

ECONOMIC DEVELOPMENT

***Mission:* To Produce Solutions to Attract and Retain Businesses, Jobs and Investments**

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Accomplishments 2018

- **Recruitment /Retention of Businesses**

- Assistance to Companies
- Organized meeting for Mayor with the Foreign Consulates Association of Washington
- Organizing meeting for Mayor with representatives from Banks, S&L's Credit Unions and Financial Intermediaries
- Coordinated FW Small Business Assistance Program with Highline College
- Produced Bi-annual Publication of Economic Development Activity Report

- **Branding Initiative**

- Formulated Targeted Industry Initiative on International Trade and Relations entitled “Centered on Global Opportunity.” Included marketing piece, Video and Direct Marketing Campaign
- Formulated Targeted Industry Initiative on Tourism entitled “Centered on Visitor Opportunity”
- Formulated Targeted Industry Initiative entitled “Centered on Business Opportunity” Included marketing piece, Federal Way: Your Back Office Hub.
- Update Content Management of Website

- **University Initiative**

- Assisted Highline College and UW in location of future facility for classrooms for University Initiative



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Accomplishments 2018

- **Downtown & Town Center Project**
 - Organized meeting for Mayor with Downtown Property Owners
 - Organized Council briefings on Evergreen District, the Redevelopment of Belmor Park
 - Provided leadership in Hotel RFP and subsequent negotiations
- **Other**
 - Submission and approval of Opportunity Zone
 - Wrote, acquired and Managed Port of Seattle Grants 2017 & 2018
 - Wrote proposals and acquired sponsorships for \$,\$\$\$'s for programs for meetings with Property Owners and Foreign Consulates
 - Formulated Student Internship Program
 - Formulated Storyboard, Script and Production of Video on Naming Rights for PAEC
 - Pursuing New Business Model for City Addressing Abandoned Shopping Carts

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Accomplishments 2018

- **Stakeholder Relations:**
 - Greater FW Chamber of Commerce
 - Highline College, SBDC
 - University of Washington, Tacoma
 - State Dept. of Commerce
 - Port of Seattle
 - Sound Transit
 - Seattle Sports Commission
 - Visit Seattle
 - Federal Reserve Bank
 - Commercial Brokers Association, Puget Sound
 - National Association of Industrial and Office Parks, Puget Sound Chapter
 - CCIM, Real Estate Investors Association, Seattle Chapter
 - Urban Land institute, Washington Chapter
 - International Economic Development Council
 - Washington Economic Development Association

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Achievements for 2019/20

- **Recruitment /Retention of Businesses**
 - Provide Assistance to Companies
 - Provide Assistance to Commercial Property Owners
 - Organize annual meeting for Mayor with the Foreign Consulates Association of Washington
 - Organize annual meeting for Mayor with representatives from Banks, S&L's Credit Unions and Financial Intermediaries
 - Coordinate FW Small Business Assistance Program with Highline College
 - Produce Bi-annual Publication of Economic Development Activity Report
- **Branding Initiative**
 - Continue Targeted Industry Initiative on International Trade and Relations entitled: "Centered on Global Opportunity."
 - Continue Targeted Industry Initiative on Tourism entitled: "Centered on Visitor Opportunity"
 - Continue Targeted Industry Initiative entitled: "Centered on Business Opportunity"
- **University Initiative**
 - Completion of permits for Highline College and UW for Future Facility for Classrooms for University Initiative

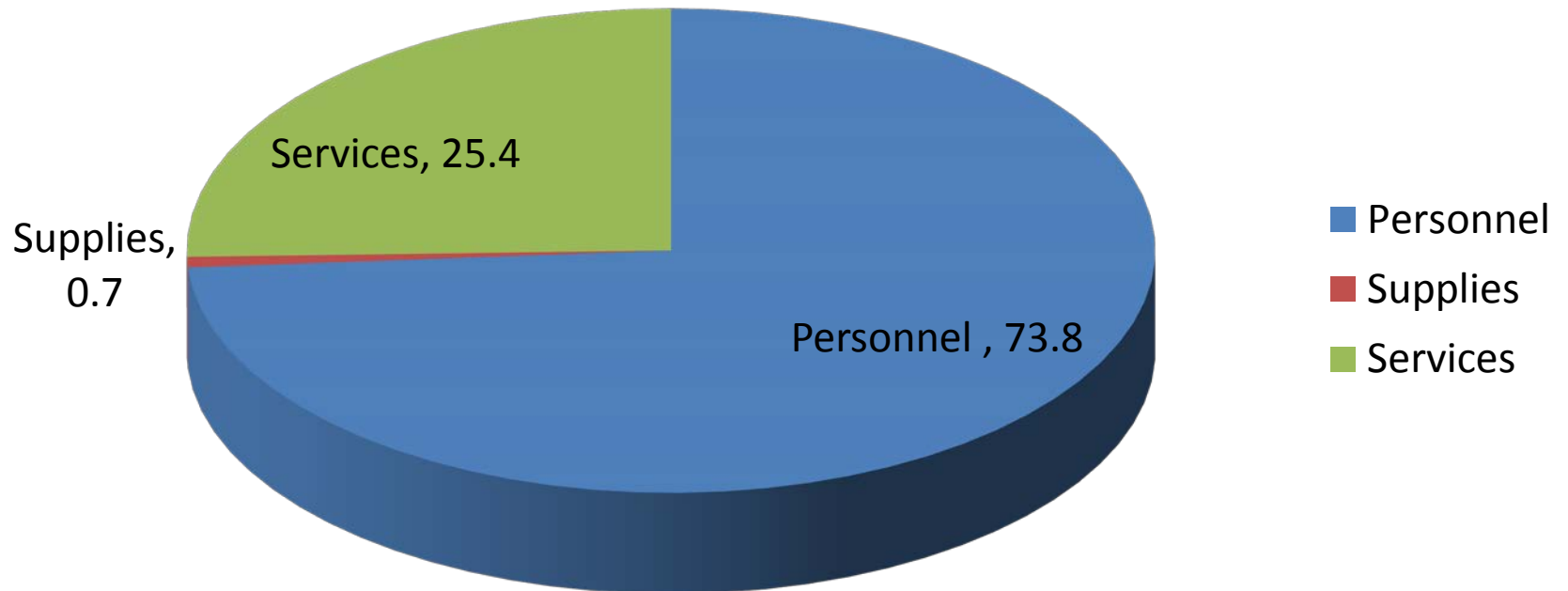
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Achievements for 2019/20

- **Downtown & Town Center Project**
 - Organize annual meeting for Mayor with Downtown Property Owners
 - Continue Council briefings on Evergreen District, the Redevelopment of Belmor Park
 - Provided leadership in Town Center and other Downtown related projects project
- **Other**
 - Implementation of Opportunity Zone
 - Write, Acquired and Manage Port of Seattle Grant 2019
 - Write proposals and acquire sponsorships for \$,\$\$\$'s for programs for meetings with Property Owners and Foreign Consulates, bankers, etc.
 - Continue Implementation of Student Internship Program
 - Support to other City Departments

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2019/20 Budget: \$280,973



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Budget Forward

Applying for Port of Seattle Grant: \$65,000

Sponsorships for meetings with: \$15,000

- Foreign Consulates
- Bankers
- Commercial Property Owners

Subtotal \$ 80,000

Existing \$280,973

FUTURE BUDGET OF: \$360,973