

## 2007 UPDATES

"Achievements of an organization are the results of the combined efforts of each individual." Vince Lombardi

### From the President!

Dear Members:

In May of 2003, Pacific County EDC and a group of business people attended Symposium 2003 Ellensburg which involved several Counties from Washington State. From this Leadership Conference, VISION 2003 was launched. Previously the traditional model of community/economic development was to go outside the community to look for money and resources. During VISION 2003, we discovered our communities in Pacific County already have the resources and assets for growth.

At VISION 2003 over 100 business owners and leaders of the community joined together, launching a process of learning, collaboration, and self-assessment – building linkages between the resources and strengths found within our community. We called this Asset-based Community Development.

Many programs initiated in VISION 2003 are still in place or have been tailored to current applications. How has this positive community economic growth continued?

**Organization Participation:** Business merchant meetings are a great asset to each community. Relationships will be identified and associations for new opportunities in sharing or developing partnerships in a variety of endeavors. As new businesses come into our area, and existing businesses that have not participated previously, join in, they will contribute new expertise. Combining with the current active network of individuals and businesses, this will create an economic community that will make a difference.

**City Council Meetings:** Unless we support our cities and voice our positions to City Government at City Council meetings, issues that affect our businesses and community cannot be addressed. Communication to and support of the elected officials is an ongoing responsibility.

**Non-Profit Groups:** These are dedicated individuals who have a passion for a particular organization. They come from private and government sectors, and also represent the retirement community. Through their dedication of time and abilities, Pacific County has benefited by their contributions, building a self-sustaining community.

Cathy Russ, EDC Director and Karen Tully, Business Liaison, together with the Board of Directors are the team of people who are already dedicated to assuring success for economic development in Pacific County. EDC is here to contribute its time and talent to facilitate and share your vision for the economic vitality of Pacific County.

Please, Get Involved! It's WHAT you know as well as WHO you know.

Respectfully,  
Donna Rew, President

#### Special points of interest:

- Unemployment Rate
- Workforce
- Top Five Industries

Save the  
Date!

October 13, 2007

For the PCEDC

Business of the Year Reception  
at the Raymond Elks.



Call today for your  
Pacific County Promotional CD,  
Business Recruitment Packet,  
Relocation Packet, or  
Non-Profit Charitable Trust CD!

Shop Pacific  
County

- Provides jobs
- Sustains small businesses

#### BURNING QUESTIONS?

- How do I check my credit rating?
- Can I do some damage control?
- I have a small debt and I'm being hounded by debt collectors?

These are some of the questions we are asked from individuals looking to start a business. In our research, we have come up with several websites that will provide you with valuable information and aid you in your credit repair.

Credit Repair: Self Help May be Best. Beware of the advertisements in newspapers, on TV and the Internet.

[www.ftc.gov/bcp/online/pubs/credit/repair](http://www.ftc.gov/bcp/online/pubs/credit/repair)

5 Steps to Do-it-Yourself Credit Repair a useful site to get started on repairing your credit.

[www.bankrate.com/brm/news](http://www.bankrate.com/brm/news)

If you fall behind in repaying your creditors, or an error is made on your account visit  
[www.ftc.gov/bcp/online/pubs/credit/fdc](http://www.ftc.gov/bcp/online/pubs/credit/fdc)

# SO YOU WANT TO START A BUSINESS

## PACIFIC COUNTY ECONOMIC DEVELOPMENT COUNCIL (PCEDC)

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**We're on the Web!**  
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Cathy Russ, Director  
Karen Tully, Business Liaison

### 2007 Board of Directors

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Real Estate Agency, Inc.  
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prise  
Nancy Gorshe, The Depot Restaurant  
Doug Ross, Jessie's Ilwaco Fish. Co.  
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Nancy Campiche, Campiche Studios  
Jon Kaino, Pacific County  
Commissioner  
Keith Foster, Grays Harbor College

This is the time of year we see many new businesses opening their doors. Since January there have been over 30 businesses opened in Pacific County.

If you know someone looking to start a business, buy a business or looking to relocate in Pacific County there are many critical steps that should be taken to ensure their success. The following is a Startup Checklist of the basic areas needed before opening your business.

The goal is to establish a solid base so your business can grow and survive. Call the PCEDC today to receive assistance in starting your business!

1. Choose & register a Business Name \_\_\_\_\_
2. Decide on the Legal Form for the businesses \_\_\_\_\_
3. Write a Business Plan \_\_\_\_\_
4. Set Up a Relationship with a Banker \_\_\_\_\_
5. Set Up Other Professional Relationships \_\_\_\_\_
6. Set Up a relationship with an Attorney, if needed \_\_\_\_\_
7. Meet Legal Requirements for Operating a business \_\_\_\_\_
8. Get Licenses and Permits \_\_\_\_\_
9. Set the Price for Your Products or Service \_\_\_\_\_
10. Determine the Financing you will need and How to get it \_\_\_\_\_
11. Obtain location, equipment and suppliers \_\_\_\_\_
12. Plan for Risk & Insurance \_\_\_\_\_
13. Set up Recordkeeping Systems \_\_\_\_\_
14. Set up a Financial Management System \_\_\_\_\_
15. Develop a Marketing Plan \_\_\_\_\_
16. Hire Employees \_\_\_\_\_
17. Develop a Day-to-Day Managerial Plan \_\_\_\_\_

## SPECIAL POINTS OF INTEREST PACIFIC COUNTY'S ECONOMIC INDICATORS

### UNEMPLOYMENT RATES

Finding the necessary workforce needed to operate businesses in Pacific County is becoming more challenging than ever, as the jobless rate approaches 5.5%. Pacific County's unemployment rate declined from 8.1 percent in January to 5.8 percent in May 2007. Pacific County is considered to be operating in a full employment economy, according to Department of Labor. The PCEDC hears more often than not from our business owners that it is difficult to find good employees and becoming harder and harder each year. This is a trend for a tight labor market and a battle being faced a crossed the State.

### WORKFORCE

The following table indicates Pacific County has seen a steady increase in their workforce since 1982. However, the table also reflects more than 1,300 workers left Pacific County each day in 2000 to work elsewhere.

Year	Works in Pacific County	Works out of Pacific County
1982	5,245	868
1990	5,800	804
2000	6,511	1,374
% Inc.	24.1%	58.3%

Source: US Census Bureau

### COMMUNTING PATTERNS

In County	7,186
Out of County	1,374
GHC	545
Clatsop	442
Lewis	70
Other (Alaska, Military, etc.)	317

Source: US Census Bureau

### TOP FIVE INDUSTRIES

#### Washington

	2005# Employed	2005 Average Wage
Health Care	324,600	\$37,200
Retail Trade	314,400	\$27,300
Manufacturing	278,400	\$55,300
Educational Services	241,000	\$35,000
Accommodation & Food Services	216,700	\$15,100

#### Pacific County

	2005 # Employed	2005 Average Wage
Government	1,851	\$35,821
Manufacturing	892	\$26,979
Healthcare	432	\$20,285
Education	437	\$32,000
Retail	720	\$18,998

Source: LMEA and PCEDC