



March 1, 2022

Community Members, Businesses, and Leaders,

I want to briefly introduce myself. As some of you may already know, I am Kyle Niehenke, the new Executive Director for Adams County Development Council. Prior to being hired as the Executive Director, I served on the ACDC executive board for two years as the Vice-Chairman. Quickly on my background - I grew up in Ephrata and attended Washington State University, graduating with a bachelor's degree in Electrical Engineering. Working for Big Bend Electric Cooperative was the position that landed me in Adams County in 2014, where I spent two years learning about our county and meeting our residents and businesses. After that, I worked in positions inside and outside the county, spending several years in Othello working construction sales and project management. I am excited to serve the residents and businesses of this county for years to come.

As we look forward to the new year and beyond, it is time for Adams County Development Council to begin work on our capital campaign for 2022. As a non-profit organization, the sponsorship dollars we raise from local businesses and residents are absolutely vital to our success. The campaign dollars raised fund the core missions of ACDC, missions which aim raise the quality of the business environment and overall quality of place in Adams County. The last two years have been financially challenging, as our typical avenues for fundraising were shut down due to the ongoing pandemic.

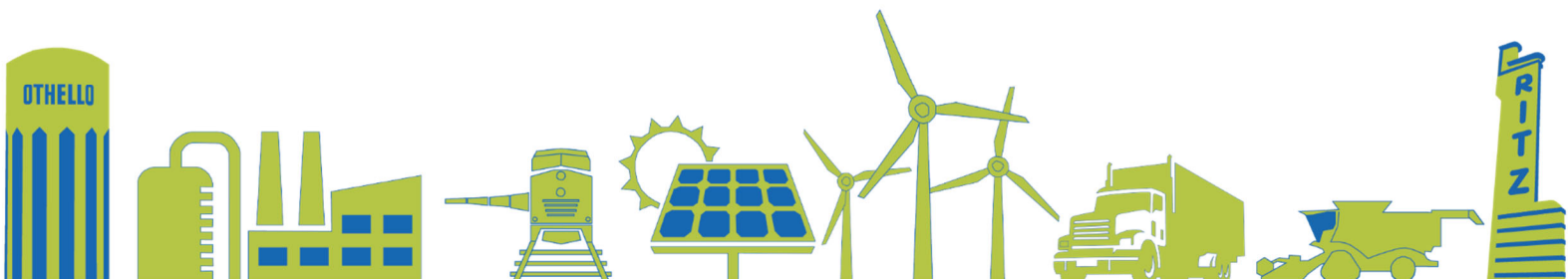
ACDC 2022 Goals:

1. Our first and foremost goal is to focus on existing business retention and expansion.
 - Economic growth from within Adams County is always our number one goal. Our existing business is our county's cornerstone, providing the employment, taxes, and community that we all rely on. ACDC is here to assist existing businesses, of all sizes, with planning, growth, retention, and funding.
2. Our second area of focus is new industry recruitment.
 - Adams County has all the critical factors needed to attract new industries to our area – rail, highways, available land, and affordable power. The recruitment mission of ACDC is to network and market these county sites to industry site selectors and commercial real estate reps nationwide (and globally).

The success of these two main goals means the success of Adams County as a whole, increasing employment competitiveness, raising the available tax base for county improvements and funding, and improving the quality of life for those of us living in Adams County.

In addition to our core goals, we use these dollars to keep up with

- Industry events
- Training
- Data and information gathering



- Travel (to communities, to shows and expos, to educational classes, and more!)
- Host workshops and events for local businesses to offer valuable training and resources for every business size within the county.
- Bringing back the high school career showcases in Othello and Ritzville, connecting our youth with career opportunities and employers with workforce development right here in the county.

A company image and the sponsorship level will be on ACDC's website (anonymous donations are welcome). We will also have printed collateral that will show membership levels with company logos, and this collateral will be at all events and tradeshows that ACDC attends.

Becoming an investor lets everyone know that you and your firm are committed to enhancing the economy of Adams County.

How has ACDC been doing?

The last quarter of 2020 and the entirety of 2021 brought about a lot of change at Adams County Development Council. We experienced employee turnover, with the departure of one employee in late 2020 and the resignation of the other in mid-2021. We have maintained our contract and obligations with the state department of commerce through our gap in employment, which was vital to our continued success. A massive thank-you is due to the executive board and Emily Smith Consulting for filling in when needed.

In July of 2021, ACDC entered into a service agreement with the Adams County Board of Commissioners to provide Economic Development services for Adams County. The county provides a portion of our budget in exchange for that service. Before this new agreement, both Adams County and Adams County Development Council had employee positions for economic development within the county. Going forward, ACDC will perform all economic development services for Adams County.

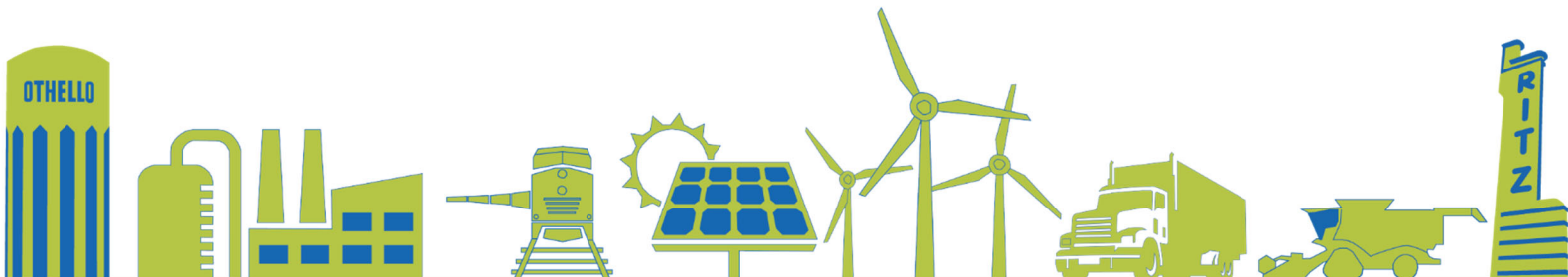
We launched a brand-new website late in 2021, which we will use to showcase our work within the county. We highlight our partners and sponsors, post meeting minutes and activities, link to available resources for existing businesses, and offer an expansive section dedicated to information about Adams County that developers and site selectors rely on.

As we all know, 2020 and 2021 were focused primarily on assistance and grant programs for COVID to local businesses. Plans for conferences, trade shows, training, and basically every economic development function were halted as we adjusted to the pandemic. We are grateful to all who applied for grants and assistance that were made available through ACDC during these challenging years. We hope that the worst is behind us as we enter 2022 and look forward to getting out into the community again.

ACDC into the future!

Looking forward, I have a dry-erase board full of goals for ACDC. The challenge is prioritizing these goals and effectively leading ACDC in a familiar but more aggressive direction for our future. We have some catch-up to do; two years of a pandemic has taken its toll on all of us. That lost ground can be primarily regained by getting back in front of our businesses and residents like you to reengage and continue conversations that may have been shelved. I want to learn about your business and what ACDC can do to help your business continue to succeed.

I want to get out there and be visible in each community – Othello, Bruce, Ritzville, Lind, Washtucna,



Hatton, Benge, and the unincorporated county. I plan to have a travel schedule to each of our communities—attending chamber of commerce and city council meetings, as well as local community meetings like Lions Club, Sandhill Crane, and each of our community fair organization meetings. From our largest employer to our single-employee shops, each business is vital in the success of Adams County.

Referring back to the goals of ACDC, business retention and expansion will be a significant focus for the future. We want to make sure current businesses of all sizes have their needs met and connect them with the available resources when it is helpful and applicable. Part of this will be hosting workshops, trainings, and collaborative sessions. COVID took a bite out of the gathering aspect of this, so we are working on ways to get back together, with the hybrid model of in-person and video conference likely to be the standard for all meetings going forward. I form my strongest relationships in person, but I know that is not always possible in the world we live in now, so thankfully, the digital option exists as well.

Medium and long-term goals will still focus on new business recruitment. Business recruitment is going to have to take a multifaceted approach. Some businesses and industries could set up shop in the county tomorrow, whereas some will have needs that must be addressed to attract them. Housing is one example of these needs, as well as infrastructure. I will work with our energy utilities, state and local highways, railroad authority, and city/county/state government to develop a baseline of what is available today and what is achievable for the future. Armed with this information, I can work with these developers and site selectors to put Adams County high on their list. The more resources I and ACDC have available to us, the more we can advocate for the county. Ultimately, a win for ACDC will be a win for Adams County businesses and residents, and that is our number one priority.

As I continue to get my feet underneath me, I want to keep open lines of communication. I want to engage with the entire county - everyone should feel welcome in contacting and working with us! Feel free to share anything you can with me; ACDC is here to help. My information is on the website - the contact form goes directly to my inbox.

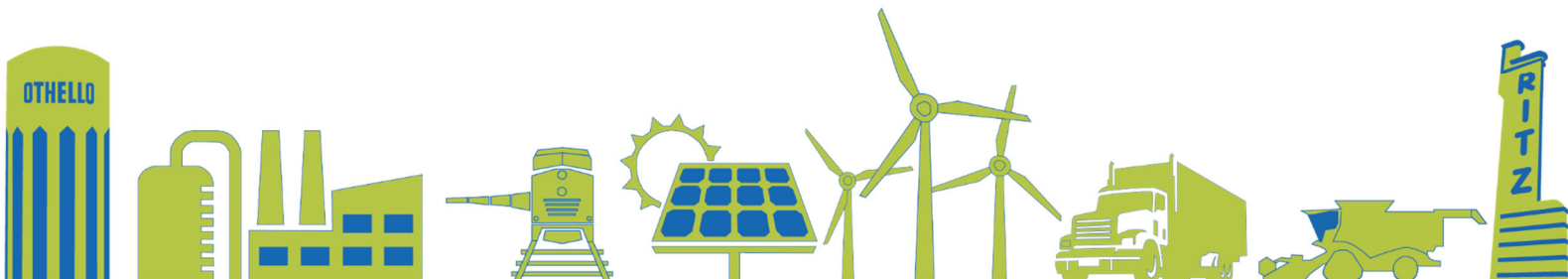
I look forward to 2022 and the decades beyond. Thank you!

Sincerely,



A handwritten signature in black ink that reads "Kyle A Niehenke".

Kyle A Niehenke
Executive Director
Adams County Development Council
kyle@growadamscounty.com
509-398-2410





2022 Capital Campaign Contribution



IRON
\$250



BRONZE
\$500



SILVER
\$1,000



GOLD
\$2,500



PLATINUM
\$5,000



TITANIUM
\$7,500



DIAMOND
\$10,000

Contribution Level: _____

Business Name: _____

Contact: _____

Mailing Address: _____

Physical Address: _____

Phone: _____

Website: _____

Email: _____

Invoice and/or receipt to be sent out upon return of this form. Please mail or email completed form to kyle@growadamscounty.com. Thank you!

Adams County Development Council was incorporated in 2007 and has a non-profit status as a 501(c)(4) corporation with the Internal Revenue Service. TIN: 26-1240570.

