



"Growth is never by mere chance; it is the result of forces working together."

- James Cash Penney



County in Transition:

- Move away from underground economy
- Rise of healthy food production & distribution
- Creative business solutions
- Workers leaving cannabis industry
- Housing crisis
- Disaster preparedness
- People want to live where they work

County Business Development Trends

5 years ago

Today

Focus on the physical (bricks and mortar)

Focus on the virtual (online platforms, software, IT)

Long-term relationship with one consultant

Work with multiple specialists

Simpler Business process

Business significantly is more complex/ Shrinking resources

Average age of client: 46

Average age of client: 32

Standardization

Customization

Decline in fishing, timber, manufacturing

Rise in food products/services, hospitality, healthcare

Growing the *Local* Economy in the *New* Economy

