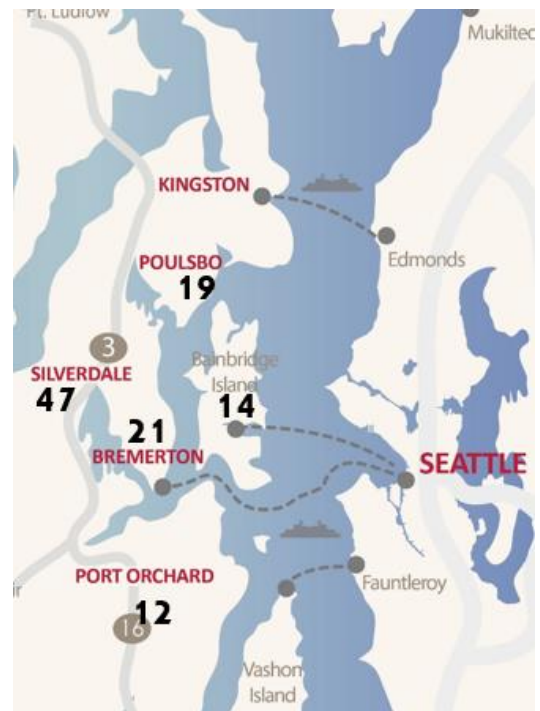
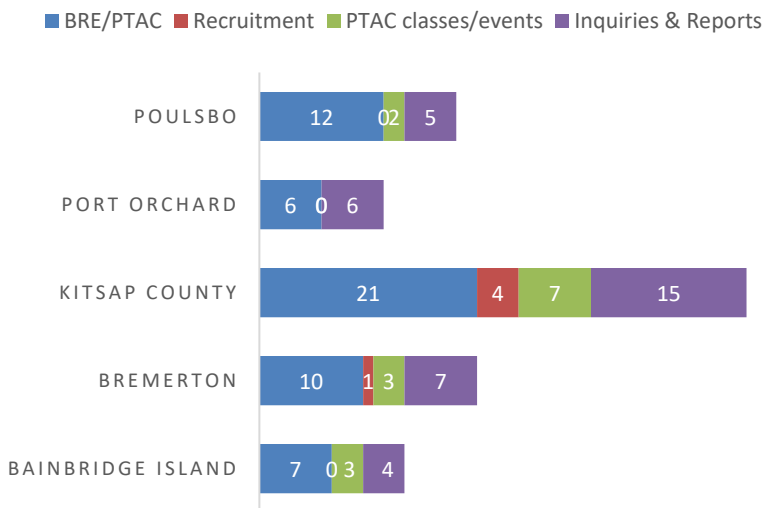


**Retain, Expand and Assist Primary Businesses in Kitsap County (all jurisdictions)**

**Q4 2020 BRER Assistance**



**Q4 BRE BY JURISDICTION**



**BUSINESS ATTRACTION ACTIVITY**

## Q4 2020 Recruitment Cases

### Project AIK

- Dept of Commerce (DOC) lead
- Korean based firm seeking US market work
- If successful, potential team launch in Kitsap

### Project Kamino

- Dept of Commerce (DOC) lead
- Green hydrogen manufacturer seeking 50-100 acres and 100% renewable power source
- No match

### Project LBP

- FL firm seeking 300-acre business park site
- Referred to private landowner

### Project New Falcon

- DOC lead
- Foreign paper-based manufacturer seeking site with rail access; heavy water and power usage
- No match

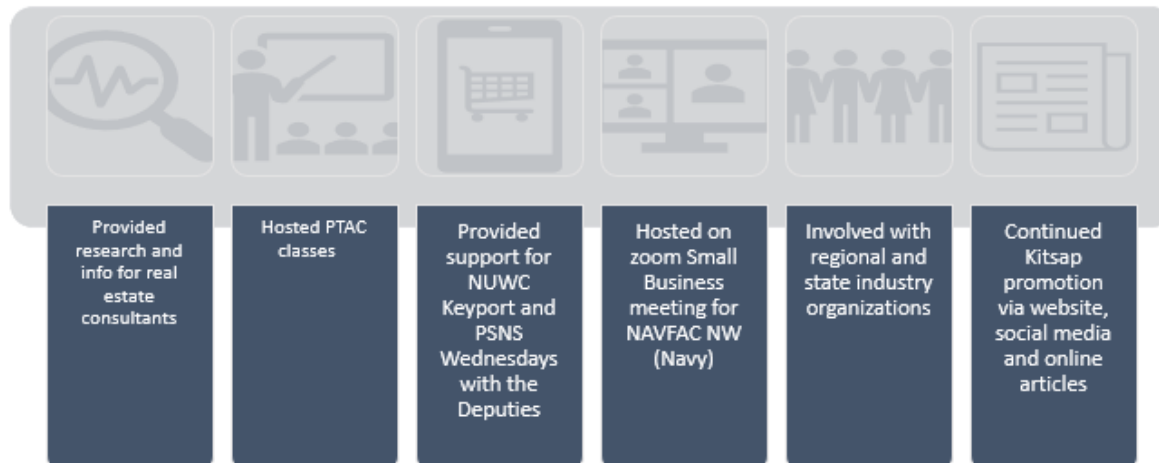
### Project Moonlight

- DOC lead
- Japanese owned food manufacturer seeking 40-acre site with heavy water usage
- No match

### Project Mod

- Follow-up to Q3 inquiry
- Referred to private property regarding manufacturing site
- Seeking joint ownership as part of their expansion plan

## Q4 2020 Recruitment Activities



**BUSINESS RETENTION, EXPANSION AND STARTUP ACTIVITY**

One  
PTAC  
client

- Assisted with subcontracting needs

Three  
new  
clients

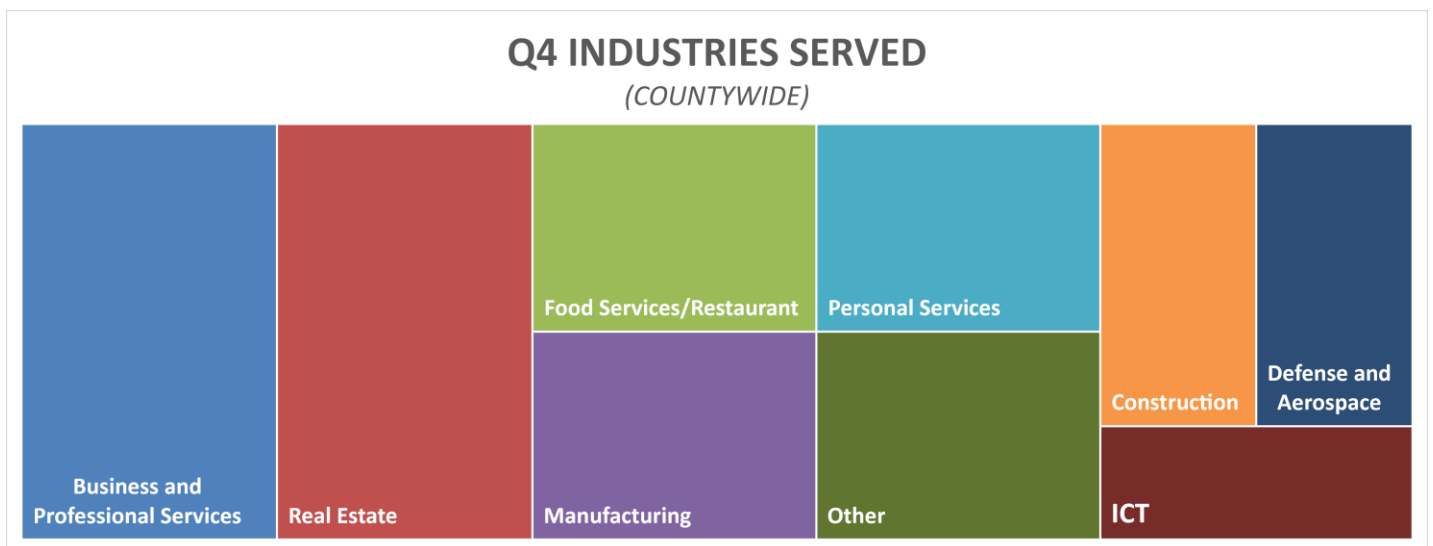
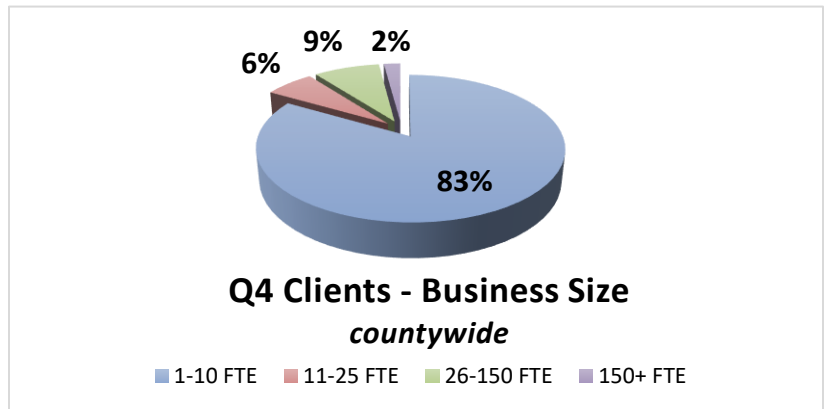
- Opportunities re SFR development
- COVID-19 assistance x 2

**Port Orchard  
Q4 2020 BRE CLIENTS**

- Construction – 1
- Food Prep/Restaurant - 1
- Personal Services - 1
- Real Estate – 1

*NOTE: this does NOT include the number of CARES applications and calls received during this quarter*

STAFF TIME FOR CLIENTS		
Q4 2020	Hours	% of Total
<b>Total</b>	1594.47	100.00%
<b>BRER (other)</b>	206.45	10.68%
<b>BRER COVID</b>	862.81	62.15%
<b>PTAC</b>	510.10	26.39%
<b>KADA</b>	15.12	0.78%



## Q4 2020 BRE Activities

### Start-ups Assisted

- Government contracting opportunities
- Referrals
- Marketing

### Research based on inquiries:

- Leakage report – medical field
- Market study – affordable housing
- Wage comparison
- Economic data for housing project

### Info/actions based on inquiries:

- Starting a business
- Land use
- Grant options
- Food truck licensing
- Initial site search
- Increasing workforce
- Requested introductions
- Commercial eviction during CARES?

## New Facebook Group under KEDA page – Shop.Eat.Spend.Kitsap



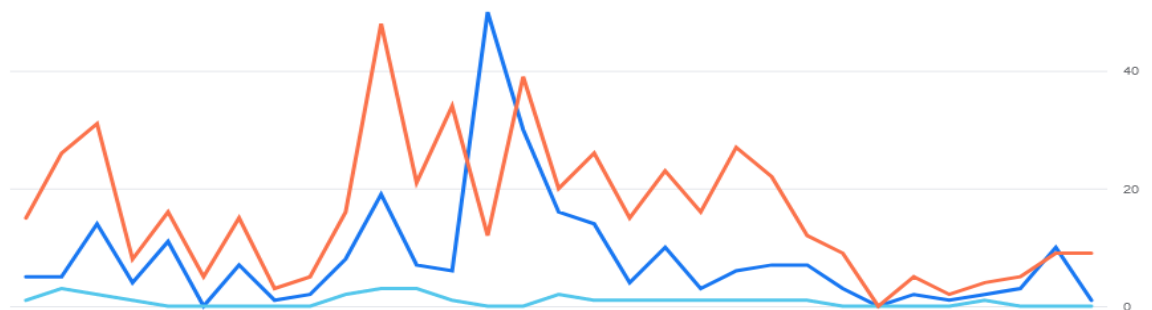
Dec 1, 2020 - Dec 31, 2020 Download Details

**All** ⓘ

- 258 Posts
- 26 Comments
- 498 Reactions

Posts Comments Reactions **All**

Dec 1, 2020 - Dec 31, 2020

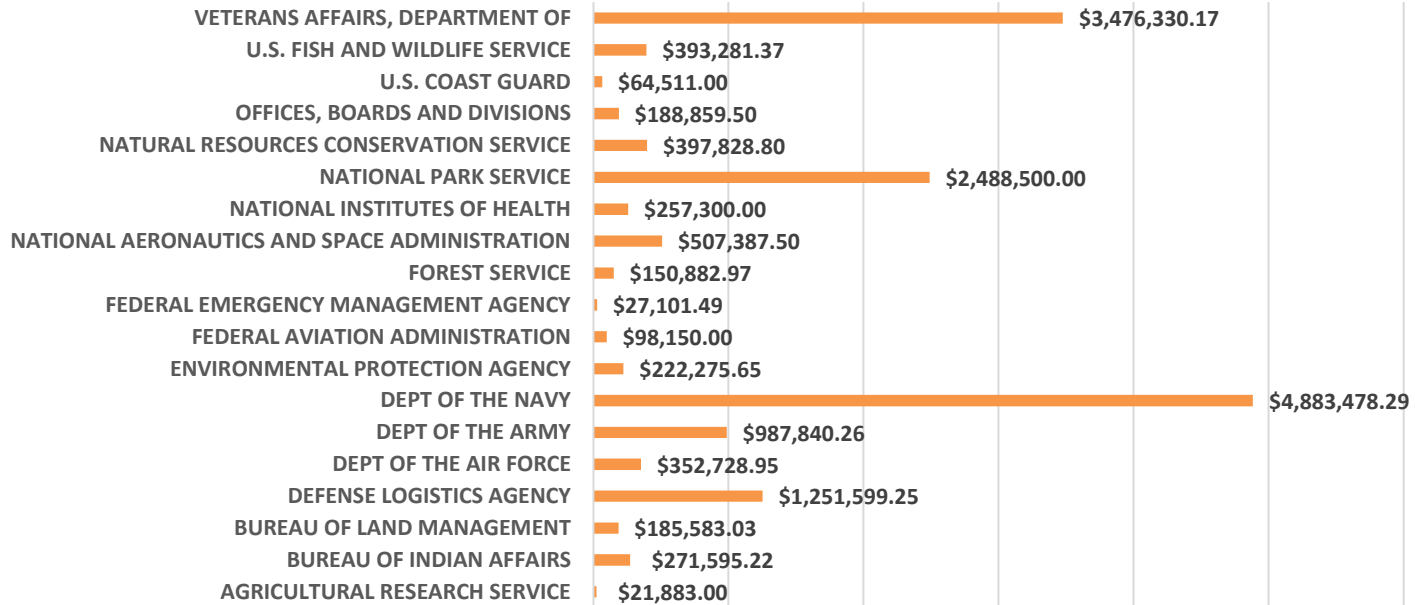


**Diversity, Equity and Inclusion**

- Reviewed KEDA programs from DEI lens
- Provided insights on reaching businesses not currently served by KEDA, specifically for
  - CARES recovery informaton
  - PTAC assistance and certifications
- Discussed potential parnter programs and organizations

**Procurement and Technical Assistance Center (PTAC)**

**Q4 Kitsap PTAC Clients - Federal Prime Contracts**

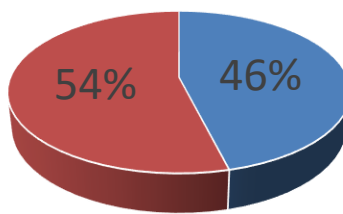


**PTAC Assistance**

- GSA Catalogs
- FAR 19 reporting
- CMMC
- Certifications
- Marketing to Government
- Contract close-outs

*NOTE: All PTAC data for Kitsap clients*

**Q4 - Federal Agency Spread**



- Department of Defense
- Other Federal Agencies

**PTAC Classes**  
*all via Zoom*

- Contracting Coffee Hour x 2
- Cyber Security Requirements for Defense Contractors – Contract Implications of CMMC
- Pre-Award: Solicitation Review
- Ethics in Government Contracting
- Wednesday with the Deputy (monthly)

**Top 3 Agencies Q4 by Number of Contracts**

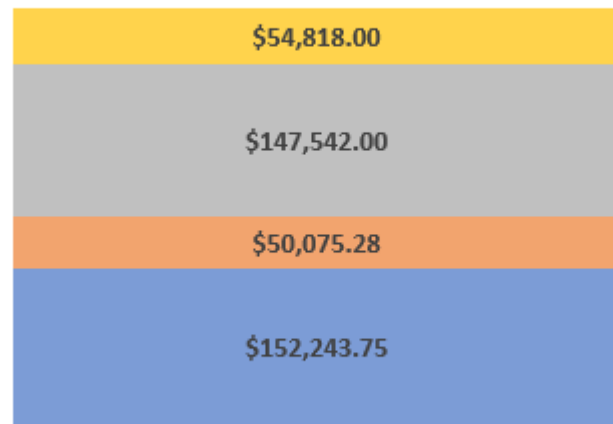
- US Navy (34)
- VA (17)
- Defense Logistics Agency (15)

**COVID AND CARES GRANTS**

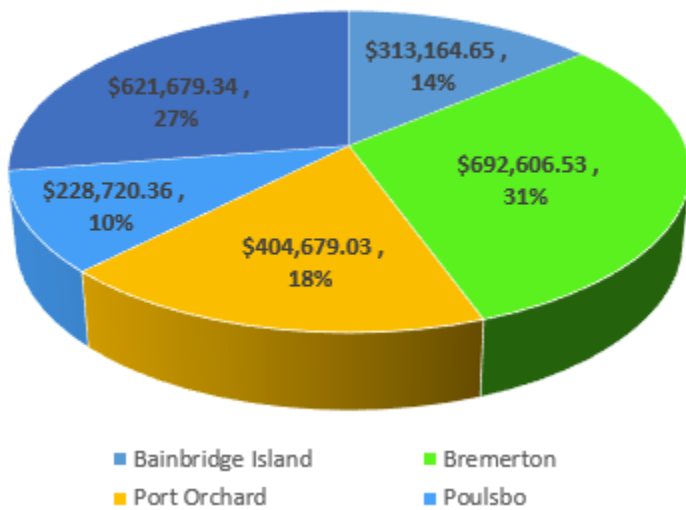
Charts are tables for KEDA administered grants only.



**PORT ORCHARD**

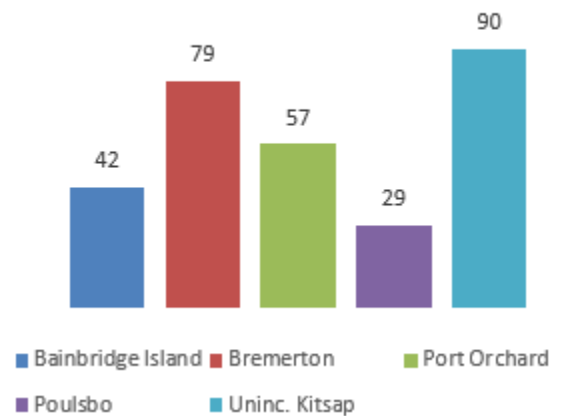


**CARES Grants - KEDA Admin**



■ Kitsap CARES ■ KEDA CARES ■ Port Orchard CARES ■ WWSBEG

**Grants by Jurisdiction**



**MARKETING AND OUTREACH – Q4**



**Multi-pronged approach**

- Social media – Facebook, Twitter, LinkedIn and Instagram
- Blog Posts with heavy COVID-19 focus since early March 2020
- Customized COVID Grant info page – kitsapcaressmallbiz.com
- Kitsap Digital Hour monthly beginning November 2020



**10 Startups to Watch**  
*As the South Sound's startup scene continues to grow, here are 10 startups we think you should keep an eye on.*

**LumiThera**

LumiThera is a Pacific Northwest startup company that combines the best of both worlds: a leading-edge medical device and a team of top-tier scientists and engineers. LumiThera is focused on the goal of developing innovative medical devices to improve patient care.

While working at the first major office in the area, LumiThera's founder and CEO, Dr. David Smith, saw the need for a medical device that could help patients with chronic pain. He founded LumiThera in 2015 and has since led the company through a successful fundraising round and the development of a prototype device. LumiThera is currently seeking investors and partners to help bring this innovative medical device to market.



**Lady Box**

Lady Box is a Seattle-based startup that provides a unique and personalized shopping experience for women. The company's mission is to help women find the perfect outfit for any occasion, whether it's a casual day out or a formal event. Lady Box offers a wide selection of clothing and accessories, all curated by a team of fashion experts.

Lady Box is currently seeking investors and partners to help expand its operations and reach more women in the South Sound area.



**Alpha Ledger**

Portland's **Alpha Ledger** is a new kind of loan and bond marketplace. Founded in 2019, the company facilitates primary issuance and secondary market trading with the use of secure blockchain technology. Zeroing in on U.S. municipal markets, the platform provides a powerful alternative to traditional trading processes. The company was co-founded by Chris Wade and Mamoh Dutta, who collectively bring nearly 50 years of asset management experience.

**Boatzilla**

Launched in 2019, **Boatzilla's** objective is to take the stress out of purchasing a recreational boat. Headquartered in the waterfront community of Poulsbo, the online marketplace provides a platform similar to the popular real estate website Zillow, but for boats. Founder George Sudacko brings years of experience as a Silicon Valley software engineer and honed the business through Startup Kitsap's six-month program. The online marketplace guides boat buyers and sellers through every step of the process in order to match them with the perfect new craft.

**4 of 10 start-ups featured in South Sound Business are in Kitsap - based on recommendations from KEDA office**

The image shows a screenshot of the Kitsap Sun website. At the top, there is a navigation menu with links for HOME, NEWS, SPORTS, OPINION, ENTERTAINMENT, OBITS, KITSAP LIFE, and BUSINESS JOURNAL. Below the navigation menu, there are three main promotional banners:

- KEDA Welcomes New Executive Director JOE MORRISON**: A banner featuring a photo of Joe Morrison and a quote from Nathan Evans, KEDA Board Chair: "Joe's broad experience spans economic development, finance, and innovation and entrepreneurship - all great for Kitsap."
- KITSAP DIGITAL HOUR**: A banner for a monthly event on Nov 5th at 11am. The text says: "It's Time. For Kitsap to be Kitsap. Get together, learn together. Every month."
- KITSAP DIGITAL HOUR**: A banner for a monthly event on Dec 3rd at 11am. The text says: "#ShopInKitsap. Pivots & innovations for small business survival."

At the bottom of the banners, there is contact information for the Kitsap Economic Development Alliance, including the website kitsapeda.org and the phone number 360.377.9400.

**Kitsap Sun** | October – Welcome Joe Morrison  
 | November – Gratitude for Days to Come  
 | December – Shop Local

HOME NEWS SPORTS OPINION ENTERTAINMENT OBITS KITSAP LIFE **BUSINESS JOURNAL**

**Nathan Evans: A new kind of leader in economic development**  
 Joe Morrison will take over as CEO of the Kitsap Economic Development Alliance  
 BUSINESS JOURNAL

**Joe Morrison: Gratitude for the days to come**  
 Despite a rocky 2020, Kitsap remains well positioned for a healthy economy.  
 BUSINESS JOURNAL

**Joe Morrison: Save businesses, #SpendInKitsap**  
 About 68 cents of every dollar spent at a local small business stays in the community.  
 BUSINESS JOURNAL

**KITSAP DIGITAL HOUR**  
 Nov 5 | 11am

It's Time.  
 For Kitsap to be Kitsap  
 Get together, learn together.  
 Every month

**2020's featured guest  
 Rep. Derek Kilmer**  
 Washington's Congressional District  
 2020 Elections, Stimulus & More

**DIGITAL MARKETING IN THE AGE OF COVID**  
 Tools Small Businesses Can Use to Survive  
 and Thrive in COVID

**Melissa Jantz** - Next Gen Marketing  
**Eugenie James Langlois** - Kitsap County Mayor  
**Renee M. Hill** - Penrose Digital Solutions

**KITSAP ECONOMIC DEVELOPMENT ALLIANCE**  
[www.kitsapeda.org](http://www.kitsapeda.org)

**KITSAP DIGITAL HOUR**

**Dec 3rd | 11am**

**#ShopInKitsap**

Pivots & innovations  
 for small business survival

SHOP. EAT. SPEND.

**KITSAP ECONOMIC DEVELOPMENT ALLIANCE**

register at [kitsapeda.org](http://kitsapeda.org)

**Kitsap Digital Hour - First Thursday - 11 am**

**MISSISSAUGA HOME & GARDEN**  
 Living on the Kitsap Peninsula



**EXCEPTIONAL RESULTS WITH... EXTRAORDINARY PEOPLE**

**SKOOKUM**  
 360-475-0784 | [www.skookum.com](http://www.skookum.com)

**KITSAP** > more community, less commute  
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 2021 NW Myra, Suite 100 • Skowhegan  
 360-377-9499 • [www.kitsapeda.org](http://www.kitsapeda.org)

- September/October – Skookum
- November/December – HangDry



## Social Media

### Tweet activity

**Kitsap EDA** @ecodevokitsap  
 Round 3: Working Washington Small Business Grants  
<http://kitsapeda.org/round-3-working-washington-small-business-grants/> ... #KitsapConnected

Impressions	740
Total engagements	13
Link clicks	4
Detail expands	4
Retweets	2
Likes	2
Profile clicks	1

 **Kitsap Economic Development Alliance**  
 Published by Rianna M. Hill (?) · December 19, 2020 · 🌐

Have some last minute holiday shopping needs?  
 There are many local places here in Kitsap with great gift options that don't require shipping! Plus you support your local community.  
 While you're out and about, there are many locally owned restaurants with creative carry out or outdoor seating options. ... See More



**27,092** People Reached  
**605** Engagements [Boost Post](#)

 274 8 Comments 34 Shares

...

**27,092** People Reached

**338** Reactions, Comments & Shares ⓘ

<b>272</b> Like	<b>266</b> On Post	<b>6</b> On Shares
<b>16</b> Love	<b>14</b> On Post	<b>2</b> On Shares
<b>1</b> Haha	<b>1</b> On Post	<b>0</b> On Shares
<b>1</b> Angry	<b>1</b> On Post	<b>0</b> On Shares
<b>13</b> Comments	<b>13</b> On Post	<b>0</b> On Shares
<b>35</b> Shares	<b>34</b> On Post	<b>1</b> On Shares

**267** Post Clicks

<b>76</b> Photo Views	<b>1</b> Link Clicks ⓘ	<b>190</b> Other Clicks ⓘ
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**NEGATIVE FEEDBACK**

<b>0</b> Hide Post	<b>0</b> Hide All Posts
<b>0</b> Report as Spam	<b>0</b> Unlike Page

Reported stats may be delayed from what appears on posts