

Whatcom County
Economic Development
Investments Program

Application for Funding



Jack Louws, Whatcom County Executive

Whatcom County Economic Development Investment (EDI) Program
Revolving Loan and Grant Program to Encourage Creation or Retention of Private Sector Jobs

Preliminary Information and Application

Note: The intent of this Program is to be consistent with State law, RCW 82.14.370

- 1. Who is eligible to apply:** Local general or special-purpose governments and higher education.
- 2. What projects are covered:** Construction of publically-owned infrastructure, facilities, and related improvements, which enable or encourage the creation or retention of private sector businesses and jobs in Whatcom County consistent with EDI Program Policy Objectives.
- 3. What activities are fundable:** New construction, refurbishment, replacement, rehabilitation, renovation or repair. Demolition is allowable if tied to construction. Soft costs allowed within scope of construction budget. No land acquisition except right-of-way included in a construction project.
- 4. What can you use the funds for:** Transportation (roads, bridges, rail), utility services (water, sewer, storm, energy, telecom) and public buildings or structures.
- 5. Other Limitations:** Planning/feasibility only projects are not eligible. Minimum local match is 10% of EDI request. EDI Board will make recommendations to the County Council which makes the final decision.

Preferential Project Types

First Preference – “JOBS IN HAND PROJECTS” – These types of projects will allow for the immediate creation and/or retention of jobs by providing public infrastructure that directly supports jobs. A perfect example would be a private business that will build or move into a facility and hire employees if a road is built or if water/sewer lines are extended to the site. These types of proposals would include a commitment by the private sector employer to create jobs and provide private investment.

Second Preference – “BUILD IT AND JOBS WILL COME PROJECTS” – These types of projects will construct public infrastructure but are not associated with a specific commitment from a private business to locate and/or create jobs. A perfect example would be the construction of roads and utility infrastructure to serve a new business park that would benefit multiple businesses.

Third Preference – COMMUNITY ENHANCEMENT PROJECTS” – These types of projects generally improve the physical appearance or create community assets to enhance the business climate. Examples would be boardwalk, streetscaping, downtown structures, and other publicly-owned facilities that make a community or region more attractive to existing or future businesses.

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Preferential Project Terms

First Preference – EDI LOAN – Due to the preferred revolving nature of EDI funds, proposals that are loan only will receive higher scoring. Loan terms and interest rate structure matches the Public Works Trust Fund program. The county will maintain discretion to modify such as including a deferral period.

Second Preference – LOAN/GRANT COMBINATION – The preferred combination of grant funds and loan funds is 1/3 grant, 2/3 loan.

Third Preference – EDI GRANT – Due to the “one-shot” nature of grants, projects of equal scoring requesting a grant only will be scored lower than another similar project requesting a loan/grant mix.

Preferential* Project Amounts (Guidelines)

JOBS IN HAND PROJECTS - \$1,000,000 limit if grant only. \$2,000,000 limit if combination of grant and loan. \$3,000,000 limit if loan only.

BUILD IT AND JOBS WILL COME PROJECTS - \$500,000 limit if grant only. \$1,000,000 limit if combination of grant and loan. \$1,500,000 limit if loan only.

COMMUNITY ENHANCEMENT PROJECTS - \$250,000 limit if grant only. \$500,000 limit if combination of grant and loan. \$750,000 limit if loan only.

*Based on compelling reasons, the EDI Board and County Council may consider exceptions.

Past Performance

Have you received EDI Program funding in the past? Yes; No

If yes, provide project name and EDI grant/loan awarded:

Wood Stone \$500,000 loan; Index Industries \$500,000 loan/\$200,000 grant; All American Marine Expansion Project \$2M loan/\$1M grant; “C” Street Terminal \$2M loan/\$1M grant.

If yes, EDI Program staff and/or the EDI Board may conduct an audit to review performance measures against projected outcomes, such as job creation projections.

Has your jurisdiction received any audit findings from the Washington State Auditor in the past 10 years?

Yes; No. If yes, provide details:

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THRESHOLD PROJECT CRITERIA

Evidence of Planning

YES	NO
<u> X </u>	<u> </u>
<u> X </u>	<u> </u>
<u> X </u>	<u> </u>

Project included on an adopted regional economic strategy (“CEDS” list).
 Project included in the applicant’s Comprehensive Plan.
 Project included in the applicant’s Capital Expenditure Plan or adopted budget.

COMMENTS: The project is listed under the 2018 CEDS (Port of Bellingham, Blaine Wharf District Marine), 2007 Blaine Wharf District Master Plan (Shipyard Industrial Area) and in the Port’s 2018 Capital budget.

THRESHOLD PROJECT SCORING

POINTS

Preferential Project Type

 10

<u> </u> Jobs In Hand	<i>10 points</i>
<u> </u> Build It And Jobs Will Come	<i>5 points</i>
<u> </u> Community Enhancement	<i>2 points</i>

 5

Preferential Project Terms

<u> </u> Loan Only	<i>10 points</i>
<u> </u> Loan/Grant	<i>5 points</i>
<u> </u> Grant Only	<i>2 points</i>

 5

Preferential Project Amounts

<u> </u> Within Dollar Limits	<i>5 points</i>
<u> </u> Outside Preferred Dollar Limits	<i>0 points</i>

 20
 TOTAL POINTS

To proceed to other parts of the application and to receive EDI Board review, a proposed project must score 10 or more points on the above section.

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PROJECT APPLICANT

Applicant Name: Port of Bellingham

Applicant Address: 1801 Roeder Avenue, Bellingham, WA 98225

Applicant Contact Person: Brady Scott

Applicant Email and Phone Number: Bradys@portofbellingham.com 360-676-2500

PROJECT TITLE

Walsh Marine Building, Blaine Marine Industrial Area

PROJECT AMOUNT REQUESTED

\$ 250,000 EDI TOTAL - (Loan: \$ 166,666.66⁷; Grant: \$ 83,333.33)

\$ 293,700 Local Match - (10% of EDI request minimum)

PROJECT TYPE

X Jobs In Hand _____ Build It And Jobs Will Come _____ Community Enhancement

PROJECT TERMS

____ Loan Only X Grant/Loan ____ Grant Only If a loan, term requested: 20 (years)

PROJECT LOCATION: 218 McMillan Drive, Blaine, WA 98230

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PROJECT DESCRIPTION

(one page limit)

The Walsh Marine Building Project located at the Blaine Marine Industrial Area will provide the necessary infrastructure upgrades and facilities to allow the Walsh Marine Boatyard, owned and operated by Norm Walsh, to remain economically viable and provide increased services beyond its current capacity.

The project involves the construction of a 2,240 square foot pre-fabricated partially insulated building for use on the Walsh Marine leasehold in conjunction with their boatyard operations. The building will include an open bay, machine shop, wood shop, tool room, office and bathroom on the ground level, with a parts department and lunchroom on the mezzanine level and a storage loft above the machine and wood shop space. The open bay area will have high ceilings and will provide indoor space for small boats to be worked on. The conceptual design and layout of the building was developed by Norm Walsh owner and operator of Walsh Marine in order to provide a base of operations to efficiently manage the boatyard.

Walsh Marine is the only boatyard in Blaine that can handle large vessels and has a loyal customer base of commercial and recreational vessels, both large and small. Walsh Marine is also one of the few remaining boatyards that uses a marine railway system to haul and launch vessels, which is a preferred method for certain older and wooden vessels. In conjunction with the marine railway, the boat yard is equipped with a side rail system to move vessels off the main rails to be worked on while keeping the marine railway in use, thus increasing the capacity of the yard. Walsh Marine also uses a travel lift to haul and launch smaller vessels. Walsh Marine has been operating at the site since 2011 and the owner, Norm Walsh, is a second generation shipwright who has spent most of his life in the boatyard industry.

In 2010, a shop building previously on site was demolished and the side rail area was covered with a large tent structure to provide a covered work area. Since 2011, when Walsh Marine took over management of the boatyard, the boatyard has operated out of a temporary office trailer, two webblockers, several containers and under the large tent structure originally designed to shelter the side rail system, the latter making the side rail system nonfunctional. These temporary facilities no longer effectively serve the boatyard: the temporary office trailer is deteriorating, the tent facility has been damaged beyond repair by storms and is scheduled for removal, and the webblocker is being demolished and rebuilt in another location. Due to the condition of the tent, Walsh Marine is currently operating outside in all weather conditions. This new building facility will: (i) replace and consolidate these existing facilities, (ii) provide dry and sheltered space for boatyard work, (iii) allow the shipyard to be operated more efficiently, and (iv) allow the side rail system to be put back into productive use.

Walsh Marine has also indicated an interest to expand their leasehold into property where the webhouse is currently located and being demolished. The site is also scheduled for environmental remediation due to legacy contamination in portion of the site. This new building facility is a necessary precursor to expansion of the boatyard and will help facilitate further economic development at the Blaine Marine Industrial Area. Furthermore, being outside the environmental remediation area will serve as a productive work area during cleanup.

This project retains and grows a key marine trades employer in Blaine and, as a "jobs-in-hand" project, is an optimal use of EDI funds.

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BASIC PROJECT INFORMATION

1. Complete the public project budget and status of funds below. If EDI funds are approved is funding 100% complete? X Yes; ___ No

The Port will use \$293,700 of its capital budget and \$250,000 in EDI grant/loan funds to complete the project. 54% of the project to be funded by the Port, 15% by EDI grant and 31% by EDI loan.

<u>Funding Source</u>	<u>Amount</u>	<u>Planned/Applied For</u>		<u>Secured</u>	
Federal Dollars	\$ _____	Yes ___	No ___	Yes ___	No ___
State Dollars	\$ _____	Yes ___	No ___	Yes ___	No ___
Local Dollars	\$ <u>293,700.00</u>	Yes <u>X</u>	No ___	Yes <u>X</u>	No ___
EDI Funding	\$ <u>250,000.00</u>	Yes <u>X</u>	No ___	Yes ___	No <u>X</u>
TOTAL	\$ <u>543,700.00</u>				

2. Describe the amount of outside (private) funding committed to the project (eg. Plant and equipment).

Walsh Marine will be moving existing boat yard equipment valued at approximately \$20,000 into the facility. This equipment consists of a variety of different items such as bandsaws, table saws, floor planer, lathe, milling machine, floor press, hydraulic hose presses, pipe threading machines, welding machines, plasma cutters, portable touch sets, drill press, eye wash station and compressors. Walsh Marine will also be moving office equipment, shelving and storage bins into the building valued at approximately \$3,000. Additionally, Walsh Marine will be investing approximately \$5,000 in new inventory to increase its parts department and as a basis to start a small marine chandlery. In addition, Walsh Marine will be paying rent under the terms and condition of the Lease, including rent for the new building improvement.

3. Describe the public infrastructure being proposed. Include engineering estimates and a site map detailing the proposed improvements as Attachments A and B.

The project involves the construction of a 2,240 square foot pre-fabricated partially insulated building for use on the Walsh Marine leasehold in conjunction with their boatyard operations. The building will include an open bay, machine shop, wood shop, tool room, office and bathroom on the ground level, with a parts department and lunchroom on the mezzanine level and a storage loft above the machine and wood shop space. The open bay area will have high ceilings and will provide indoor space for small boats to be worked on. The engineering estimate, included as Attachment A, is \$543,700. A site map showing the proposed improvement is included as Attachment B.

4. Describe how these improvements will enhance or encourage community vitality and stimulate other private development in the area.

The project will allow a small boatyard to remain in Blaine and provides much needed upgrades to its infrastructure. Walsh Marine has been operating at the site since 2011. Walsh has been operating in harsh conditions as the existing tent structure was damaged beyond repair in winter storms. Walsh Marine has been operating the boatyard exposed to the elements and this project would allow a number of activities to be housed under one roof and away from the elements, increasing employee efficiency and decreasing the environmental impact to the site and adjoining areas.

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This project is part of the Port’s development of the industrial area in Blaine, which includes environmental cleanup and site redevelopment. Separate projects are underway that will demolish old buildings and open up the site for Walsh Marine to expand and new business to be co-located. The Port has already received interest from other marine business about the future potential of the area and once the work is complete anticipates increased marine activity in the Blaine Marina industrial area. The increase in marine activity and development would not be possible without completing this project and the corresponding new site layout.

5. List all permits and environmental reviews required for the public project and detail their status (completed, in-process, etc.)

	In Process	Date Completed
Preliminary Engineering	<u> </u>	<u>June 2018</u>
Environmental Review	<u> X </u>	<u> </u>
Design Engineering	<u> X </u>	<u> </u>
Right-of-Way	<u> N/A </u>	<u> </u>
Construction Permits	<u> X </u>	<u> </u>
Environmental Permits	<u> X </u>	<u> </u>
Bid Documents	<u> X </u>	<u> </u>
Award Construction Contract	<u> </u>	<u> </u>
Begin Construction	<u> </u>	<u> </u>
Project Operational	<u> </u>	<u> </u>

6. Are any other public jurisdictions involved in this project? If so, in what way?

City of Blaine – SEPA review, shoreline, building, mechanical and electrical permits

7. Who will maintain the public facility/infrastructure to be completed with EDI funds? Will this project impact utility rates within the jurisdiction?

The Port will own the building which will be authorized for use by Walsh Marine through a lease agreement. As a condition of the lease, Walsh Marine will be responsible for ongoing operations and maintenance of the facility. Utility rates will not be affected.

8. Will this project directly generate a revenue stream that could be used to repay an EDI loan? Will this project spur indirect revenues that could be used to repay an EDI loan? If no to either question – why?

Yes, The Port lease with Walsh Marine and rental stream generated from other Port real estate will secure the repayment of the \$166,666.66 loan. The Port will repay the EDI loan over 20 years. The project does not spur indirect revenues for repayment.

9. What other revenue sources are available for this project and have they been considered. This includes forming a Local Improvement District (LID or ULID), issuing Councilmanic Bonds, Revenue Bonds, or other source(s).

The Port will be paying for the balance of the project costs from its capital funds. Tenant lease revenue and funds generated by the real estate division will provide debt service.

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10. Describe the private development project that will be supported by this public facility project. If there is a committed private sector partner include Contingency Agreement (Attachment C).

Walsh Marine has been operating a boat yard in Blaine since 2011. Prior to forming Walsh Marine, Norm Walsh, worked for many years with Westman Marine at the same site. Upon the closure of Westman Marine in 2010 Norm formed Walsh Marine to continue operations at the boatyard. Walsh Marine currently employs 4 full time staff. Walsh Marine offers painting, carpentry and fiberglass repair, welding and vessel construction services. Walsh Marine has been operating out of a mobile office trailer, a tent structure and storage in two of the Port's weblockers. Over the years, winter storms have badly damaged the current tent structure at the site and the tent no longer provides protection from the elements. The new Pre-Fab building will consolidate these activities under one roof and provide for a dry protected environment for boatyard activities.

11. Explain why the private development requires the proposed public improvement(s).

Over the years, winter storms have badly damaged the current tent structure at the site and the tent no longer provides protection from the elements. The new building will consolidate these activities under one roof and provide for a dry protected environment for boatyard activities. The Port will be demolishing its current weblocker building which is adjoining the Walsh leasehold. Removal of the weblocker building allows for Walsh Marine to expand and the new building will be located for optimal utilization of the site. The project, including the weblocker demolition, and environmental cleanup are all part of the industrial are redevelopment and necessitate public improvements.

12. What is the status of the associated private development review and permits? List all permits required and give the current status (applied for, being reviewed, issued).

	In Process	Date Completed
Environmental Review	<u>N/A</u>	
Construction Permits	<u>N/A</u>	
Environmental Permits	<u>N/A</u>	

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13. Describe the type of industry or economic activity the public development will attract. What is the strategy to attract industry to the project site?

This is a "Jobs in Hand" project. Construction of the new Pre-Fab building will directly support existing jobs at Walsh Marine and allow for the addition of new hires.

14. List the number of projected jobs, by type, to be retained and/or created by the private entity.

Occupation	Current Jobs Retained** (In FTEs)	# Of Jobs Created Year 1 (In FTEs)	# Of Jobs Created by Year 5 (In FTEs)	Hourly Wage of current or new position	Local Occupational Hourly Wages***
Mgmt./Admin*	1.5			\$23-25	N/A
Technical/Prof					
Office/Clerical					
Production					
Sales					
Skilled Crafts	2.5	2.5	2.5	\$18 to 25	
Others					
Totals	4.0	2.5	2.5	N/A	N/A

* Indicate Management positions in annual salary.

** Retained jobs are defined as jobs that would otherwise be lost from the county without this project.

*** This column will be populated with data from the state before application is distributed and revised annually.

- a. Projected annual gross payroll for all job classifications. Approximately \$390,000 (with addition of new jobs)
- b. Describe fringe benefits the company offers to regular full time employees? (health insurance, retirement plans, etc.) None currently; five-year goal is to offer health insurance and vacation time to regular full time employees.

15. How does this project support the economy of Whatcom County and how does it fit into a county-wide economic development strategy?

Marine Trades is a target section in the Port's countywide development strategy. From a manufacturing and business operations perspective, Bellingham, Blaine and the region has served as a home to boat and ship building and repair companies for more than 100 years. There has been a boatyard in Blaine at the Walsh Marine site since the early 1950's. The community has long-established and newer companies providing a network of local suppliers, repair shops and experienced and skilled workforce. The Port of Bellingham uniquely provides maritime real estate and marina space and economic development support.

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16. What will the effect of this project be on the natural environment – does the project address any issues related to public health, pollution, or quality of life?

The new building will allow Walsh Marine to perform some of its waste generating activities such as sanding and painting in a controlled environment. The new building will allow Wash Marine to better control the waste generated and prevent any runoff from entering Blaine Harbor. The building will be semi insulated providing for a better work environment and will be utilizing LED lighting to lower power consumption.

17. Does this project address any existing issues related to public safety and/or does it increase public safety in the future or address a potential future public safety issue?

Removal of the tent, mobile office and the Port's weblocker building will allow for site reconfiguration which will improve access to/from and around the boatyard. The building will provide for a better work environment for Wash Marine's employees and customers. The project is being coordinated with the Ports environmental cleanup of the area which will benefit from the new site layout.

18. Describe specific quantifiable measures of the outcomes, other than purely jobs, that will demonstrate project success. Describe how you will measure this and explain what you expect to show as progress toward the outcome.

With an office and work building Walsh Marine will increase its business activity. The overall site will benefit by deconstructing the tent and mobile office and consolidating its activities under one roof. Success will be evidenced by more efficient and harmonious activity within the Boatyard.

Application for Funding – Certification

I HEREBY CERTIFY THAT THE INFORMATION GIVEN IN THIS APPLICATION TO WHATCOM COUNTY FOR INVESTMENTS IN ECONOMIC DEVELOPMENT IS TRUE AND CORRECT TO THE BEST OF MY KNOWLEDGE AND BELIEF.

Signature of Responsible Public Official: _____

Date 9/17/18

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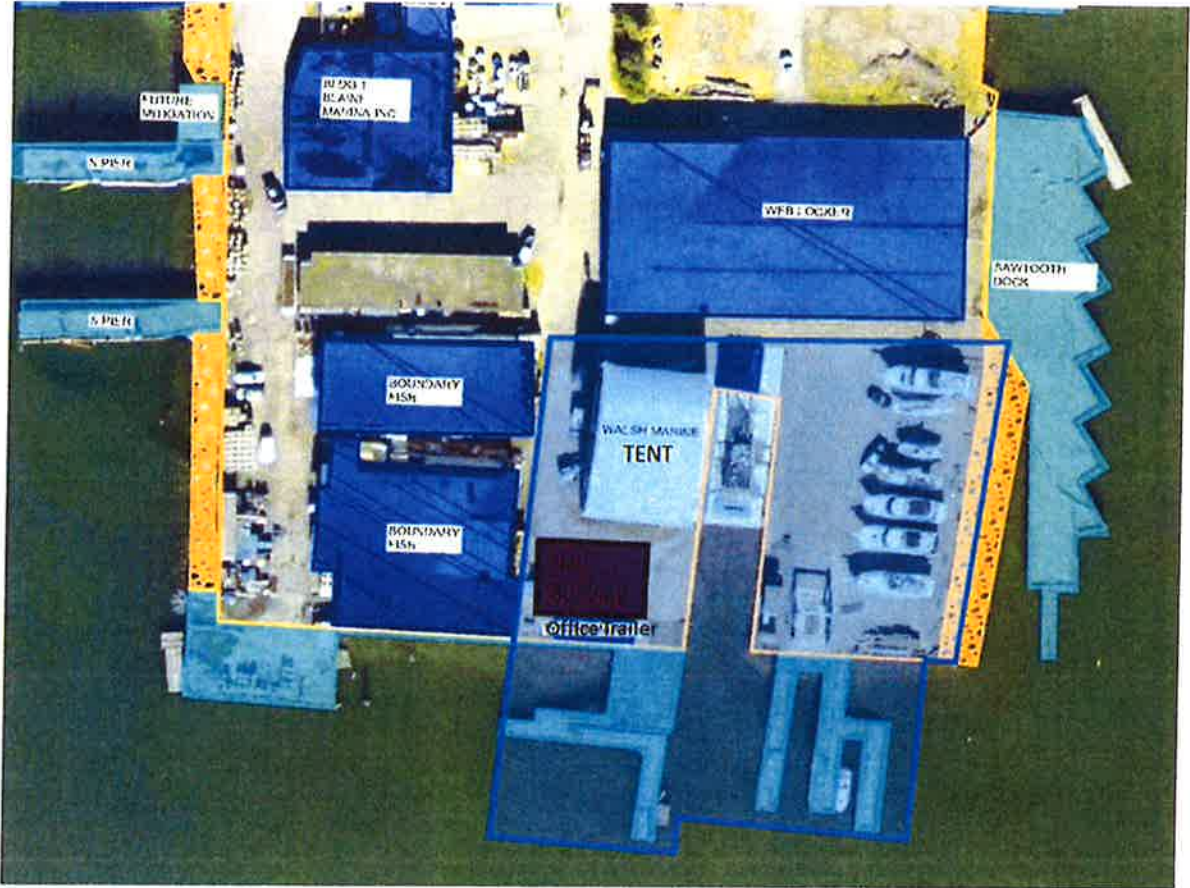
Attachment A

Hard Costs	Qty	Unit Cost	Total
Building (40'X56' - 18'-20' Walls)	2,240 sf	\$ 100	224,000
Insulation & Sheathing*	3,600 sf	\$ 8	28,800
Mezzanines	1,300 sf	\$ 40	52,000
Office & Lunch Room	350 sf	\$ 30	10,500
Stairs	1 ea	\$ 5,000	5,000
MEP	2,240 sf	\$ 17	38,100
Elec. Service Allowance	1 ea		10,000
Total			\$ 368,400
Contractor's Fee - 12%			44,200
Subtotal			\$ 412,600
Soft Costs			
Blaine Sales Tax	8.7%		35,900
A / E Fees**	7%		28,900
Port Admin Costs			10,000
Permit Fees (Estimate)			15,000
Construction Contingency	10%		41,300
			\$ 131,100
Combined Hard & Soft Costs			\$ 543,700

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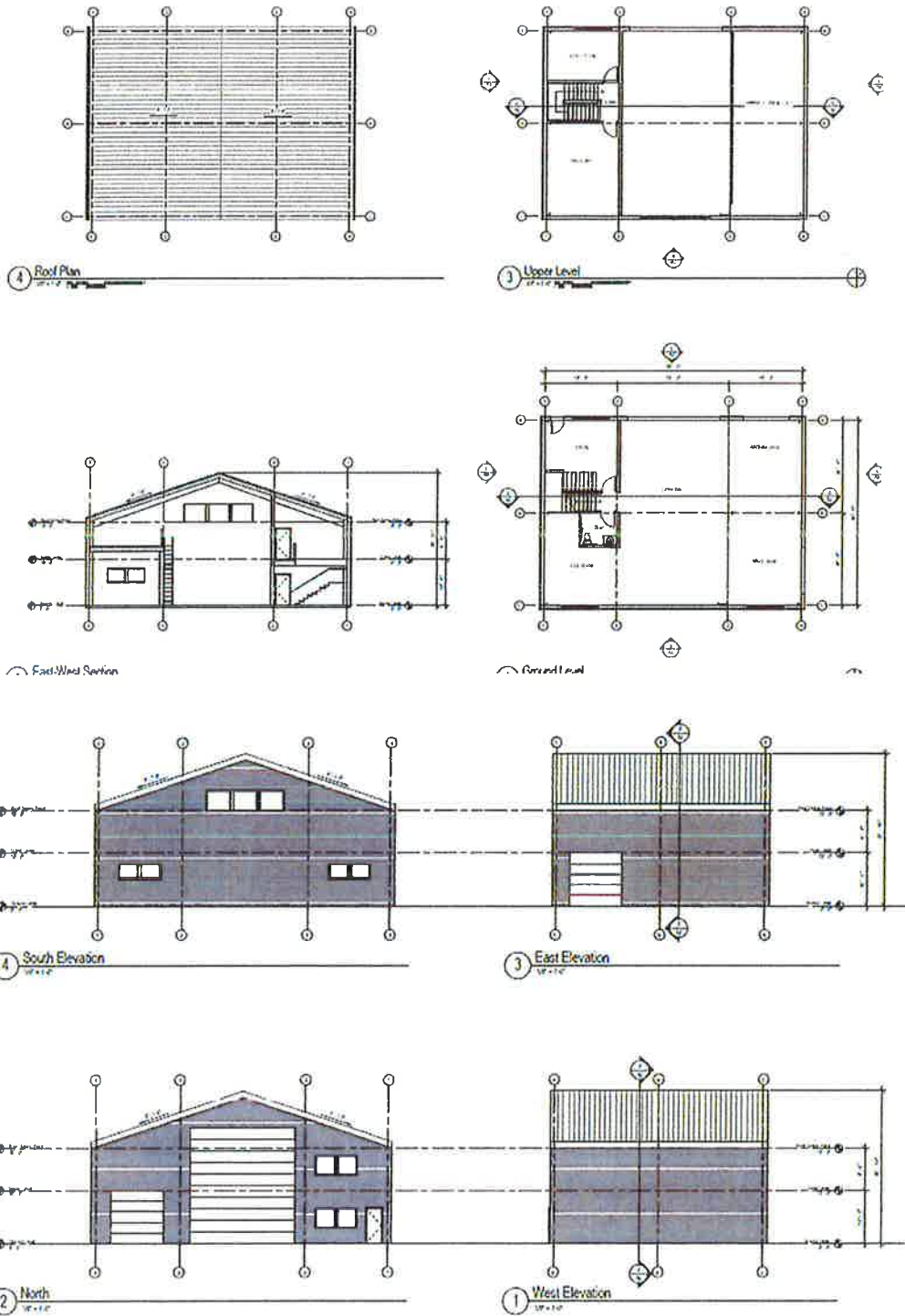
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Attachment B



Whatcom County Economic Development Investment (EDI) Program

Revolving Loan and Grant Program to Encourage Creation or Retention of Private Sector Jobs



Notes of EDI Board Meeting

November 13, 2018 - 9:00 a.m.

Board Members present at Meeting:

Jack Louws, County Executive	Tyler Schroeder, Deputy Executive
Kelli Linville, Mayor, City of Bellingham	Scott Korthuis, City of Lynden Mayor
Ken Bell (POB Commissioner for Shepard)	Don Goldberg, Associate Development Org.
Aubrey Stargell, Timber Industry	Stephen A. Jones, Agricultural Industry
David Franklin, At-Large	Bonnie Onyon, City of Blaine Mayor
Jim Kyle, Fishing Industry	

Board Members absent:

Jeff McClure, PUD#1	Rud Browne, Whatcom County Council
Guy Occhiogrosso, Chamber of Commerce	

Staff present:

Suzanne Mildner, Board Clerk (Executive Office)

Guests present:

Rob Fix, Port of Bellingham	Bob Wilson, Whatcom Council of Gov'ts
Paul Schissler, Community Planner	

1. Welcome and Introductions

Board Chair, Executive Jack Louws welcomed everyone and called the meeting to order. Round table introductions were made.

2. EDI Fund Review – Status as of 9/30/18

A review of the Public Utilities Improvement/EDI Fund was given as of 9/30/18. Executive Louws briefly went over the revenues, expenditures and commitments noted on the spreadsheet. There is currently a cash balance of \$14.7 million dollars; \$4.2 million is committed to EDI projects. That leaves a remaining balance of approximately \$10.4 million. We're in a healthy position at this time. When reviewing the list of funded projects, it's evident that there have been many worthwhile improvement projects over the years.

Don Goldberg asked if there is a set time period between when funding is approved and when it is going out? Executive Louws said there is no set policy on that, and it is left to the jurisdictions to determine the timeline based on project goals. For the most part this has worked well, with only a couple of exceptions: Bellingham waterfront project, which is soon to be paid out, and PUD broadband project, which ultimately was de-funded. Rob Fix asked if there has been any further word from the State regarding the loss of rural status. There has been no notice from the State on this.

3. Application: Port of Bellingham project for Walsh Marine Building, Blaine

Executive Louws asked Rob Fix to address the board and provide a project overview. Mr. Fix provided a handout to everyone, and began by saying that the Port has put significant investment into this area in Blaine, at the various pier structures. The Blaine marine industrial area is an active marine trades area. With the construction of this building, expansion of the boatyard will help facilitate further economic development, and will retain and bring new businesses and new jobs. The fund request is for 1/3 grant and 2/3 loan, and this EDI investment will allow the Port to maintain neutral cash flow. Executive Louws commented that he had an opportunity to visit and view the site in Blaine, and he supports this project. He then invited questions from the board. There being none, he called for a motion.

Mr. Jones made a motion that the EDI Board support the Port of Bellingham's application and request for EDI funding by way of a loan for \$166,666.67 and a grant for \$83,333.33. The

motion was seconded by Ms. Onyon. After Executive Louws asked for any further discussion, Mr. Kyle made the comment that he supports this project and the potential for bringing in larger boats to the area, as this typically means higher revenues for local businesses. Mr. Fix also commented that the Port has been working with Department of Ecology on bringing the marine railway back into operation, another benefit. Executive Louws called for a vote on the motion. **The vote was taken and the motion carried 11-0.**

4. Trifunder Agreement

Executive Louws asked Tyler Schroeder to address the board. Mr. Schroeder referenced the handout, a draft Addendum to the current Interlocal Agreement between the City of Bellingham, the Port of Bellingham and Whatcom County. Essentially there is a need to make a budget adjustment with a focus on filling the need for a 4th FTE for the economic development team at Port of Bellingham. There is also a line item for an additional \$200,000 for special projects. A full 2019 budget breakdown is included in the addendum, as well as proposed budget commitments from all three parties for years 2019, 2020 and 2021. Mr. Goldberg said that this addendum has three main purposes: 1) internal budget correction at Port of Bellingham (for 4th FTE); 2) sunsetting this year on the original agreement; and 3) adding in special projects for the year 2019 only.

Executive Louws said this addendum, an amendment to the current agreement, will require approval of the Councils of City of Bellingham and Whatcom County, as well as the Commissioners of the Port. The county will move the agreement forward to Council in the coming weeks. He said this board should expect to receive regular reports from Mr. Goldberg on projects and other economic development activities.

5. Other business

Executive Louws informed the board there is a possible future project that may come before them for discussion: a county-wide wayfinding initiative through the Bellingham/Whatcom County Visitors Bureau. They have commissioned a study in collaboration with other Chambers around the county, and the project goals are augmenting visibility from a tourism perspective. There are two options for funding sources: lodging tax or the EDI fund. Sandy Ward may be invited to make a presentation to the board sometime in the future.

Jim Kyle informed the board about SeaFeast, letting everyone know that while staff has been paid, Debbie and Pete Granger have subsidized the festival by working hours that far exceed any pay received. All sponsors need to step up to the plate and generously fund the festival while it transitions from a largely volunteer effort to a more professional staff, while on the road to self-sufficiency.

Mayor Linville asked whether the current project (just voted on) went through the technical review scoring process, and was told that there no longer is a technical review committee. The application is partially "self-scored." There are no plans to bring such a committee back as it is difficult to find impartial and qualified people to take it on.

Mayor Onyon informed the board that there was recently a promotional video completed on the City of Blaine which is circulating widely on social media. It was produced by private citizens who are relatively new to the area. She said it is very well done, and she encourages everyone to take a look; she'll send a link forward to board members.

Mr. Franklin asked Rob Fix for an update on the granary building and waterfront project, and Mr. Fix provided a brief overview.

Commissioner Bell brought up the issue of job creation and the shortage of educational opportunities for technical jobs and trades. Also Whatcom County is losing high tech folks because we can't compete with Seattle wages. Bellingham Technical College has some training, but not enough marine trades programs. More effort needs to go into attracting youth to this sector. Team Whatcom is including this in their current discussions. Another big issue that continues to come up, especially at the new Business and Commerce Committee, is housing and housing affordability.

Meeting was adjourned at 10:02 a.m.

NEXT MEETING DATE: TBD

Respectfully Submitted,
Suzanne Mildner,
EDI Board Clerk
Whatcom County Executive Office

**Whatcom County
Rural Sales Tax
Report as of 09/30/2018**

	Totals for Years 1999-2012		2013	2014	2015	2016	2017	2018	Total
Revenue									
Sales Tax Revenue	(32,256,827.11)	(3,247,487.85)	(3,325,480.78)	(3,484,041.50)	(3,622,268.09)	(4,677,587.36)	(2,413,339.30)	(53,027,031.99)	(50,000.00)
Grant Revenue	(50,000.00)								(50,000.00)
Loan Principal Payments	(1,125,630.00)	(609,683.00)	(964,927.00)	(369,913.00)	(786,408.00)	(918,116.00)	(867,349.00)	(5,642,026.00)	(5,642,026.00)
Interest Earnings	(328,573.00)	(62,066.00)	(89,207.00)	(52,161.00)	(106,421.00)	(123,786.55)	(89,405.00)	(831,619.55)	(831,619.55)
Total Revenue	(33,761,030.11)	(3,919,236.85)	(4,359,614.78)	(3,906,115.50)	(4,515,097.09)	(5,719,489.91)	(3,370,093.30)	(59,550,677.54)	
Expenditures									
Capital Facilities Exp (30%)	9,510,396.07	1,539,891.16	156,430.34	1,114,750.63	13,466.01	1,511,227.47	62,218.04	13,908,379.72	13,908,379.72
Other Agency Loans (35%)	6,382,909.88	454,044.75	49,341.70	6,557,229.10	2,096,143.60	2,252,678.40	142,800.00	17,935,147.43	17,935,147.43
Grant Expenditures (35%)	6,719,270.71	392,973.55	109,257.80	3,283,242.28	2,121,869.50	118,312.52	222,850.00	12,967,776.36	12,967,776.36
Total Expenditures	22,612,576.66	2,386,909.46	315,029.84	10,955,222.01	4,231,479.11	3,882,218.39	427,868.04	44,811,303.51	
Cash Balance/ Year	(11,148,453.45)	(1,532,327.39)	(4,044,584.94)	7,049,106.51	(283,617.98)	(1,837,271.52)	(2,942,225.26)	(14,739,374.03)	

Cash Balance Allocation	Sales Tax Revenue		Expenditures to		Principal/ Interest		Balance	Committed*	Adjusted Balance
	Date	Grant Revenue	Date	Payments					
Capital Facilities Expend (30%)	15,908,109.60	50,000.00	13,908,379.72	-	2,049,729.88	-	2,049,729.88	-	2,049,729.88
Other Agency Loans (35%)	18,559,461.20	-	17,935,147.43	-	624,313.77	-	624,313.77	1,276,223.57	(651,909.80)
Grant Expenditures (35%)	18,559,461.20	-	12,967,776.36	-	5,591,684.84	-	5,591,684.84	3,006,125.00	2,585,559.84
Total	53,027,031.99	50,000.00	44,811,303.51	-	8,265,728.48	-	8,265,728.48	4,282,348.57	3,983,379.91
Principal/ Interest Payments	-	-	-	6,473,645.55	6,473,645.55	-	6,473,645.55	-	6,473,645.55
Adjusted Total	53,027,031.99	50,000.00	44,811,303.51	6,473,645.55	14,739,374.03	4,282,348.57	10,457,025.46		

*Committed equals the total remaining commitments from the table below.

Project Name	Total Approved		Remaining Balances		Total Remaining Commitments
	Capital Facilities Fund	EDI Grant Fund	EDI Loan	EDI Grant Fund	
Ferndale Affordable Housing (332213)	1,725,000.00	1,500.00	476,223.57	1,500.00	477,723.57
POB ED Consortium (332219)	1,345,900.00	-	-	634,625.00	634,625.00
NW WA Fair Agricultural Center (332236)	470,000.00	-	-	470,000.00	470,000.00
PUD No.1 Grandview Water Pipeline (332237)	1,600,000.00	-	800,000.00	800,000.00	1,600,000.00
COB Waterfront Project (332229)	1,100,000.00	-	-	1,100,000.00	1,100,000.00
Totals	6,240,900.00	1,276,223.57	3,006,125.00	4,282,348.57	