

# EDC Spotlight

*Dedicated to  
Creating Opportunities*

March 2011

Vol. 1 Issue 3

## Dates to Note

### April 14th

Board of Directors Meeting

### April 18th

Exploring International Business Opportunities  
St. Martins Washington Center

### April 27th

A Lenders' Roundtable:  
"A Conversation about SBA Lending."

## Keeping you Informed

These are exciting economic times. As a result we at the Lewis Economic Development Council believe we should communicate more often. We are pleased to offer, for our Board of Directors, our partner organizations and our legacy-building membership, an expansion of our electronic media.

- \* First, we are upgrading our EDC website ([www.lewisedc.com](http://www.lewisedc.com));
- \* Second, we are hosting a new blog entitled "Made in Lewis County";
- \* Third, we are producing a monthly e-newsletter publication "EDC Spotlight"; and,
- \* Fourth a Facebook page.

We hope to create an ongoing and vibrant conversation about the economy and our potential for prosperity in Lewis County. We will endeavor to educate on upcoming events, important environmental, social, and political issues; announce future trainings/seminars; provide statistical/demographic data, including industrial land and building links and other noteworthy topics to enhance the wide range of Lewis County communities and their economies.

We welcome your thoughtful conversation and ideas as a participating member. Please let us know if you have specific interests you would like to discuss or hear about in our new media outreach efforts.

## Business to Business Program...

The Business to Business program is funded by a federal grant and administered by the Economic Development Council in Lewis County.

The Business to Business Program assists businesses with their hiring needs using a variety of venues such as hiring events, posting and recruiting for specific positions, reference checking and can provide a variety of pre-employment testing.

In addition the B2B program can provide job analysis/desk audits and ergonomic assessments. We can also provide training in areas like, how to write good job descriptions, employee handbooks, performance reviews and effective interviewing techniques. We also provide consultation and research on various employment laws.

If you are an employer who needs the services of the Business to Business program at Lewis E.D.C., please contact our program coordinator, Shavanna Burlingame @ 360-748-0143.



## Services Provided:

- Site Selection
- Increasing Manufacturing Competitiveness
- Workforce Development
- Customized Business Training
- Business to Business—Human Resources/Hiring Assistance
- Business Assistance Center
- The Lending Network

## Lewis Economic Development Council

1611 N National Avenue  
P.O. Box 916  
Chehalis, WA 98532

Phone: 360-748-0114

Fax: 360-748-1238

Email: [rjennings@lewisedc.com](mailto:rjennings@lewisedc.com)

*Dedicated to creating  
prosperity in  
Lewis County.*

The Lewis County Economic Development Council is actively involved in working to insure the success of local businesses.

Since its inception, the EDC has worked with over eighty firms that have located here. These companies are responsible for providing over 2,300 jobs to our community. In addition, we have worked with over 250 local firms, helping them to expand or strengthen their operations.

Finally, the EDC has worked with our many partners to help solve transportation, utility and regulatory issues.

EDC partners include over 300 business members plus local government, education and other community based groups.



### Lewis EDC

Dick Larman  
Executive Director  
[dlarman@lewisedc.com](mailto:dlarman@lewisedc.com)

Rachael Jennings  
Marketing Manager  
[rjennings@lewisedc.com](mailto:rjennings@lewisedc.com)

### Small Business Development Center

David Baria  
Director of Business  
Development  
[dbaria@lewisedc.com](mailto:dbaria@lewisedc.com)

### Business to Business

Shavanna Burlingame  
Workforce Development  
Coordinator  
[sburlingame@lewisedc.com](mailto:sburlingame@lewisedc.com)

### Lending Network

Tani Gunn  
Executive Director  
[tgunn@lewisedc.com](mailto:tgunn@lewisedc.com)

Tami De Koker  
Financial Analyst  
[tdekoker@lewisedc.com](mailto:tdekoker@lewisedc.com)  
(360) 740-6960

## The Lending Network

The Lending Network is a community based corporation established to lend money to qualifying businesses. This is done to help diversify and/or stabilize employment as well as create or retain family wage jobs in Lewis, Cowlitz and south Thurston counties. Loans are also made to companies or individuals who operate businesses that are needed to stabilize or enhance the viability of small rural communities.

Loans are made to those who do not otherwise have the ability to fully finance their project or that need more flexible terms to make their project financially sound.

Term loans are available to finance land and building acquisition or construction; machinery and equipment; working capital; inventory; and infrastructure development. Loan amounts are from \$25,000 to \$250,000, The Lending Network can provide up to 75% of total project cost; however it generally targets between 20% and 50% of total financing. The terms are up to 20 years depending on the type of financing. Interest rates are fixed, based on use, need and risk.

Eligible applicants need to have a sound business plan, experience and management capacity, a good credit history, and the willingness and ability to invest in and provide collateral for a project.

The Lending Network has a 16 year history. During that time, over 90 loans have been made. Total project value exceeds \$35 million and jobs add up to over 950. Over sixty percent of all loans were to manufacturing companies, and nearly thirty percent to start-up firms. In many of the loans, The Lending Network was considered the lender of last resorts. Even with the aggressive lending history, annual losses have averaged only 2% over the 16 year history.

Visit us on the Web!

[www.lewisedc.com](http://www.lewisedc.com)