



Thurston EDC

- 16 FTE
- 25 Board Members
- 140+ Investors
- \$2.38 million annual operating budget

Industry Focus

- Professional Services
- Information and Communication Technology
- Medical Services
- Life Sciences
- Food Production
- Wood Product and Paper Manufacturing
- Chemical Product and Plastics Manufacturing
- Tourism and Recreation

We are steadfast in our commitment to working with local municipalities, higher education, privately-held businesses and nonprofit organizations to encourage our region's economic future.

Thurston Economic Development Council

Mission: The mission of the Thurston Economic Development Council is to foster a dynamic and sustainable economy that supports the values of the people who live and work in Thurston County. The strategic mix of programs and activities at the EDC is designed to provide entrepreneurs, small businesses, large firms and partner organizations with comprehensive and innovative services that support their growth and the diversity of the local economy.



Snapshot of Defense in Thurston County

Joint Base Lewis-McChord, the largest military installation on the West Coast, borders Thurston County. As a result, cities such as Lacey, as well as many subcontractors and contractors in Thurston County, benefit from JBLM and its operations.



**JOBS SUPPORTED BY
DEFENSE CONTRACTS**
1,312

2012 – 2014 average, direct and secondary



**DEFENSE CONTRACTS
VALUE PER CAPITA \$350**
FY 2015



OCCUPATIONS
Healthcare **108**
Office Administration **84**
Construction and Extraction **68**
Protective Services **53**

Top direct occupations supported by defense contracts



DEFENSE CONTRACTORS
45 Companies, 2015



INDUSTRIES
Legal and Business Services **\$38.9 M**
Other Construction **\$28.4 M**
Education Services **\$10.7 M**
Engineering and Technical Services **\$6.1 M**

Top industries by defense contracts revenue, 2012 – 2014 average

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TOP CONTRACTORS
1. RHD Enterprises
2. Cubic Applications
3. WHH Nisqually Federal Services
4. Cascadia Research Collective
5. ABN Technologies

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, 2015.

Thurston County Economic Development Council

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Joint Base Lewis–McChord

JBLM, the largest military installation on the West Coast, and the fourth largest in the United States, borders Thurston County. JBLM employs more than 40,000 active, National Guard and Army Reserve service members, and approximately 15,000 civilian workers. The base supports 60,000 family members and nearly 30,000 retirees living within 50 miles, 25% of whom live in Thurston County. JBLM has a significant impact on Thurston County economy, providing a stable base of retail customers, as well as a talented pool of trained workers who are transitioning from the military into the local workforce.

Transitioning Workforce

An estimated 4,000 to 9,000 service members will transition out of JBLM, into the local labor force on an annual basis over the next five years. This shift in the workforce will result highly-skilled workers with specialized knowledge in distribution and logistics, management, manufacturing, telecommunications, engineering, medical care and mechanics.



Photo courtesy of JBLM Public Affairs Office. Joint Base Lewis–McChord borders Thurston County. Many defense contractors benefit from the extensive operations of JMBL, which is the largest military installation on the West Coast.

Thurston EDC Support for Defense Contractors

Defense contractors in Thurston County benefit from several programs offered through the EDC. In addition, the state’s Procurement Technical Assistance Center—which helps companies find government contracts—is headquartered in the Thurston EDC.

Educate Business Owners on Best Practices

The **Center for Business and Innovation**, a joint program of the Thurston EDC and South Puget Sound Community College, helps

strengthen businesses through expert business coaching, training and mentoring. Housed within the CB&I are several SBA-funded programs, including the **Small Business Development Center**, which helps to strengthen businesses through expert business advising, management training and market research. The SBDC is part of a statewide network, and offers services free of charge. Business owners work with advisers who provide one-on-one technical assistance.

Prepare Companies to Win Government Contracts

The state’s **Procurement Technical Assistance Center** is headquartered in the Thurston EDC. Counselors based in the Thurston EDC work with local companies and business owners to walk through the contracting process—from registering, to bidding on work, to getting paid. PTAC seeks to increase the amount of government contracts and subcontracts that are awarded to Washington firms. In 2015, businesses that worked with PTAC won \$592 million in government contracts and subcontracts.

Grow Local Businesses

The Thurston EDC helps businesses in all stages of training. In addition to the SBDC and PTAC programs, the EDC hosts the **Washington Center for Women in Business**, an SBA-funded Women’s Business Center that serves most of the State of Washington. In addition, Scale-Up Thurston is a 10-week class that focuses on businesses looking to expand their operations. The free program runs twice a year and teaches business owners how to develop their individual, custom growth plan and execute it over the following year.

Business Retention & Expansion Services

The Thurston EDC works to ensure that businesses in the community have all the tools they need to thrive and grow. Through their business retention and expansion services, companies can get assistance with site location needs, get access to data and informational resources to help them find new markets and expand their operational capacity, and navigate the local workforce system. The EDC also provides workshops and training to transitioning service members to transfer their skills and experience from the military into the civilian workforce.