



Spokane County

- 24 Staff members
- 71 Board of Trustees members

Industry Focus

- Aerospace
- Agriculture
- Bioscience & Health Sciences
- Education
- Professional Services
- Manufacturing
- Clean Technology

We stimulate economic growth and prosperity through the attraction of business investments, and by providing assistance and opportunities to local businesses.

Greater Spokane Incorporated

Mission: Greater Spokane Incorporated leads transformative business and community initiatives to build a robust regional economy.

Snapshot of Defense in Spokane County

Fairchild Air Force Base, which hosts the 92nd Air Refueling Wing, is located in the heart of Spokane County. The county is also home to several aerospace defense contractors that support the Air Force base, in addition to a number of large construction defense contractors. The **total economic impact of the defense contracts in Spokane County is estimated to be \$675.4 million**, based on a three-year average from 2012 to 2014.



JOB'S SUPPORTED BY DEFENSE CONTRACTS

3,800

2012 – 2014 average, direct and secondary



DEFENSE CONTRACTS VALUE PER CAPITA **\$634**

FY 2015



DEFENSE PERSONNEL

4,800 Enlisted
900 Civilian

Dept of Defense

Residing in Spokane County



OCCUPATIONS

Management **306**
Office and Administration **290**
Engineering and Architectural **169**
Business and Financial Operations **165**

Top direct occupations supported by defense contracts



DEFENSE CONTRACTORS

145

Companies, 2015



TOP CONTRACTORS

1. Garco Construction
2. Knight Construction and Supply
3. S.E.R.E. Solutions
4. Skills'kin
5. American Alloy

Top five contractors by defense contracts amount, FY 2015

Sources: Office of Management and Budget, 2016; Washington State Department of Revenue, 2015; Washington State Office of Financial Management, 2015, 2016; Washington State Employment Security Department, 2016; Department of Defense, 2016; Community Attributes Inc., 2016.



INDUSTRIES

Other Construction **\$216.8 M**
Computer Product Manufacturing **\$36.1 M**
Education Services **\$9.0 M**
Administration and Employment Services **\$7.6 M**

Top industries by defense contracts revenue, 2012 – 2014 average

Greater Spokane Inc.

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Fairchild Air Force Base

Fairchild Air Force Base hosts a range of units, including the 92nd Air Refueling Wing. In FY 2014, the base had a total economic impact of more than \$423 million. Other prominent units include a national guard unit; the 141st Air Refueling Wing; the Air Force Survival, Evasion, Resistance, and Escape School; medical detachments; the Joint Personnel Recovery Agency; and a weapons squadron. The majority of active duty and civilian personnel in Spokane County are located on Fairchild Air Force Base.



Spokane County's Fairchild Air Force Base hosts the 92nd Air Refueling Wing, which includes a fleet of KC-135 Stratotankers, shown here. Many defense contractors—specifically in aerospace and construction—support the Air Force base operations.

Garco Construction

Garco Construction has served the nation's military since its first contract in 1993, when the company constructed the 416 unit Wherry Housing project at Fairchild Air Force Base. By 2000, the company had completed four more projects on the Air Force base. Today, Garco is one of the largest construction contractors in eastern Washington, working on educational institutions, auto dealerships, housing facilities and commercial properties.

GSI Support for Defense Contractors

GSI helps connect capable contractors with government contracting agencies through its Procurement Technical Assistance Center. Spokane County is also home to a large number of veterans, and GSI has aggregated veteran resources on its web portal, including veteran entrepreneurship resources, Veterans Administration small business information, and other useful sources.

Prepare Companies to Win Government Contracts

GSI's **Procurement Technical Assistance Center** (PTAC) provides assistance with government certifications, registrations, interpretation of solicitations, marketing, and technical specifications and standards. PTAC counselors are housed within GSI and ready to help businesses free of charge. Classes include: Government Contracting 101, Marketing to Government Agencies, and HUBZone Certification, among others.

Encourage Entrepreneurial Innovation

Startup Spokane, GSI's entrepreneurship program, assists, develops and celebrates entrepreneurship in the Spokane region. More than 50 startup companies received direct assistance from GSI.

Support the Expansion of Local Aerospace Companies

AIR Spokane is continuing its recruitment efforts on targeted prospects for relocating or expanding to Spokane. GSI and Spokane International Airport have met with a number of these targets, pitching the business case for the Spokane community.

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