

REPORT TO SNOHOMISH COUNTY
2021 PROFESSIONAL SERVICES CONTRACT – Reporting period ending 6/30/22

June 30, 2022

To: The Honorable County Executive Dave Sommers
Snohomish County

Transmitted via email to: james.henderson@co.snohomish.wa.us

This letter transmits the Economic Alliance Snohomish County second quarter report for 2022. In accordance with the County Professional Services Contract, the following matrix provides a summary of the status of work in the second Quarter 2022.

Through the first Quarter of 2022, EASC worked through a shift in internal staffing, navigating opportunities of future in-person events, and service needs for business attraction and retention efforts. We find ourselves in a reinvigorated space, developing stronger internal and external engagement systems to deploy a stronger BRE system, Attraction pipeline communications with our county wide economic development partnerships via newly hired, Wendy Poischbeg. While we have had some successes in the last year and first quarter, bandwidth and staff capacity are opportunities for a stronger and more solidified economic development effort. EASC will continue to explore options to expand it's work in BRE, Attraction, and workforce-talent efforts.

It is an honor and privilege to represent the County in the various forums and pursuits to accomplish our collective mission. Please feel free to contact me for additional clarification and detail.

Sincerely,



Garry Clark
CEO/Executive Director

EASC Deliverables Matrix

The table below provides a convenient summary of target benchmarks for contract performance.

Key: Green is on track; Yellow is behind with plan to complete on time; Red indicates an external issue preventing EASC from completing the goal.

Contract Reference	Benchmark Description	2022 Annual Target	Q1		Q2		Q3		Q4		Total	
			#	%	#	%	#	%	#	%	#	%
I.a. Business Recruitment and Attraction			#	%	#	%	#	%	#	%	#	%
I.a.i. 1.	Attend targeted trade shows	2 domestic	0	0	1	50%					1	50%
<p>VP of Economic Development Wendy Poischbeg attended Select USA in Washington DC in June/2022. She joined the Washington State delegation led by the Department of Commerce. She engaged with nine businesses intent on expanding into the US representing biofuels, hydrogen energy, and life science sectors. Also trending - companies looking to expand to the US after leaving Russia due to the Ukrainian war.</p>												
I.a.i. 1.	Attend FDR targeted trade show	1 international	0	0	0	0					0	0
I.a.i.2.	Earned media trade publication	3 pitches	2	66%	1	33%					3	100%
<p>Press article references – 40 references in articles/stories in 18 target publications including The Herald, Herald Business Journal, Puget Sound Business Journal.</p> <ul style="list-style-type: none"> • April 2022- Edmonds Firm Named 2022 SBA Seattle District Small Business Exporter of the Year The U.S. Small Business Administration (SBA) Seattle District 2022 Small Business Exporter of the Year is Richard Brinton, founder and president of BBD International in Edmonds, Washington. • April, 2022 EASC Launches New Diversity Equity and Inclusion Initiative • April, 2022 ZeroAvia The Future of Flight and Renewable Hydrogen Coming to Paine Field • April 7, 2022 Sponsored Feature Networking tips: Local networking groups return to in-person meetings • April 20, 2022 New report shows homelessness declining in Edmonds • April 21, 2022 Representatives Larsen and DelBene discuss infrastructure • April 28, 2022 TikTok med student @joelbervell named top Emerging Leader • May 4, 2022 Jon Nehring: Longtime Marysville mayor who's nurtured growth • May 4, 2022 Rep. Mike Sells: He fought for WSU Everett and worker rights • May 4, 2022 Monti Ackerman: A passionate volunteer and calculator whiz • May 4, 2022 Snohomish's Economic Development Director takes new job • May 17, 2022 County announces local engagement meetings for federal COVID recovery funds • May 4, 2022 Helion Energy: New Everett company has the sun in its eyes • June 1, 2022 Sana Biotechnology to build manufacturing in Seattle area • June 2, 2022 Seattle's Sana Biotech Shifts Manufacturing to Bothell, Washington, Adds Key Leaders 												

I.a.i.3.	Advertisement or sponsorship	3	9	300%	9	300%					18	600%
<p>Monthly presence in The Herald and Herald Business Journal – ads, focus pieces, op-eds</p> <ul style="list-style-type: none"> • May 28th, 2022 Garry Clark: Black parents can only prepare kids for racism • 66 radio spots on KRKO & KXA promoting EASC events 												
I.a.i.4.	Attraction Summary Reports	4	1	25%	0	0					1	25%
I.a.i.5.	Trade mission coordination	As requested	1	100%							1	100%
<p>With the objective to position Snohomish County for new investment and job creation in the aerospace industry, EASC retained Matt Smith to coordinate 26 meetings with targeted companies attending the Farnborough Air Show for the Snohomish County delegation.</p> <p>Met with the State Export Office director to discuss export development in Snohomish related to existing exporting companies, Mexico and Canada opportunities as well as the State Trade Expansion voucher Program (STEP). Participated in planning meetings with economic development partners for Korean delegation visit to CIC in June.</p>												
I.a.i.6.	Expansion	2 per year	0	0	0	0					0	0
I.a.i.7.i.	Recruitment funnel	15 new each quarter (60 per year)	+11	18%	15	25%					11	43%
<p>EASC is currently monitoring 29 projects in various state of development.</p> <p>5 Foreign Direct Investment (FDI)</p> <p>4 Business Retention and Expansion (BRE) – existing businesses in county</p> <p>16 Attraction of new business outside the county to the county</p> <p>4 Aerospace related companies BRE or Attraction projects</p>												
I.a.i.7.ii.	Aerospace Recruitment	2 per year	1	50%	1	50%					1	100%
I.a.i.7.iii.	Recruit non-aerospace firms	2 per year	1	50%	1	50%					1	100%
I.a.i.7.b.	Conduct site selector tours	2 per year	0	0%	1	50%					1	50%
<p>Working with KOSME, A Korean aerospace company has toured a number of potential commercial sites in the Cascade Industrial Center. The purchase criteria continue to flex as property costs rise and inventory is reduced.</p>												
I.a.i.7.c.	Attend commercial broker events	4 per year	1	25%	0	0					1	25%
I.a.i.7.c.	Host real estate event	1 per year	0	0	0	0					0	0
I.a.i.8.	Conduct inbound delegation	1 per year	0	0	0	0					0	0

I.a.i.8.	Outbound trade missions	3 per year	0	0	0	0					0	0
I.a.i.9. and Ici14.	Needs of businesses reports	4 per year	1	25%	0	0					1	25%
I.a.i.10.	Joint GSP/EASC work plan consistent with PSRC EDD	1	0	0	1						0	100%
<p>VP of Economic Development, Wendy Poischbeg has met with GSP Executive Director Brian Surratt, VP Josh Davis and Marketing and Communications Manager, Robert Payne to coordinate our regional Economic Development strategy. A tour of select Snohomish County assets is scheduled for July 29th to provide the new GSP leadership a visual of the Port of Everett and the Cascade Industrial Center.</p> <p>She also participated in a day-long PSRC regional event focused on Kitsap County's businesses and economic assets. The event was designed to reveal the correlation to the regional economy, build connections and to collaborate on economic development efforts.</p>												
I.b.i. Existing Business Retention and Expansion												
I.b.i.1.	Key Industry BRE interviews	60 per year	4	6%	8	12%					12	18%
<p>Key take-a-ways from industry interviews:</p> <ul style="list-style-type: none"> Lack of skilled labor and talent continues to be of great concern to the business community. Access to training and upskill programs with free tuition are needed. Lack of talent has manufacturers exploring robots to fill the gap. Continue to promote local mechatronic training programs with industry participating in the development of curriculum. OEM site inflation and supply chain issues with rising costs that cannot be passed onto the customer. Newer opportunities for onshoring as the cost to import materials continue to rise. 												
<p>EASC is currently monitoring 29 projects in various state of development.</p> <p>5 Foreign Direct Investment (FDI)</p> <p>4 Business Retention and Expansion (BRE) – existing businesses in county</p> <p>16 Attraction of new business outside the county to the county</p> <p>4 Aerospace related companies BRE or Attraction projects</p>												
I.b.i.2.	BRE Blitz events	4 per year	1	25%	0	0					1	25%
I.b.i.3.	Industry Brief Reports	6 per year	1	16%	0	0					1	16%
I.c. Business Assistance:												
I.c.i.1.a.	SBDC Reports by Council District	4 per year	1	25%							1	25%
<p>Name: Definition for Stakeholder Primary Scorecard Layout: Stakeholder Primary Scorecard Cumulative Period Start: 1/1/2022</p>												

Current Period Start: 4/1/2022

Scorecard End: 6/30/2022

Funding Source(s): All

Sub-Funding Source(s): ALL

Center(s): 268

Data Elements	Current Value	Cumulative to Date
CASE TOTALS (Clients)	0	0
Number of Clients Counseled	84	149
Number of New Clients	40	85
Company Status	0	0
Pre-venture/Nascent	31	51
Startups	8	17
In Business	46	82
CASE TOTALS (Total Hours)	0	0
All Prep + Contact Client Hours	182	445
New Client Hours	54	210
CASE TOTALS (Impacts)	0	0
Capital Infusion	0	5,760,400
Number Businesses Created	3	8
Jobs Created	2	22
Jobs Saved/Retained	31	31
Jobs Supported (In Business)	170	376
DEMOGRAPHICS (Type of Business, # of Client)	0	0
Accommodation and Food Services	6	13
Agriculture, Forestry, Fishing and Hunting	1	2
Arts and Entertainment	2	3
Construction	8	11
Educational Services	6	7
Finance and Insurance	0	2
Healthcare and Social Assistance	3	6
Management of Companies and Enterprises	1	1
Manufacturing	8	11
Professional/Technical Services	4	8
Real Estate, Rental and Leasing	1	1
Research and Development	1	1
Retail	9	14
Service	6	16
Technology Services	1	3
Transportation and Warehousing	1	2
Wholesale	1	2
No Response	25	46
DEMOGRAPHICS (Business Ownership Gende	0	0
Male	15	32

Female	29	41
Male/Female	11	18
No Response	27	56
DEMOGRAPHICS (Ethnic Background - Race)	0	0
American Indian or Alaskan Native	1	1
Asian	8	15
Black or African American	8	17
White	47	82
Native Hawaiian or Pacific Islander	0	1
No Response	20	
DEMOGRAPHICS (Ethnicity)		
Hispanic	8	14
Non-Hispanic	51	92
No Response	25	43
Demographics (Business Ownership)		
Veteran	4	8
Service-Disabled Veteran	3	5
Non Veteran	45	74
No Response	32	62
Counseling Activity (Areas of Counseling)		
Business Accounting/budget	1	1
Business Plan	1	5
Buy/Sell Business	3	4
Cash Flow Management	0	0
COVID-19 Related	0	9
Financial/Capital	0	14
Human Resources/Employee Management	0	3
International Trade	0	1
Managing a Business	31	57
Marketing/Sales	1	2
Start up Assistance	56	95
No Response	0	0
Other	84	149

I.c.i.1.b.	SBTRC Reports by Council District	4 per year	1	25%							1	25%
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The NW SBTRC (Northwest Small Business Transportation Resource Center) is a grant based program that serves the states of Alaska, Washington, Oregon, Idaho, and Montana.

This quarter, the SBTRC hosted 4 Washington based Workshops that Snohomish County businesses could attend. These included a procurement training round table with local transportation agencies and partners, as well as sessions in bonding, insurance, accounting, banking, finance, legal knowledge, bidding, and estimating. Ing/Budget, the majority of our attendees were from Clallam County, specifically to the Port Angeles area.

The NW SBTRC also connected with 49 Companies at the largest government event for the year Alliance NW March 10th. Alliance NW Conference is the largest local government contracting conference. We were able to connect with prime contractors, sub-contractors, and organizations looking to build partnerships to enhance local DEI efforts.

I.c.i.1.c.	PTAC Reports by Council District	4 per year	1	25%	1	25%					2	50%
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The Procurement Technical Assistance Center (PTAC) program provided 24 Snohomish County businesses counseling services in Q2 2022 for a total of 32 hours. 6 of these 24 Snohomish County clients were new to PTAC in Q2 2022.

For April through June, there were \$128,247,635 in total obligations for Prime Awards and \$70,415,753 in total obligations for Sub-Awards at the Federal level. The contracts are for work performed in Snohomish County, not all recipients are businesses in Snohomish County.

Total Obligations – USA Spending Data – Federal

Prime Contracts – \$128,247,635

Sub-Awards – \$70,415,753

PTAC conducted 8 workshops or learning sessions in Q2:

- Dissecting an RFQ
- First Friday Follow Up – April & May
- Networking Know How
- Creating Extraordinary Elevator Pitches
- Developing Successful Proposals
- How to use Snohomish County Procureware
- Guest Speaker at the Marysville Chamber Small Business Summit – Topic: Government Contracting

Client per council district are as follows:

District 1 – 5 clients – 5 counseling hours

District 2 – 12 clients – 19 counseling hours

District 3 – 7 clients – 8 counseling hours

Client ID	Counseling Hours	Mailing City	Congressional District
S05128	1.67	Marysville	District 1
S00046	1.67	Marysville	District 1
S05110	0.67	Marysville	District 1
S05135	0.5	Marysville	District 1
S04100	0.41	Marysville	District 1
S05113	3.53	Everett	District 2
S05120	1.5	Everett	District 2

S04647	1.499	Everett	District 2
S05118	4.16	Everett	District 2
S04472	0.58	Everett	District 2
S05142	1	Everett	District 2
S04753	0.75	Everett	District 2
K04145	0.66	Everett	District 2
S05137	1	Everett	District 2
S563	1.33	Everett	District 2
S657	1.67	Everett	District 2
S03516	1.08	Mukilteo	District 2
S05094	0.16	Lynnwood	District 3
S3004	0.75	Lynnwood	District 3
S05141	0.25	Lynnwood	District 3
S04460	4.58	Lynnwood	District 3
S04787	0.25	Lynnwood	District 3
S03594	0.16	Lynnwood	District 3
S05048	1.67	Lynnwood	District 3
	31.499		

I.c.i.1.c.	STEM Report																		
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- Snohomish STEM announced an MOU with Everett Public Schools to expand their career preparation and preparedness program.
 - Snohomish STEM Network in partnership with ESD 189 supported development of 5 programs applying for CCW intermediary program builder RFP, up to \$250,000 each.
 - In partnership with Everett Public Schools and the City of Everett, EASC and Snohomish STEM have supported significant progress toward having all internship, mentor and exploration partners committed to support summer programs.
- Career Pathway Dual Credit Articulations Work Underway with:
 - K12
 - Higher Education
- STEM is partnering with Forterra to develop a job training program for the Darrington Wood Innovation Center. Apprentices would be required to travel to Switzerland to train.

- Spring Into STEM: April 5-7, 2022, 3 Day Series
 - KOMO news story
 - 42 locations serving more than 1000+ Snohomish County children
 - Thanks to South Everett/Mukilteo Rotary for sponsorship!
 - 100+ hours of staff planning, volunteer time, and \$6,000 investment for supplies delivered to support
- Legislative
 - HB 1867 Sponsored by Rep Paul signed by Governor. Chapter 75, 2022 Laws. (View Session Law) Effective date 6/9/2022.

I.c.i.1.d.	Business Engagement	400 per year	100	25%	100	25%					200	50%
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Coffee Chats – 1029 Attendees

4/5/2022 - Homelessness & Recovery Solutions = 180 Attendees

Guest Speakers:

- Bridgeways
- Recovery Café
- Cocoon House
- Compass Health

4/12/2022 - A look at Housing: Trends, Needs & Innovation = 178 Attendees

Guest Speakers:

- Chris Collier, Program Manager at Alliance for Housing Affordability
- Dylan Sluder, Government Affairs Manager at Master Builders Association
- Mike Pattison, Government Affairs Manager at Master Builders Association
- Julie Willie, Community Development Director for the City of Everett
- Joe Minicozzi, AICP, Principal at Urban3

5/3/2022 - Economic Recovery & Resiliency = 150 Attendees

Guest Speakers:

- Mayor Barbara Tolbert, City of Arlington
- Mayor Dan Rankin, City of Darrington

5/10/2022 - Honoring Asian Heritage Month & Asian Diversity = 114 Attendees

Guest Speakers:

- Gerry A. Ebalaroza-Tunnell, Founder and Principal Consultant at Co3 Consulting
- Mayor, Kyoko Matsumoto-Wright, City of Mountlake Terrace
- Lalita Uppala, Executive Director, India Association of Western Washington
- Dom Amor, Principal Owner, DM Amor Consulting, LLC
- Van Dinh-Kuno, Executive Director, Refugee & Immigrant Services Northwest
- Michael Fong, Pacific Northwest Regional Administrator, Small Business Administration

5/24/2022 - Employment Recruitment & Retention Strategies = 107 Attendees

Guest Speakers:

- Rachel Macklin, Vice President of Talent Acquisition at Parker Staffing
- Ty Reed, MBA, PHR, CWDP, Business Engagement Project Manager at Workforce Snohomish

6/7/2022 - Early Childhood: Rethinking Workforce Investment = 92 Attendees

Guest Speaker:

- Anneliese Vance-Sherman, Ph.D., Regional Labor Economist at the Employment Security Department
- Rebecca Mauldin, MPA Director of Development & Communications at ChildStrive

6/14/2022 - Successes and Challenges of LGBTQ+ Entrepreneurs = 91 Attendees

Guest Speakers:

- Toraya Miller, Training & Consulting Manager at GSBA | Washington State’s LGBTQ+ & Allied Chamber of Commerce
- J Manny Santiago, Executive Director | Washington State LGBTQ Commission

	under ADO contract											
I.d.i.8.	Meet and collaborate with agency partners	4 reports annually	1	25%	1	25%					1	25%
I.d.i.9.	Host events in council districts	1 per district per year	1	20%	1	20%					2	40%
<ul style="list-style-type: none"> • Meet Our President March 24, 2022, Sultan, Council District 5 • Meet Our President June 23, 2022, Darrington, Council District 1 • 1 Weekly Coffee Chat Series – 1149 Attendees • Events – 576 Attendees <ul style="list-style-type: none"> ○ April 6 (Virtual) - Investor Roundtable: Opportunity to collaborate with investors, align towards common goals, network, share resources, and strengthen community engagement ○ April 27 - Economic Forecast & Annual Meeting (In Person) ○ May 18 – Snohomish County Update (Virtual) • Trainings – 23 Participants <ul style="list-style-type: none"> ○ April 21 (Virtual) - Export Resources for Small Businesses: Collaboration with the Washington State Department of Commerce and the Export Finance Assistance Center of Washington, to help participants learn more about the export resources available to support small businesses. 												
I.d.i.9.	Host annual chamber and associations meeting	1 per year	0	0	0	0					0	0
Scheduled for August 10 th (10a.m. – noon) the regional chamber directors meet to support and grow local businesses, share resources, best practices, and ideas.												
I.e. Access to Services												
I.e.i.1.	Maintain website	1										DONE
I.e.i.1.	Analytics and media mention report	4 per year	1	25%	1	25%					2	50%
Media Analytics <ul style="list-style-type: none"> • Google Analytics: <ul style="list-style-type: none"> • 19,528 pageviews • 16,749 unique pageviews • 8,363 users • 7,844 new users • News Brief: bi-weekly electronic distribution to +/- 14,000 email addresses, 180 new contacts added this quarter. • Social Shares = 1,214 (+ 1034%vs. Previous Quarter) • Avg. SEO Impact = 54/100 (+ 8%vs. Previous Quarter) 												
I.e.i.2.	Uniform collection of high-quality collaterals	Annual update	0	0	1	25%					1	25%



Economic Alliance
SNOHOMISH COUNTY



2022 DELEGATION TO FARNBOROUGH AIRSHOW

LAND
HERE

- 1 PwC Ranks Washington State #1 in Aerospace Manufacturing Competitiveness
- 2 Snohomish County is home to an aerospace industry represented by over 150 firms
- 3 Half of all aerospace workers in Washington State are employed in Snohomish County
- 4 Boeing Commercial is our major employer and has been designing and assembling aircraft since 1967 in Snohomish County
- 5 The Port of Everett historically ranks among the 5th largest export ports by value on the U.S. West Coast



Scan for More Information

MEET OUR DELEGATION



Garry Clark

President & CEO,
Economic Alliance
Snohomish County



Stephanie Wright

Snohomish County Council
Member, Chair of Economic
Development Committee



Terry Ryan

Snohomish County
Aerospace Economic
Development Director



Arif Ghouse

Airport Director, Paine
Field Snohomish County



Jason Petrait

Executive Director of the
Center of Excellence for
Aerospace & Advanced
Manufacturing



Land Here

Snohomish County, Washington State

Proximity to Boeing's final assembly is paramount in an effective supplier relationship. A **Snohomish County location** provides that access. In a "just-in-time" production environment, location is the difference maker.

“Coming from Europe, investing in Snohomish County is one of the best decisions MTorres has ever taken. Unrivaled aerospace community, Boeing, and EASC's support wherever you might need it, is what we found and you will find here”.

Eduardo Torres
Chairman
MTorres America



For additional information please contact an EASC representative:

Garry Clark
CEO & President
GarryC@EconomicAllianceSC.org
(P) 425.248.4866

Wendy Poischbeg
VP of Economic Development
WendyP@EconomicAllianceSC.org
(P) 425.248.4866

Economic Alliance Snohomish County is a catalyst for economic vitality resulting in stronger communities, increased job creation, expanded educational opportunities, and improved infrastructure.



Scan here for more information.

BUSINESS CLIMATE

Snohomish County has institutionalized a pro-aerospace business climate

The aerospace industry and state/local government collaborate to encourage the growth of the aerospace industry, as demonstrated by the successful competitions for both the 787 Dreamliner and the 777X programs. This support begins with a competitive incentive program. It extends to a commitment to workforce and industry-specific programs such as the Washington Aerospace Training and Research Center and the Advanced Manufacturing Training and Education Center. Permits for aerospace projects are expedited and can be issued in as little as seven days.

Advocacy and networking among aerospace industry companies are primarily facilitated by two organizations: Aerospace Futures Alliance and Pacific Northwest Aerospace Alliance. Economic Alliance Snohomish County (EASC) organizes Aerospace in Action, our advisory group comprised of local supply chain firms.



WEST COAST ACCESS

Snohomish County is the place to be for companies with overseas markets or offshore suppliers



globally connected

- **Seattle-Tacoma International Airport:** major domestic carriers and international carriers flying non-stop to Asia, Europe, and the Middle East.
- **Snohomish County Airport - Paine Field** offers non-stop flights to eleven Western U.S. destinations.

Port Of Everett

5TH largest on the US West Coast based on customs export values



60%

OF OUR JOBS ARE ASSOCIATED WITH INTERNATIONAL TRADE



Handles 100% of the oversized oceangoing imported assemblies for Boeing. Off loaded containers are delivered by rail directly to the Boeing plant.



Container, break bulk and barge facilities are available with on-dock rail to expedite multi-modal freight.



The Port operates Foreign Trade Zone #85, allowing firms to manage customs fees and duties.



PwC ranks Washington State
**#1 in Aerospace Manufacturing
 Competitiveness**



INCENTIVES & TAXES

Washington State has no corporate or personal income tax

The three primary taxes paid by business are Gross Receipts/Business and Occupation (B&O), Retail Sales, and Property. The following incentives are available to the aerospace industry:

- Credit against the B&O tax for pre-production development expenses
- Credit against the B&O tax for property taxes paid on building improvements or new construction
- Manufacturing equipment and computer hardware/software are exempt from sales tax
- Loans and grants available for infrastructure improvements
- Customized training grants for workforce development
- Utility grants for energy efficiency projects
- Property tax exemption for manufacturing
- Opportunity Zones

AEROSPACE CAPITAL OF NORTH AMERICA

Boeing and the supply chain community have achieved a position of dominance through collaboration. Snohomish County is home to an aerospace industry represented by over 150 firms and 38,000 workers. Half of all aerospace workers in the state are employed in Snohomish County. The supply chain, with 600 suppliers statewide, supports Boeing as well as Airbus, Bombardier, Comac, Embraer and Sukoi.

SUPPLY CHAIN

The more than 150 supply chain companies in Snohomish County include the following groups:

- | | | |
|----------------------------|---|-----------------------------------|
| • Avionics | • Interiors | • Metal Fabrication |
| • Engineering/ Designing | • Logistics | • Robotics |
| • Conversion/ Modification | • Machining/Assemblies | • Structures |
| • General Aviation | • Maintenance (MRO) | • Surface Treatment |
| • IT & Software | • Materials — Composites, Metals and Plastics | • Systems, Components & Ancillary |

MAJOR SUPPLIERS

- | | | |
|-------------------------------------|----------------------|----------------------|
| • Aviation Technical Services (ATS) | • Electroimpact | • PCC Aerostructures |
| • Collins Aerospace | • Jamco America | • Safran Aerospace |
| • Crane Aerospace | • MTorres America | • Senior plc |
| | • Panasonic Avionics | • Transdigm |

**ALLOCATION OF MANUFACTURING WORKFORCE
TOP 5 SNOHOMISH COUNTY MANUFACTURING INDUSTRIES**



56,838
TOTAL JOBS IN
MANUFACTURING

WORKFORCE

The Snohomish County workforce has the highest concentration of advanced manufacturing jobs west of the Rocky Mountains.

Manufacturing is 20% of our county workforce; twice the State average. Further, we have the highest concentration of engineers in Washington, working across multiple industries.

Naval Station Everett, a carrier base, produces close to 1,000 separations of well-trained employment candidates each year.



ALLOCATION OF GOODS-PRODUCING WORKFORCE



81,852
TOTAL GOODS-
PRODUCING JOBS

TRAINED WORKFORCE

15 higher education institutions fuel our innovative economy

PLUS

Engineering and machining courses in high school.

2 Branch Campuses Serving Snohomish County



University of Washington Bothell

- Ranks 2nd in WA for computer science degrees
- Leads cybersecurity programs for UW system
- BS degrees in mechanical and electrical engineering, physics, math and chemistry



Washington State University Everett

- BS degrees in mechanical, electrical and software engineering, strategic communications, and data analytics
- Has select courses from regional universities, such as Western Washington University's MBA program

55 YEARS

Boeing Commercial is our major employer and has been designing and assembling aircraft since 1967 in Snohomish County

50%

of all aerospace workers in Washington State are employed in Snohomish County

Washington State has highly competitive industrial energy costs

Hydroelectric power accounts for almost nine-tenths of the state's renewable power generation; the balance comes from wind and biomass



WELCOME TO ARLINGTON & MARYSVILLE

Ideally located between Seattle, Washington and Vancouver, B.C., the cities of Arlington and Marysville offer abundant available land and supporting infrastructure. Your manufacturing business can succeed and grow here alongside supply chain companies supporting Snohomish County's booming technology and aerospace industries.

In both Arlington and Marysville you'll find a dynamic combination of excellent city services and transportation access, community charm and stunning natural environment. We offer attractive business incentives along with a prosperous retail and jobs base with room to expand for investors. Come join us.



KEY BUSINESS ADVANTAGES

- No city B&O tax
- One-stop permit center
- Excellent transportation and freight delivery access via adjacent freeway and railway, nearby airports and seaport
- Regional business development resources
- Educated employment base and university center in nearby City of Everett
- No state corporate or personal income tax
- No sales tax on manufacturing equipment and computer hardware/software



HEALTHY ECONOMY

- Arlington's median household income rose 8.58% between 2018 and 2019
- Marysville's median household income rose 5.34% between 2018 and 2019
- Snohomish County has highest concentration of manufacturing jobs west of the Rocky Mountains
- Manufacturing is 20% of the Snohomish County workforce, twice the state average
- 46% of Washington state's aerospace workers are employed in Snohomish County
- International trade is associated with 60% of Snohomish County jobs



Arlington is the 10th largest
Marysville is the 2nd largest
City in Snohomish County



Arlington: 20,000 Residents
Marysville: 70,000 Residents



683 Acres of Parks & Trails



Highly Skilled Workforce

Learn more @ cascadeindustrialcenter.com and marysvillewa.gov/CIC



QUALITY OF LIFE

- Affordable housing (median home value considerably lower than county average and Seattle area)
- Moderate climate, abundant outdoor recreational opportunities
- Excellent city parks, public safety and family-friendly community spirit



MANUFACTURING INDUSTRIAL CENTER

- Available land plus developing infrastructure = business-ready environment
- Transportation assets including immediate access major highways, Arlington and Paine Field airports and the BNSF main line and spur ready to serve industrial activity
- Industrial & Manufacturing Property Tax Exemption
- Pay no state, county or city property tax on new building or improvements for 10 years if you meet these criteria:
 - Building/improvements at least 10,000 sf with minimum value of \$800,000
 - Create at least 25 new full-time jobs paying at least \$23/hour
 - Use falls within SIC Division D Manufacturing as defined by the US Department of Labor





CASCADE INDUSTRIAL CENTER

A long-term joint effort by the cities of Arlington and Marysville, the Cascade Industrial Center (CIC) includes just over 4,000 acres of manufacturing and industrial-zoned land with more than 1,700 developable acres. As Snohomish County's hub for manufacturing innovation, the CIC supports a wide range of mechanized and technology-driven industries. The area expects to add 20,000 additional family-wage jobs over the next decade, helping residents keep close to home and boosting our local economy.



ASSETS & ADVANTAGES

- Manufacturing tax incentives
- Predictable and efficient permitting process
- Industry-friendly business climate
- Coordinated infrastructure investments
- Multi-modal transportation access: freeway and major highways, BNSF main line and spur tracks, Arlington municipal and Paine Field regional airports, Port of Everett international deep-water seaport
- Planned Action Sites in Arlington, superfast permitting process



NEW MARYSVILLE BUSINESS INVESTORS

- [Casting Operations](#)
- [Evans Manufacturing](#)
- [Eviation Aircraft](#)
- [NorthPoint Business Park](#)
- [Salacia Processing](#)
- [SMARTCAP](#)
- [Yashon Aircraft](#)

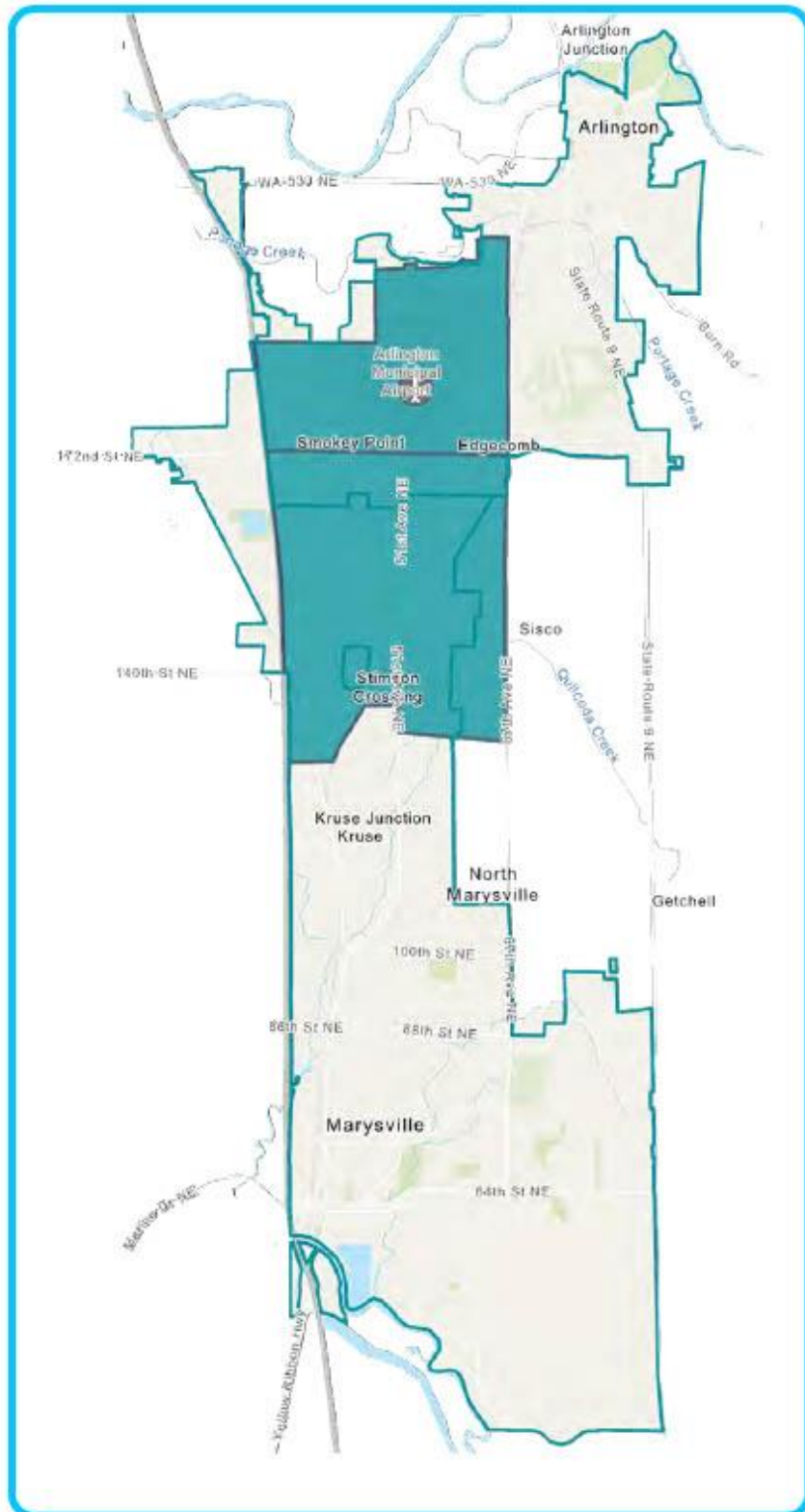


INDUSTRIAL & MANUFACTURING PROPERTY TAX EXEMPTION

- Pay no state, county or city property tax on new construction or improvements for 10 years when you meet these criteria:
 - Building/improvements at least 10,000 sf with minimum value of \$800,000
 - Create at least 25 new full-time jobs paying at least \$23/hour
 - Use falls within SIC Division D Manufacturing as defined by US Department of Labor

View available properties and current development in CIC.

[Arlington](#) [Marysville](#)





TAX INCENTIVES

TAX INCENTIVES INCLUDE:

- City and county property tax exemption for eligible businesses
- No city B&O tax for qualifying industries
- Reduced state B&O tax for qualifying industries
- Opportunity Zones

WASHINGTON STATE TAX INCENTIVES

The State of Washington offers an assortment of tax incentives. Those used most frequently by businesses in Arlington and Marysville are highlighted below.



AEROSPACE FIRMS INCENTIVES

- Reduced B&O tax rate for aerospace manufacturing.
- Credit against the B&O Tax for preproduction development expenditures.
- Credit against the B&O Tax for property/leasehold taxes paid on aerospace manufacturing facilities.
- Sales & Use Tax exemption for computer hardware/software and peripherals.



HIGH TECHNOLOGY FIRMS INCENTIVES

- Manufacturers of solar energy systems/components have a reduced B&O Tax rate. Additionally, installed equipment for the generation of alternative energy is exempt from the Sales Tax.



AGRICULTURE & FOOD PROCESSING INCENTIVES

- B&O Tax exemption/deduction for manufacturers of fresh fruits and vegetables, seafood, and dairy products.



JOB TRAINING FINANCIAL SUPPORT

- The Job Skills Program offers customized training through the Community College system with 50% cost share by the State.
- The Customized Employment Training Program provides a credit against the B&O Tax for 50% of training costs.



Industrial and Manufacturing Property Tax Exemption

Pay no county or city property tax on new construction or improvements for 10 years when you meet these criteria:

- Building/improvements at least 10,000 sf with minimum value of \$800,000
- Create at least 25 new full-time jobs paying at least \$23/hour
- Use falls within SIC Division D Manufacturing as defined by US Department of Labor

Industrial and Manufacturing Property Tax Exemption Documents

Find these documents online:

[Arlington](#)
[Marysville](#)

- Application for Property Tax Exemption
- RCW 84.25 Targeted Urban Areas – Exemption
- Frequently Asked Questions



OPPORTUNITY ZONE - AN INVESTMENT OPPORTUNITY

The City of Arlington Census Tract 535.09 and City of Marysville Census Tract 528.03 have been selected as areas that are eligible for investment using the Opportunity Zone tax incentive program.

[Find more details for Opportunity Zones here.](#)



STREAMLINED PERMITTING

Predictable and efficient permitting process, with some areas that are pre-evaluated for impacts for an expedited review process.





WASHINGTON STATE TAX STRUCTURE



TAX STRUCTURE

- No corporate income tax
- No personal income tax
- No unitary tax (VAT)
- No inventory tax
- No tax on interest, dividends or capital gains
- No sales and use tax on manufacturing equipment



BUSINESS & OCCUPATION TAX (B&O)

In place of a corporate income tax, Washington levies a B&O tax on the gross receipts of business activity occurring in the State. The primary rate classifications are:

CLASSIFICATION	RATE
Manufacturing (general)	0.484%
Manufacturing (aerospace – incl. parts, assemblies, and tooling)	0.2904%
Wholesaling	0.484%
Retailing	0.471%
Aerospace Product Development	0.9%
Services	1.5%

Complete information on the B&O tax and additional rate categories can be found through the [Department of Revenue](#).



RETAIL SALES & USE TAX 2022

State of Washington	6.5%
Snohomish County	2.7%
City of Arlington	0.092%
City of Marysville	0.1%
TOTAL	9.4%

Sales and Use Tax is Washington's principal revenue source. Businesses making retail sales collect Sales Tax from their customers. Retail sales include sale of tangible personal property as well as services including construction, installation and repair. Major exemptions include purchases for resale, interstate and foreign sales, and manufacturing/processing equipment. Use Tax is applied on taxable items purchased in another state and brought to Washington if that state did not collect Sales Tax; Use Tax rates are the same as Sales Tax.

More information: [Department of Revenue](#).



PROPERTY TAX

Typical 2022 property tax rate for Arlington is \$0.75 per \$1,000 of assessed value. Typical 2021 property tax rate for Marysville is \$1.58 per \$1,000 of assessed value. Rate may vary depending on property location within the city. Property taxes are assessed and collected by Snohomish County, then distributed to help fund the county, school/hospital/library districts, cities and the state.

More information: [Snohomish County Assessor](#).



TRANSPORTATION & LOGISTICS



HIGHWAYS

The Cascade Industrial Center (CIC) is adjacent to the Interstate 5 freeway, providing direct trucking links for the entire West Coast. State highway SR 531 runs directly through the CIC, while SR 9 and SR 528 offer additional transportation access to Arlington and Marysville's CIC. Interstate 90, the major east-west freeway for the north U.S., terminates in nearby Seattle.



RAIL

The BNSF Railway owns the freight rail network in Snohomish County, including a rail spur that directly serves the CIC.



PORTS

The Puget Sound region has multiple deep-water port facilities offering service to worldwide destinations. The closest is the [Port of Everett](#), which offers the second largest export customs district in Washington state — fifth largest on the U.S. West Coast — supporting \$2B worth of exports annually. The Port of Everett operates Foreign Trade Zone #85 and is also home to the largest public marina on the West Coast.



AIR SERVICE

Arlington Municipal Airport, within the CIC, is a convenient option for corporate, cargo and recreational pilots. Paine Field in nearby City of Everett is a full-service general aviation airport with commercial passenger service. Seattle-Tacoma International Airport (Sea-Tac) is the region's primary airport with worldwide commercial passenger and cargo services.



BUS SERVICE

Community Transit offers bus service along Smokey Point Boulevard immediately west of the CIC. Community Transit will extend its Swift bus rapid transit service between Everett, Marysville and Arlington, directly serving the CIC; planning for the new Gold Line begins in 2022. Sound Transit offers regional express bus service serving Marysville and Smokey Point.





INFRASTRUCTURE IMPROVEMENTS

156TH STREET NE FREEWAY INTERCHANGE (\$42M)

Conversion of the current overcrossing to a full freeway interchange will provide direct transportation access to the Cascade Industrial Center. The project is fully state-funded. Preliminary work is estimated to begin in 2025 with construction complete in 2031.

CASCADE INDUSTRIAL CENTER ROAD GRID (EST. \$70M)

The city proposes to build a new five-lane east-west arterial aligning 156th Street NE and 152nd Street NE, connecting to the new freeway interchange at 156th Street NE. A secondary three-lane arterial at 160th Street NE and roadway widening and improvements to connecting 51st Avenue NE would add traffic capacity and improve access for the industrial area.

SR 531 WIDENING (\$39M)

SR 531 (172nd Street NE) will be fully widened between I-5 and 67th Avenue NE, adding much-needed capacity with links to the CIC. This project is fully state-funded. The project is currently in the design phase with an unknown construction state date.

I-5/4TH STREET & 88TH STREET NE IMPROVEMENTS (\$35M)

The Tulalip Tribes are leading the planning for these freeway interchange improvements. The state has allocated \$35 million toward these projects that are currently in the design phase. The project schedule calls for construction starting in 2023 with tentative completion in 2024.

I-5/SR 529 INTERCHANGE AND NORTHBOUND CORRIDOR IMPROVEMENTS (\$84M)

This state-funded project will build a full freeway interchange at I-5 and SR 529, providing a new southern entry point to Marysville and alternative to the highly congested interchange at SR 528 (4th Street). Traffic using the new interchange will avoid at-grade railroad crossings that cause significant delays on the downtown road system. The northbound freeway corridor improvements will add a peak-use hard shoulder lane between Everett and Marysville. Construction is scheduled to begin in 2022 with tentative completion in 2024.



UTILITY PROVIDERS

ELECTRICITY

Electricity in Arlington and Marysville is provided by Snohomish County Public Utility District No.1 (PUD). The PUD is publicly-owned by the residents of the county. The PUD purchases 80% of its power from the Bonneville Power Administration (BPA), an entity of the US Department of Energy. BPA power is generated by hydroelectric dams, a renewable resource. The PUD has power purchase agreements for biomass, wind and solar-generated electricity. 100% of the power supplied by the PUD comes from renewable resources; no fossil fuel. General Service – Medium Load rates range from \$0.07-09/kWh.

NATURAL GAS

Arlington is serviced by Cascade Natural Gas. Distribution of natural gas in Marysville is provided by Puget Sound Energy (PSE), a regional, investor-owned utility. Natural gas is sourced primarily from Canada. PSE is taking an active interest in renewable power for distribution in counties where they also provide electricity. They operate three wind farms which generate 773 megawatts of electricity. A 500 kW solar project is located at one of the windfarms. Gas rates are based on a variable cost of gas plus a delivery charge of \$0.31527 per therm.

WATER

The City of Arlington (pop. 20,000) provides 1.5 to 2.5 million gallons per day of the highest quality drinking water ([per Dept of Health data](#)) to 5,700 connections within its water service area, which includes 56% of the CIC. Fire protection, provided through more than 1,200 hydrants and multiple fire sprinkler systems with flows in some locations far exceeding 3,500 gpm, helps keep insurance rates low (the City has a fire protection rating of Class 4). Our costs of service are competitive across the Puget Sound region and are spread equitably among customers.

The City of Marysville provides more than 6.6 million gallons per day of quality drinking water to more than 22,175 connections throughout the City (pop. 70,000) and within the [Coordinated Water Study Plan \(CWSP\)](#) Area, as well as providing necessary fire flows, at rates that are competitive in the Puget Sound region.

The City uses American Water Works Association (AWWA) meter factors to determine monthly meter rates for meters larger than 5/8-inch. The flat meter fee is established by AWWA (nationally-recognized standard) and helps equitably distribute service costs that are not related to volume of water used, such as bill production, customer service, water service inspections and meter reading, maintenance and replacement.

Utility	Provider	Rates	Website
Electricity	Snohomish County PUD	\$0.07-09/kWH (est.)	www.snopud.com
Natural Gas	Cascade Natural Gas Puget Sound Energy	Variable rates	www.cngc.com www.pse.com
Water	City of Arlington City of Marysville	Varies by volume & location	www.arlingtonwa.gov www.marysvillewa.gov
Wastewater	City of Arlington City of Marysville	Varies by volume & location	www.arlingtonwa.gov www.marysvillewa.gov



QUALITY OF LIFE

In Arlington and Marysville, you'll find affordable housing (compared with county average and greater Seattle area), a moderate climate with abundant outdoor recreational opportunities, and excellent city parks, public safety and family-friendly community spirit.



WORKFORCE HOUSING

Here you'll find a wide range of housing options in a variety of attractive neighborhoods. Housing costs are about 25% lower than the greater Seattle regional average.



MEDIAN PROPERTY VALUE (2019)

Arlington \$323,200

Marysville \$378,300

**Seattle-Tacoma-Bellevue,
WA Metro Area** \$503,000



AVERAGE RENT (2019)

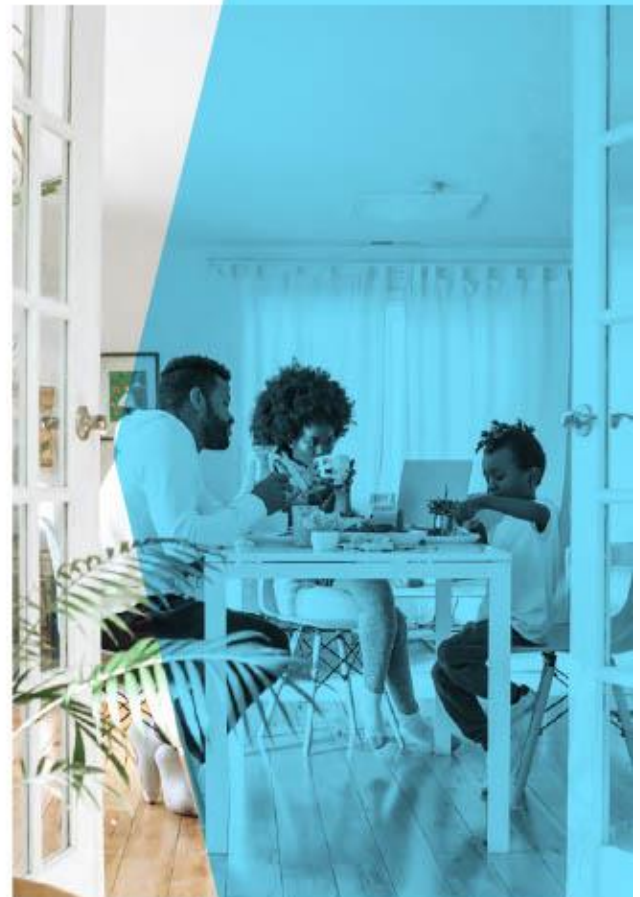
Arlington/Marysville \$1,886

Seattle \$2,554



PROPERTY TAXES

Arlington/Marysville residents pay an average of \$2,000-3,000 in annual property taxes. Seattle residents pay an average of at least \$3,000 in annual property taxes.





LIFESTYLE & RECREATION

- Ride or walk the Ebey Waterfront Trail
- Tour the Qwulooit Estuary
- Raft the Stillaguamish River
- Hit the links at Cedarcrest or Gleneagle Golf Courses
- Explore Jennings and Country Charm Nature Parks
- Access 30 miles of the Centennial Trail
- Get your kicks at Strawberry Fields Athletic Complex
- Bring Fido to Strawberry Fields for Rover off-leash park
- Drive the scenic Mountain Loop Highway
- Discover the Whitehorse Trail
- Visit the Arlington Airport
- Take part in hundreds of annual city events
- Multiple professional sports teams within 30 miles
- Hit the slopes with close proximity to Stevens and Snoqualmie Pass Ski Resorts



CULTURE

- Enjoy a show at the Marysville Opera House
- Experience a concert at the Byrnes Performing Arts Center
- Explore Native American history at the Hibulb Cultural Center
- Explore the Stillaguamish Valley Pioneer Museum
- Visit one of our local libraries



SHOPPING

- Vintage vibe on Marysville's 3rd Street
- Historic Downtown Arlington
- Seattle Premium Outlets
- Lakewood Crossing & Gateway and Smokey Point shopping centers
- Arlington Farmers Market



EDUCATION

K-12 PUBLIC SCHOOLS

- Arlington School District
- Marysville School District
- Lakewood School District
- Lake Stevens School District

HIGHER EDUCATION

Public universities & colleges

- Cascadia College – Bothell
- Central Washington University – Lynnwood
- Edmonds College – Lynnwood
- Everett Community College – Everett
- Everett University Center – Everett
 - Eastern Washington University
 - Hope International University
 - The Evergreen State College
 - Western Washington University
- Lake Washington Institute of Technology – Kirkland
- Northwest Indian College – Tulalip
- University of Washington – Bothell
- Washington State University – Everett

Private universities & colleges

- City University of Seattle – Everett
- Columbia College – Everett, Marysville
- Embry Riddle Aeronautical University – Everett

PROFESSIONAL DEVELOPMENT

- Advanced Manufacturing and Aerospace Pathway (AMTEC)
- Aerospace Joint Apprenticeship Committee (AJAC)
- Regional Apprenticeship Pathways (high school program)
- Sno-Isle Skills Center (high school program)

