



1452 Hudson Street, U.S. Bank Building, Suite 208, P.O. Box 1278 , Longview, WA 98632  
Phone: (360) 423-9921 | Fax: (360) 423-1923  
sprague@cowlitzedc.com

## *In the Loop*

To: CEDC Board of Directors, CEDC Members and Interested Parties

From: Ted Sprague, CEDC President

Date: 7/24/09

---

### ***SENATOR CANTWELL ADDRESSES MANY TOPICS AT FORUM***

On July 1<sup>st</sup> the CEDC moderated a forum with host Dr. Jim McLaughlin at Lower Columbia College covering a wide range of topics. The national debate on health care was just beginning to heat up at the time and Senator Cantwell discussed the rising costs of our current health care system and the influence she would have on the debate as a member of the Senate Finance Committee. As we have seen over the course of the last several days, the debate has heated up even further. At the forum, Dale Lemmons, president of Interstate Wood Products Inc. and Signature Transport Inc. made the point that business owners desire flexibility in healthcare options.



*CEDC President, Ted Sprague, Senator Cantwell and LCC President, Dr. Jim McLaughlin*

July 24, 2009

As far as the EDC perspective during the meeting, I wanted to discuss one system that is working well and one system that could use some work. I focused on our Foreign Trade Zone system as a positive example and shared the assistance I receive from the Department of Commerce and FTZ Board. The federal agency has been aggressive and progressive on how we administer the zone. On the down side, I complained about the lack of capital for formerly bankable projects despite the Troubled Asset Relief Program (TARP). The Senator felt that there may be federal help that could be provided and she will work with Treasury Secretary Geithner on that issue.

Other topics addressed were worker retraining, the grain elevator projects, apprenticeship programs, expanded uses of fiber optic cable, the greening of the economy, and infrastructure - - especially transportation. Overall it was an excellent forum attended by over 60 concerned citizens of Cowlitz County.

### ***MULCH & SOIL COUNCIL ADDS JOHN LEBER TO BOARD OF DIRECTORS***

John Leber, President and CEO of Swanson Bark & Wood Products, Inc. and CEDC Executive Committee and Board of Directors member has been elected to the board of directors of the national Mulch & Soil Council.

The Mulch & Soil Council, headquartered in Manassas, VA, is the non-profit trade group of producers of horticultural mulches, consumer potting soils and commercial growing media. The MSC promotes guidelines, standard and certification of mulch and soil products, ethical business practices, fair and reasonable laws and regulations, as well as industry training and growth.

“This is quite an honor for John and our company,” says HR Director Vicki Leber. “We have worked hard to transform Swanson Bark & Wood Products from a small, locally focused business into a nationally recognized entity.”

Founded in the 1920’s, Swanson has expanded from its origins as a wood products and fuel supplier to today’s 100+ employee operation supplying bark, soils, fuel, sawdust, animal bedding, playground material and other products to both retail and wholesale customers. Swanson also operates a bag plant and distributes many of its products throughout the country. Congratulations John!

***STORMWATER PERMITTING UPDATE - - PART 2***

As we reported last month many businesses in our community have been hit hard by stormwater regulations and the way environmental groups have been pressuring compliance. The law firm of Schwabe, Williamson & Wyatt are co-sponsoring, with CEDC, a crucial meeting for those affected or those that could be affected by the regulations. Please RSVP ASAP!

Please join Schwabe, Williamson & Wyatt's Environmental attorneys

and Cowlitz Economic Development Council:

## **Environmental Groups Target Businesses in Cowlitz County for Stormwater Permit Violations**

**Wednesday, July 29, 2009  
8:00 a.m. Registration and Continental  
Breakfast**

**8:30 - 9:30 a.m. Program**

**Red Lion Inn-Kelso  
510 Kelso Drive  
Kelso, WA 98626**

**RSVP by July 24, 2009**

Anna Arredondo  
503-796-2986

[events@schwabe.com](mailto:events@schwabe.com)  
[www.schwabe.com/events.aspx](http://www.schwabe.com/events.aspx)



Businesses required to comply with Washington's Industrial Stormwater General Permit may find it surprising to learn that environmental groups can turn any noncompliance with the permit terms, whether big or small, into a federal lawsuit. For the last few years, environmental groups have been targeting businesses along the Columbia River who have stormwater permits. Simple measures taken by business owners can minimize the likelihood that an environmental group will come knocking at your door.

Please join Schwabe attorneys and CEDC for a complimentary seminar in which we will discuss techniques to avoid lawsuits for stormwater permit violations. In addition, we will discuss actions to take if you receive notice of a lawsuit in order to reduce damages, and a brief overview of some of the changes to the stormwater permit recently proposed by Department of Ecology.

***UNITED HARVEST TO EXPAND KALAMA OPERATIONS***

United Harvest, LLC, recently announced plans to improve and modernize the company's Kalama, Wash., export facility. The first phase of improvements will involve a rail yard expansion that will significantly increase inbound rail capacity and reduce a logistical bottleneck around daily receipt of those rail cars.

"We're expanding our inbound rail capacity by 100 percent, which will result in faster turnarounds, greater efficiencies and overall improved performance," says Gary Schuld, president, United Harvest. "By doubling our capacity, we're in a better position to meet our customers' growing needs."

Schuld adds, "We see this important infrastructure investment as phase one of a three part modernization program at the United Harvest Kalama facility. These improvements will enhance our ability to add value by effectively linking producers to global commodity customers."

The project is underway and is expected to be completed by Sept. 30.

United Harvest, based in Portland, Ore., is a joint venture between CHS Inc. of St. Paul, Minn., the nation's largest producer-owned cooperative, and Mitsui & Co., Ltd, of Tokyo, Japan, an exporting company originating U.S. wheat, barley and byproducts.

***CEDC EXPANDS MEMBERSHIP***

Two companies recently joined the membership of the CEDC and are pleased to have both as a part of our economic development efforts. The first is Renie Duvall, President and CEO of Silicon and Solar Manufacturing based in Longview and the second is Mathew Little, Manager of Bill & Pete LLC based in Seattle.

Please welcome the two newest members to the CEDC and please challenge yourself to bring in a new member to CEDC this year!



July 24, 2009

***SMALL BUSINESS DEVELOPMENT CENTER OFFERS NEW ENTREPRENEUR CERTIFICATION PROGRAM***

**GOAL:** To help business owners/entrepreneurs become strategic thinkers and successful business owners.

**TANGIBLE OUTCOME:** Completed business plan

**Cost:** \$425.00    **Location:** Woodland School District Meeting Room located at 800 3<sup>rd</sup> Street, Woodland, WA

**Start Date:** September 8, 2009 to November 24, 2009 (12 weeks)

**Time:** Tuesdays at 3:30 p.m. – 6:30 p.m.

Scholarships may be available. Contact the Small Business Development Center for details, 360-353-3428 (Susan Hoosier, Certified Business Advisor)  
Registration can currently be accepted, via credit card or check. Call Kerry at 442-2840 or Karen at 442-2600 for registration (LCC Continuing Education) or Clark College Continuing Education at (360) 992-2939

**TOPICS:**

PART I: UNDERSTANDING ENTREPRENEURSHIP

PART II: ENTRY AND GROWTH STRATEGIES

PART III: PLANNING YOUR BUSINESS

PART IV: LEGAL ASPECTS OF YOUR BUSINESS

PART V: MANAGING YOUR BUSINESS

PART VI: MARKETING YOUR BUSINESS

PART VII: THE INTERNET AND E-COMMERCE

PART VIII: MANAGING YOUR MONEY

PART IX: FINANCING YOUR BUSINESS

PART X: DEALMAKING

PART XI: MANAGING GROWTH

PART XII: WRAP UP/GRADUATION

1452 Hudson Street, U.S. Bank Building, Suite 208, P.O. Box 1278 , Longview, WA 98632  
Phone: (360) 423-9921 | Fax: (360) 423-1923  
sprague@cowlitzedc.com