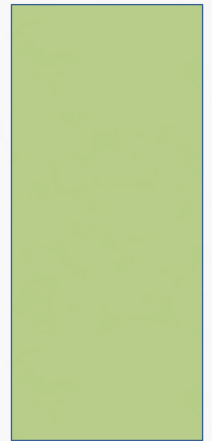


# BUSINESS RETENTION & EXPANSION

CLALLAM COUNTY ECONOMIC DEVELOPMENT  
COUNCIL



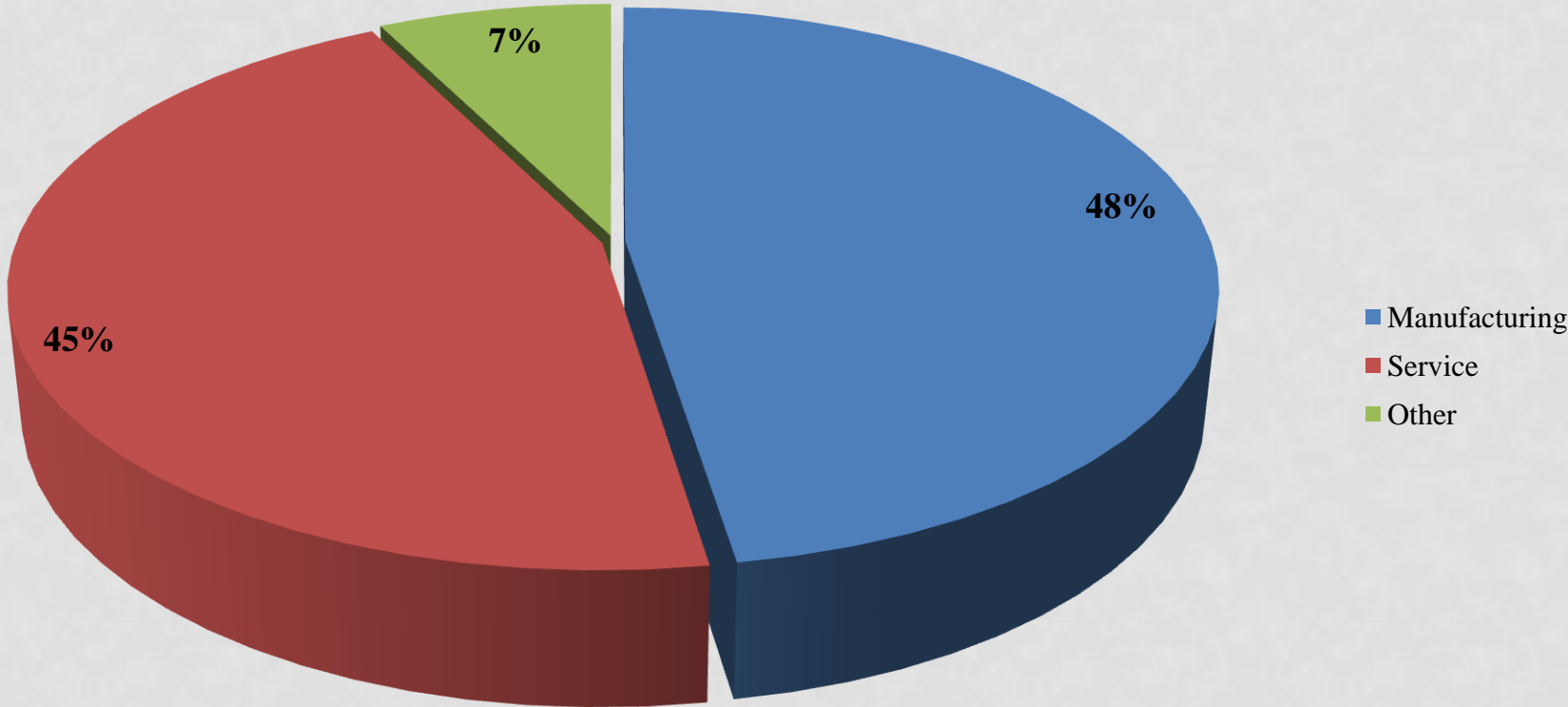
# BRE OBJECTIVES

- Gain an understanding of the business community's view of the local economy.
- Determine future expansion plans of companies.
- Acquaint business management with assistance available through various economic development programs.
- Improve the communications bridge and strengthen relationships between local/county government and the business community.
- Identify specific concerns and problems of the local businesses and provide swift them with possible solutions.

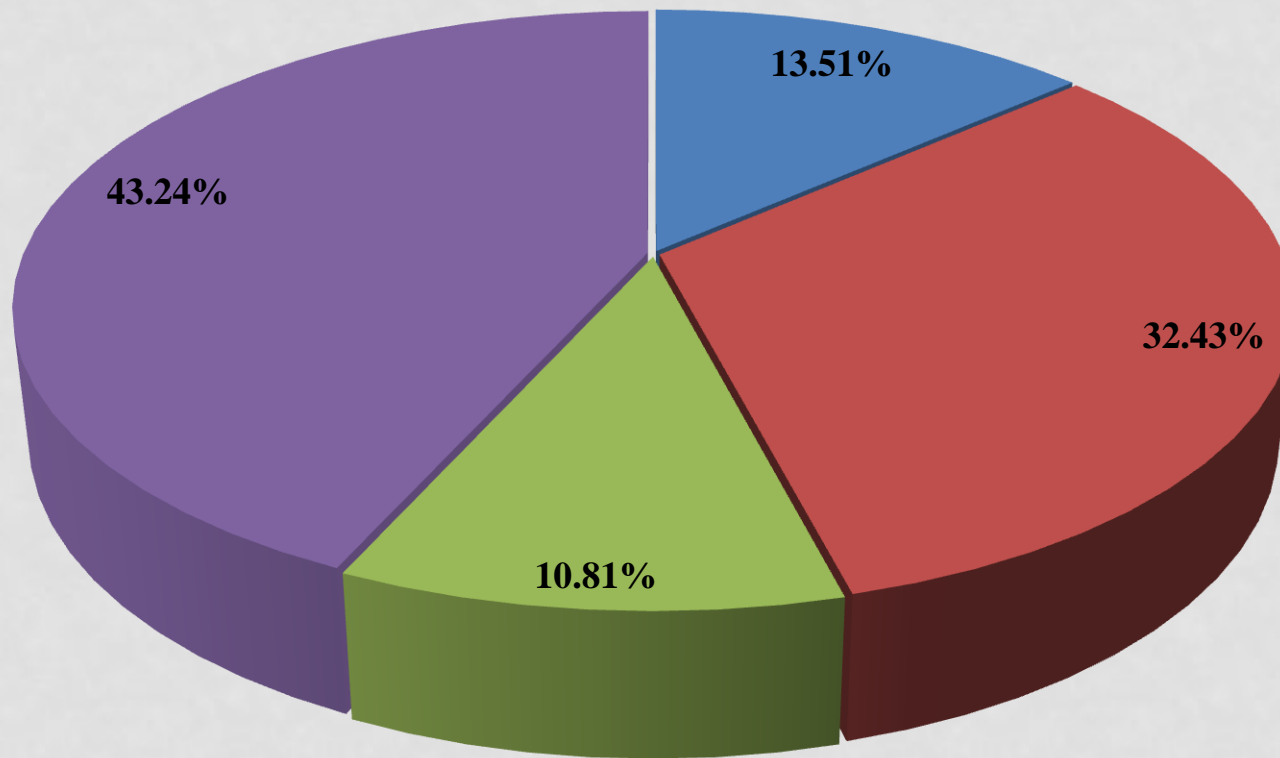
# THE PROCESS

The Clallam EDC Retention and Expansion Study used a process that combined a site visit with a strategically designed survey instrument to collect information from management on the local business climate.

# INDUSTRY

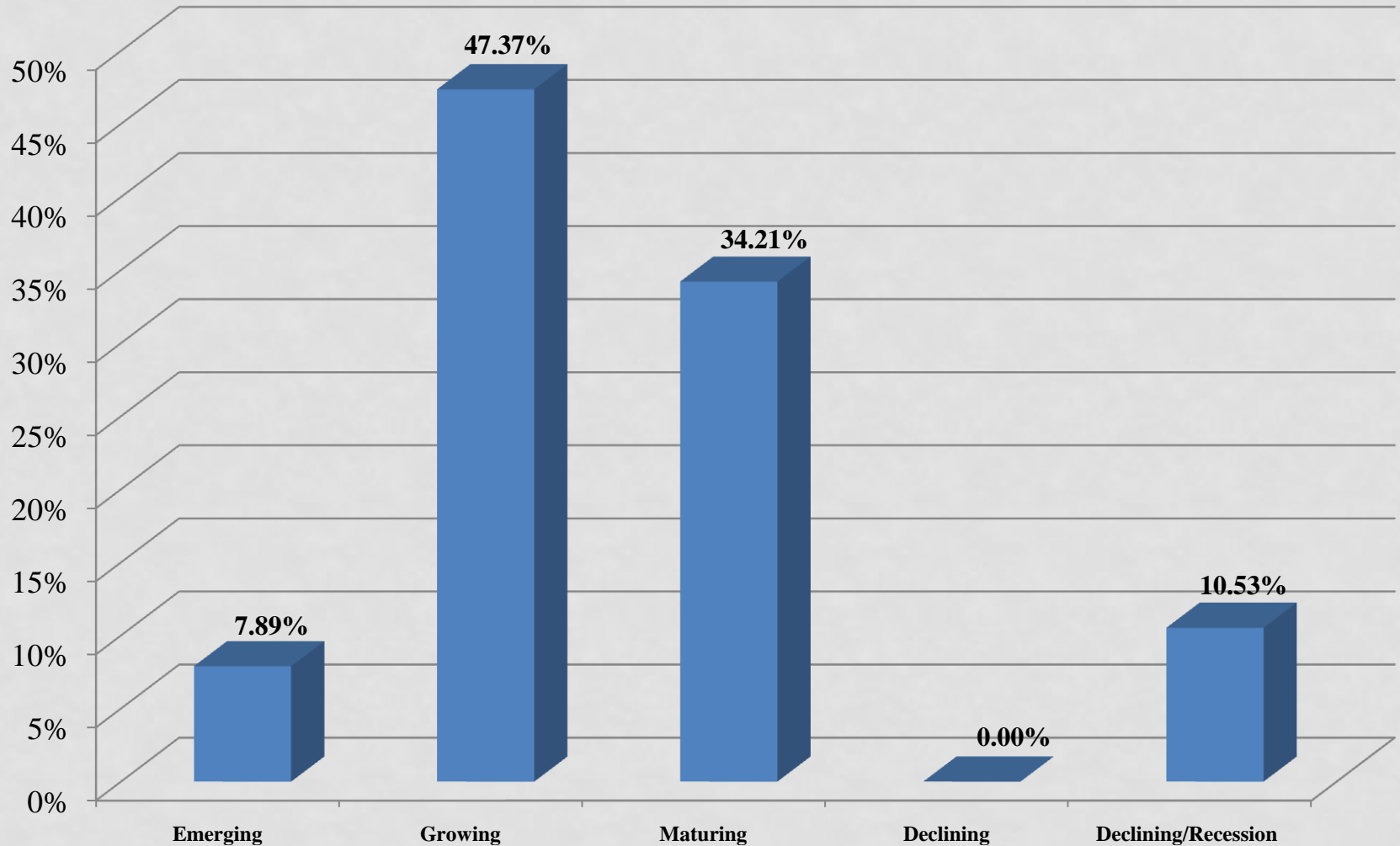


# MARKET



■ Local ■ Regional ■ National ■ International

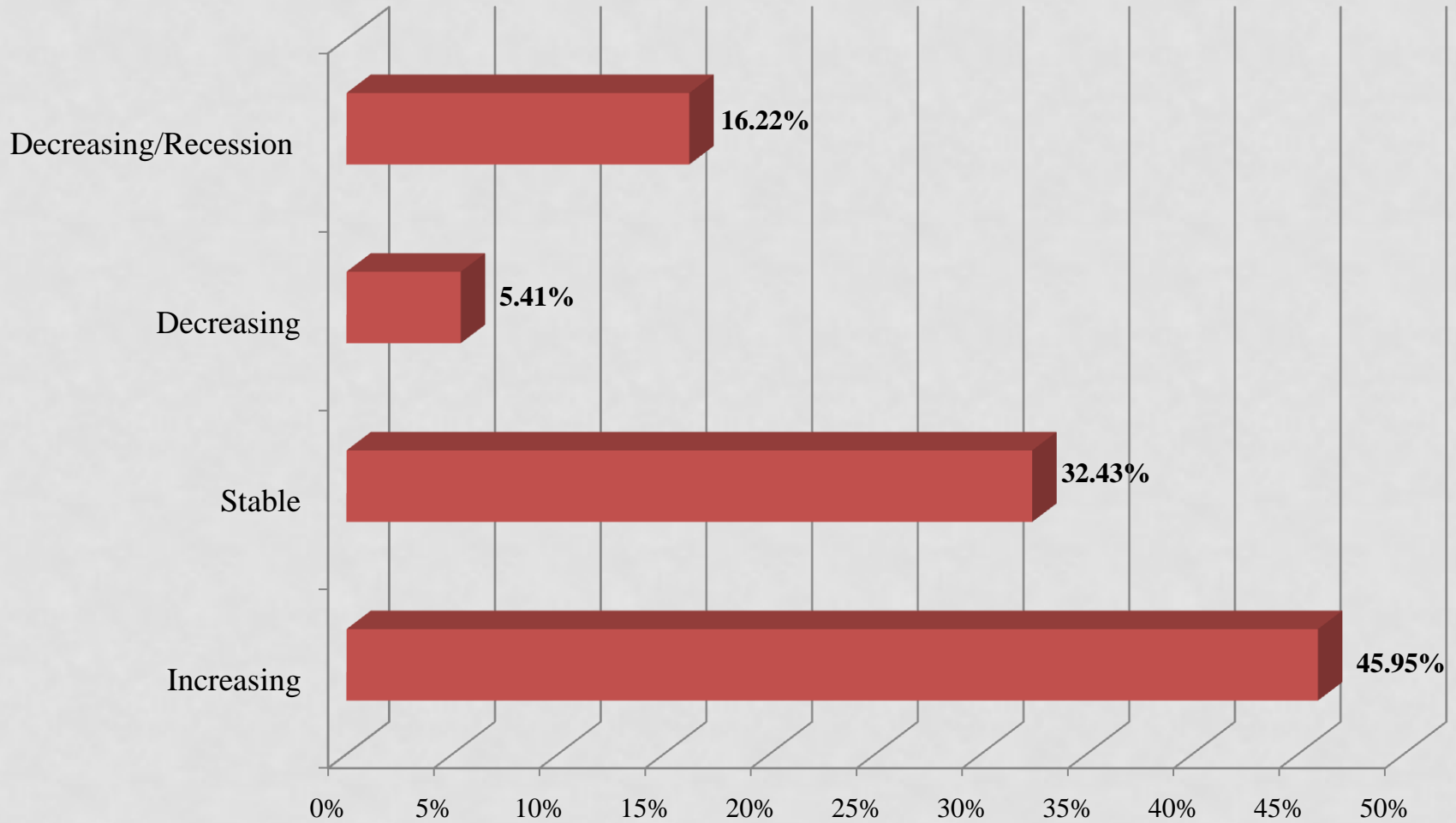
# WHERE IS THE COMPANY IN ITS LIFE CYCLE?



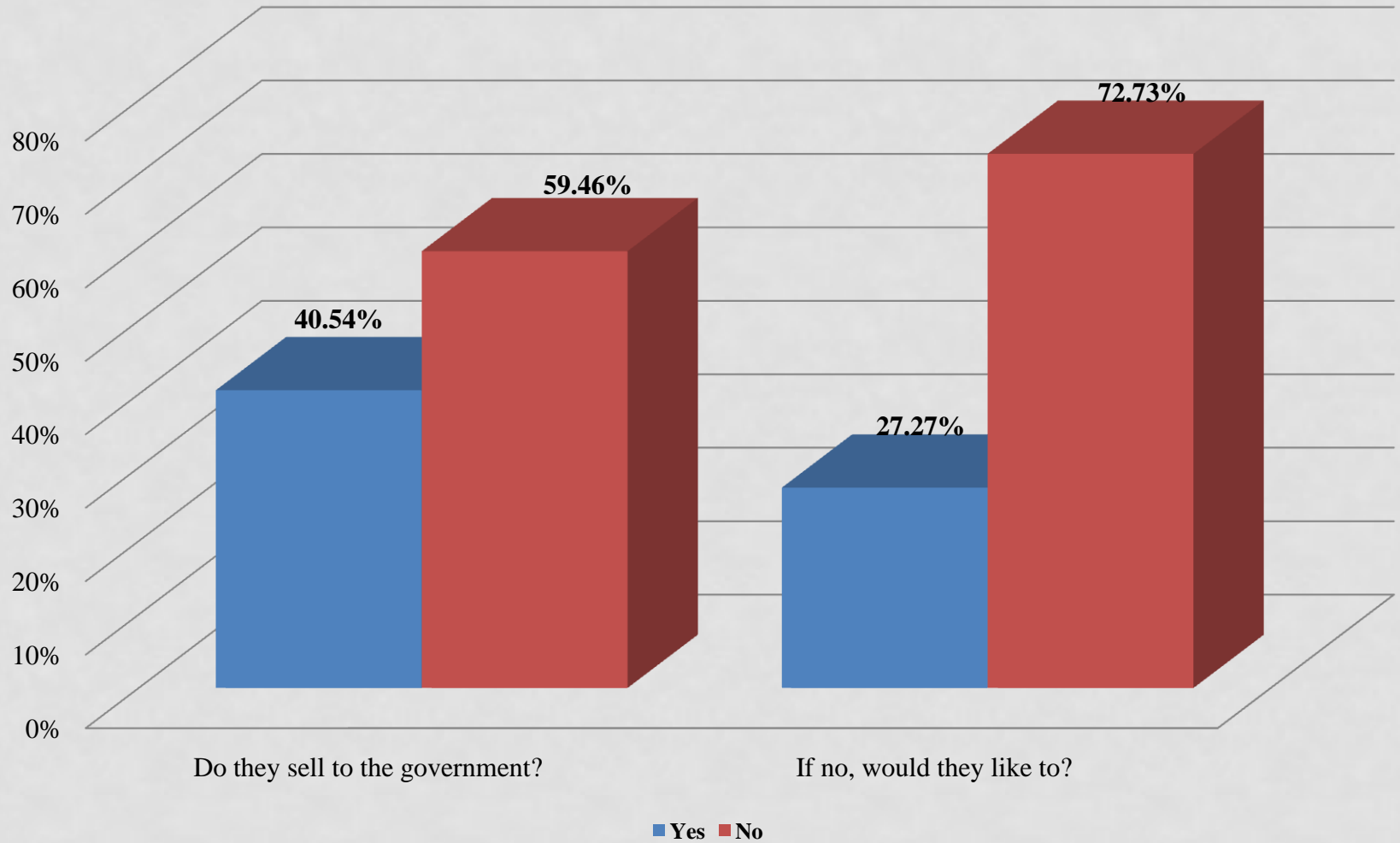
# MARKET SHARE



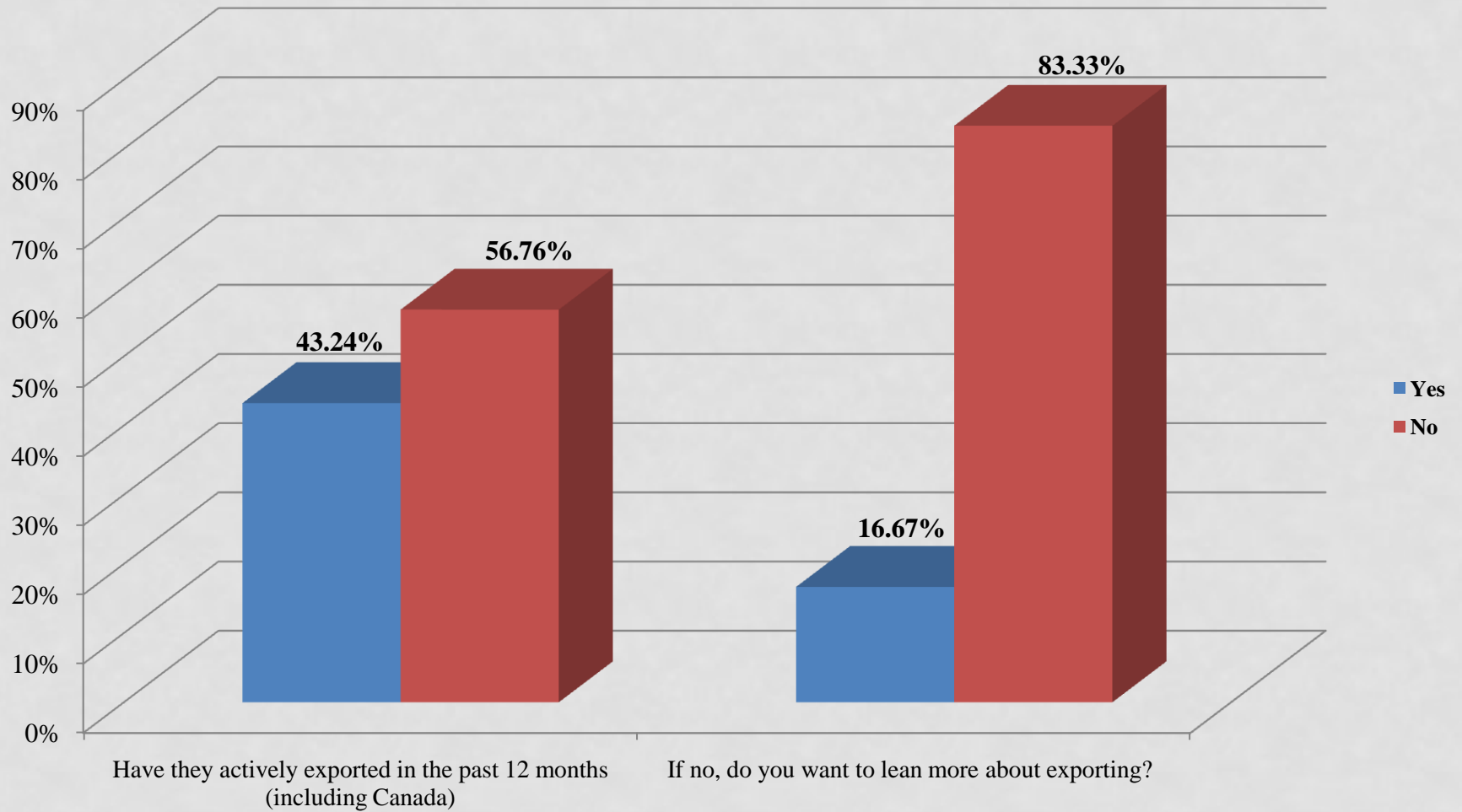
# SALES



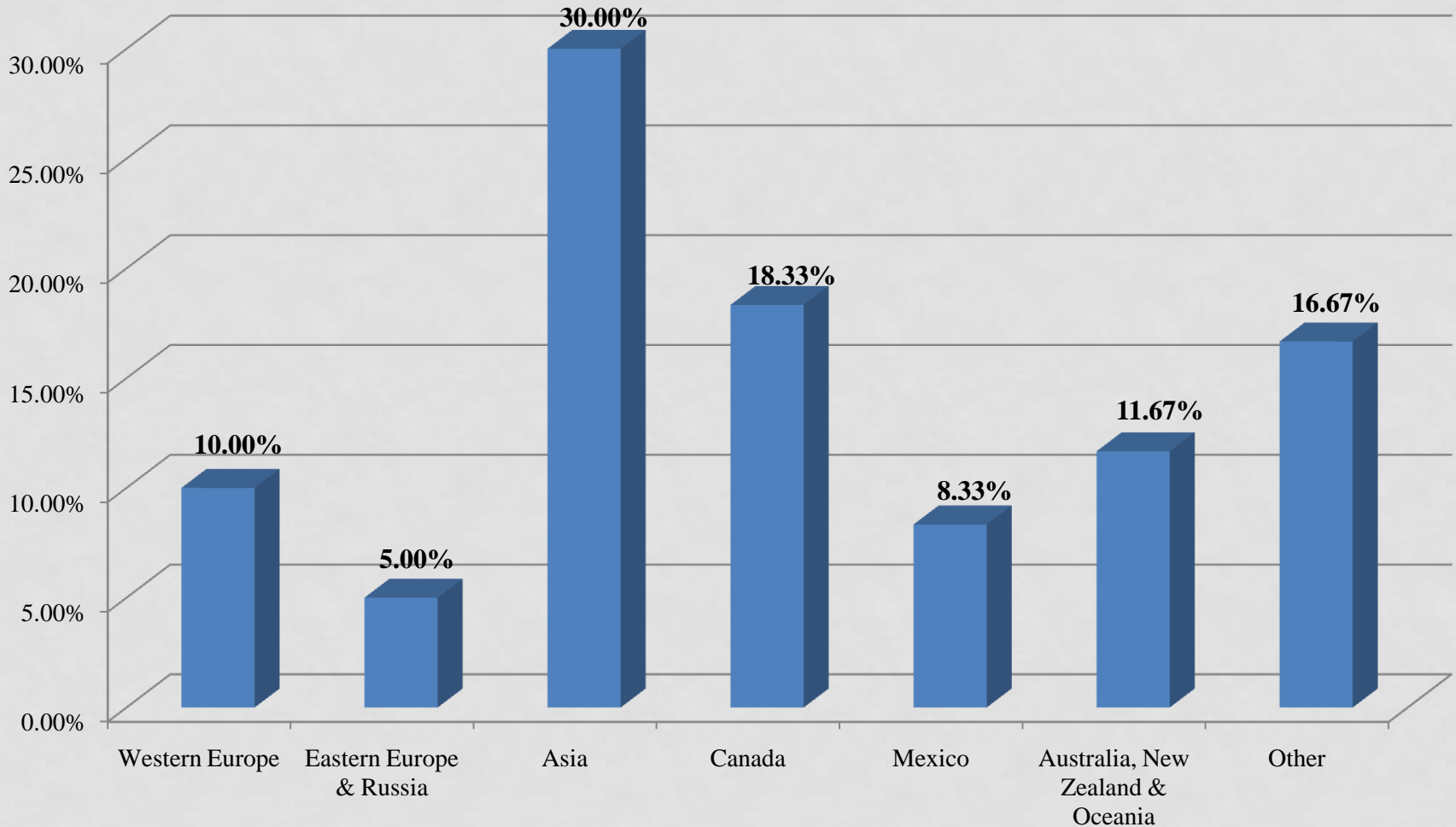
# GOVERNMENT



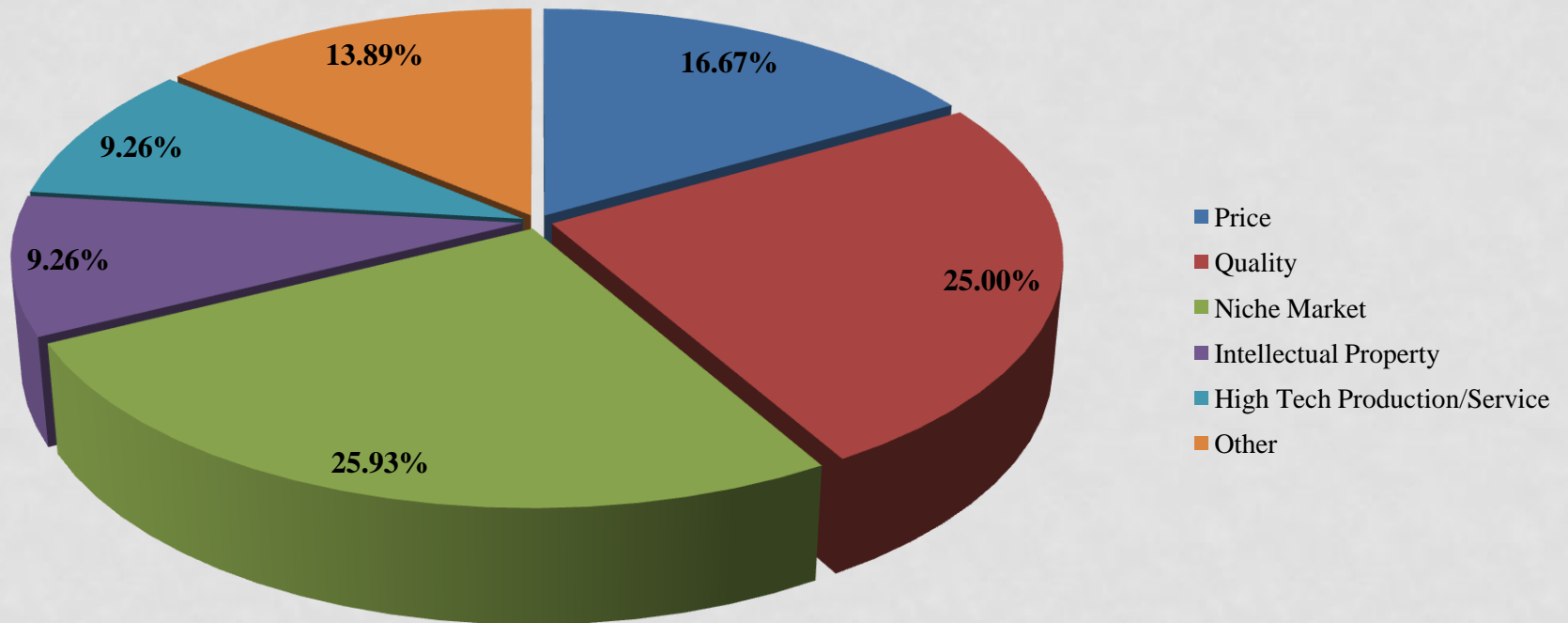
# EXPORT



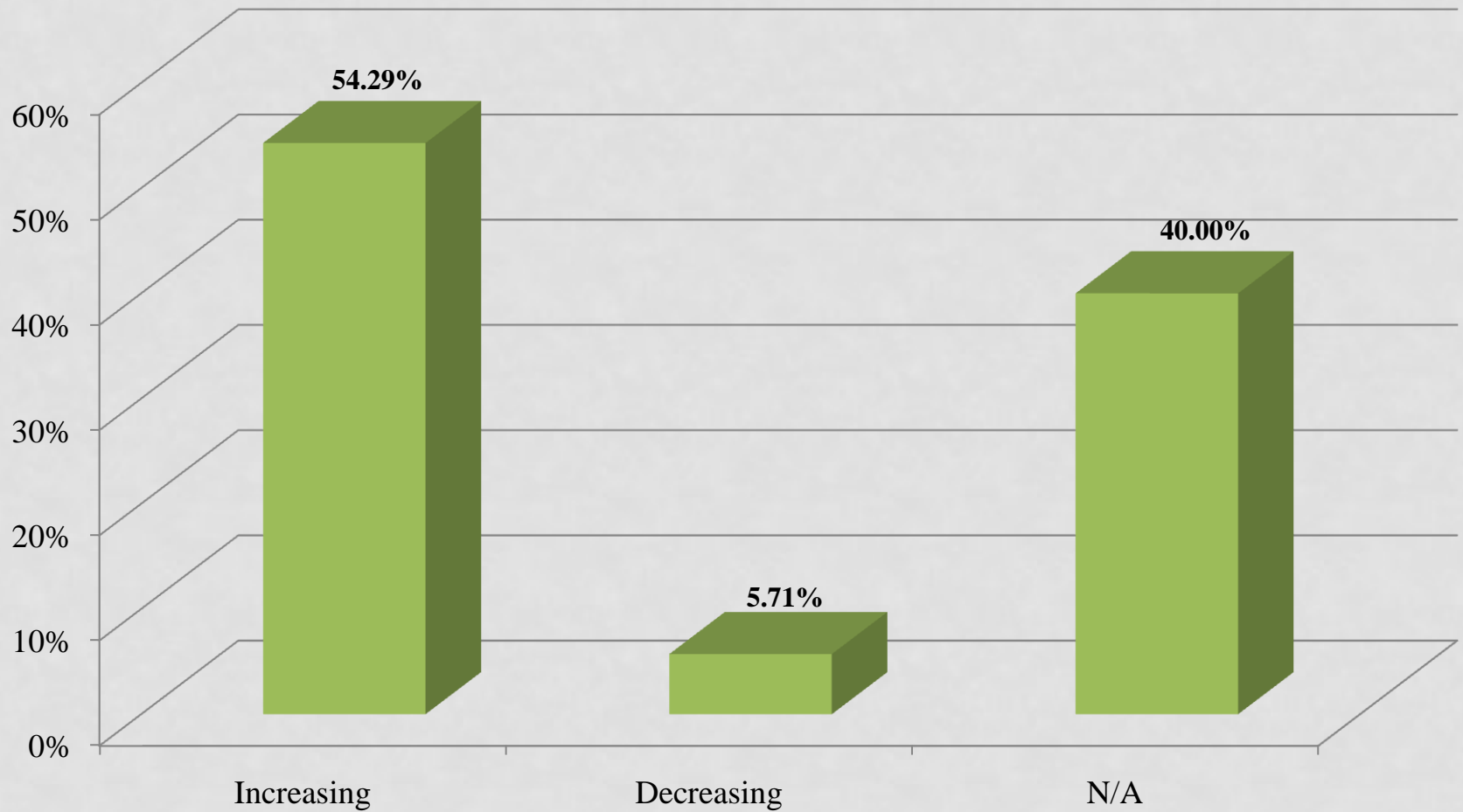
# REGIONS OF EXPORT



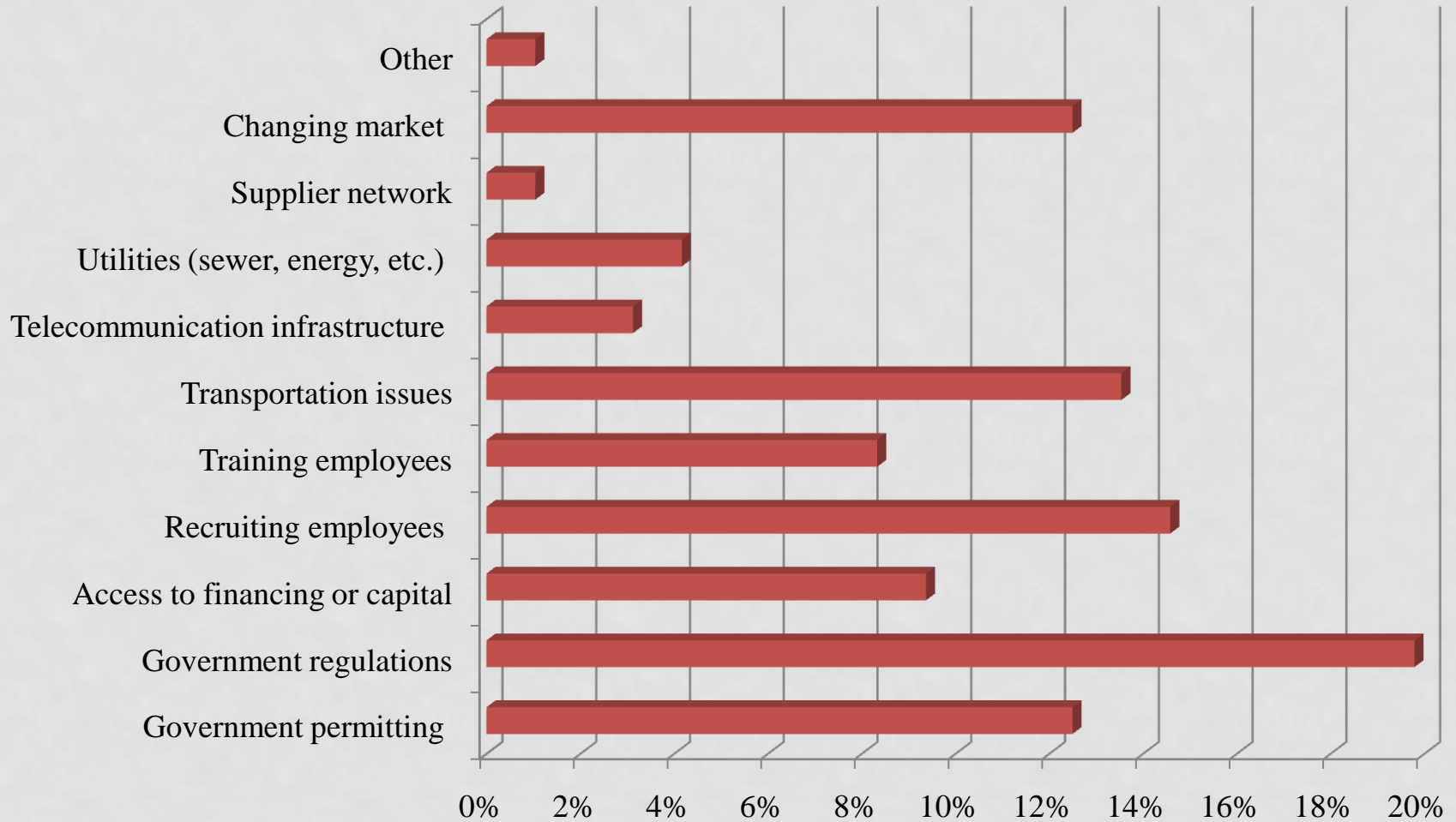
# COMPETITIVE ADVANTAGE



# WORKFORCE NEEDS



# COMMUNITY WITH AREAS OF DIFFICULTIES OR CONCERNS



# WHAT WOULD IT TAKE TO HIRE THREE MORE PEOPLE?

- Increase in sales
- Additional customers
- Financing
- Improved economy
- Government contract
- Additional infrastructure
- Increase in revenue tax break
- Additional diversified local business
- Additional shift