

Burien Business and Economic Development Partnership
(BEDP)

Friday, May 13, 2011
7:00 – 8:30 a.m.

Burien City Hall
400 SW 152nd Street, 3rd Floor
Miller Creek Conference Room

Minutes

Present: Judy Coover, Michael Goldsmith, Doug Moreland, Kevin Fitz, Bob Ewing, Jim Hughes, Mark Minium, Carmen Moore, Alice Madsen, Lynn Wallace

Absent: Sherrill Miller, Geri Fain, Dave Elliott

Staff Attendees: Dick Loman, Economic Development Manager; Janet Stallman, Dept. Assistant, City Manager Office

Guests: Marco Milanese, Port of Seattle; Councilmembers Rose Clark & Gordon Shaw

StartZone Presentation by Mike Skinner

StartZone is a microenterprise development program at Highline Community College. StartZone is a feeder program for the Small Business Development Center at Highline CC. SBDC helps well-established businesses looking to go to the next level. StartZone is helping an underserved population to start-up new small business. SKCEDI was the driving force behind StartZone being created. The program was started in 2008.

StartZone leverages existing on the ground Community College resources to reach into disadvantaged communities and help them start and grow small businesses. Most of the people they assist are starting a new business, and mostly their first business. StartZone helps them understand the feasibility, and whether there is a market for their business. They get right into the numbers. Then they move forward.

Over 500 people have been served since October 2008. StartZone mostly serves women and minorities. 15% of those helped self-identify as having a disability. Many of the individuals being served have no education beyond high school; they are mostly low-income. 38 new businesses have been started, providing 76 part-time or full-time jobs. \$320,000 in small businesses financing has been provided through community lenders; StartZone does not have a lending program. Approximately 15-20% of those served come from Burien.

Currently, StartZone is primarily funded with CDBG money from King County and Federal Way.

One component of the program is a “Business ESL class;” Many successful immigrant business owners have suggested that learning English was a crucial part of their success. StartZone was named as a “Program to be Watched” by the Governor’s office.

Minutes from April 8, 2011 were approved as written.

Chair's Report – Carmen Moore, Chair

No report from Chair.

Subcommittee Reports

Marketing Subcommittee – No report.

Annexation/Sustainability Subcommittee – No report.

City Manager Report – Dick Loman for Mike Martin

Dick reported that the City's Visioning process is coming to a close. There will be a joint meeting of the City Council and the Visioning Steering Committee on Tuesday night. They will be working on pulling together the elements that have come out through public input to put in draft form. The plan is that the Council would have enough information before them so that a vision could be adopted before the end of June.

Economic Manager Report – Dick Loman

Dick reported on the Economic and Demographics Study that he expects near the end of May. Copies of the scope of work for that contract were made part of the packet. A contract and scope of work for KPG to do a Street Revitalization Study for 153rd Street SW was also included in the packet. Discover Burien & the City will share the cost of the study to look for ways to enhance 153rd Street. An Operations Committee facilitated by Discover Burien is being formed to engage business owners on 153rd Street in getting involved with this effort. Some suggestions for businesses to approach were made.

Discover Burien Report – Jim Hughes

The Farmers Market is underway, and restaurants will be doing samplings at the market beginning in the next couple of weeks. The DB retreat was held at Sal's Deli, and elections were held. Jim Hughes is back on the Discover Burien Board. Discover Burien felt the 153rd Street study was an important enough initiative to share in the cost.

Round the Table

Michael Goldsmith – This is my last meeting. Along with being involved in opening a new Elliott Bay Brewhouse in Lake City, Michael will be doing some business consulting on executive coaching and change work for entrepreneurs.

Lynn Wallace – Working on Independence Day Parade – still accepting applications

Kevin Fitz – Would like to thank Michael for his involvement in the group and commented that he was an excellent Chairperson when he served in that role and that he will be greatly missed

Jim Hughes – Seconded Kevin's message to Michael

Mark Minium – The tsunami in Japan has caused major cut-backs of cars being sent to dealers. It may be November/December before car deliveries will be back at a normal rate. 3 paint colors are being discontinued, too. Average price of used cars is also being affected by this supply issue.

Alice Madsen – Thank you Michael

Judy Coovert – Also thanked Michael and invited all to Soroptimist poker night at The Cove.

Carmen Moore – Will be giving a quarterly update to the City Council on May 23rd, and would appreciate support of any members at the meeting.

Next meeting, May 27, 2011, 7-8:30 a.m., Burien City Hall