

Focus Area: Commerce and Industry

Accomplishment Plans by 12/31/03

- Manage a tour of CERB funded projects in the Tri-Cities area by the Community Economic Revitalization Board (CERB) Board of Directors.
- Conduct a familiarization briefing and host a lunch/dinner for members of the Oregon Chapter of the Society of Industrial and Office Realtors (SIOR)
- Attend the Inbound Call Center Management (ICCM) Show in Chicago and the Food Processing Machinery / Packaging Expo in Las Vegas as part of the Washington Tradeshow Consortium.
- Coordinate and host Lieutenant Governor Brad Owen's trade development tour of Eastern Washington by foreign consuls.

Key Accomplishments since last workshop

- [Host 20 site location consultants for a briefing on the Tri-Cities area](#)

In November 2002, Staff briefed 20 members of the Oregon Chapter of the Society of Industrial and Office Realtors (SIOR) on the benefits for both realtors to make money and their clients to be successful with a Tri-Cities location.

- [Hold groundbreaking ceremonies for Ferguson Enterprises \(90 jobs\)](#)

On December 18, 2002, Ferguson Enterprises, Inc., of Newport News, Va., broke ground on their 340,000-square-foot warehouse and distribution facility worth \$18.5 million and employing 90 people.

- [Hold opening ceremonies for Advanced Biometrics, Inc. \(15 jobs\)](#)

On November 7, 2002, Advanced Biometrics, Inc. held a press conference and open house of their new facilities. Over \$10 million has been invested in ABI, which hopes to employ 15 to 20 people.

- [Hold one other opening ceremony for another firm \(30 jobs\)](#)

On April 27, 2003, Duke Energy broke ground on their new operations, employing about 50 people at construction locations around the region and their offices adjacent to the Pasco Processing Center.

Commerce & Industry Division Marketing Activities, May 2002 through April 2003:

- Inquiries for service – 2,677
- Proposals submitted to prospects – 134
- Prospects converted to New Clients – 44
- Client visits – 42
- Promotional mailings – 36,424 pieces
- Industrial Directories distributed – 63
- Successes – Four total, including the three mentioned above and the announcement by the Stravenski Development Group to construct a 240,000-square-foot bonded wine warehouse in the North Prosser Industrial Park.