



2023-2024 INVESTOR GUIDE

Investing in Our Economy

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***EDASC is regarded
as the premier voice of
economic development
in Skagit County.***

Julia Johnson, Mayor
City of Sedro-Woolley

EDASC's MISSION

The Economic Development Alliance of Skagit County carries out business attraction, retention and expansion and collaborative engagement to achieve a prosperous, sustainable, and equitable community while maintaining Skagit County's natural beauty and quality of life.

DIRECT RESULTS OF YOUR INVESTMENT

By investing in EDASC's work, you boost the Skagit County economy and increase the resources available to your business. As the county's only Economic Development Agency, we advocate for the region, accelerating economic growth, providing direct support to your business, and providing access to funding opportunities. EDASC is invested in your success!

RESOURCES PROVIDED BY EDASC

- As a 501(c)3 federally registered non-profit, EDASC is qualified to receive federal grant funds for distribution for flood relief, for example, and other disasters.
- EDASC is Skagit County's Department of Commerce's sole direct contracting agency for supporting local businesses, making us the first point of contact for businesses looking to locate here.
- EDASC is the only agency in the county that provides all businesses access to research for relocation, property, demographic and workforce data in Skagit County.

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It's not like we get more customers to buy trucks when we invest in EDASC. We invest because we want a healthy and prosperous community for our workers to live in. It helps our recruitment, among many other reasons.
”

Phil Stephenson, General Manager
PACCAR Technical Center

SIGNATURE INVESTORS

Demonstrating a full commitment to the task of ensuring the foundation for a prosperous county remains strong for all, Signature Level Investors are given special recognition at EDASC events all year long, reaching nearly 3,000 business and community leaders annually. They are given special status on skagit.org's home page and receive prominent placement in our investor directory listing and event banner*. They also receive free tickets to the Economic Forecast Night event, attended by several hundred of prominent officials and business leaders.

Signature Level

Exclusive invitation to quarterly economic development roundtables. Economic Forecast night tickets. Banners at EDASC workshops, seminars, symposiums, *et al.* *Enterprise, Advancement & Foundational* also reach nearly 3,000 subscribers in multiple newsletters every month and receive prominent home page placement on our website, for nearly 13,000 annual views.

ENTERPRISE INVESTOR	\$20,000
ADVANCEMENT INVESTOR	\$15,000
FOUNDATIONAL INVESTOR	\$10,000
PROGRESS INVESTOR	\$7,500
PROSPERITY INVESTOR	\$5,000

Community Level

Receives website recognition. Listing in Skagit County Business Guide

COMMUNITY INVESTOR	\$2,500
EQUITY INVESTOR	\$1,000
SMALL BUSINESS INVESTOR 100+ employees	\$750
ENTREPRENEUR INVESTOR 10-99 employees	\$500
NON PROFIT/MICRO-ENTERPRISE	\$200

EDASC is a 501(c)3 federally registered non-profit. EIN 91-1724682.
Your investment may be tax deductible in accordance with IRS regulations.
Please consult your tax professional.

*EDASC's investor banner, displayed at events, is updated annually mid-January.

You Support

SMALL BUSINESS & ENTREPRENEURS

Through partnerships and collaborations, EDASC provides wide-ranging support to small businesses and entrepreneurs. Small businesses make up 99 percent of our companies in Skagit County. They are a crucial part of the economy and are responsible for two out of three new jobs added across the country, driving job growth. We provide support for:

- Supporting businesses through permitting, regulatory processes, business transitions, market plan development, expansion, and workforce retention
- Aiding minority businesses, Spanish-speaking entrepreneurs, other underrepresented groups and all people who wish to start their own business
- Sustaining the entrepreneurial ecosystem and local non-profits through business training and bootcamps with Regional Accelerator and Innovation Network (RAIN)
- Providing pass-through funding from the Department of Commerce for disaster relief for local businesses.

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“EDASC was very prompt to share grant opportunities for the flooding disaster that greatly affected my business. It was a bit confusing because they were two separate grants, and EDASC was quick to clarify and answer questions. I felt very supported as I navigated the paperwork and grant requirements.

With all the work that goes into managing a business, especially post-flood disaster, it was comforting to have the assistance of our local economic development agency.”

Terry Gifford
Owner, Willowbrook Manor
Small Business Investor

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EDASC worked with the Department of Commerce for funding for flood relief for Willowbrook Manor and 30 other businesses, providing \$1.8 million in total. EDASC was uniquely positioned as the only nonprofit economic development agency in the county to receive the funds for distribution to local businesses.

You Support

BUSINESS RECRUITMENT AND RETENTION

New business development is important to broaden and strengthen the regional economy, ***benefiting you directly*** by bringing in new suppliers, customers and filling supply chain gaps. Expansion of existing businesses counts on average for more than 90% of job growth nationwide. Business retention is, in fact, the bulk of our work supported by your investment.

EDASC also focuses on the infrastructure required to ensure a stable workforce:

- Conducting in-person job fairs
- Hosting a countywide Skagit Job Board
- Producing the Skagit Workforce Summit, building relationships between educators and industry to develop a pipeline of skilled workers
- Aiding workforce retention through childcare and housing advocacy to address limited childcare and housing access for working families

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Silfab Solar, a leading North American manufacturer of premium quality solar panels became an Investor in the EDASC organization following its invaluable assistance in facilitating our expansion into Skagit County. EDASC was able to connect us with the right individuals at the utility companies to make the site repairs necessary for us to move in and begin production in a seamless fashion.

Lorraine Hoefler
Director of Marketing
Silfab Solar

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EDASC helped Silfab Solar locate in Burlington by facilitating meeting their infrastructure needs. The green energy company's projects employment of 400+ people.

COLLABORATION

By working with all local businesses of any size and in any sector, with the support of our collaborative partners, we provide workforce development, access funding sources, help existing businesses thrive and new businesses start up. We also work with utility providers, financial institutions, professional services firms, developers and builders to the benefit of all local businesses.

Workforce and Education partners:

- Career Connect Skagit
- Child Care Aware
- K-12 schools of Skagit County & Education Services District
- Northwest Career & Technical Academy & Marine Tech Center
- Northwest Workforce Council and Work Source
- Population Health Trust
- Skagit Housing Consortium
- Skagit Island Human Resources Management Association
- Skagit Valley College
- Washington State University - Everett
- Western Washington University

Public agency partners:

- Our cities, towns and county
- Port of Anacortes
- Port of Skagit
- Regional economic development agencies serving neighboring counties
- State agencies (e.g., the Governor's Office, Commerce, Labor & Industry, Employment Security, Department of Revenue)

Entrepreneur development partners:

- Center for Inclusive Entrepreneurship
- IMPACT Washington, a statewide manufacturing partnership
- Northwest Agriculture Business Center
- Northwest Innovation Resource Center
- Regional Accelerator and Innovation Network (RAIN)
- Small Business Development Center
- Washington APEX Accelerator (formerly PTAC)

Non-profit partners:

- Skagit Tourism Bureau
- Skagit Chamber Alliance
- Community Action of Skagit County
- United Way of Skagit County
- Skagit Community Foundation

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*What do I get for my investment?
Maybe the real question is
'Do I support the activities of EDASC?'
And I do. My company invests in
EDASC because the work they do
benefits all of our businesses.*

Mark Hagen, CEO
Express Employment Professionals

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You Support

EQUITABLE PROSPERITY

The demographics of Skagit County are transforming, and we are working to ensure the business landscape is equitable and inclusive, giving rise to a new economic force of businesses owned by those lacking the traditional advantages. Among the local underrepresented communities in 2021, the Hispanic population reached 20% of Skagit County residents. These programs aim to remove or surmount barriers people face when they attempt to form businesses and provide new generational wealth for their families that sustain our economy.

Unfortunately, language and cultural barriers can interfere in the ability of Latino entrepreneurs to prosper, barring access to marketplace opportunities, business growth, funding and information. Equitable economic development is fundamental to inclusive growth, economic stability in a changing landscape, and prosperity for all.

We support a full-time Bilingual Business Advisor who works to unlock the potential of Latino business owners through training in financial literacy, business entities, planning, and licensing. He continues to build relationships and trust in underserved groups and communities, connecting underrepresented small business owners with the tools they need for success.

While EDASC supports all businesses, our programs take into account the special challenges faced by various groups. We also work to connect women, the economically disadvantaged, justice-involved, LGBTQ+ and veterans with access to resources available to underrepresented groups.

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*EDASC is an all inclusive program
that provides resources and
mentorship to anyone, regardless of
finances, education or business experience.
They are making a difference in
people's lives and perspective.*

Viry Delgado, Owner
COA Mexican Eatery

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Chambers of Commerce primarily benefit local businesses by offering networking, business development programs, and advocacy services. While EDASC, on the other hand, focuses on broader economic development initiatives, attracting investments and improving the overall economic well-being of Skagit County. EDASC is a valuable partner to the Skagit Chambers by providing resources like speakers, trainings and county-wide connections.

Jesica Kiser
President/CEO
Anacortes Chamber of Commerce

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Economic Development
Alliance of Skagit County

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