



**SPECIAL JOINT PORT COMMISSION WORK SESSION
WITH CLALLAM COUNTY BOARD OF COMMISSIONERS**

Monday, April 22, 2024 at 11:00 AM

338 West 1st Street

Via Zoom and In-Person

The Special Commission Meeting will be available to the public in person and remotely. For instructions on how to connect to the meeting remotely, please visit <https://portofpa.com/about-us/agenda-center/>

- I. CALL TO ORDER/PLEDGE OF ALLEGIANCE**
- II. EARLY PUBLIC COMMENT SESSION (total session up to 10 minutes)**
- III. WORK SESSION TOPICS**
 - A. Clallam County EDC Update
 - B. SBDC Update
 - C. NODC Update
 - D. CIE Update
 - E. Emergency Management Joint Grant Opportunities – Administrator Mielke
 - F. Discussion on Future Joint Meeting Agendas – Paul Jarkiewicz
- IV. PUBLIC COMMENT SESSION (total session up to 20 minutes)**
- V. ADJOURN**

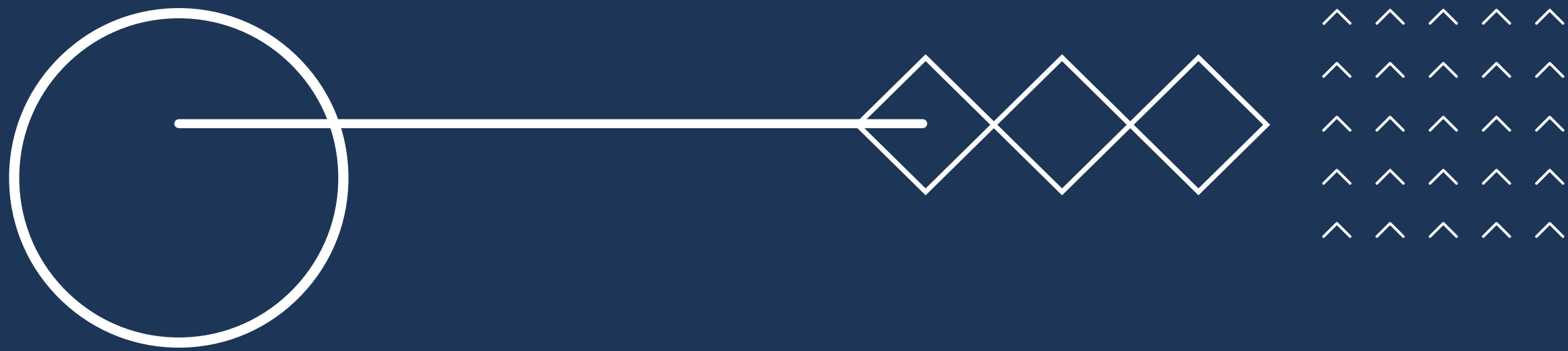


RULES FOR ATTENDING COMMISSION MEETING

- Signs, placards, and noise making devices including musical instruments are prohibited.
- Disruptive behavior by audience members is inappropriate and may result in removal.
- Loud comments, clapping, and booing may be considered disruptive and result in removal at the discretion of the Chair.

RULES FOR SPEAKING AT A COMMISSION MEETING

- Members of the public wishing to address the Board on general items may do so during the designated times on the agenda or when recognized by the Chair.
- Time allotted to each speaker is determined by the Chair and, in general, is limited to 3 minutes.
- Total time planned for each public comment period is 20 minutes, subject to change by the Chair.
- All comments should be made from the speaker's rostrum and any individual making comments shall first state their name and address for the official record.
- Speakers should not comment more than once per meeting unless their comments pertain to a new topic they have not previously spoken about.
- In the event of a contentious topic with multiple speakers, the Chair will attempt to provide equal time for both sides.



REPORT FOR CLALLAM COUNTY &
PORT OF PORT ANGELES
COMMISSIONERS



YEAR END &
Q1 2024 REPORT



EDC
CLALLAM
ECONOMIC
DEVELOPMENT
COUNCIL

**Thriving
Small Businesses
Create Economic
Prosperity!**

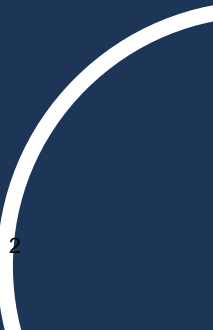
2023 METRICS

82	413	\$1.9 M
Events & Workshops	Businesses Supported	Grants Awarded

CONTRACT METRICS REPORT



YEAR END AND Q1 2024



RECRUITMENT & MARKETING



Businesses Pursued

2023	13
Q1 2024	4

Q1 2024 - 2 Development Companies, National High-End Recreation Firm, Global Wood Manufacturer



BUSINESS RETENTION & EXPANSION - COUNTYWIDE



	Countywide 2023	Countywide Q1 2024
Existing Businesses	134	26
Startup Businesses	36	5

APEX Accelerator



New Business Clients

2023	134
Q1 2024	24

**Hired a new Counselor – Gabriel Bugarin.
Awarded FY 2024 – 2025 contract.**



TRAINING EVENTS LED / INITIATED BY EDC - COUNTYWIDE



Training Events

2023

21

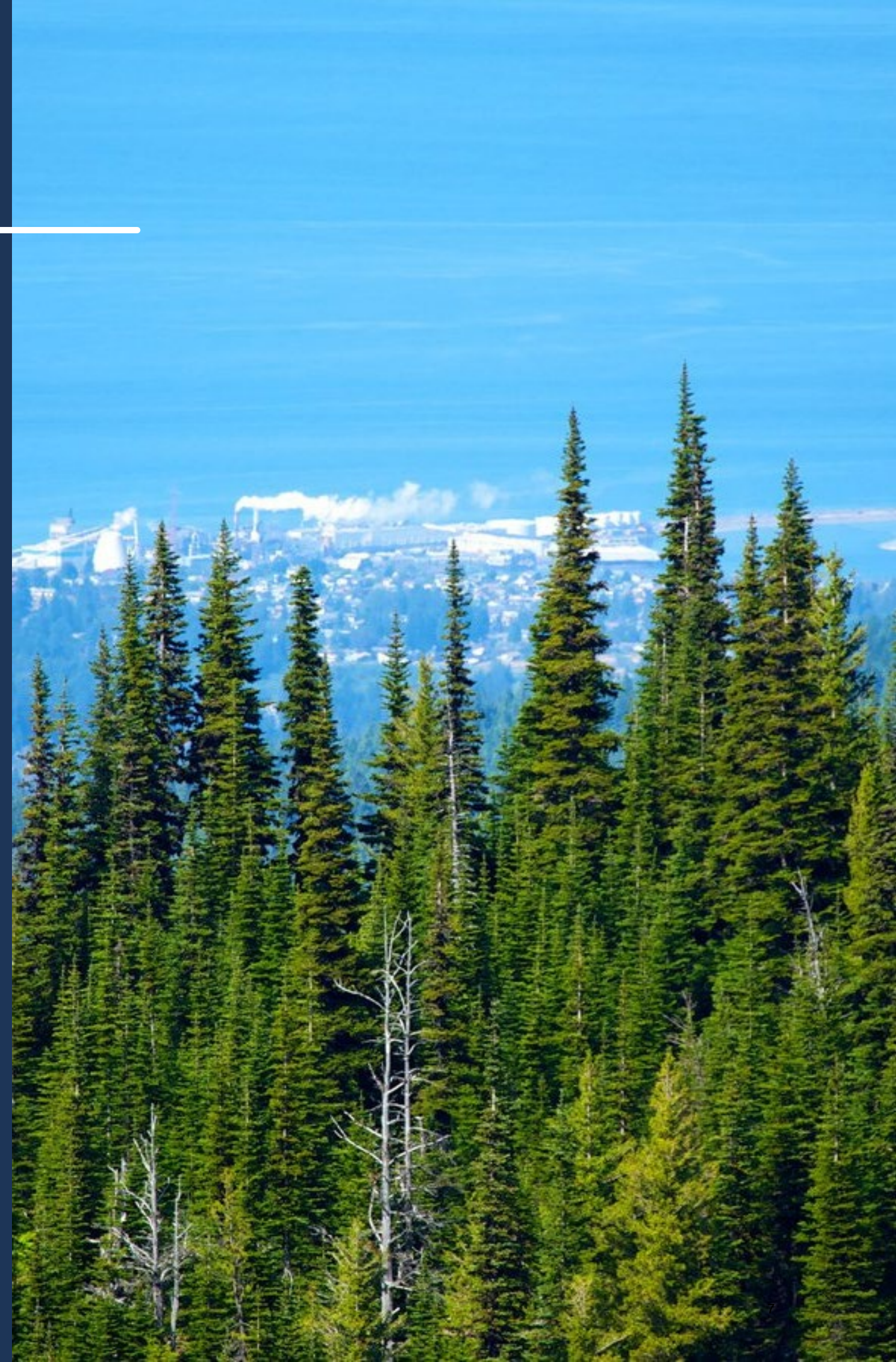
Q1 2024

2

Q1 2024 - Small Business Regulatory Roadmap with the
Office of Regulatory Innovation & Assistance
EDC Annual Gala



INITIATIVE WORK AREAS



NATURAL RESOURCES INNOVATION CENTER (NRIC)



- Industry led Center driving Innovation & Business Growth
- State & Federal Innovation Cluster Designation
- \$625K in Funding through 2026
- Inaugural Board Meeting completed for 501c3



NRIC TECHNICAL GOALS & STRATEGIES



Local Value-Added Product Innovation:

- Advanced Materials & Manufacturing Processes
- Advanced CLT Product Development (Accessory Dwelling Unit Innovations)
- Biomass Energy Production
- Biochar Production

Improved Forestry Practices with Private, State & Federal Landowners

- Improved Forest Health
- AI, Data Science, Digital Mapping and Data for Decision-making
- Automation, Robotics & Equipment Advances in logging and milling
- Feasible Wildfire Resiliency Practices
- Small Timber Farm Tech Solutions
- Water Information and Accounting (e.g., precision irrigation, groundwater recharge)
- Climate Resilience and Regenerative Planting



AWARDED \$121,400 to HIRE GRANT WRITERS



City of Forks

**Roy Nott & Center for
Sustainable
Infrastructure**

\$29,000

Clallam PUD

June Claypool

\$38,000

**CRTC & Makah Thermal
Timber Modification**

Geoff Wood & CRTC

\$24,400

**Freight Transportation
Network Improvement**

Matsuda Consultants

\$20,000



AWARDED \$200,000 for EVERGREEN GROWTH MANUFACTURING GRANT from DEPT of COM



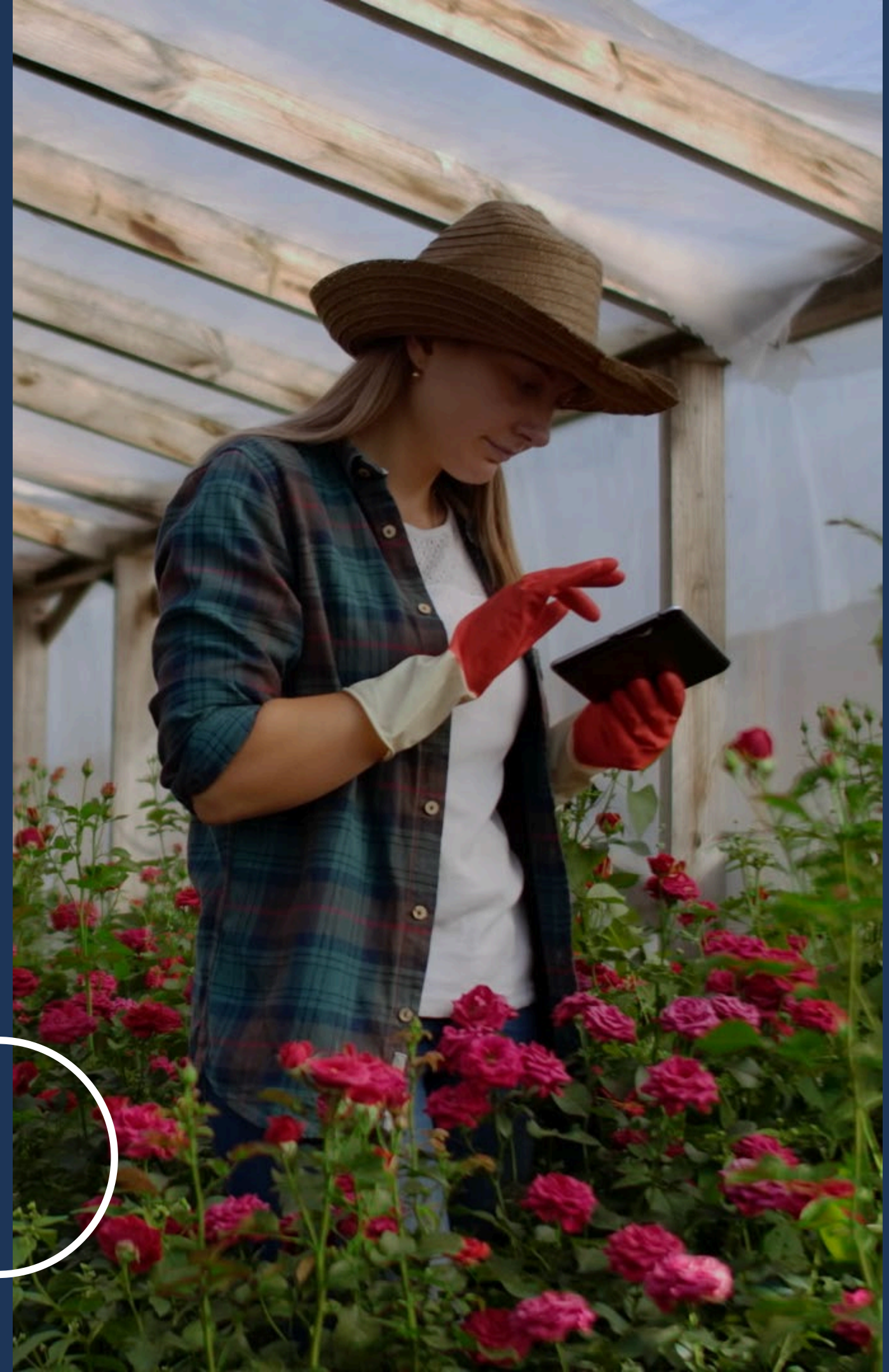
ADU Manufacturing	Lab Testing & Engineering Studies – WSU and others	\$140,000
Wood Fiber Inventory & Residuals Inventory	Beck Group or Similar	\$55,000
Grant Management	Clallam EDC	\$5,000

OUTREACH



Weekly Newsletters
Coffee With Colleen
Training Events
Advocacy

7500
Weekly
21 in 2023
North Olympic Legislative
Alliance





STATEWIDE AWARD FOR BOOST PROGRAM





THANK YOU

QUESTIONS?



April 22, 2024

What's SBDC up to?

How?



Confidential, objective,
No-Cost advising



Open the door to
resources



Offer guidance
(not the work)



Help preserve or
create wealth

*What are results
of an SBDC Advisor?*



Washington SBDC & ADO Partnership County Activity & Impact Report

County: Clallam

Report Dates: 1.1.2024...3.31.2024

Data Elements	Quarter Total
CASE TOTALS (Clients)	
Number of Clients Counseled	48
Number of New Clients	25
Company Status	
Pre-venture/Nascent	18
Startups	10
In Business	20
CASE TOTALS (Total Hours)	
All Prep + Contact Client Hours	201
New Client Hours	76
CASE TOTALS (Impacts)	
Capital Infusion	\$41,213
Number Businesses Created	5
Jobs Created	3
Jobs Saved/Retained	0
Jobs Supported (In Business)	41

DEMOGRAPHICS (Type of Business, # of Clients)	
Accommodation and Food Services	5
Agriculture, Forestry, Fishing and Hunting	6
Arts and Entertainment	6
Construction	1
Educational Services	0
Finance and Insurance	0
Healthcare and Social Assistance	3
Management of Companies and Enterprises	0
Manufacturing	0
Professional/Technical Services	8
Real Estate, Rental and Leasing	1
Research and Development	0
Retail	2
Service	12
Technology Services	1
Transportation and Warehousing	0
Wholesale	1
No Response	2
DEMOGRAPHICS (Business Ownership Gender)	
Male	18
Female	18
Male/Female	3
No Response	9

DEMOGRAPHICS (Ethnic Background - Race)		
American Indian or Alaskan Native	2	
Asian	0	
Black or African American	2	
Native Hawaiian or Pacific Islander	0	
Multiracial	4	
White	36	
No Response	3	
DEMOGRAPHICS (Ethnicity)		
Hispanic	8	
Non-Hispanic	36	
No Response	4	
DEMOGRAPHICS (Business Ownership Vet. Status)		
Veteran	1	
Service-Disabled Veteran	0	
Non-veteran	31	
No Response	16	

68 COUNSELING ACTIVITY (Areas of Counseling, # of Sessions)		
69	Business Accounting/Budget	1
70	Business Plan	11
71	Buy/Sell Business	2
72	Cash Flow Management	3
73	COVID-19 Related	0
74	Financing/Capital	5
75	Human Resources/Employee Mg't	0
76	International Trade	0
77	Managing a Business	7
78	Marketing/Sales	8
79	Start-up Assistance	26
80	No Response	0
81	Other	48

N0-Cost Advising Services

Resource for skill-building, management training and market intelligence.

- Market research
- Business record keeping
- Getting and keeping clients
- Finding and keeping qualified employees

NO-Cost Advising Services

Resource for skill-building, management training and market intelligence.

- Planning or growing business
- Analyzing financial statements
- Acquiring capital and managing cash flow
- Buying or selling businesses
- <https://wsbdc.ecenterdirect.com/>

Proudest of

- Personal Services for Seniors
- Finish Carpenter couple
- Forks Cabins
- HighEnd Glamping Joyce
- Social Media Consulting
- Chamber Event in Sekiu

Reminding

Being Visible

Outreach

- Port Angeles Business Association
- Chambers: PT, PA, Sequim, Sekiu
- Second Tuesday Collab-Ex
- Newsletters
- Port Angeles, Port Townsend, Forks
Popups

Spanish Business Group Network

The screenshot displays a Zoom meeting interface with a grid of eight participants. The top status bar shows "Original Sound for Musicians: Off", a timer at "01:05:00", and a "View" button. The participants are arranged as follows:

- Top-left: SharonAnn Hamilton, with an "AMERICA'S SBDC WASHINGTON DC" logo in the top-left corner of her video frame.
- Top-middle: Maria Eck, with an "AMERICA'S SBDC WASHINGTON DC" logo in the top-right corner of her video frame.
- Top-right: Veronica StartZone/SBDC, with a "HIGHLINE COLLEGE" logo in the top-right corner of her video frame.
- Middle-left: Ursula Sanson Porta, with an "AMERICA'S SBDC WASHINGTON DC" logo in the top-left corner of her video frame.
- Middle-middle: Maria Peña, with an "AMERICA'S SBDC WASHINGTON DC" logo in the top-left corner of her video frame.
- Middle-right: Juan Garcia (CIE), with a "CENTER FOR INCLUSIVE ENTREPRENEURSHIP" logo in the top-left corner of his video frame.
- Bottom-left: Manuel Bonilla, with a "CENTER FOR INCLUSIVE ENTREPRENEURSHIP" logo in the top-left corner and an "AMERICA'S SBDC WASHINGTON DC" logo in the bottom-left corner of his video frame.
- Bottom-right: Devin L. Gonzalez, CIE, with a "CENTER FOR INCLUSIVE ENTREPRENEURSHIP" logo in the top-left corner and an "AMERICA'S SBDC WASHINGTON DC" logo in the bottom-left corner of his video frame.

The bottom control bar includes the following icons and labels from left to right: Mute, Stop Video, Security, Participants (8), Q&A, Chat, Share Screen, Record, Reactions, Whiteboards, Notes, More, and a red "Leave" button.

Statewide Network

The Washington SBDC is a highly collaborative statewide network supported by the Lead Office in Spokane with various services, licenses, tools, training and resources.

Every client that we serve has access to over 30 advisors with years of experience and knowledge that spans every industry and phase of business operation.



My Why?

I feel most alive
when my clients walk around with
big smiles on their faces because
they are serving their communities
and building wealth for their
families.

SharonAnn Hamilton, MBA, MSFS, (CFP®retired) CMC®
Certified Business Advisor
Washington Small Business Development Center
Port Angeles, WA 98362
Port Townsend, WA 98368
SharonAnn.Hamilton@wsbdc.org
www.wsbdc.org



The Washington SBDC network, hosted by Washington State University, is an accredited member of America's SBDC. Funded in part through a cooperative agreement with the U.S. Small Business Administration, institutions of higher education, economic development organizations and other public and private funding partners.

Reasonable accommodations for persons with disabilities will be made if requested at least two weeks in advance. Email or phone the Washington SBDC.

Report to the Clallam County BOCC and the Port of Port Angeles October 2023 – March 2024

**North Olympic Peninsula
Resource Conservation &
Development Council**

April 22, 2024



Climate Change Planning

- NODC submitted a collaborative regional application to [NOAA's Climate Resilience Regional Challenge](#) requesting [\\$1.32 million](#) for planning and pre-development projects supporting climate resilience.
- Collaborators on the application include Clallam County, Jefferson County, Jamestown S'Klallam Tribe, Makah Tribe, Quileute Tribe, Hoh Tribe, Lower Elwha Tribe, City of Port Townsend, City of Port Angeles, City of Sequim, Pacific Northwest National Laboratory, Washington Sea Grant, Local 20/20, North Olympic Land Trust, Jefferson Land Trust, Strait Ecosystem Recovery Network.
- Proposal development required significant planning that will be useful even if grant is not funded.

Energy Resilience

- **Marine Renewable Energy project** with PNNL, 2 year project to work out technical issues for connecting MRE to the grid, assess community priorities and concerns and develop and document decision-making process and criteria.
 - Community roundtables completed in Sequim and Port Townsend.
 - Meetings planned with interest groups from environmental community, fisheries, marine traffic, Tribes.
 - Workshop for community leaders planned for May or June.
- Feasibility project for **micro-hydro project in Forks** is underway.

Energy Resilience

2023 North Olympic Peninsula Energy Futures Convening held November 9:

- Attended by 80 people from local and Tribal governments, PNNL, the UW Clean Energy Institute, WSU's Energy Program, Clallam and Jefferson PUD, technical assistance providers and state and federal funders.
- Presentations included information on:
 - Energy resilience projects in the region
 - The Solar Plus Storage grant program and local grantees
 - Services available from project development consultants
 - Technical assistance programs available for energy resilience planning
 - State and federal funding programs

2024 convening is being planned for October, with combined energy and climate resilience focus.

Agriculture and Food Systems Sector

USDA Rural Business Development Grant for **intensive, one-on-one technical assistance** and workshops for farm and food businesses:

- **New \$93,000 USDA RBDG grant** awarded for 2023-24
- **Additional full-time staff member** for program
- To date, **intensive technical assistance** for 9 ag and food sector enterprises
- 9 additional businesses have received **short-term TA** and referrals
- 5 ag and food businesses have received **grant writing assistance**

Agriculture and Food Systems Sector

Five advanced business development workshops to date:

- Preparing for WSDA Infrastructure grants
- Navigating the Funding Landscape: federal, state, private support
- Advanced bookkeeping for ag enterprises
- Preparing for Tax Season
- Expanding Market Channels
- Additional workshops being planned

Proposal submitted to USDA Rural Business Development Grant requesting \$160,000 for expanded ag and food sector work in 2023-24.

Broadband Planning

- Coordination of the Clallam County BAT, attending monthly Zoom meetings on broadband organized by Senator Cantwell's aides and a monthly "Internet for All" meeting hosted by the SBO.
- Reviewed Washington's draft BEAD plans and submitted comments.
- Working with Astound, Lumen, other ISPs to assess which BEAD "project areas" are unlikely to have bidders.
- Meeting with tech experts who are exploring other providers who might serve our area.

EDA Re compete

- Serving on Re compete Task Force
- Project Lead for Tribal and Underserved Communities project
- Providing meeting planning and facilitation services for Task Force meetings
- Conducting outreach and surveys to determine needs of people who would be served by programs
- Part of grant writing team