

Greater Spokane Incorporated



Create Something **Greater**
GreaterSpokane.org



GSI at a glance...

The largest regional business organization in the area
focused on creating an environment where employers
can succeed, compete & grow

Representing 1,200+ businesses,
employing more than 100,000 people

47% of our members have 10 or fewer employees

65% of our members have 25 or fewer employees

75% of our members have **50 or fewer** employees



Our Purpose

OUR VISION

A vibrant Spokane region
where businesses and communities thrive

OUR MISSION

We lead transformative business and community initiatives
to build a robust regional economy.

CORE VALUES

Collaboration, innovation, respect



Top 10 Factors for Site Selectors

1. Availability of skilled labor
2. Highway accessibility
3. Quality of life
4. Occupancy or construction costs
5. Available buildings
6. Labor costs
7. Corporate tax rate, state and local regulations
8. Proximity to major markets
9. State and local incentives
10. Cost and availability of water and energy



Goals for GSI Efforts

GSI convenes, coordinates, facilitates, and when appropriate, leads efforts that:

- Drive the creation of a highly skilled workforce
- Grow residents' average household income
- Increase the number of jobs
- Support innovation through entrepreneurship and startups
- Expand existing businesses
- Attract job-creating entities from outside our region
- Improve the fiscal health of our communities through increased commerce leading to increased tax revenues



Greater Spokane 7

Foundational Strategies for Business Development

ACHIEVE
(Workforce)

ADVOCATE
(Business Climate)

BUILD
(Infrastructure)

Priority Strategies for Business Development

STARTUP

EXPAND

RETAIN

RECRUIT



Foundational Strategy: ACHIEVE

Create a ***GREATER*** talent pool of skilled workers who drive innovation and productivity to meet the needs of employers throughout the region, recognizing that education grows economies.



Key Community Initiatives

- VISION 2030 - Grow a healthy life sciences industry
- **Grow education attainment from 40% to 60% by 2025**
- AIR Spokane – Expand aerospace and advanced manufacturing
- Protect and grow military jobs, operations, and infrastructure
- Identify and prioritize key needed infrastructure and pursue dedicated economic development funding



Education Attainment Vision

Increase the number of adults in Spokane County who have high quality certificates or post-secondary degrees from 40.4% to 60% by 2025

ADOPTED by GSI Board of Trustees on September 23, 2013



Spokane County Top Employers & Jobs Report – November 2016

Total monthly job postings in Spokane County	
Finance and Insurance	209
Healthcare and Social Assistance	681
Manufacturing	134
Professional, Scientific, and Technical Services	155
Transportation and Warehousing	163
All Industries	2,529

Source: Spokane Area Workforce Development Council - Burning Glass, October 31, 2016 – November 29, 2016, duplicate or irrelevant Employers and Job Titles omitted by author.



Spokane County Top Employers & Jobs Report – November 2016

Targeted Industries – Top Employers by total job postings in Spokane County

Finance & Insurance	Healthcare & Social Asst.	Manufacturing	Prof., Sci., & Tech. Services	Transportation & Warehousing
New York Life	Providence Health & Services	Itron	Alorica	Giltner Incorporated
Washington Trust Bank	Community Health Systems	UTC Aerospace Systems	H&R Block	CRST International
Liberty Mutual	Prestige Care Inc.	United Technologies	Eurofins	EW Wylie Flatbed
Numerica CU	Merit Health Rankin	Telect	Advantage Sales	Swift Refrigerated
Banner Bank	Good Samaritan Society	Oldcastle Precast Inc.	Ecova	Melton Truck Lines Inc.
Umpqua Holdings Corp.	Frontier Behavioral Health	ADM Milling	Excalibur Solutions Inc.	FedEx
Wells Fargo	MSN Travel Nursing	Honeywell	Eide Bailly	System Transport
STCU	Pioneer Human Services	EnerSys	Wireless Advocates	Schneider National Inc.
Inland Northwest Bank	Veteran Health Admin.	Ciena Corporation	TD & H Engineering	Central Oregon Trucking
Travelers Insurance	PAML	Inland Empire Paper	Kirkpatrick & Startzel	UPS

Source: Spokane Area Workforce Development Council - Burning Glass, October 31, 2016 – November 29, 2016, duplicate or irrelevant Employers and Job Titles omitted by author.



Spokane County Top Employers & Jobs Report – November 2016

Targeted Industries – Top Titles by total job postings in Spokane County

Finance & Insurance	Healthcare & Social Asst.	Manufacturing	Prof., Sci., & Tech. Services	Transportation & Warehousing
Insurance Sales Agent	Registered Nurse	Delivery Driver	Purchasing	Class A CDL Truck Driver
Teller	Certified Nursing Assistant	Welder	Customer Service Rep	Team Truck Driver
Credit Analyst	Licensed Practical Nurse	Sales Representative	Bookkeeper	Transition to A Driver
Underwriter	Nurse Practitioner	Quality Manager	Systems Administrator	Dock Worker
Loan Officer	Physical Therapist	Production Supervisor	Sales Specialist	Logistics Specialist
Financial Analyst	Physician	Manufacturing Manager	Tax Professional	Company Driver
Claims Adjuster	Physician's Assistant	Machinist	Recruiter	Warehouse Worker
Tax Accountant	Occupational Therapist	Buyer	Office Manager	Package Handler
Operations Specialist	Certified Medical Assistant	Supply Chain Manager	IT Specialist	Heavy Truck Dismantler
Personal Banker	Travel Nurse	Software Engineering Manager	Civil Engineer	Delivery Driver

Source: Spokane Area Workforce Development Council - Burning Glass, October 31, 2016 – November 29, 2016, duplicate or irrelevant Employers and Job Titles omitted by author.



Why STEM?

- WA ranks #1 in the concentration of STEM jobs
- By 2018 we will see a 24% increase in STEM jobs – 7 percentage points above the national average
- 50,000 jobs will go unfilled by 2017
- WA ranks 4th for technology based corporations but 46th for participation in science and engineering graduate programs
- In Spokane a STEM salary is nearly 2x greater than a non-STEM salaried job
- Nearly 30% of the fastest-growing occupations in the next decade will require at least some background in STEM

Source: WA STEM



Why STEM?

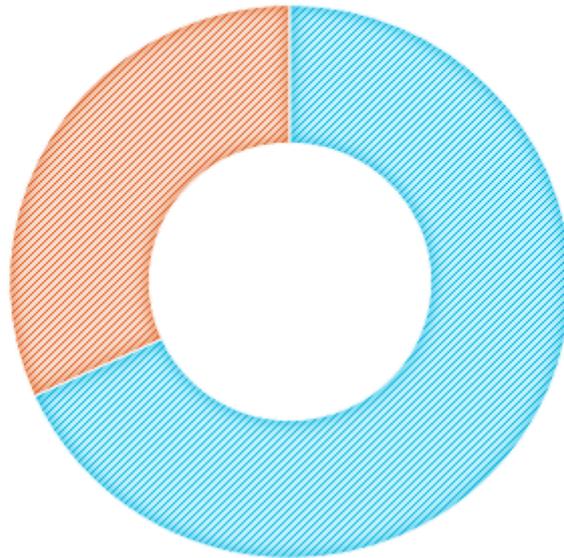
- Knowledge based economy
- Skills in STEM are more important than ever
- Need to cultivate BOTH STEM skills and 21st Century skills
 - Critical thinking
 - Innovation
 - Collaboration
 - Communication



Washington State Jobs in Five Years

TOTAL JOBS AVAILABLE: **740,000**

STEM SPECIFIC JOBS: **245,000**



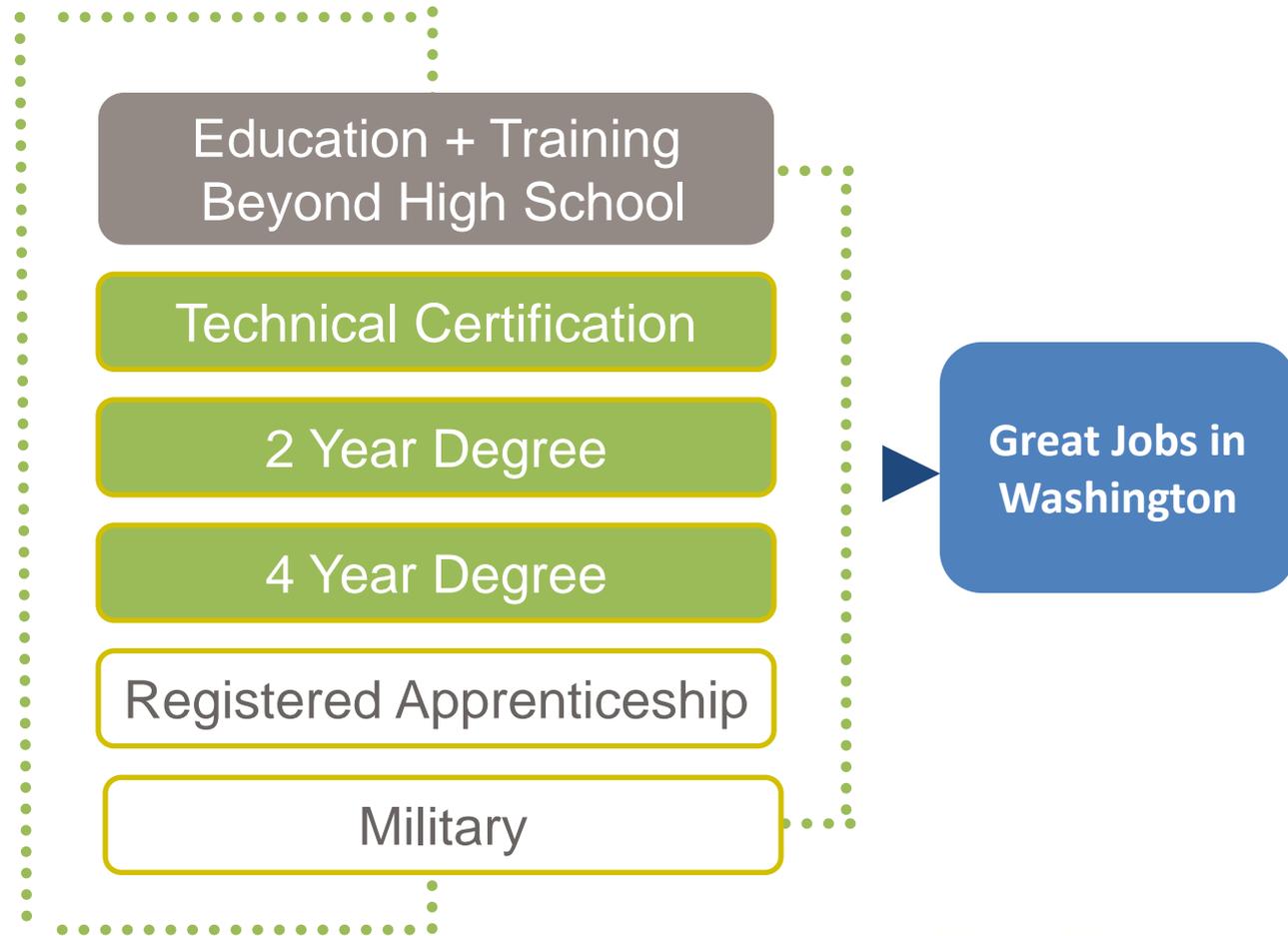
Source: WA STEM



Create Something **Greater**
GreaterSpokane.org

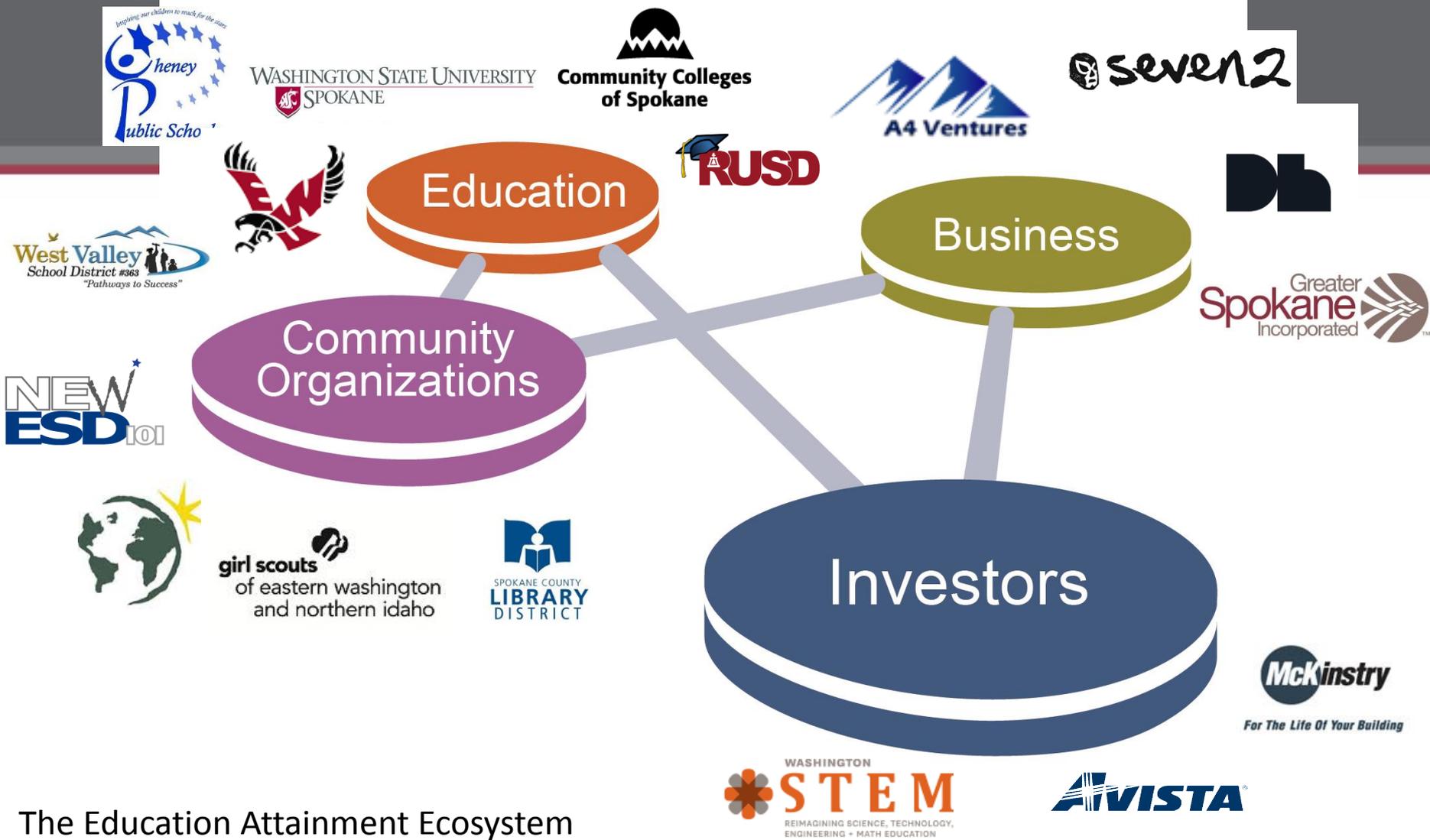


Pathways to Jobs



Source: WA STEM





The Education Attainment Ecosystem



Create Something Greater
GreaterSpokane.org



GSI's Education & Workforce Portfolio: Linking Business & Education

Programs	Partnership	Policy
Spokane STEM Network 	FIRST Robotics	Local/Regional – K-12 Public School levies & Bonds
Business AfterSchool 	K-12 Roundtable Higher Education Leadership Group Education Attainment Advisory Group	State – K-12 & Higher Education (Buildings, Levy Equalization, Funding, STEM, Access)
Teaching the Teachers	Industry Roundtables – Health Care, Health Industry, Agribusiness, Aerospace & Advanced Manufacturing	Federal – Pell grants, student loans, early learning, GME, NIH/research funding
Greater Minds 	Excelerate Success (Cradle to Career)	Infrastructure – state and federal



Business AfterSchool

- Series of industry skill workshops, providing on-site awareness of Spokane's high-demand industry sectors by highlighting new technology, research, development and innovation.
- *21st Century skills* that equip our youth for the challenges and demands of work in today's knowledge-based, *technology-driven*, globalized environment.
- Shows how industry utilizes information technology, critical thinking, data analytics, problem-solving and technology literacy *skills*.



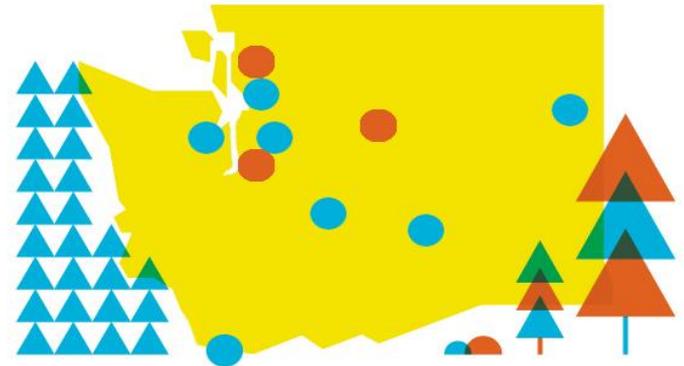
Companies:	60
Students:	1000
Educators:	100
Professionals	400

Professional to Student ratio ~ 1:4



Spokane STEM Network

- Spokane is one of ten regional STEM Networks supported by Washington STEM and regional partners
- A collaborative effort of business, early learning, K-12, higher education, and community organizations to further STEM learning and innovation throughout our region.
- Focused on enhancing STEM education opportunities for all youth in the region and increasing the number of students pursuing and achieving success in STEM competencies for future careers.
- It's about a creating a Future Ready Washington.



Greater Minds

Who we are:

- Regional collaboration of higher education and business communities.
- Focus on helping working adults return to school, finish their degree or certificate and unlock opportunity for the future of our region.
- It's about greater opportunities, greater economies, greater communities.

Post-secondary Attainment target:

- **86,000** working adults with some college, no degree

Our Launch Partners:

Community Colleges of Spokane • Eastern Washington University • Numerica Credit Union • PAML • Pearson Packaging • Spokane County • Spokane Public Schools • STCU • Whitworth University



Create Something **Greater**
GreaterSpokane.org



Greater Minds Program

What We Do

- Neutral navigator that helps working adults evaluate options and identify opportunities
- Matches their goals with the programs of local higher education institutions, and helps them find the support they need to return to school.

Why It Matters

- Adults who complete their degree or certificate can earn more money, advance their careers, and improve job security.
- Higher education institutions recruit new students and diversify their student base.
- Businesses improve company culture and gain a competitive edge.
- An educated workforce means a healthy economy and thriving community.



So what's the secret sauce?



Thank You!

Alisha Benson
abenson@greaterspokane.org
(509) 321-3608

Greater Spokane Incorporated

Your Regional Business Development Organization



Create Something **Greater**
GreaterSpokane.org

