Uncommon Thinkers Welcome®

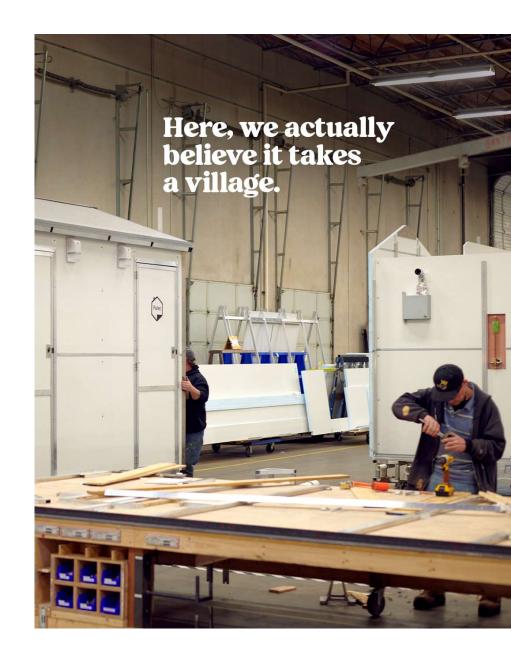


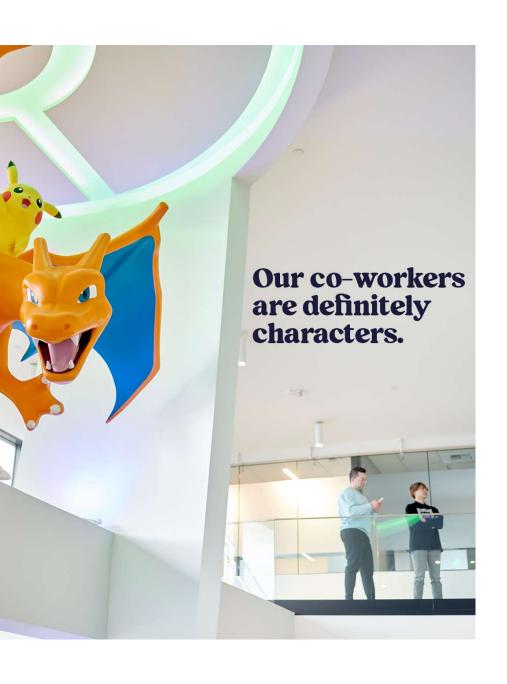
Snohomish County Update August 2023



Overview

- 2023 Highlights
- Upcoming initiatives
- Q&A





Highlights

- Major Projects:
 - Nordic ILM
 - SelectUSA Spinoff
 - Asset Inventory
 - Paris Air Show
 - APEC
- Business Attraction Trends
- Inbound Delegations

Nordic ILM

5/20-5/27, Iceland & Norway







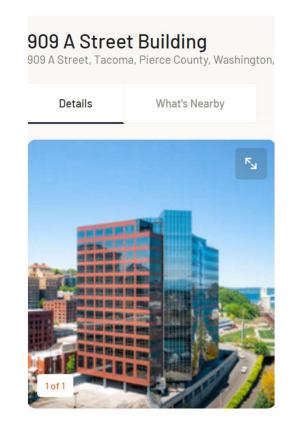
Select USA Spinoff 4/27-4/28

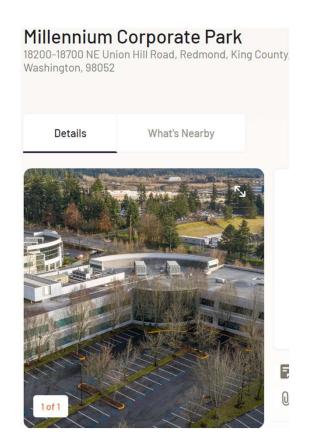
Earthcare Expands to Greater Seattle 8/16 announcement

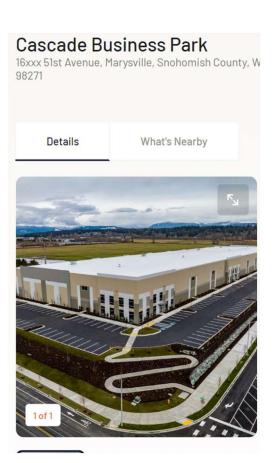




Asset Inventory











Paris Air Show

6/19-6/24







APEC









The Seattle Times

Oninio

APEC is advancing the inclusive growth we all seek in Washington

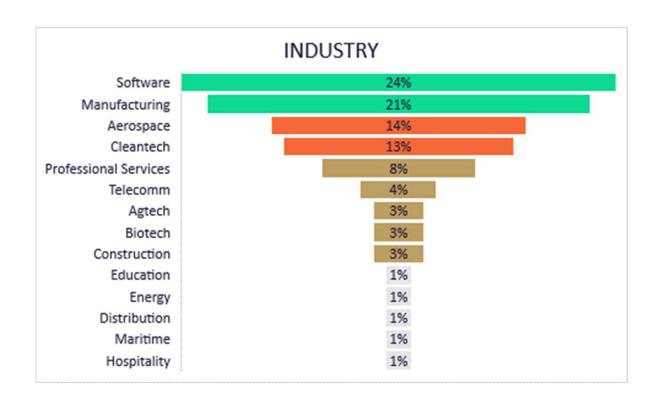
July 30, 2023 at 12:01 pm | Updated July 30, 2023 at 12:01 pm

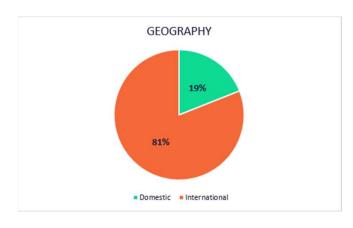
Business | Economy | International Trade | Local Business | Local Politics

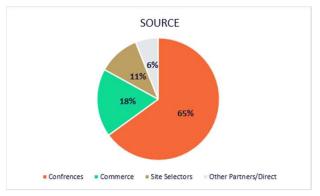
Asia-Pacific leaders cap off trade meetings with Space Needle summit



Business Attraction Trends: snapshot of 73 opportunities through 7/23







Inbound Delegations

24 in 2023 through 8/23









Up Next

- Export Accelerator
- Site Visit Coaching
- Job Hubs
- GeekWire and PSBJ Partnerships
- Korean Advance
- Capital Campaign

Export Accelerator applications due 8/23







425 Business



Site Visit Coaching



STEP 01

Site Questionnaire

The EDO completes a site questionnaire for a site that it submits most frequently in site selection projects.

The purpose of this exercise is twofold:

- Evaluate the quality of the EDO's site questionnaire response
- Determines potential site obstacles or gaps in information

STEP 02

Site Visit

A GLS site consultant will either connect online or travel to community and conduct a mock site visit for the site submitted for consideration through the site questionnaire. Community, utility, and other stakeholders who are frequently involved in the site selection process will be asked to participate.

The visit goals include:

- Evaluate the effectiveness of the site visit, including community messaging, site-specific knowledge and more.
- Pinpoints potential site limitations

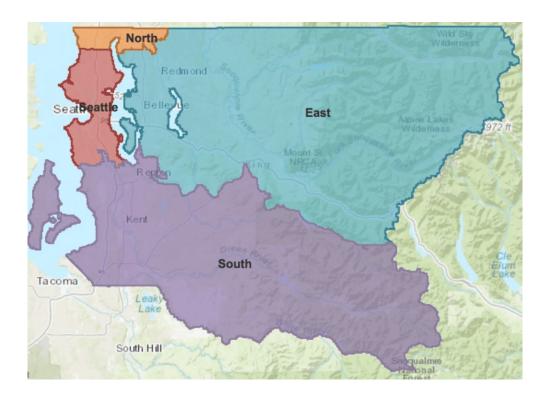
STEP03

Report Card

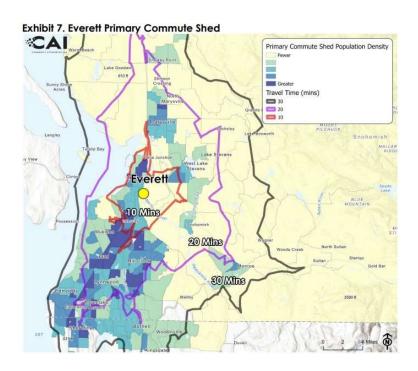
Following GLS's site visit, an executive report will be sent identifying the effectiveness of the site questionnaire and site visit, as well as any immediately apparent concerns with product and community assets.

If a single product or performance obstacle has been identified through this engagement, GLS will offer opportunities for improvement.

Alternatively, GLS will provide a path forward with more indepth analyses to determine the cause of EDO's self-identified underperformance in project attraction efforts.



Job Hubs





Pilot cities: Everett, Tacoma, Auburn

- Highlight: Investment opportunities
- Focus: Populations that have not fully accessed regional economic opportunity
- Identify: target industries, real estate assets, education and training partners; and create customized marketing profile

GeekWire and PSBJ Partnerships



Special events:

GeekWire Gala & "Uncommon Thinkers" Awards









Sponsored content:

- 6 articles in GeekWire
- 6 Articles in PSBJ
- Focused on key sectors
- Featuring investors and partners







Korean Advance October 2023





Capital Campaign

CAMPAIGN

Phase 1: Prepare for Asks (Quiet)

- 1. Startup Briefing
- 2. Ask Package
 - Program refinement
 - Impact / ROI
 - Case for Support
- 3. Prospect Evaluations
 - Top 100 150 prospects

Phase 2: Asks Begin – Leadership and Lead Investments (Mostly Quiet)

- 4. Recruit Leadership
- 5. Begin Marketing
- 6. Insider / Division I Asks
 - Board / Staff / Others
 - Campaign Leadership
 - Top 25 Prospects
 - Achieve 60% of Goal
 - "Power Ask" Presentations

Phase 3:
"Go Public" and Win!
(Public)

- 7. Public Kickoff (Over 50% of Goal)
- 8. Expand Marketing
- 9. Division by Division Asks

Division II Asks

 Next 50 Prospects / Next 25% of Goal

Division III Asks

 Next 50 Prospects / Next 10% of Goal

Division IV Asks

- Remaining Prospects / Last 5% of Goal
- 10. Transition / Victory!

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Q&A

