

OneRedmond-City of Redmond 2023 Contract

Full 2023 Year Report

Introduction

2023 was busy year for OneRedmond, in partnership with the City of Redmond. With COVID-19 regulations concluded, OneRedmond ramped back up in-person educational programming and events and saw increased activity and inquiries from local small businesses and nonprofits. Below is a summary report of activities related to the City of Redmond Scope of Work for 2023 services and support. During 2023, five staff members spent 3,332 hours working on these deliverables.

Business Retention & Expansion Activities

- Reached out to 108 businesses through business walks and direct correspondence. Of those:
 - o Conducted 5 business walks beginning in February with one in Marymoor/Evans Business Park, three in the potential Southeast Industrial District, and one in Overlake to the Overlake Square Shopping Center. Two of these business walks included City of Redmond Planning staff. Staff visited 95 businesses, meeting with owners and staff when available.
 - o Fielded requests for assistance from 13 existing organizations to understand issues, support needs, explore partnerships and retain them in Redmond. 4 organizations were retained, one lost, others still active.
 - o Support businesses with expansion needs including connecting with export opportunities including promotion of the Export Accelerator Program and assistance with COI stamp.
- Hosted industry cluster and specific neighborhood meetings including:
 - o Southeast Redmond Industrial District Breakfast on March 28th at Pomegranate with 44 registered attendees in partnership with City of Redmond Planning staff.
 - o Space Industry Cluster meetings – virtual and in-person.
 - o Worked with King County Aerospace Alliance.
 - o Hotel Industry Cluster meetings – virtual and in-person.
 - o Connected City of Redmond staff to tourism industry leaders for Tourism Plan focus groups.
- Continued to Work on Displacement and Affordable Commercial Space Strategy Development
 - o Collaborated with the Planning Department to address the business displacement issues of businesses and non-profits during monthly meetings.
 - o Supported and attended the City’s Redmond Zoning Code Developer Forum.
 - o Attended City-set up NDC meeting regarding commercial affordability.
 - o Began entering displaced business data into shared worksheet.
 - o Visited Overlake Square businesses, taking contact information and notes on their displacement concerns, and relaying to City of Redmond staff and consultants for follow-up.
 - o Developed Neighborhood Business Listservs, with Overlake and Downtown developed to date.

Small Business & Entrepreneurship Support

- OneRedmond's East King County Small Business Development Center (SBDC) Advisor counseled 177 unique clients, of which 152 were new to the organization, indicating an increased interest among aspiring entrepreneurs within the local small business ecosystem for knowledge base in conjunction with tailored advising and mentoring opportunities. The three top categories for types of businesses that received services were: Professional/Technical Services, Accommodation and Food Services, and Arts and Entertainment. The top areas of counseling activity included Start Up Assistance, Business Plans, and Managing a Business, followed by Marketing and sales, Financing/Capital and buying/selling a business.
- We added six online webinars, and 19 live workshops. Gaining a national reach and representing Washington and Redmond, OneRedmond presented online webinars to audiences in Missouri and California and was the first guest of the 2023 season on the national **Business Infrastructure** podcast, presenting "Pricing Strategies". Live events included the Entrepreneurs' Roadmap workshop series, presented in conjunction with the King County Library System, where the Redmond branch had the highest average and total attendance, demonstrating a successful local reach into Redmond small businesses.
- Overlake Village Project: Partnering with local CBOs and the City of Redmond to develop the opportunity to support small businesses including a shared commercial kitchen space with the Overlake Village Bellwether Affordable Housing project with Sound Transit surplus property.
- Washington Hospitality Grant Outreach and Support
 - o Hosted two briefings for partner organizations with the grant administrators from Commerce.
 - o Worked with BigHug-KARC on a virtual briefing for the Korean Hotel Association.
 - o Held two in-person help sessions at the Redmond Library to assist grant applicants with their Unique Entity IDs and online applications.
 - 20 Redmond-based companies received \$895,848.68 in funding.

Business Attraction/Recruitment

- Responded to 27 business/non-profit attraction inquiries and leads from direct, GSP and City of Redmond sources.
- Supported and attended Site Selection tour hosted by Greater Seattle Partners (GSP), featuring a "windshield tour" of two major Redmond available properties.
- Rolled out the Redmond Space District brand during the State of the City Summit on March 30th. ([Flickr images here.](#))
- Supported the hosting of a Korean business delegation. ([Flickr album here.](#))
- Supported the Spa Cloud 9 location in Redmond and the Bellwether Overlake Village project with their bid with Sound Transit.
- Supported the Aerospace Industry Comparative Analysis and the King County Air & Space 2030 Strategy, in partnership with King County.
- Represented Redmond through an in-person Korean delegation visit to the city.

Workforce Development

- Supported re-working of the Western Washington University Workforce Survey – Cities of Redmond and Bellevue took the lead.
- Worked with Career Connect Washington exploring ideas for workforce development centers in Redmond.
- Working with WorkSource to retain presence in Redmond.
- Promoted and supported the Eastside Virtual Job Fair.
- Connected local companies with Bellevue College’s IT Center of Excellence, and LWIT.

Marketing/Promotion of Business/Non-Profit Community

- Highlighted 52 small and diverse businesses on social media platforms.
- Highlighted 17 local businesses at events and activities.
- Partnered with 2 multi-cultural organizations - Korean Boost Your Business in March and MENA Taskforce in January.
- Supported The Together Center in the production of the grand opening assisting with day of management and food truck procurement.
- Coordinated Mayor’s Small Business Saturday walking tour and visit with 4 Redmond Town Center businesses.





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Thank you to everyone who attended our first ☕ Coffee with Leaders event Wednesday at Hoffman's Fine Cakes & Pastries; we are so excited to have had a fantastic turnout!

Thank you to Mayor Angela Birney for being our inaugural featured leader and to event sponsor, Nelson Legacy Group.

We look forward to our next Coffee with Leaders event in May; more details are coming soon!

View more 📷 from this event here: <https://flic.kr/s/aHBqjApEt6>



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OneRedmond had the privilege of being part of the Blu Sardinia "Bella Notte di Blu" 8th Anniversary celebration on Tuesday, where owner Kevin Goodwin personally hosted the dinner portion of the event. The evening delighted attendees with a seasonal Sardinian-inspired menu, featuring the finest Italian imports paired with the best offerings from the Pacific Northwest, alongside engaging conversations with influential individuals.

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