Tacoma-Pierce County

Teamwork is a service of the EDB, a non-profit corporation focused on recruitment and retention of primary businesses in Tacoma and Pierce County. Telephone: 253-383-4726. Website: edbtacomapierce.org