



OneRedmond

2020 ANNUAL REPORT



Connection to the
Redmond Community



Support through
Knowledge and
Education



Advocate Through
Partnership at local,
State and Federal Level



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**ONEREDMOND PRESIDENT +
CHAIRMAN OF THE BOARD,
MARY NELSON MORROW**

REFLECTIONS ON 2020

To say that 2020 was a challenging year is an understatement. Even now it seems strange to write about 2020 in past tense as COVID-19 continues to significantly impact Redmond businesses and non-profits in the beginning of 2021.

Much like other organizations, OneRedmond had big plans for 2020 including more educational opportunities, community activities to bring entertainment to downtown Redmond and more social and networking opportunities. When the pandemic hit our region, OneRedmond made the necessary changes, pivoting to provide and promote the tools, resources, and grant funding needed by small businesses in the city in as safe and convenient way as possible.

Collaboration is at the heart of what we do at OneRedmond as we know working together and maximizing our resources is critical to our economic recovery. As the City of Redmond's partner in providing federal funds to local small businesses, we were honored to provide \$1.8 million in grant dollars to our local businesses in less than 120 days from launch to delivery of dollars. Working with our 501c3 Foundation we were able to pivot event dollars and to launch programs like "Fuel the Dragon" to lift up the spirits of the community and to support our small businesses.

Going forward, OneRedmond will continue to offer programs and tools to our businesses and non-profits such as discounted health insurance options, grant programs, and educational forums. In addition, we are excited to roll out new events and programs to Redmond and continue to find new ways to assist our community pull through and prosper in 2021 and beyond. Redmond is an extraordinary community, and we are proud to be a part of it.

With our support and best wishes,

Mary N. Morrow

“

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BEYOND 2020: ONEREDMOND

The challenges that filled last year at every turn were countered by an enormous effort to come together to help bring relief and recovery to our smallest of businesses. To say that I am proud of my team's work in 2020 is an understatement. The passion to try and help as many small businesses in our region was evident every hour of every day. For the last two years, "Stronger Together" has been OneRedmond's theme. During this trying year, we saw our cities, chambers, business associations, and tourism groups come together to collectively work on solutions, and to share best practices.

At the onset of the pandemic, OneRedmond quickly pivoted to provide relief and recovery resources. We were the first organization in the region to issue a survey of local business, as it was imperative to learn how the pandemic was impacting our business owners, and what critical programs were needed. Realizing that business owners needed 24/7 access to ever-changing information, we developed the Eastside Recovery Hub and webinar series, giving access to information and resources to thousands of businesses across East King County and beyond.

As the only public/private economic development organization in East King County, our uniquely established OneEastside program solidified OneRedmond's leadership role. We became a vehicle for our congressional leaders to connect with local small businesses outlining the most dire needs

of our community, and to help our representatives form impactful legislation. OneRedmond was proud to serve as one of the leading partners with King County, working with Amazon to help deliver over 2 million masks, sanitizers, and other PPE to the King County chambers of commerce and small businesses. To continue to assist our East King County partners, our Foundation became a fiscal sponsor for area localities and non-profits to provide valuable services to area front-line workers.

OneRedmond will continue to tackle the big issues for the regional business community and proactively drive economic and community recovery and resiliency. Uncertain as 2021 may be, OneRedmond will support and meet the unique needs of our business community. We will help our organizations to maintain their operations, to grow stronger and more resilient, and to flourish. We want to celebrate survival, success, and the endurance of our community. As we roll out new programs, educational events, and opportunities for connection, we will strive to restore our economy to pre-COVID-19 levels, and to make it more resilient than before. We are OneRedmond. We are OneEastside.




**CHIEF EXECUTIVE
OFFICER KRISTINA HUDSON**

“

*The passion to try and
help as many small
businesses in our region
was evident every hour
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”



2020 ACTIVITY SUMMARY

The unexpected events of 2020 yielded both significant challenges for and changes to OneRedmond’s plans for the year. However, just as City of Redmond organizations had to do, OneRedmond was able to pivot and utilize online tools and creative partnerships to still connect commerce to community. Below is a summary of the types of programs and initiatives conducted this year and the results they produced.

“
King County was pleased to partner with OneRedmond to provide emergency relief to our small businesses. OneRedmond’s efforts have helped thousands of small businesses in our region, from their PPE distribution to their Eastside Recovery Hub webinars and one-on-one advising. We appreciate OneRedmond’s leadership during this critical time.



ASHTON ALLISON
Director, Economic Development & Recovery at
Office of King County Executive Dow Constantine



5,100

EXISTING BUSINESSES REACHED



336

NEW
ONEREDMOND
MEMBERS

350+

SMALL BUSINESS
GRANTS DISTRIBUTED
TOTALING

**\$1.854
MILLION**



18

ADVOCATE
ACTIVITIES

4,500

PPE KITS WERE DISTRIBUTED
THROUGH 11 PICKUP LOCATIONS
THROUGHOUT KING COUNTY.



17 VIRTUAL
EVENTS WITH OVER

3,700

ATTENDEES



7 SPECIAL COMMUNITY
EVENTS HOSTED
ENGAGING 175+ BUSINESSES



EXISTING BUSINESS SUPPORT PROGRAMS

BUSINESS WALK PROGRAM

Beginning in the spring of 2020, OneRedmond initiated a new business walk program designed to meet in person with as many of the businesses as possible within a designated commercial area and provide them with tailored assistance based on their specific questions and needs.

FREE PPE DISTRIBUTION PROGRAM

In July, OneRedmond, the Seattle Chamber and Seattle Southside Chamber led a partnership with over 25 business organizations across the region to distribute free Small Business Safe Start PPE Kits comprised of an inventory provided by King County of approximately 2.5 million masks and nearly 38,000 bottles of hand sanitizer.

In collaboration with Amazon’s Treasure Truck team, OneRedmond and its partners hosted 11 contact-less, pickup events across the county. In the City of Redmond alone, over 400 PPE kits were distributed during a one-day pick-up event. Council members David Carson and Vanessa Kritzer volunteered as well to help distribute the kits.

ONEREDMOND OFFERS NEW AFFORDABLE HEALTH INSURANCE TO MEMBERS

In November, OneRedmond announced its new partnership with Business Health Trust to provide high quality, affordable health insurance options for OneRedmond investors and members. The comprehensive offerings give employers a choice of over 20 affordable medical plans from major carriers like Premera and Kaiser, as well as additional benefits including dental, vision, life.



Like many small business owners, we wear many hats throughout the day and especially with challenges this past year, it has been daunting. But we are very glad we have OneRedmond on our side...



ALEX FONG
SIGNARAMA, REDMOND

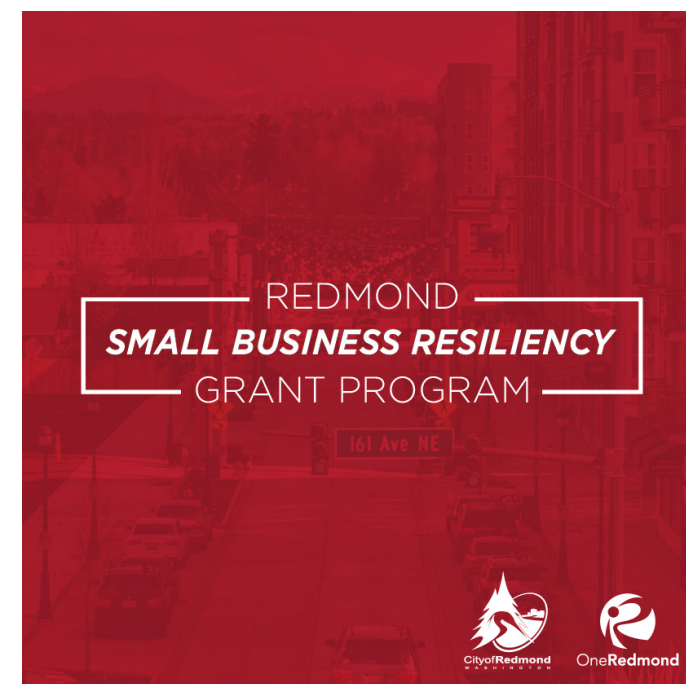
EXISTING BUSINESS SUPPORT PROGRAMS



GRANT PROGRAMS

From August until the end of the year 2020, the City of Redmond authorized OneRedmond to administer three grant programs to Redmond small businesses. Over \$1.8 million in grant funds were distributed to 336 grant recipients. These businesses comprised a range of sizes, industries, years in business and ownership make-up, highlighting the diversity of businesses located in Redmond and impacted negatively by COVID-19.

OneRedmond Distributes Over \$1.8 Million in CARES ACT Grants to Redmond Small Business



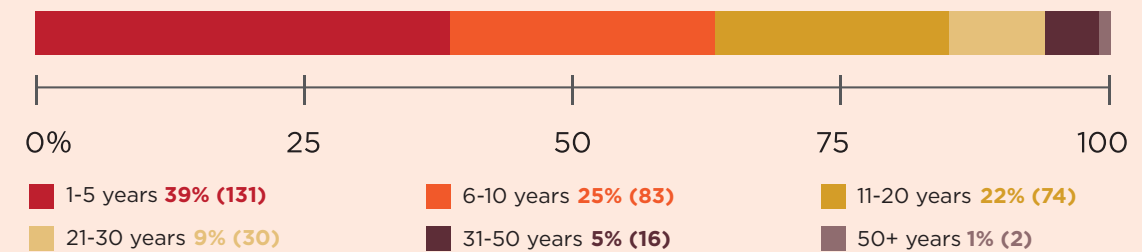
... We also took part in online community conversations, with OneRedmond, city leaders and other constituents, we applied for and received PPP funds, a Winterization Grant and early on PPE for our team members when none was to be found.



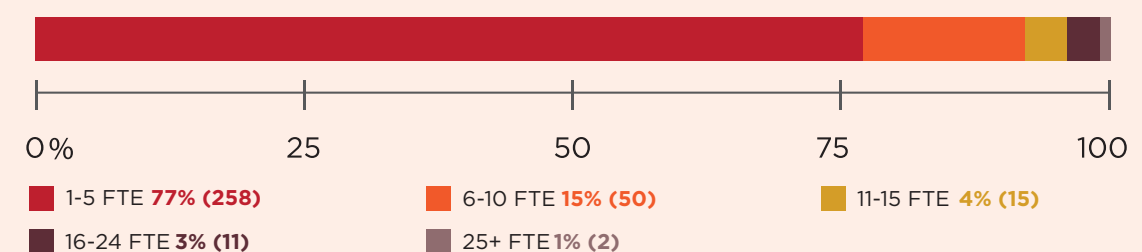
DEBA WEGNER
RECIPE FOR SUCCESS, INC.

GRANT STATISTICS

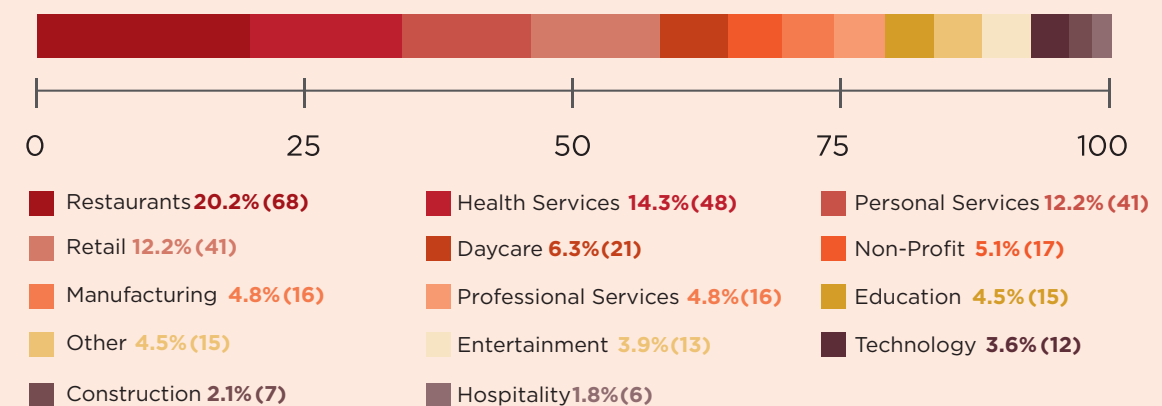
YEARS IN OPERATION



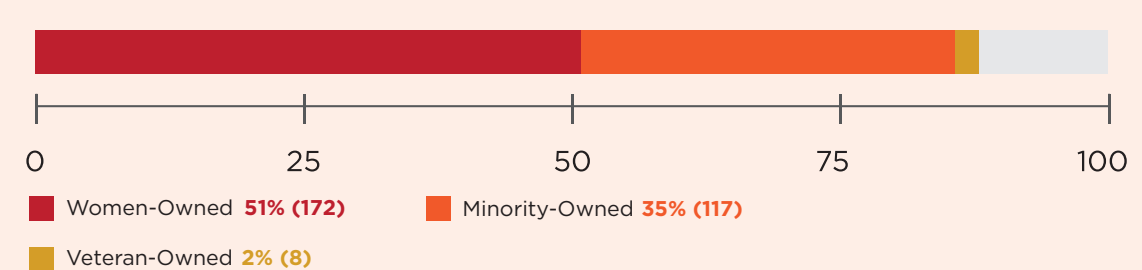
NUMBER OF FULL TIME EMPLOYEES (FTE)



INDUSTRY BY CATEGORY



BUSINESS OWNERS



EDUCATION & NETWORKING

EASTSIDE ECONOMIC OUTLOOK SUMMIT

On February 26th, over 200 attendees participated in OneRedmond's 2nd Annual Eastside Economic Outlook Summit, hosted by Microsoft at its Visitors Center. The event featured an economic presentation by Chris Mefford, President of Community Attributes and an Eastside Outlook Fireside Chat moderated by Emily Parkhurst of Puget Sound Journal, and a distinguished panel of Eastside leaders including Amy Carlson, Jacobs Engineering, Robert Pantley, Natural & Built Environments, and Dr. Jerry Weber, Bellevue College.

EASTSIDE CITIES VIRTUAL JOB FAIR

In October, OneRedmond participated in the Eastside Cities Virtual Job Fair where attendees virtually explored full-time, part-time, seasonal, and remote job opportunities with companies that were hiring. During this virtual fair, participants were able to "talk" directly with recruiters via live text, video or audio-based chat. There was no cost to attend this virtual hiring event. Almost 900 job seekers attended this one-day virtual event with 38 employer booths, and almost 1,000 discussions with 8% resulting in the scheduling of next step interviews. Fourteen percent resulted in additional screening opportunities, and over 30% were kept in the pipeline for future opportunities.

2020 STATE OF THE CITY SUMMIT

In November, OneRedmond hosted its annual State of the City featuring Mayor Angela Birney, as well as members of Redmond City Council. It was an exciting morning as Mayor Birney presented her inaugural State of the City address and engaged in an interactive Q&A session with representatives from the Redmond business community. In a special tribute, OneRedmond President and Board Chair Mary Morrow, Owner and Managing Director of Nelson Legacy Group, recognized past President Robert Pantley, CEO of Natural & Built Environments for his commitment and service to OneRedmond and the City of Redmond. In recognition of his tireless effort to create a sustainable community, the organization will be planting a tree in Pantley's honor in the Spring of 2021 at a City of Redmond park.

RIBBON CUTTING CEREMONIES

Despite a challenging year of social distancing, OneRedmond was delighted to continue organizing ribbon cutting celebrations. Here are four new or reopening OneRedmond businesses!

Bellevue Redmond Physical Therapy Center

On February 8th, 2020, OneRedmond hosted the ribbon cutting ceremony for Bellevue Redmond Physical Therapy Center. Acquired by Dr. Christopher Gries, PT, DPT, CEO, the renovated center offers a wide range of services tailored to the individual needs of this clients.

Row House

On February 29th, 2020, Row House opened its doors in Redmond Town Center. This high-energy, music driven group class combines rowing intervals with floor-based strength exercises for the ultimate low impact, cardio enhancing, full-body workout for all fitness levels.

Redmond Bar & Grill

On July 24th, 2020, OneRedmond supported the Greater Redmond Transit Authority's ribbon cutting ceremony for the grand opening of the Redmond Bar & Grill new outdoor dining patio.

Hilton Garden Inn Redmond Town Center

On September 30th, 2020, the new Hilton Garden Inn Redmond Town Center opened its doors and fabulous open-air gathering spaces.



EDUCATION & NETWORKING

FINANCIAL RESOURCES WEBINAR SERIES

One of the first ways in which OneRedmond changed course to meet the needs of businesses once the pandemic began to impact the region was to host a series of webinars, focused on providing up-to-date information and guidance on the financial tools and resources available at local, state and federal levels.

In 2020, OneRedmond hosted 14 webinars on topics such as PPP, EIDL, tax credits and grant program overviews. Over 3,500 attendees joined from Redmond, the Puget Sound region and even some joining from neighboring states to learn how to use these financial tools to help their businesses.

Financial Resources & Recovery (3021 participants)

- 1. SBA Loans & Grants Available Under the New CARES Act
- 2. Helping Companies Navigate the Paycheck Protection Program (PPP)
- 3. Helping Independent Contractors & Gig Workers Navigate the Programs Available Under the CARES Act
- 4. Strategies & Tips for Navigating Your Rent Relief Conversation During COVID-19
- 5. Spanish Webinar: Survival Strategies for Small Business Owners
- 6. Tax Relief and Incentives Available to Businesses During COVID-19
- 7. Navigating the Paycheck Protection Program (PPP) Loan Forgiveness Application
- 8. Mandarin Webinar: Helping Companies Navigate the Paycheck Protection Program (PPP) & Other Resources During COVID-19
- 9. Paycheck Protection Program (PPP) Flexibility Act - Latest Updates and Guidance
- 10. Simpler PPP Forgiveness for Loans of \$50,000 or Less
- 11. PHASE 2 - Navigating King County's Safe Start Guidelines
- 12. EvergreenHealth's Journey with COVID-19: Resiliency & Care...for our Community

Grant Related (278 participants)

- 13. Redmond Small Business Resiliency Grant Program
- 14. Redmond Grant Recipient Member Orientation
- 15. City of Redmond Winterization Guidelines & Grant Update

OneRedmond
financial resources
programming
helped thousands
of companies walk
through all these
grant and funding
opportunities.

Our team
continues to
work with these
companies on
a daily basis to
answer questions.

A total of 1,554
Redmond small
businesses received
almost \$249 million in
PPP loans which are on
track for forgiveness.

EDUCATION & NETWORKING





ADDITIONAL PARTNERSHIPS

*OneEastside
Foundation
became the
fiscal sponsor
for the
Herbfarm LLC's
Meal Delivery
program for Puget
Sound Hospital staff.*



ADDITIONAL PARTNERSHIPS

EASTSIDE RECOVERY HUB

OneRedmond developed the Eastside Recovery Hub (ERH) website in partnership with 27 Eastside cities and chambers in response to the COVID-19 pandemic to help pool eastside resources and tools together in one place.

The ERH includes the latest public health information; reopening guidelines for businesses; resources for businesses and workers; financial resources, and opportunities for lending assistance.

PARTNERSHIP WITH THE HERBFARM

The Herbfarm Restaurant, a 32-year-old AAA Five Diamond restaurant in Woodinville, WA, delivered 4,000 high quality, nutritious, multi-course meals per month to unseen Hospital Warriors, from custodians and maintenance workers to virologists, nurses and staff at area hospitals with generous support from the Puget Sound community. OneRedmond's Foundation d/b/a OneEastside Foundation became the fiscal sponsor for the Herbfarm LLC's Meal Delivery program for regional Puget Sound hospital staff. This partnership helped to raise over \$70,000. By the end of June over 15,000, 3-course meals had been delivered to local first line responders.

REDMOND SMALL BUSINESS DEVELOPMENT CENTER (WSBDC)

The Washington SBDC's Redmond Center was a valuable partner and resource in 2020. OneRedmond was delighted to welcome our new Advisor, Mari Wruble to the team in the spring of 2020 and her expertise and access to valuable resources proved critical in assisting existing businesses on the Eastside navigate the challenges of the pandemic.

During this time she assisted more than 45 clients, 30 of which were new, in a wide range of industries, leading to the creation or support of over 100 new and existing jobs. Mari also joined the team on business walk visits and financial resource webinars throughout the year.

Hosted in the OneRedmond office, SCORE's Dave Ormerod provides free and confidential one-on-one business mentoring in the Greater Seattle area. He also conducts workshops for both start-up entrepreneurs and seasoned small business owners.

Since the pandemic, Dave has been meeting with clients via ZOOM or MS Teams. In 2020, Dave connected with 61 clients, 50 of them since April when COVID shutdown closed many offices. With his help, several registered new businesses, wrote business plans, and received SBA-backed funding.

The biggest trend he has been seeing is the universal adaption of the "Lean Canvas" business plan, which allows a start-up a quick method of business planning.



FUEL THE DRAGON, SUMMER 2020

Duplicating the success of the summer 2019 Fuel the Dragon game but tailoring it to COVID-19 requirements, OneRedmond and participating restaurants engaged the community by providing fun activities for families and residents.

During the summer, the Fuel the Dragon event website was visited over 7,500 unique times, with coloring pages, passports and submission forms being activated. Over 175 businesses were engaged and the event generated an estimated \$8,000 for those businesses.

GEEKS & GHOULS HALLOWEEN IN REDMOND

In partnership with Redmond Town Center, Experience Redmond, VALA Eastside and with prizes from Hilton Garden Inn and Brown's Stockyard Exchange, OneRedmond sponsored a safe Halloween event during the COVID-19 pandemic.

Event attendees came to Redmond Town Center to take pictures and prizes for "Most Creative Costume" and "Most Creative Post" were distributed to excited winners.

The event generated over 145 social media posts and 136 Redmond Town Center gift cards were distributed.

IN THE NEWS

The City of Redmond and OneRedmond have been in the news quite a bit in 2020! From highlights of new industry sectors like space and satellite innovation to COVID-19 response and support for local businesses, Redmond is a community that supports each other.



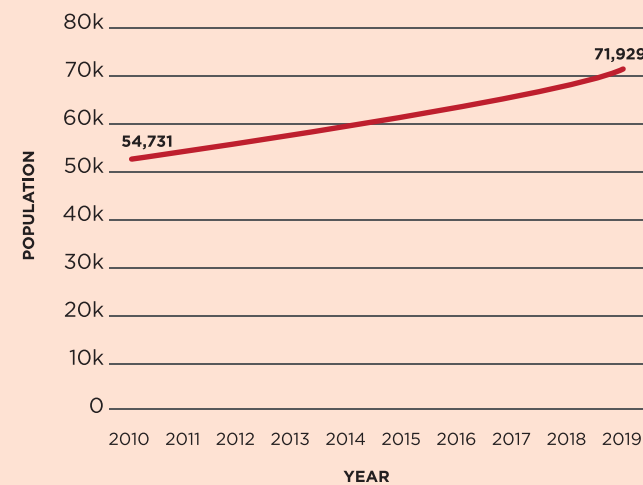
POPULATION

REDMOND BY THE NUMBERS

The City of Redmond is a vibrant and growing small city. Between 2010 and 2019, the Redmond population grew by more than 17,000. Compared to King County and the Seattle MSA, Redmond is growing at a 5% greater rate.

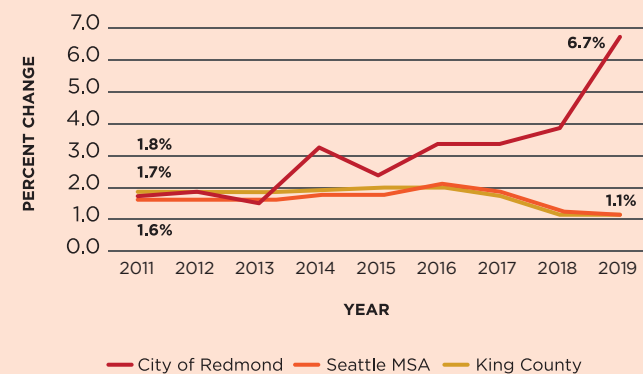
Population Growth

City of Redmond 2010-2019



Population Growth Rate

City of Redmond & Seattle MSA 2011-2019



POPULATION CHARACTERISTICS

The median age in Redmond is

35.2

43.9%

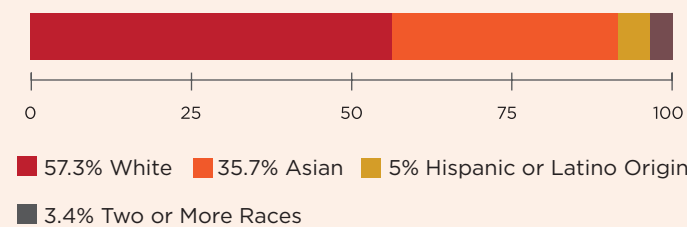
of Redmond's population 15 years and over earned an income of **\$75,000** or more.

45.6%

of the population (5 years & older) speak a language other than or in addition to English.

41.3%

of Redmond residents are foreign born, over double the number of foreign born residents living within the Seattle metro area.



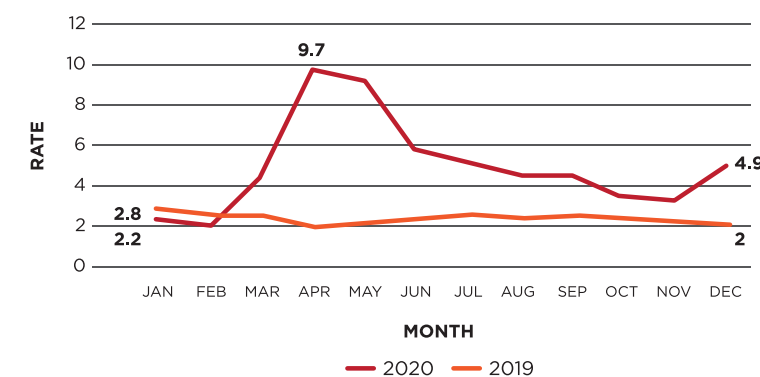
UNEMPLOYMENT RATE

The COVID-19 Pandemic significantly impacted the Redmond 2020 unemployment rate compared to 2019. In April 2019, the rate was at about 2% and increased to 9.7% in April 2020. The unemployment rate recovered after the spring 2020 spike, but then increased to 4.9% in December.

Compared to King County as a whole and the Seattle MSA, the City of Redmond's unemployment rate was significantly less impacted by COVID-19. King County's unemployment rate increased to 14.9% and as of December 2020, rested at 6.8%. The Seattle MSA rate rose to 16.6%, and fell to 7.2% in November 2020.

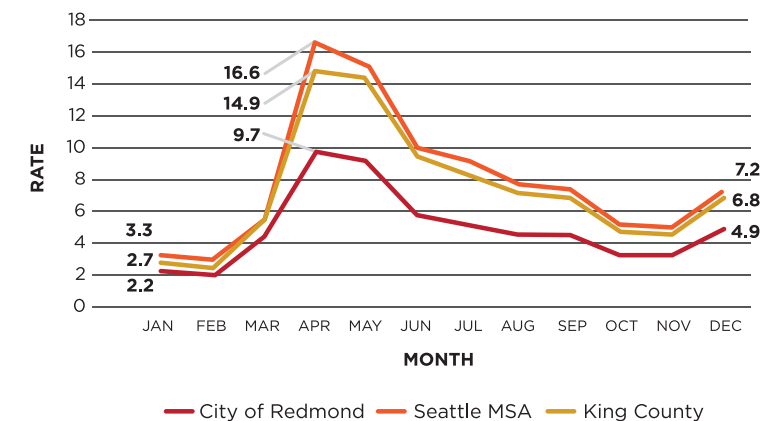
Unemployment Rate • City Of Redmond 2019-2020

(Not seasonally adjusted.)



Unemployment Rate • 2020

(Not seasonally adjusted.)



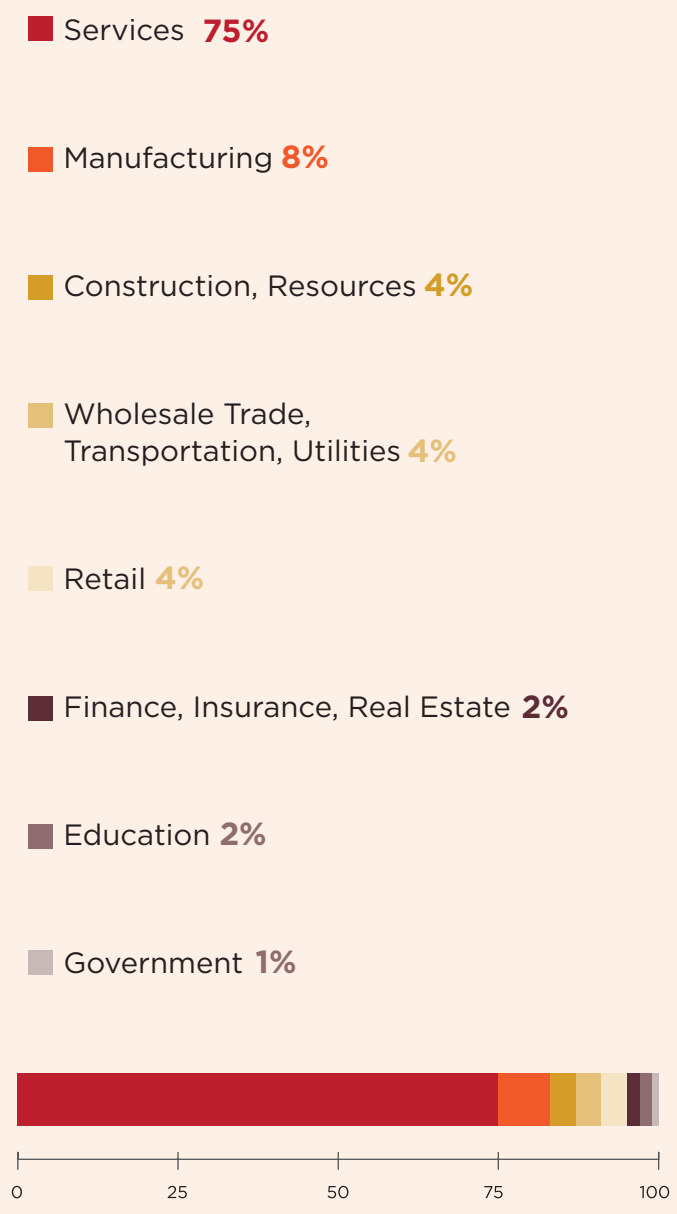
REDMOND BY THE NUMBERS



TOP 20 EMPLOYERS
IN REDMOND
(2019)

- 1 Microsoft Corporation (36,087)
- 2 Terex Washington & USA (2,044)
- 3 Eurest Dining Services (1,352)
- 4 Lake Washington School District (1,294)
- 5 Nintendo of America (972)
- 6 Honeywell International Inc. (923)
- 7 City of Redmond (792)
- 8 United Parcel Service (755)
- 9 Stryker Corporation (694)
- 10 Facebook Technologies LLC (590)
- 11 CBRE, Inc. (553)
- 12 AT&T Mobility (434)
- 13 Aerojet (432)
- 14 Accenture (380)
- 15 MV Public Transportation Inc. (324)
- 16 Pactera Technologies Inc. (324)
- 17 Costco Wholesale Corporation (279)
- 18 Wyndham Vacation Ownership Inc (275)
- 19 Puget Sound Energy (263)
- 20 Novitex Enterprise Solutions Inc. (261)

EMPLOYMENT BY
INDUSTRY CITY OF
REDMOND
(2019)



REDMOND BY THE NUMBERS



EMPLOYMENT BY INDUSTRY SECTOR

Redmond is home to a wide range of businesses, however, in terms of employment, the Professional, Scientific and Technical Services industries comprise of more than 75% of Redmond-based jobs. The second highest employer of jobs is Manufacturing.



EDUCATIONAL ATTAINMENT

Redmond residents hold higher levels of educational attainment compared to residents within King County and the Seattle metro area. Over 73% of the population aged 25 or higher have a Bachelors degree or higher.



MEDIAN EARNINGS BY EDUCATIONAL ATTAINMENT

In 2019, the median earning for Redmond workers was \$120,357. The median earnings for men were 37% higher than the median earnings for women. The difference in earnings between men and women were largest amongst people who had some college or an associates degree.



BUSINESSES IN REDMOND

Approximately 2,382 businesses operate in Redmond as of 2020. Of these, 2,137 are businesses with fewer than 10 FTE's. 34 companies employ 150 or more employees. 1,273 businesses have been licensed in Redmond for at least 6 years.

*Note: The number of businesses and number of large businesses operating in Redmond do not include multiple office locations within the city.



ABOUT US

OneRedmond is a 501(c)3 and 501(c)6 organization that is the City of Redmond’s Chamber of Commerce, Economic Development Enterprise for the Eastside, and Community Foundation all-in-one.

With more than 360 members, OneRedmond is a dynamic, impactful organization focused on supporting the Redmond and Eastside community through education, networking and advocacy initiatives.

HOW TO JOIN

OneRedmond membership has never been more valuable to small, medium and large businesses. From financial tools and resources to advocacy, marketing and networking opportunities, join OneRedmond and be part of a strong and growing business community network.

This chart shows the benefits your organization receives with membership at various levels. To learn more, contact us today at info@oneredmond.org.

BENEFITS	Supporter (\$500)	Supporter Plus (\$1,000)	Connector (\$2,500)	Advocate (\$5,000+)	Ambassador (\$10,000+)	Partner (\$15,000+)	Leader (\$50,000+)	Founder (\$100,000+)
Access to Group Health Care and Dental Plans and Discount Passport Card	✓	✓	✓	✓	✓	✓	✓	✓
Opportunity to serve on Ambassador Outreach	✓	✓	✓	✓	✓	✓	✓	✓
Opportunity to be selected as a delegate to the East King Chambers Coalition	✓	✓	✓	✓	✓	✓	✓	✓
Discounted certificate of origin	✓	✓	✓	✓	✓	✓	✓	✓
Member-to-Member discounts	✓	✓	✓	✓	✓	✓	✓	✓
Recognition as a new member in newsletter & social media	✓	✓	✓	✓	✓	✓	✓	✓
Member pricing to all events	✓	✓	✓	✓	✓	✓	✓	✓
Ribbon cutting & grand opening planning & management including coordination with elected officials	✓	✓	✓	✓	✓	✓	✓	✓
Use of OneRedmond conference rooms	✓	✓	✓	✓	✓	✓	✓	✓
Opportunity to be selected to serve on the Board of Directors representing small businesses			✓	✓	✓			
Number of seats on the Board of Directors						1	1	2
OneEastside Employer Roundtables & Briefings					✓	✓	✓	✓
Advocacy Alerts				✓	✓	✓	✓	✓

ONEREDMOND BOARD



Member at Large
Dan Angellar
Seattle Marriott
Redmond



Ryan Baumgartner
Cashman Consulting



Member at Large
Angela Birney
Mayor of City of
Redmond



Clarke Jewell
Olympia Precast



Vanessa Kritzer
City of Redmond



Secretary
Thomas L. Markl
Nelson Legacy Group



Vice President
Michael Mattmiller
Microsoft



Dr. Amy Morrison
Lake Washington
Institute of Technology



President
Mary Nelson Morrow
Nelson Legacy Group



Dr. Eric Murray
Cascadia College



Robert Pantly
Natural and Built
Environments



Treasurer
Dr. Eric J. Scroggins
Banner Bank



Kay Taylor
Evergreen Healthcare



Stephen Uy
Facebook

ONEREDMOND FOUNDATION BOARD



Michaela Berendt
Microsoft



President
Bill Biggs
Former Health Care
Executive



David Carson
Councilmember, City
of Redmond



Vice President
Aaron Knopf
Unify Consulting



Jessica Kravitz
VALA Eastside



Nancy McCormick
Former City Council
Member, President



Mary Nelson Morrow
Nelson Legacy Group



Latha Sambamurti
Washington State Arts
Commisioner



Secretary
Menka Soni
AmPowering



Treasurer
Pat Vache
HRKinctions

FOUNDER

City of Redmond
Microsoft
Nelson Legacy Group

LEADER

Seattle Marriott Redmond

PARTNER

EvergreenHealth
Natural & Built
Environments
Overlake Medical Center
& Clinics

AMBASSADOR

Capstone Partners
Facebook, Inc
GLY

ADVOCATE

Archer Hotel Redmond
Banner Bank
Davis Wright Tremaine
Falco Sult
HCL America, the drift Inc.
Honeywell Aerospace
Lake Washington Institute
of Technology
Prime Electric
Puget Sound Energy
Waste Management
Port of Seattle

CONNECTOR

Mill Creek Residential
Magellan Architects
Trammell Crow

SUPPORTER PLUS

Express Employment
Professionals
BECU
Cascadia Community College
Cashman Consulting
Confidence Analytics
Denali Advanced Integration
Golder Associates
Hilton Garden Inn Redmond
Town Center
Olympian Precast, Inc.
Power 10
PS Business Parks
Spectralux Corporation
Staples, Inc.
The Driftmier Architects, P.S.
Watson Asphalt

SUPPORTER

360Traders, LLC
3BS Bar & Grill
A Masquerade Costume
Aapka Spa
Acacia Teriyaki
Acrylic Concepts
Activated, Inc.
AdamLu Photography, LLC
Advanced Ironworks
Agave Cocina & Cantina of
Redmond
Air Duct Cleaners of
Washington
Alan P Nohr DDS PS
Allcare Senior Home, LLC
Allure Services, LLC
Always Greener Downtown
Always Sunny Inc
Amu Nutrition, LLC
Anabolic Aces Health
Consulting

Andrew B Traxler, DDS PS
Angel Keeper Redmond, Inc.
Any Lab Test Now
Apple Tree Family Child Care
Arena Sports Redmond, LLC
Assistance League of the
Eastside
Audacitee
Autosys, Inc.
Aviation Spares & Services
International
Avondale Landscaping, LLC
B&B Stores Inc.
Bach to Rock Redmond
Back and Beyond
Bal Bhavan Child Care, Inc.
Bangkok Basil
Barefoot Eco Outfitters
Barry Moorhead, DDS
BECU
Bella Vision
Bellegrove Medical
Bellevue Redmond Physical
Therapy Center
BelRed Dentists
Better U Today
Beyond Beauty Brow Bar
Big Block Brewing
BK Academy for Gifted
Children
Blackbird Apartments
Blu Sardinia
Bradley, LLC
Brick & Mortar Books
Bricks4Kidz Enrichment
Bright Beginnings Daycare
Bright March, LLC
Briora Ballroom Dance Studio
Brugge Chocolates, LLC
Business Health Trust
Butterfly Reflexology Clinic
By Marilyn

C L Johnson Law Office, PLLC
C. Joy Salon
Caffe Lusso Coffee Roasters
Cakes en Vogue, LLC
Candace Lindner Spanish
Tutoring
Cascade Water Alliance
Cascadia Resources, Inc.
Cedar Crest Academy
Centro Cultural Mexicano
Chaat Corner Corporation
Clear Chiropractic Redmond
Club Pilates Redmond
Codeproof Technologies, Inc.
Colleen's Place Salon
Colors of Redmond
Columbia Choirs Association
Community Homes, Inc.
Comtech Phones Corp.
Connecting Steps, LLC
Copperfin
Cow Chip Cookies
Creperie de Paris
CWFRESH, LLC
Daniel A Frost, PS
Dauntless, Inc.
Delphi Precision Imaging
Corporation
DeMaria Aviation Services, LLC
Digital Space, LLC
DigiTrends, LLC
Dina Child Care
Discover Yoga
Dong Sheng, LLC
Down Pour Coffee Bar
Dr. PC Fix
Drama Kids International of
Seattle's Eastside
Duomi, LLC
East Side Auto Care, Inc.
Eastside Dog, LLC
Eastside Kyokushin

Eastside Little Learners
Eastside Vision Care
Echo's Acapulco Fresh Mexican
Grill Vending Co.
Edge & Spoke Sports
Education Hill Learning Center
El Toreador Mexican
Restaurant
Emerald City Gymnastics
Academy, Inc.
Emerald City Smoothie
Enchanted Cuts
Ennco Display Systems, Inc.
Essence of Dentistry, PLLC
Evergreen Internists
Expedia Cruiseship Centers
Redmond
Extreme Excellence, LLC
Family Dry Cleaner
Fisher Sports Academy
Five Hooks Seafood
Flee The Ultimate Real Life
Escape Game
Freedom Fitness Redmond
Fuller Nutri-Fuel
Fun and Study, LLC
G&C Accounting Solutions
Gallagher Tool and Instrument
Getty Jewellers, Inc.
Global Medics USA
Greater Redmond
Transportation Management
Association
Green Apple Events & Catering
Greenwood International, LLC
Heinz Marketing, Inc.
Hello Poke
Hoffman's Fine Cakes and
Pastries
Holly H Campbell, LMHC
Hot off the Press
HRKinnections
Indiq Corp.

InnoWeb Tech, LLC
International Sherpa Guides
(ISG)
Ironsteak Redmond
Islamic School of Redmond
J Michael's Pub & Eatery
J Raye Limited, LLC
Jawhara Cafe, LLC
Jax Dog Drop Redmond
Jazzminn McCaughey
JJ Mahoney's
JR Hensrude Tax &
Accounting
Jumping Beans Indoor
Playspace & Cafe
Just Got Blessed
K and K Family Corporation
Kabab Palace Restaurant
Kaktus, Inc.
Kanishka Indian Cuisine
Karmali Law Office, PLLC
Katie Ostler DMD, Family
& Cosmetic Dentistry
KD Motorsports
Koya, Inc.
KSN INC
Kungfu Wrap, LP
Lake Washington Schools
Foundation
Lake Washington Wellness
Lani's Tailor
Larry Snyder Auctions
Laugh & Learn Home
Child Care, LLC
Left Coast Cuts, LLC
Lemmon Nguyen
Investments
Levue Nails & Spa
Light + Art, LLC
LILOTREE
Linh Nguyen, DDS, PLLC
Little Hearts Preschool
& Daycare

Little Learner Montessori/Daycare	Northern Lights Montessori School	Redmond Back and Neck Care Clinic, PS	Searose, LLC dba Redmond Art Works	The Complete Line, LLC	Zeeks Pizza
Little Wiggle Child Care	NORTHWEST ART GLASS	Redmond Bilingual Montessori	Seattle Ideal Health	The Dubliner Irish Pub & Cafe	ZenRock Fitness, LLC
Louie de Coton, LLC	Northwest Interiors & Design	Redmond Eagles	Seattle Little Stars Arts Center	The French Bakery, LLC	
Love Heart Lashes	Nouri	Redmond Family Care, LLC	Seattle Patent Group, LLC	The Guilt Trip	NON-PROFIT
Lunchbox Laboratory 1	O'Brian & Associates	Redmond Family Dental	SecondStory Repertory	The Lash Lounge - Redmond Town Center	Assistance League of the Eastside
M Squared Fitness	Off the Vine Catering, LLC	Redmond Family Smiles	Semilla Flamenca	The Madrone School	Delphi Precision Imaging
Mac and Mabel	Olga's European Skin and Body Clinic	Redmond Heights Senior Living	Serious About Fitness	The Mandarin, Inc.	Lake Washington School District
Mad Science of Sno-King	Onboard XP	Redmond Home Staging & Decorating	SHAOLIN ZEN MARTIAL ARTS ACADEMY, LLC	Pasta ya Gotcha	Redmond Historical Society
Mailbox & Shipping Center	One Way Group	Redmond Pilates, LLC	Shear Bliss	The Painted Palace, LLC	Snapology of Eastside
Malinda Lam-Gershony, DDS, PLLC	Ooba Tooba, LLC	Redmond Pony Express	Signarama Redmond	The Perfect Push, PLLC	
Mary Jo Bender	Optix Eyewear	Redmond Reporter	Simply Pilates	The Redmond Academy of Theatre Arts	
Mathnasium of Redmond	OrangeTheory Fitness	Redmond Roots Chiropractic	Skillspire, LLC	The Yummy Corporation SBA	
Mayuri Bakery & Video	Overlake Cleaners	Redmond Saturday Market	Skin Envy	Garlic Jim's Redmond	
Mayuri Indian Cuisine	OVERLAKE Laundry	Redmond Toddler group	SMS Distribution, LLC/Bomond Vodka	Thinkspace, LLC	
McDonald's Book Exchange	Paint Away!	Redmond Trophy & Engraving	Soma Pilates, LLC	Tiny Stars Childcare	
Mechanized Cleaning Solutions, Inc.	Palmers East	Redmond United Methodist Church	SoulFood Enterprises, LLC	Tips and Toes Nail Salon	
Meek & Park, Inc. (Niko Teriyaki)	Pars Consulting Incorporated	Redmond Vision Clinic, PLLC	Southern Accents, Inc.	TITLE Boxing Club - Redmond	
Miah's Kitchen	Personal Medical Corp.	Redmond's Bar & Grill	Spectralux Corporation	Top Vape	
Michael Lee, DDS, PLLC	Pines FG, LLC	Redmond's Heart Adult Family Home, LLC	Spectrum Academy	Toppers Salon, Inc.	
Mike's Amazing Cakes	Postdoc Brewing Company	Renewed Hope Counseling Services, PLLC	Srivenkateswara Vedic Education and Training Academy	Trade Alternatives, Inc.	
MimiClean.com	Practec, LLC	RESHET, LLC	STEAM for Teens, LLC	Transparent Window Cleaning	
Minuteman Press of Redmond	Prana Yoga	Restaurants Depot	Sternik Law, LLC	True Martail Arts Overlake	
Mirage Hair Design	Prashanthi Chitre Institute of Performing Arts, LLC	RF Business, LLC	Strattonwood Swimming Club	UFO TOUR GOLF, LLC	
Mitra Zarakani	Precision Press	Rivaage Salon & Medi-Spa	Studio Nails, Inc.	United Fitness Holdings/ Cyclebar	
MOONIE Icy Tunes	Premier Media Group	River Trail Roasters	Studio Shalev, LLC	Urban Dakota Creative	
Morgan Elizabeth Ward	Premiere Dance Center	Romio's Pizza & Pasta Redmond	Styler Beauty, LLC	US Nails	
Irrevocable Trust	Prime Steakhouse	Row House Redmond	Subway	USSD Redmond	
Motley Zoo Animal Rescue	Pro Scooter Shop	RPM Systems Corporation	Sunny Teriyaki	Vehicle Monitor Corporation	
Moxie's Pet Service, Inc.	Pro-Tec Athletics	Ryan McNamara, DDS, PLLC	Sunrise Donuts	VEQUE Enterprises, LLC	
Namasthe Indian Restaurant, LLC	Proxima, LLC	Sadler Dental, PLLC	Sunshine Music Together, LLC	Vitality Wellness Center	
NAMI Eastside (National Alliance On Mental Illness, East King County)	Puget Electric, LLC	Sages Restaurant, LLC	T3MA of Kirkland	Washington Autism Alliance & Advocacy	
Nguyen & Chen, Corp.	Pure Barre	Sammamish Rowing Association	T3MA of Redmond	Waypoint Pediatric Therapies	
North Sound Massage Therapy, LLC	Pushing Boundaries	Sarah Carpenter Photography & Design, LLC	TAP Medical Products, Inc.	Whitewater Ventures, Inc.	
North Star Offices, LLC	QURRAT-UL-AIN MAHMUD	SDIEGOS, LLC	Taru Daycare Home, LLC	William Gray	
	Ra Beauty, Inc.	Sea Painters, Inc. DBA CertaPro Painters	Teen Wise	Wong Fleming	
	Racha Noodle & Thai Cuisine		The Beekeeper's Secret	Woodblock	
	Radiance Learning		The Bento Box	Xidias Inc	
	Rakdee, LLC		The British Pantry, Ltd.	East Massage	
	Ranger Group, PLLC			Young Rembrandts	
	RBC Signals, LLC				



OneRedmond

REDMOND CHAMBER OF COMMERCE

- ✓ Advocates for small businesses at the local, state and federal level
- ✓ Provides educational programming
- ✓ Offers networking events (not during a pandemic)
- ✓ Offers member discounts and health insurance benefits

ECONOMIC DEVELOPMENT ENTERPRISE

- ✓ Supports existing businesses with expansion needs
- ✓ Assists businesses interested in locating in Redmond
- ✓ Advocates for workforce development and affordable housing solutions

ONEREDMOND FOUNDATION

- ✓ Hosts unique, engaging events to connect commerce to community
- ✓ Offers fundraising and grant opportunities to businesses

CONNECT WITH US



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OUR PARTNERS





OneRedmond

Connecting Commerce to Community

2021 ACTIVITIES TO DATE

Small Business Outreach

Business Walks

OneRedmond continues our Business Walk Program. This program is designed to meet in person with as many of the businesses as possible within a designated commercial area. This allows our team to field questions on the spot and provide business owners with tailored assistance based on their specific questions and needs. To date we have met with 50 businesses and are on track to meet with 150 in Sammamish Valley and Overlake area by end of year.

Grant Follow Up 2021

In partnership with the City of Redmond, OneRedmond managed and administered over \$1.8 M in grant funding to over 360 small businesses. As part of this Small Business Resiliency Grant Program, these businesses also received access to free advising services and have regular touch points with the OneRedmond staff. These services will be ongoing until 2022.

Small Business Advising

SBDC and SCORE

Hosted in the OneRedmond office is the Business Advisor for the Small Business Development Center (SBDC), and our local SCORE mentor. These free and confidential one-on-one business advising sessions have been virtual throughout the pandemic, and will soon be available for in-person consultations.

The Washington SBDC and SCORE continue to be valuable partners and resources in 2021. The access to expertise proved critical in assisting existing small businesses navigating the challenges of the pandemic and beyond.



Launch of New Programs

Ambassador Program

A new OneRedmond Ambassador Program is in the planning stages now with a potential launching in the Fall of 2021. This diverse team of Redmond-based business leaders will be available to welcome, support and connect new Redmond businesses to the community.

Spotlight, Sip, And Socialize

Originally planned to launch in 2020, the new Spotlight, Sip, and Socialize event series is planned to kick off in the summer of 2021. Members of OneRedmond have the opportunity to host a networking event for the small business community at their establishments.

Arts without Barriers

Have you heard music in the park or at Redmond Town Center lately? OneRedmond connected with our friends at PACE and Redmond Town Center to bring this event to Redmond from April and continue to the end of the summer.

Collaboration on a Regional Scale

To amplify our programming and expand services to our businesses, OneRedmond communicates and collaborates with a vast network of city, local, and federal government, chambers of commerce, and multi-cultural organizations to align resources and maximize opportunity. In our collaborations, we are looking for programs or services of other groups that would be a benefit to our businesses that we can help amplify; we are looking for identified needs that we can help find solutions; and we are looking for additional resources as they become available. OneRedmond continues to seek opportunities to expand our network and find ways to bring the resources we need to support our small businesses.

COVID-19 Recovery Task Force and Work Groups

Several members of the OneRedmond team participated in numerous COVID-19 regional relief and recovery efforts. Key partners in these efforts included; Greater Seattle Partners, Challenge Washington, Washington Economic development Association, King County Task Force, and Washington State Department of Commerce's Technical Assistance Pod.

Since April, staff has conducted over 50 calls and meetings with peer organizations, businesses, and non-profits to discuss small business needs, including Eastside for All; Washington State Department of Commerce; chambers of commerce located in East King County, and others.



Business Recruitment and Engagement Efforts

OneRedmond's primary focus is always to retain and expand our local businesses. However, the lessons of the last year show the importance of our larger businesses' workforce and that employee foot traffic to our local small businesses. OneRedmond collaborates with Greater Seattle Partners, the King County ADO, the Port of Seattle, and the Innovation Triangle to advance Redmond's economic development goals, support our local businesses, and provide jobs to the region's citizens. These collaborations leverage our combined resources and offering in our collective efforts, funding, and the shared focus on community vitality.

In 2020, OneRedmond fielded 14 business attraction requests that represented 1,352 jobs and \$530M in infrastructure investment. In addition, OneRedmond spoke at 3 virtual international trade missions, and attended one in-person trade show.

Business expansion support included assistance to four large Redmond employers resulting in at least 1,300 additional new jobs in the city.

Continuing in 2021, OneRedmond has fielded 9 business attraction projects and 4 existing business expansion and/or relocation projects. All projects are still active.

Making Workforce Development Connections

OneRedmond has heard from its members and regional partners that workforce development solutions are of critical importance. OneRedmond is currently investigating the best ways to support Redmond and OneEastside SPARK localities with new workforce tools.

In addition, OneRedmond is working with several large, local employers to connect them with community organizations to progress innovative workforce talent programs. More details to come in the future.



OneEastside - Amplifying and Expanding Our Services

OneEastside Spark

OneRedmond received a half-million-dollar grant from the U.S. Department of Commerce's Economic Development Administration. These additional dollars allowed us to create OneEastside SPARK.

This new initiative provides Redmond's small business and nonprofits new benefits including:

- Funding resources
- One-on-one tax and marketing advising from professionals
- On-demand webinars
- Connections with other eastside small business owners and nonprofit staff and volunteers
- Up-to-date information regarding re-opening guidelines and safety protocols
- Assistance connecting to hiring resources
- Expert advice on managing lease requirements

Woven through all our activities is ensuring that women and minority-owned small businesses and non-profit organizations can get the help they need and access our programming.

Redmond's business and non-profit community can learn more and sign up for programs including webinars and free one-on-one advising by visiting <https://oneeastside.org/spark>.

Through one-on-one advising, webinars, small business roundtables, marketing, and a virtual portal, we expect to support, retain and create jobs in Redmond and East King County. This program is funded for one year and designed to provide East King County small businesses and nonprofits with the resources and expertise that they need to thrive and to withstand future economic crises. Redmond-based businesses still make up a majority of our clients as we have already created that trusted relationship.

OneEastside Economic Outlook Summit

Working to attract additional state and federal resources to East King County is a high priority especially coming out of the pandemic. This year, we had our economist look at data from all of the 23 cities and towns that make up our region. This data can then be used to tell the compelling story of East King County and why the allocation of resources should be equitable throughout the region.