



WEST  
COMPANY



EDFC



# The Opportunity



An alliance of WEST Company and EDFC will provide an advantage to county, city and business leaders in the following ways:

- **Streamlined process** to execute on projects that meet community business needs
- **Strategic thinking** about how to use limited resources for economic development
- **Collaborative engagement** with agencies and jurisdictions to lower barriers to business.
- **Consolidated metrics** on outcomes
- **Combined expertise** to develop a county economic development strategy
- **Better Governance** for efficiency



## INSPECTION

*Your Quality Control and Damage Inspection Center*



## One-Stop Economic Development

- Unified Effort; Hub & Satellite campuses
- One place to refer businesses seeking assistance
- Increased visibility allows creation of alliances regionally and nationally



## **Expand Business opportunities**

- Attracting new business
- Retaining current businesses
- Nurturing/fostering local businesses to expand



## Stimulate Innovation and Entrepreneurship

- Entrepreneur-in-Residence
- Start-Up Mendocino
- Entrepreneurial mind set



## Greater Accountability

- By providing metrics, cities, County and the business community will be better informed





## Increased Economic Vitality

- Increased property values
- Increased employment base





## **Business Support Services**

Create a liaison between business start-ups and local jurisdictions to assist businesses with the regulatory process (i.e., permitting, business licenses, local ordinances, etc).

## **Business Expansion Support**

Leverage local sustainable assets to expand business. Provide insights for current businesses owners on new trends, market opportunities, and compliance info to stimulate expansion.

## **Access to Capital**

Diversify and expand loan portfolio. Work with banks, foundations, government agencies, and private investors to bolster the local economy.

## **Digital Business Hub**

Create a technology hub to provide insight, support and use of trending technologies that improve customer relationships, customer acquisition and productivity.

## **Attract Business**

Outreach to identify and assist existing businesses looking to move to Mendocino County. Partner with tourism activities to attract high wage industries with demand occupations.

## **START-UP Mendo**

Create a startup investment program that brings together local angel investors and promising start-up entrepreneurs to compete for a grand prize. Investors, start-ups and the community engaged in the process and the outcomes. -