



Economic Development 5 Year Performance Summary

Business Recruitment

Business Recruitment – 4-year performance	Year				
	2015	2016	2017	2018	Total
Number of company leads	27	39	46	29	141
Number of company prospects	25	47	15	10	97
Number of companies that relocate/expand to Bellevue (target & non-target industries)	7	6	4	2	19
Number of jobs created in Bellevue (target & non-target industries)	686	2,547	90	4,000	7,323
Foreign Direct Investment (FDI) prospects	12	19	10	16	57
FDI locations (expansions and mergers/acquisitions: target & non-target sectors)	4	2	3	0	9
FDI job creation (target & non-target sectors)	190	106	75	0	371
Number of trade & investment missions	3	3	4	4	14

Business Retention

Business Retention – 4-year performance	Year				
	2015	2016	2017	2018	Total
Number of company visits	27	25	17	6	75
Number of major employer visits	9	5	5	6	25
Number of visits with SWMBE-owned firms	-	-	-	2	2
Number of technical assistance cases resolved	37	51	42	17	147
Number of business retention/expansion prospects	19	8	7	6	40
Number of companies retained/expanded	5	3	1	3	12
Number of jobs created and retained	150	440	20	5,516	6,126

Small Business

Small Business – 4-year performance	Year				
	2015	2016	2017	2018	Total
Number of new businesses started with support from the SBDC advisor	3	10	47	18	78
Number of businesses in Global Passport programs	-	-	9	3	12
Number of registrants in Foundations series (Bellevue-only)	-	-	301	392	392
Number of registrants in Foundations series (all locations)	-	-	447	1,317	1,536



Percentage of Foundations registrants that identify as persons of color	-	-	60%	50%	-
Percentage of Foundations registrants that identify as female	-	-	65%	66%	-

Project	Description
Startup 425	Built a new 5-city program to provide potential entrepreneurs with education and access to business-building resources.
SBDC Advisor	In partnership with OneRedmond, began funding the Small Business Development Center Advisor to provide no-cost, confidential advising to growing small businesses.
Innovation Triangle	Built a new 3-city partnership to help market the Eastside as an innovation hub to international tech companies.
Greater Seattle Partners	Supported the evolution of the old King County Economic Development Council into a larger, 3-county organization focused on regional economic development.
Destination Development Plan	Worked with Visit Bellevue to develop a robust strategy to improve the city as a tourist destination and attract more visitors from outside the region.
Business engagement	Launched a suite of engagement methods to solicit feedback from the business community, including biennial business survey, one-on-one visits, and other ways that help manage our relationship with our employers.