

Burien Business and Economic Development Partnership

Date: October 8, 2010

Time: 7:00-9:00 am

Members Present: Judy Coovert, Dave Elliott, Geri Fain, Kevin Fitz, Michael Goldsmith, Nancy Hinthorne, Jim Hughes, Mark Minium, Carmen Moore

Excused Absentees: Bob Ewing, Alice Madsen, Doug Moreland, Jane Voget

Absent:

Staff: Mike Martin, City Manager; Dick Loman, Economic Development Manager; Janet Stallman, Department Assistant, City Manager Office

Guests: Mayor Joan McGilton; Steve Gilbert, Executive Director, Discover Burien; Katie Salinas, Waste Management; Sherrill Miller, E.B. Foote Winery, Marco Milanese, Port of Seattle

Call to Order: Meeting opened at 7:00 a.m. by Judy Coovert, Chair.

Zev Siegl, Small Business Development Center (SBDC) & James Vert, Finamore Spirits

Dick introduced Zev and asked him to tell about what the SBDC has been up to recently. Dick mentioned that Zev has been working for SBDC about 6-1/2 years and he has made a tremendous difference in working with Burien businesses.

SBDC has an office attached to Highline CC, but separate from the college. Rich Shockley also works at SBDC. Clients are business owners. Every quarter they work with about 90 business owners, from single business owners to large businesses. Cities, the Southwest King County Chamber of Commerce, and Highline Community College refers clients. They work with clients to help them with just about any situation.

Zev has worked with James Vert of Finamore Spirits off and on over the last 36 months. Over that time, they have spent about 50 hours with James. Finamore Spirits is an importer of Limoncello, a lemon liquor that is made and bottled in Italy, and imported into the U.S. There are three partners who have kept their day jobs, but are getting ready to actually be employed by their venture.

Zev has helped them with planning and costing, marketing strategies, logistics between Italy & US, pricing, and dealing with the Liquor Control Board. Zev has referred help in intellectual property, operating agreements and planning the financing stage. He was able to provide a contact for an intern who helped build a pro forma. He was able to suggest CFOs that they could talk to for additional resources. He has helped them revise their business plan. And, he is working on helping find investors for the business.

Limoncello is in 140 liquor stores in Washington and is available in hundreds of clubs. They are moving the product from an "older" persons drink to the club scene. Substantial growth has occurred.

Zev is currently working with 24 small Burien businesses.

Approval of Meeting Minutes

The minutes of the September 10, 2010 meeting were approved with correction.

Chair's Report

AWB (WA State's Chamber of Commerce) had annual policy summit last week at Semiahmoo. Legislative objectives are still in draft form. AWB is pushing for cities to ban impact fees until unemployment drops. Judy passed out the list of candidate endorsements from AWB. She also passed out AWB's positions on five initiatives. Judy met with Rep. Steve Conway re: Unemployment Insurance Rates. He was open to the idea of incentivizing new hires by requiring no unemployment insurance on new hires for some period of time.

Subcommittee Reports

Sustainability/Annexation Subcommittee

The subcommittee reviewed the Hyett –Palma Study and noted what was and was not completed of their recommendations. The subcommittee thought that it was time to update this plan. Mayor McGilton mentioned that it would cost \$60,000 to have them back to update the plan. Mike Martin mentioned that he wasn't anxious to spend that kind of money updating the plan – at least until after the Visioning process is completed next year. The subcommittee will meet again with economic development manager, Dick Loman, next Friday for him to talk about the Hyett-Palma study and to discuss why the items that have not been completed were set aside. The committee will meet again Friday, October 15, 7:00 a.m. at Sal's Deli.

Marketing Subcommittee

The committee did not have a report.

City Manager Report

Mike mentioned that we are currently working on the budget and that the SMP has passed. He handed out the city's legislative priorities for this year. Mike mentioned that we are not asking for money from the state or feds this year. We are more interested in legislation that might help us in the future. Mike highlighted the council's decision to add a priority of looking into having the UTC set the rates for Seattle City Light.

Economic Manager Report

Dick announced that the official ground breaking for the Transit Oriented Development (TOD) is scheduled for Saturday, October 23rd. Over 300 parking spaces are being prepared at the BBC Dodge site for use while the TOD is being built. After the TOD is finished, the focus will switch to Phase 2, which is the creation of 100 rental units which will be built around the garage. Wells Fargo is doing the construction loan on the parking garage. This is a \$20.5 million project. Significant number of jobs will be created as a result of this project going forward in Burien. A 10-month construction cycle is estimated.

- ToysRUs have signed a temporary lease for 5,000 sq. ft. in the Fred Meyer shopping center.
- Grocery Outlet is taking down their old sign and putting a new look on the front of their building. Their Landlord is helping pay for these expenditures.
- Urban Partners has had no response to its proposal to the FDIC. October 29th is the scheduled Trustee sale.

Carmen asked if a Cost/Benefit Analysis has been done with the projects that we go forward with in the NERA. Dick mentioned that the information is available in the NEST Study.

Discover Burien Report—Steve Gilbert

- Discover Burien had their board retreat last Wednesday at Rainier Golf & Country Club. Gary Long was the facilitator.
- Facebook –DB has 698 friends;
- Membership is at 172 – their most ever;
- Farmers Market still going on through October 14th
- Oktoberfest Saturday was fantastic, large number of people came through; the carnival brought in more money this year than they have in the past.
- Burien Honda is an “official” sponsor of the Mercado market.
- Burien Library is putting up large posters of book covers in the community; they are so impressed with Burien that they took it away from another community to put it in Burien.

Round the Table

Nancy Hinthorne mentioned that Rob McKenna is at SWKC Chamber Luncheon today.

Katie Salinas announced that Waste Management is currently targeting non-recyclers in Burien. You may get a visit or phone call to encourage commercial recyclers. WM is also doing a holiday cooking grease collection; they will have collection centers for people to drop off their oil.

Meeting adjourned at 9:00.