



950 Pacific Avenue, Suite 410  
Tacoma, WA 98402

253.383.4726  
[edbTacomaPierce.org](http://edbTacomaPierce.org)

# EDB BOARD MEETING PACKET

## March 18, 2021

**BOARD OF DIRECTORS SPECIAL MEETING AGENDA**

9:00-10:00AM, Thursday, March 18, 2021

Location: VIA ZOOM

1. **Call to order** – Herb Simon
2. **CONSENT AGENDA (ACTION)**
  - a) Approval of minutes of 1/22/21
  - b) Financial report
3. **Board Nominations (ACTION)** – Lisa Goodman, Hyun Kim (Co-Chairs),  
Nominations Committee
4. **Board development initiatives** – Herb Simon
  - a) Task One: on-boarding program for new board members and board composition matrix
  - b) Task Two: next generation leaders engagement program and diverse business mentorship program
5. **EDB Capital Campaign update and action items** – Bruce Kendall, Craig Glogowski
6. **Calendar:**
  - 12:00noon-1:30pm, April 23, 2021, Board Meeting
  - 12:00noon-1:30pm, September 24, Board Meeting
  - 2:00pm-5:00pm, October 20, 2021, Board Mini-Retreat
  - EDB ANNUAL MEETING – IN THE AUTUMN – DATE TO BE DETERMINED
7. **Other business** – Herb Simon





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**Board of Directors Meeting Minutes**  
**12:00 noon – 1:00 p.m., Friday, January 22, 2021**  
**VIA ZOOM**

<b>Board Members Present:</b>	<b>Others Present:</b>	<b>Staff Present:</b>	<b>Board Members Absent:</b>	<b>Emeriti Absent:</b>
Allan Belton	Betty Capestany	Bruce Kendall	Andrew Fry	John Arbin
Bev Losey	Dave Zeeck	Deborah Kelly	Deana Parker	Bill Gaines
Brian Marlow	Deanna Keller	Maddie Merton	Don Clark	Peter Rasmussen
Bruce Dammeier	Jean Borst	Sarah Bonds		Ronald Thompson
Don Meyer	Jeff Robinson	Jacqueline Moffo	Elizabeth Pauli	
Eric Johnson	Jody Ferguson		Greg Biersack	
Erik Hynes	Kathleen Deakins		Jason Whalen	
Greg Unruh	Ken Farmer		Matt Perry	
Herb Simon (Chair)	Michael Catsi		Sean O'Brien	
Hyun Kim			Stephanie Pedersen	
Jackie Flowers			Steve Sugg	
Jeff Lyon			Sue Dreier	
John Caulfield				
Joyce Loveday				
Katie Condit				
Lisa Goodman				
Mark Sturgis				
Mary Ragsdale				
Nigel English				
Patty Rose				
Scott Jones				
Tom Pierson				
Troy Goodman				
Victoria Woodards				

- 1) Chair Herb Simon Called the meeting to order at 12:04 PM.

- 2) Simon brought forth the Consent agenda. Consent Agenda was approved.
- 3) Simon addressed the need for continued efforts to end systemic racism in our community and reiterated EDB's dedication to that effort. He thanked our elected official board members including Mayor Victoria Woodards and Executive Bruce Dammeier for their service.
- 4) Lisa Goodman and Hyun Kim provided an update on the Board Nominations Committee's work. Some excellent nominations have been received but they are still looking for more, particularly relative great diversity.
- 5) Simon moved the conversation to the Board Development Initiative survey results. He asked Kendall to share the results. Kendall shared the top four results from the survey and then opened it up for board discussion.
- 6) Simon asked Craig Glogowski and Tom DiFiore of NCDS for a capital campaign update. Glogowski shared the Onward campaign's current fundraising commitments to date of \$3.6 MM. Kendall commented on that there are many verbal asks to potential investors already made that we are just waiting for written commitments.
- 7) Board priority discussion #1: Simon asked Bruce Dammeier and Victoria Woodards to provide an update on the County's and City of Tacoma's work on pandemic response and recovery. Board guest Dr. Ken Farmer, head of the Pierce County Disaster Recovery Office joined in the discussion as did Jody Ferguson, Pierce County Director of Emergency Management. Discussion followed.
- 8) Board priority discussion #2: Kendall shared WEDA's Washington Legislative Agenda for the current session.
- 9) Simon adjourned the meeting at 1:29 PM.

ONWARDI Recent Pledges Received as of:	2/28/21
<u>January 2021 Total Receipts</u>	
Burkhart Dental	\$ 2,500
CalPortland	\$ 2,500
Catalyst Workplace Activation	\$ 4,000
Kidder Mathews	\$ 2,500
Puget Sound Energy	\$ 15,000
	<u>\$ 26,500</u>
<u>February 2021 Total Receipts</u>	
Brown & Brown	\$ 1,000
Korum Automotive Group	\$ 4,000
Milgard Manufacturing	\$ 25,000
MultiCare Health Systems	\$ 30,000
Seaport Sound Terminal	\$ 10,000
Wilson Albers	\$ 1,000
	<u>\$ 71,000</u>
Grand Total ONWARDI Receipts History to Date	<u><u>\$ 97,500</u></u>

Complete Every Day Forever Recent Pledges Received as of: 2/28/21

2016 Total Receipts	\$	1,063,619
2017 Total Receipts	\$	1,294,711
2018 Total Receipts	\$	1,219,867
2019 Total Receipts	\$	1,220,895
2020 Total Receipts	\$	1,177,729

January 2021 Total Receipts

City of Tacoma	\$	20,000
Pierce County	\$	14,375
Port of Tacoma	\$	30,000
State of Washington	\$	57,195
	\$	<u>121,569.75</u>

February 2021 Total Receipts

Port of Tacoma	\$	30,000
	\$	<u>30,000</u>

Grand Total CEF Receipts History to Date	\$	<u><u>6,128,391</u></u>
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**Economic Development Board for Tacoma-Pierce County  
Certificate of Deposit Information  
as of 2/28/21**

**DRAFT**

OPERATIONS RESERVE							
GL Acct	EDB ACCT#	BANK	AMOUNT	TERM	APY	MATURES	
1042	1019	Columbia Bank	\$ 242,250				
1017	2568	Wells Fargo	\$ 248,265	open	0.01%	high yield savings	
			\$ 490,515				

PUBLIC FUNDS							
GL Acct	EDB ACCT#	BANK	AMOUNT	TERM	APY	MATURES	
1038	4585	Heritage Bank	\$ 200,981	3-month	0.10%	04/24/21	
1015	0201	US Bank	\$ 256,262	open	0.10%	high yield savings	
			\$ 463,243				

FUNDRAISING RESERVE							
GL Acct	EDB ACCT#	BANK	AMOUNT	TERM	APY	MATURES	
1007	0497	Harborstone Credit Union	\$ 208,306	open	0.30%	Business Money Market	
1039	6053	Sound Credit Union	\$ 154,771	3-month	0.25%	05/08/21	
			\$ 363,077				

DAILY OPERATING ACCOUNTS							
GL Acct	EDB ACCT#	BANK	AMOUNT	TERM	APY	MATURES	
1005	4255	Key Bank (Funds AP) - CEF	\$ 540,270	open	0.01%	Money Market	
1009	6404	Columbia Bank (Funds Payroll)	\$ 208,318	open		Basic Business Checking	
1010	1363	Key Bank (Checking - AP)	\$ 77,781	open		Business Rewards Checking	
1020	n/a	Paypal (event registrations)	\$ -	open			
1019	n/a	Pelly Cash	\$ 195				
			\$ 826,563				

**TOTAL \$ 2,143,399**

**Operations Reserve:**

The EDB Exec Committee established the policy of targeting 50% of the annual budget in the Operations Reserve.

**Public Funds:**

The EDB holds public funds separate from private funds to ensure easy tracking of how public funds are spent. These funds are spent on payroll and not for client entertainment, legal expenses, etc.

These funds are deposited directly to the Columbia Bank account #1009 (under Daily Operating Accounts) to fund current payroll.

**Fundraising Reserve:**

These are funds set aside to cover future fundraising expenses which occur once every five years.

**Daily Operating Accounts**

Key Bank account #4255 is for Compete Everyday Forever private funds collected in current and future years.

Key Bank account #1363 is used to pay for operating bills. Balance is kept around \$50k. Funds are transferred from #4255 as needed.

See note above on Columbia bank account #6404. Account #6404 is used for Payroll purposes.

Pelly cash GL account #1019 is kept at an approximate \$200 balance and is reconciled monthly.

**ECONOMIC DEVELOPMENT BOARD FOR TACOMA-PIERCE COUNTY  
INCOME STATEMENT BUDGET vs. ACTUAL  
For the Month Ended February 28, 2021**

**DRAFT**

REVENUE ESTIMATES	2021 Annual Budget	Budget to Date	Actual to Date	Variance
1 Private Sector	490,000	137,000	97,500	-39,500
2 Public Sector	490,000	3,500	155,239	151,739
3 Adver & PR (in-kind private)	0	0	0	0
4 Econ. Dev. Corp. of Pierce County (EDCPC)	14,000	0	0	0
5 Events	0	0	0	0
6 Interest Income	2,000	167	154	-13
7 Annual Meeting	120,000	0	0	0
8 Foundation Revenue	50,000	0	0	0
9 Miscellaneous Revenue	1,000	1,000	0	-1,000
10 COVID-related Revenue	7,500	7,500	28,000	12,500
<b>TOTAL</b>	<b>1,174,500</b>	<b>149,167</b>	<b>272,893</b>	<b>123,726</b>
EXPENSE ESTIMATES				
10 Salaries & Other Comp	650,000	108,333	102,457	-5,877
11 Taxes & Benefits	149,500	24,917	26,754	1,837
12 Facilities	58,000	9,667	9,052	-615
13 Depreciation - Capital Equipmt & Furniture	12,000	2,000	2,063	63
14 Business Insurance	9,000	0	0	0
15 State & Local Taxes	13,000	2,274	3,492	1,218
16 Furniture, Equipment & Software	12,000	2,000	406	-1,594
17 Telephone, Fax & Internet	14,000	2,333	1,434	-899
18 Web-Site & Computer Maintenance	25,000	4,167	3,450	-717
19 Office Supplies	6,000	1,000	1,727	727
20 Postage	1,000	150	0	-150
21 Printing & Production	10,000	1,667	5,039	3,372
22 Travel & Subsistence	10,000	1,667	75	-1,592
23 Meetings & Conferences	10,000	1,667	327	-1,339
24 Annual Meeting	40,000	0	249	249
26 Training & Seminars	5,000	5,000	8,000	3,000
27 Professional Services - administration	32,000	14,183	15,176	993
28 Legal Services	4,000	667	0	-667
29 Cluster Team Professional Services	15,000	2,500	9,846	7,346
30 Cluster Team Research & Development	15,000	2,500	1,013	-1,488
31 Dues & Subscriptions	15,000	2,503	1,502	-1,002
32 Advertising & Client Services (cash)	10,000	5,000	7,568	2,568
33 Advertising & PR (in-kind)	0	0	0	0
34 Ramp	12,500	0	0	0
35 Research	50,000	8,333	10,441	2,108
36 Miscellaneous	10,000	1,667	0	-1,667
<b>TOTAL</b>	<b>1,188,000</b>	<b>204,194</b>	<b>210,069</b>	<b>5,875</b>
<b>NET</b>	<b>-13,500</b>	<b>-55,027</b>	<b>62,824</b>	<b>117,851</b>

**Fundraising Campaign - Separate Budget**

	2021 Annual Budget	Actual Life to Date
37 Campaign Expenses	33,750	11,250

**Note: Budgeted revenue amounts were done on accrual basis and the Actual Revenue amounts are reported on a cash basis.**



Economic Development Board  
Balance Sheet  
February 28, 2021

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ASSETS

CURRENT ASSETS

Cash	\$	1,539,396.63
Certificates of Deposit		604,001.95
Government & Other Receivables		17,516.37

TOTAL CURRENT ASSETS 2,160,914.95

PROPERTY AND EQUIPMENT

Furniture and Equipment		88,597.73
Accumulated Depreciation		(38,997.92)

TOTAL PROPERTY & EQUIPMENT 49,599.81

OTHER ASSETS

Pledges Receivable		1,247,000.00
Prepaid Expense		13,658.66

TOTAL OTHER ASSETS 1,260,658.66

TOTAL ASSETS \$ 3,471,173.42

LIABILITIES AND CAPITAL

CURRENT LIABILITIES

Accounts Payable	\$	13,041.79
Accrued Vacation		50,397.12
Board Mbr Lunch Pymnts		0.00
Payroll & Business Taxes		1,892.00
Unearned Revenue		210.12

TOTAL CURRENT LIABILITIES 65,541.03

LONG-TERM LIABILITIES

TOTAL LONG-TERM LIABILITIES 0.00

TOTAL LIABILITIES 65,541.03

CAPITAL

Net Assets Unrestricted		2,258,797.75
Net Assets Temp Restricted		7,500.00
Net Income (Loss)		1,139,334.64

TOTAL CAPITAL 3,405,632.39

TOTAL LIABILITIES & CAPITAL \$ 3,471,173.42

**Economic Development Board for Tacoma-Pierce County**  
**Statement of Cash Flows**  
**For the Month Ended February 28, 2021**

**DRAFT**

Cash Flows from Operating Activities

Cash Inflows:

Income-Private Pledges	97,500	
Income-Public Pledges	155,239	
Income-EDCPC	-	
Income-Other	20,000	
Income-Annual Meeting	-	
Interest Income	154	
Cash inflows from operating activities	154	272,893

Cash Outflows:

Salaries & Other Comp	102,457	
Taxes & Benefits	26,754	
Facilities	9,052	
Business Insurance	-	
State & Local Taxes	3,492	
Furniture, Equipment & Software	406	
Telephone, Fax & Internet	1,434	
Web-Site & Computer Maintenance	3,450	
Office Supplies	1,727	
Postage	-	
Printing & Production	5,039	
Travel & Subsistence	75	
Meetings & Conferences	327	
Annual Meeting	249	
Training & Seminars	8,000	
Professional Services - administration	15,176	
Professional Services - operations	-	
Research	10,441	
Cluster Team Professional Services	9,846	
Cluster Research & Development	1,013	
Dues & Subscriptions	1,502	
Advertising & PR (cash)	7,568	
RAMP	-	
Miscellaneous	-	
Fundraising Campaign	11,250	
Change in balance sheet accounts	7,600	
Feasibility study	-	
Other	-	
Cash outflows for operating activities	226,856	46,037

Net Cash provided by operating activities

Net Increase (Decrease) in Cash

Cash and CD's, December 31, 2020

Cash and CD's, February 28, 2021

46,037

2,097,361

2,143,399



TO: EDB Board of Directors  
FROM: Bruce Kendall, CEO *BK*  
DATE: March 16, 2021  
RE: Board Nominations

My heartfelt thanks to the Board Nominations Committee for their work crafting a slate of fantastic candidates for your consideration. Co-Chairs Lisa Goodman and Hyun Kim deserve special thanks for leading this effort. However, they would be the first to emphasize that each member of the Committee was engaged, thoughtful, and deliberative throughout the process.

The Nominations Committee members are:

- Bev Losey, Brown & Brown of Washington
- Hyun Kim, City of Fife **(Co-Chair)**
- Jackie Flowers, TPU
- Lisa Goodman, Benaroya Company **(Co-Chair)**
- Mary Ragsdale, CHI Franciscan, St. Anthony Hospital
- Matt Perry, PSE
- Herb Simon, Simon Johnson, EDB Board Chair (ex officio)
- Deborah Kelly, EDB Director of Operations (ex officio)
- Bruce Kendall, EDB CEO (ex officio)

On December 17, 2021, the Board and Executive Committee created the Board Nominations Committee and gave it the following charge.

**The Charge:**

- In the first quarter of each year, the Executive Committee will designate a Board Member Nominations Committee comprised of 5-7 diverse board members. The Nominations Committee will be charged with identifying a slate of candidates to fill vacancies on the board and bring the slate to the Executive Committee for review. After review, the Executive Committee will forward the slate to the full Board for a vote.
- The Nominations Committee will work with EDB staff to ensure that companies, governments, and NGOs that bring forward nominees strongly consider individuals who will help the EDB more accurately reflect the diversity of our community in terms of race, ethnicity, gender, and age. Additional factors to be considered may be geographic

location and the size of the business, government, or NGO; as well as the skill set of the individual being considered, e.g., finance, marketing, public policy, etc.

- Both the Nominations Committee and the Executive Committee will consider the overall diversity of each slate of candidates in making their recommendations to the full Board.
- For nominations upcoming in the first quarter of 2021:
  - There will be nine (9) open private sector seats. The goal is to have *at least* five (5) these seats filled by individuals from historically underrepresented groups.
  - There will be two (2) new seats reserved for small businesses that are not investors in the EDB. The goal is to fill those seats with individuals from historically underrepresented groups.
  - For the Public Sector/NGO seats on the board the goal will be to ensure broad representation from historically underrepresented groups.
  - There will be one (1) new seat reserved for an NGO representing historically underrepresented businesses or communities.

### **Recommendations**

The Committee met three times over two months. Every EDB board member and investor was asked to recommend candidates for consideration. The Committee discussed each prospect and agreed unanimously to forward 11 candidates to the Executive Committee for consideration. The Executive Committee met on March 4, 2021 and agreed (also unanimously) to nominate the 11 candidates to the full board for a vote. That vote will take place at the board meeting on March 18, 2021 via Zoom.

In preparation for the meeting, please see the Ballots enclosed.

### **Datapoints to consider:**

- Of the 13 open seats 11 candidates have been identified.
- 4 of these 11 are from underrepresented ethnic/racial groups (45%) which is an improvement on our current board which is only 9% from underrepresented groups. That said, we still have some distance to go to get the full board where we want it to be (see the next point).
- Assuming these candidates are elected to the board, the net effect will be that 8 members of the board will be from underrepresented ethnic/racial groups (18%). This is an improvement from 9%, but again, more work needs to be done. Note that the committee has committed itself to identifying diverse candidates for the remaining two open seats.
- In terms of gender, 3 of the 11 are female (27%) and 8 are male (73%). This obviously needs to be addressed in future ballots.
- 3 of the 11 candidates are white men (27%) compared with the current board which is 65% white men.

**Some things to keep in mind:**

- We did inquire about one additional diverse candidate for a private sector seat but they respectfully declined (but did ask to be considered in future years).
- We still have two private seats available and we are working on getting diverse candidates for these.
- Every year we have board members rotate off due to term limits, job changes, retirement, etc. so this effort does not end in this cycle. I give you my commitment that we will keep after it year in and year out.

ENCLOSURES

## EDB BOARD OF DIRECTORS

FOUR BALLOTS

March 2021

**BALLOT #1**

**PRIVATE SECTOR BOARD MEMBERS:** There are 27 private sector seats on the Board reserved for EDB investors. These positions have three-year terms. A board member may serve two consecutive three-year terms. There are nine (9) open seats in this category.

1. David Huang, SeaTac Packaging <https://www.linkedin.com/in/dhuang/>
2. Bett Lucas, Seaport Sound Terminal <https://www.linkedin.com/in/bett-lucas-9541313/>
3. Shelly Andrew, Gordon Thomas Honeywell <https://gth-law.com/attorney/shelly-m-andrew/>
4. Chris Tubig, Tacoma Arts Live <https://www.linkedin.com/in/tubig/>
5. Doug Oberst, BCRA <https://www.linkedin.com/in/douglas-oberst-b2034a1a/>
6. Jim Beatty, MultiCare (Lois Bernstein) <https://www.linkedin.com/in/jim-beatty-650b45b/>
7. Billy Hobson, Brown & Brown <https://www.linkedin.com/in/billy-hobson-arm-58467348/>
8. David Moore Devine, Columbia Bank <https://www.linkedin.com/in/david-moore-devine-73487a190/>
9. OPEN
10. OPEN

Note: Bett Lucas (#2 above) would replace Troy Goodman on the Board, hence the tenth seat.

## BALLOT #2

**SMALL BUSINESS BOARD MEMBERS:** There are two (2) new seats reserved for small businesses that are not investors in the EDB. These positions are three-year terms. A board member may serve two consecutive three-year terms.

1. Markiss Cooper, iHaul <https://www.linkedin.com/in/markiss-a-cooper-54790628/>
2. Mihira "Mike" de Alwis, Bourbon Street Creole Kitchen  
<https://www.bourbonstreetpuvallup.com/>

## BALLOT #3

**NON-GOVERNMENTAL ORGANIZATION BOARD MEMBER:** There is one (1) new seat reserved for an NGO. Terms are one year in length with no term limits. These positions are designated.

1. Lori Forte Harnick, Goodwill Olympics & Rainier Region  
<https://www.linkedin.com/in/loriharnick/>

## BALLOT #4

**PUBLIC SECTOR/NGO BOARD MEMBERS:** There are seventeen (17) public sector/NGO positions on the board. Terms are one year in length with no term limits. These positions are designated.

See separate sheet.

<b>BALLOT #4</b>	
<p><i>The EDB has 17 public sector/NGO positions on its board. Terms are one year in length with no term limits. These positions are designated.</i></p>	
<b>PUBLIC SECTOR/NGO BOARD MEMBERS - sorted by designated position</b>	<b>Designation</b>
1 Bruce Dammeier (County Executive)	County Executive
2 Victoria Woodards (Tacoma Mayor)	Mayor of Tacoma
3 <b>NEW - Marty Campbell (Pierce County Council)</b>	Pierce County Councilmember
4 Elizabeth Pauli (Tacoma City Manager)	Tacoma City Manager
5 Don Meyer (Port of Tacoma Commissioner)	Port Commissioner
6 Eric Johnson (Port of Tacoma Executive Director)	Port of Tacoma Exec Director
7 Hyun Kim (City Manager, City of Fife)	Cities/Towns Outside Tacoma
8 Steve Sugg (City Manager, City of University Place)	Cities/Towns Outside Tacoma
9 John Caulfield (City Manager, City of Lakewood)	Cities/Towns Outside Tacoma
10 Joyce Loveday (Pres, Clover Park Technical College)	Two-year higher educ institution
11 Andrew Fry (Dir. Indst. Partner., SET, UWT)	Four-year higher educ institution
12 Katie Condit (CEO, WorkForce Central)	Employment/training interest
13 Jackie Flowers (Director, TPU)	Power, communications or transit utility
14 Sue Dreier (CEO, Pierce Transit)***	Power, communications or transit utility
15 Tom Pierson (TPC Chamber President & CEO)	Tacoma Pierce County Chamber
16 Patty Rose (Secy-Treasurer, Central Labor Council)	Labor
17 <b>NEW - Lori Forte Harnick (Goodwill)</b>	NGO underrepresented biz or communities
<p>***Sue Dreier (CEO, Pierce Transit) has announced her retirement, anticipated in mid-year 2021</p>	
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	Onward! EDB Work Program		<b>***DRAFT***</b>
	2021-2025 CONFIRMED PLEDGES		
1	Absher	return investor!	
2	AHBL	return investor!	
3	Alaska Federal Credit Union	new investor!	
4	Anonymous	return investor!	
5	Bates Technical College	return investor!	
6	BCRA	return investor!	
7	Bellarmino Prep	new investor!	
8	Benaroya	return investor!	
9	Brown & Brown	return investor!	
10	Burkhart	return investor!	
11	Cal Portland	return investor!	
12	Catalyst Workplace Activation	return investor!	
13	CHI Franciscan	return investor!	
14	City of Auburn	return investor!	
15	City of DuPont	return investor!	
16	City of Fife	return investor!	
17	City of Lakewood	return investor!	
18	City of Sumner	return investor!	
19	City of Tacoma	return investor!	
20	City of University Place	return investor!	
21	Clover Park Technical College	return investor!	
22	Columbia Bank	return investor!	
23	Coordinated Care	return investor!	
24	DaVita	return investor!	
25	General Plastics	return investor!	
26	Gordon Thomas Honeywell	return investor!	
27	Harborstone CU	return investor!	
28	Heritage Bank	return investor!	
29	James Hardie	new investor!	
30	Kaiser Permanente	return investor!	
31	KeyBank	return investor!	
32	Kidder	return investor!	
33	Korsmo	return investor!	
34	Korum	return investor!	
35	Ledger Square	return investor!	
36	MacMillan Piper	new investor!	
37	Milgard	return investor!	
38	Motive Power Marine	new investor!	
39	MultiCare	return investor!	
40	Newland	return investor!	
41	Niagara	new investor!	
42	Pacific Lutheran University	return investor!	
43	Pacific Premier Bank	new investor!	
44	Panattoni	new investor!	
45	Pierce County	return investor!	

46	Pierce Transit	return investor!	
47	Port of Tacoma	return investor!	
48	Premier Media	new investor!	
49	Propel	return investor!	
50	Puget Sound Energy	return investor!	
51	Reach Dental	return investor!	
52	RSM	new investor!	
53	S & J Food Distributors	new investor!	
54	Seaport Sound Terminal	return investor!	
55	SeaTac Packaging	return investor!	
56	Simon Johnson	return investor!	
57	Sound Credit Union	return investor!	
58	Sound Transit	return investor!	
59	State Farm	return investor!	
60	Tacoma Arts Live	return investor!	
61	Tacoma Comm Coll	return investor!	
62	Tacoma Public Utilities	return investor!	
63	Totem Ocean Trailer Express	new investor!	
64	Trouves	return investor!	
65	WIRB	return investor!	
66	WaFd	return investor!	
67	Wells Fargo	return investor!	
68	West Rock	return investor!	
69	Wilson Albers	new investor!	
	<b>PROSPECTS (PARTIAL LIST)</b>		
1	Amazon	new	
2	Aero Precision	new	
3	Bargreen Ellingson	incumbent	
4	BNY Mellon	incumbent	
5	Boeing	incumbent	
6	BPI Medical	incumbent	
7	Carlisle	incumbent	
8	City of Puyallup	incumbent	
9	Comcast	new	
10	Commencement Bank	incumbent	
11	Concrete Tech	incumbent	
12	First Citizens	incumbent	
13	Hollander	incumbent	
14	Innova	incumbent	
15	Jesse Engineering	incumbent	
16	JP Morgan Chase	incumbent	
17	K&L Gates	new	
18	Kitsap Bank	new	
19	Merit Construction	incumbent	
20	Moss Adams	incumbent	
21	Neil Walter	incumbent	
22	NewCold	new	
23	Northwest Door	incumbent	

24	ParPacific	incumbent	
25	Patriot Fire	incumbent	
26	Pease Construction	incumbent	
27	Pierce College	incumbent	
28	Point Ruston	incumbent	
29	Proliance Surgeons	new	
30	Richards Packaging	new	
31	Rush	incumbent	
32	SAFE Boats	incumbent	
33	Seldens	incumbent	
34	Sitts and Hill	incumbent	
35	Smith Fire	incumbent	
36	State of WA	incumbent	
37	The News Tribune	incumbent	
38	Trident	new	
39	TrueBlue	incumbent	
40	Tucci	incumbent	
41	Univ of Puget Sound	incumbent	
42	Univ of WA Tacoma	incumbent	
43	US Bank	incumbent	
44	Westsound Workforce	new	
45	World Kinect Energy Services	new	