

CITY COUNCIL AGENDA ITEM
CITY OF SHORELINE, WASHINGTON

AGENDA TITLE:	Authorize the City Manager to Enter Into a Grant Agreement with the Port of Seattle for \$94,000 for Economic Development Projects
DEPARTMENT:	City Manager's Office
PRESENTED BY:	Nathan Daum, Economic Development Program Manager
ACTION:	<input type="checkbox"/> Ordinance <input type="checkbox"/> Resolution <input checked="" type="checkbox"/> Motion <input type="checkbox"/> Public Hearing <input type="checkbox"/> Discussion

PROBLEM/ISSUE STATEMENT:

Staff is requesting that the City Council authorize the City Manager to execute an economic development partnership agreement with the Port of Seattle (POS) that will supply \$94,000 in grant funding to the City for three economic development projects. Tourism and workforce development projects that will be supported by this grant agreement are in the areas of:

1. Music Industry Recovery, Incubation, and Tourism;
2. Media Production Industry Recovery and Workforce Development; and
3. Glass and Glaze Arts Tourism and Local Arts Business Support.

The grant agreement includes a required 50% City grant match, which will be met by planned Economic Development activities in these areas within existing budget authorization.

With Council approval, the City will be able to accept this funding for projects approved by the Port grant and which reflect the Council-Approved Economic Development Strategic Plan priorities including Attracting Artists and Trendsetters and Growing a Media Production Industry. If Council does not approve, these funds would not be accepted by the City and staff would revise the Economic Development workplan to reduce or eliminate these initiatives for 2022.

COUNCIL GOALS ADDRESSED:

This item addresses City Council Goal #1: "Strengthen Shoreline's economic climate and opportunities: Robust private investment and economic opportunities help achieve Council Goals by enhancing the local economy, providing jobs and housing choices, and supporting the public services and lifestyle amenities that the community desires and expects."

RESOURCE/FINANCIAL IMPACT:

The \$94,000 of funding is proposed to be added to the Economic Development Program budget in 2022 through the Budget Amendment discussed by Council on July 25th. Work will be completed by November 1, 2022 and any unused funding will be

carried over to 2023. The POS grant requires a \$47,000 match from the City of Shoreline which will be fulfilled through existing Economic Development program budget for staff and consultants.

RECOMMENDATION

Staff recommends that the Council authorize the City Manager to execute an economic development partnership agreement with the Port of Seattle for \$94,000 to fund economic development projects.

ATTACHMENTS:

Attachment A – Economic Development Partnership Agreement Between the Port of Seattle and the City of Shoreline

Approved By: City Manager **DT** City Attorney **MK**



ECONOMIC DEVELOPMENT PARTNERSHIP AGREEMENT

BETWEEN

THE PORT OF SEATTLE AND CITY OF SHORELINE

S-00321073

This Economic Development Partnership Agreement (the "Agreement") is made by and between the Port of Seattle (the "Port") and the City of Shoreline ("Agency"), both municipal corporations of the State of Washington (each, a "Party" or, collectively, the "Parties").

RECITALS

WHEREAS, engaging in the promotion of economic development is a recognized Port purpose authorized under RCW 53.08.245; and

WHEREAS, RCW 35.21.703 similarly authorizes cities to engage in economic development programs; and

WHEREAS, RCW 53.08.240(2) permits the Port to contract with another municipality to perform such undertakings each is authorized to perform; and

WHEREAS, the Port Commission of the Port of Seattle established the Economic Development Partnership Program (the "Program"), to advance the Port's Century Agenda, promote a dramatic growth agenda, support the creation of middle class jobs and help address the lack of economic development funding for local projects; and

WHEREAS, grant funding across the region is very limited for cities that want to pursue economic development projects or initiatives, and Washington State has not had an economic development grant program for over 20 years; and

WHEREAS, the Program will provide 38 King County cities per capita funding to advance local economic development throughout the region, and requires a 50% local match by the cities that receive the grants; and

WHEREAS, the Program will help the Port advance regional economic vitality through focused partnerships with King County cities; and

WHEREAS, the Program will make grants to cities that pursue programs and projects that stimulate business development, job creation and community revitalization, such as small business development, industry retention and expansion, and other economic development projects that support new investment and job creation;

NOW, THEREFORE the parties agree as follows:

1. Purpose. The purpose of this Agreement is to establish a contractual arrangement under which the Port will pay the Agency Program funds in the amount set forth on Section 2 solely for the purpose of carrying out the local initiative described in Exhibit A, attached and incorporated hereto by this reference (the "Project"). This Agreement shall be interpreted in furtherance of this purpose.

2. Responsibilities of the Port. The Port shall contribute Ninety-Four Thousand and 00/100 Dollars (\$94,000.00) (the "Grant Funds") to assist the Agency in funding the Project. The Port shall disburse the Grant Funds to the Agency no later than thirty (30) days after receipt of a complete and correct invoice(s) detailing those Project deliverables completed in accordance with Exhibit A.

3. Responsibilities of the Agency.

3.1 The Agency shall contribute local funds equivalent to at least fifty percent (50%) of the Grant Funds towards the Project.

3.2 The Agency may contract with local non-profits to complete the Project or elements of the Project; *provided*, that the Port shall not, under any circumstance, disburse the Grant Funds to any of the Agency's contractors or subcontractors.

3.3 The Agency shall complete the Project no later than December 31, 2023

3.4 The Agency shall provide a complete and correct invoice(s) detailing those Project deliverables completed in accordance with Exhibit A no later than December 31, 2023

4. Term. This Agreement shall become effective as of the date the Port executes this Agreement and shall terminate on December 31, 2023, unless earlier terminated under another provision of this Agreement.

5. Termination for Convenience. The Port may terminate this Agreement at any time for any reason, by giving the Agency thirty (30) days' written notice. In the event the Agency has completed any portion of the Project by the time it receives the Port's notice of termination, the Port shall pay the Agency the percentage of the Grant Funds attributable to the Agency's completed portion of the Project.

6. Termination for Default. Except in the case of delay or failure resulting from circumstances beyond the control and without the fault or negligence of the Agency, the Port shall be entitled, by written or oral notice to the Agency, to terminate Agreement for breach of any of the terms and to have all other rights against the Agency by reason of the Agency's breach as provided by law.

7. Waiver. Failure at any time of the Port to enforce any provision of this Agreement shall not constitute a waiver of such provision or prejudice the right of the Port to enforce such provision at any subsequent time. No term or condition of this Agreement shall be held to be waived, modified or deleted except by a written amendment signed by the Parties

8. Partial Invalidity. If any provision of this Agreement is or becomes void or unenforceable by force or operation of law, all other provisions hereof shall remain valid and enforceable.

9. Indemnification and Hold Harmless Agreement. The Agency shall defend, indemnify, and hold harmless the Port, its Commissioners, officers, employees, and agents (hereafter, collectively, the "Port") from all liability, claims, damages, losses, and expenses (including, but not limited to attorneys' and consultants' fees and other expenses of litigation or arbitration) arising out of or related to the fulfillment of this Agreement; *provided*, however, if and to the extent that this Agreement is construed to be relative to the construction, alternation, repair,

addition to, subtraction from, improvement to, or maintenance of, any building, highway, road, railroad, excavation, or other structure, project, development, or improvement attached to real estate, including moving or demolition in connection therewith, and therefore subject to Section 4.24.115 of the Revised Code of Washington, it is agreed that where such liability, claim, damage, loss or expense arises from the concurrent negligence of (i) the Port, and (ii) the Agency, its agents, or its employees, it is expressly agreed that the Agency's obligations of indemnity under this paragraph shall be effective only to the extent of the Agency's negligence. Such obligations shall not be construed to negate, abridge, or otherwise reduce any other right or obligation of indemnity which would otherwise exist as to any person or entity described in this paragraph. This paragraph shall not be construed so as to require the Agency to defend, indemnify, or hold harmless the Port from such claims, damages, losses or expenses caused by or resulting from the sole negligence of the Port.

In any and all claims against the Port, by any employee of the Agency, its agent, anyone directly or indirectly employed by either of them, or anyone for whose acts any of them may be liable, the indemnification obligation of this paragraph shall not be limited in any way by any limitation on the amount or type of damages compensation benefits payable by or for the Agency, or other person under applicable industrial insurance laws (including, but not limited to Title 51 of the Revised Code of Washington), it being clearly agreed and understood by the Parties hereto that the Agency expressly waives any immunity the Agency might have had under such laws. By executing this Agreement, the Agency acknowledges that the foregoing waiver has been mutually negotiated by the parties.

The Agency shall pay all attorneys' fees and expenses incurred by the Port in establishing and enforcing the Port's right under this paragraph, whether or not suit was instituted.

10. Comply with All Laws. The Agency shall at all times comply with all federal, state and local laws, ordinances and regulations, including but not limited to all environmental laws, which in any manner apply to the performance of this Agreement.

11. Integration. This Agreement, together with the attached Exhibit A, constitutes the entire agreement between the Parties and unless modified in writing by an amendment executed by the Parties, shall be implemented only as described herein.

12. Governing Law and Venue. This Agreement shall be governed by the laws of the State of Washington. Any action arising out of this Agreement shall be brought in King County.

13. No Employment Relationship Created. The Parties agree that nothing in this Agreement shall be construed to create an employment relationship between the Agency and the Port.

14. No Entity Created. The Parties agree that nothing in this Agreement shall be construed to create a joint entity between the Agency and the Port.

15. Notices.

Notices to the Port shall be sent to:

Port of Seattle
Economic Development Division
P. O. Box 1209
Seattle, WA 98111

Notices to the Agency shall be sent to:

City of Shoreline
175000 Midvale Ave N
Shoreline, WA 98133

16. Audits and Retention of Records. The Agency in and make all books, records and documents (the "Records") relating to the performance of this Agreement open to inspection or audit by representatives of the Port or Washington State during the term of this Agreement and for a period of not less than six (6) years after termination of the Agreement; *provided*, that if any litigation, claim or audit arising out of, in connection with or related to this Agreement is initiated, the Agency shall retain such Records until the later of

(a) resolution or completion of litigation claim or audit; or (b) six (6) years after the termination of this Agreement.

17. Amendment. This Agreement may only be amended by written agreement of the Parties.

18. Dispute Resolution. The Parties shall use their best, good faith efforts to cooperatively resolve disputes that arise in connection with this Agreement.

IN WITNESS WHEREOF, the Parties hereto have executed this agreement as of the date first set forth above.

PORT OF SEATTLE

CITY OF SHORELINE

By: Colby Wattling
Buyer III

By:

Signature

Signature

Dated

Dated

EXHIBIT A

1. **Project Description:** Summarize the project(s) you plan to implement and explain how project(s) address COVID-19 economic issues in your city. Include a brief description of the project goal(s) and summary of COVID-19 economic impacts being addressed.

The City of Shoreline is grateful for the Port of Seattle Economic Development Partnership Program which has been a core part of our economic growth strategies since its inception, and a key component of our economic recovery from the COVID-19 Pandemic. We have partnered successfully in the health of our thriving creative economy including art, film, and music, we have partnered in growing our popular local farmers market — even increasing sales for its vendors during the pandemic. Additionally, Port Economic Development staff is among Shoreline’s most trusted advisors and plays a valuable role as convener of economic development peers around the region. For 2022, The City of Shoreline is proposing Music, Film, Glass Art initiatives to advance COVID-19 economic recovery and resiliency. The 2022 Economic Development Partnership Program grant funding would help impacted businesses, particularly Black, Indigenous, and People of Color (BIPOC) businesses, promote local tourism, and encourage local spending to address pandemic related economic challenges and connect our business community with relief and other resources. The descriptions of the City’s 2022 projects are as follows:

MUSIC INDUSTRY RECOVERY, INCUBATION, & TOURISM

All business has faced economic challenges during the COVID-19 pandemic. Musicians and music-related business have been hit particularly hard, and Shoreline is home to a growing number of live music venues as well as an unusually large number of recording studios. Some of these studios are well-established magnets of international tourism. Albums made in Shoreline by Macklemore, Pearl Jam, Soundgarden, Alice in Chains, Dave Matthews, and Foo Fighters have collectively sold more than 100 million records world-wide. Due to COVID-19 restrictions, live music venues and recording studios were forced to shutter or operate at reduced capacity and have suffered financially.

During the pandemic, Shoreline’s successful 2021’s Music Industry Incubation and Tourism projects included Shoreline AMP: The Accelerator for Music Professionals paired established musicians with emerging artists and elite recording studios. The Third Annual Shoreline Music Summit, in partnership with the Shoreline Chamber of Commerce, provided a much-needed opportunity for local musicians and music professionals to connect and plan for a more hopeful future, which they did with great enthusiasm.

2022 Fourth Annual Shoreline Music Summit + Showcase

In 2022 the program will expand to include new partners King County and the The National Academy of Recording Arts and Sciences (The Grammys) for a larger in-person Fourth Annual Shoreline Music Summit. Additionally, and new for 2022, the Shoreline Music Summit will include a companion multiple-location live-music showcase to support the recovery of highly vulnerable live-music venue businesses as well as promotion of emerging and BIPOC artists. These live music showcases will be marketed around the region and drive visitors to Shoreline to attend the events while supporting local music venues so impacted by the pandemic.

MEDIA PRODUCTION INDUSTRY RECOVERY & WORKFORCE DEVELOPMENT

The Shoreline Film Office is a partnership between the City of Shoreline, Shoreline Community College, and ShoreLake Arts. Through its partners, the Shoreline Film Office provides educational opportunities for emerging professionals, location scouting support, streamlined low- or no-cost production permitting, casting/crew resources, and showcase events with award opportunities. Because of this emphasis of the City and its partners, Shoreline was host of four feature-length film productions in 2019 alone.

BIPOC Film Project: Local BIPOC Business Promotion

In 2022, to support the industry's recovery and build upon the successful 2021 BIPOC Film Project, the Shoreline Film Office will expand on the direct support for filmmakers getting back to work by creating an opportunity for more BIPOC professionals to produce videos on BIPOC-owned Shoreline businesses. The project will support filmmakers getting back to work with an emphasis on those additionally disadvantaged by discrimination and unconscious bias, secure more promotional content celebrating Shoreline's diverse businesses, and identify lessons learned and recommendations for the Shoreline Film Office to center BIPOC filmmakers in growing its media production industry.

Film Premiere Event: Local Film Ecosystem Promotion + Networking

The Shoreline Film Office will celebrate recently completed feature length films with a premiere type event to draw filmmakers to Shoreline, introduce more filmmakers to Shoreline's unique film-friendly ecosystem, and create opportunities for students and other emerging professionals to work with and learn from established professionals.

Film Production Location + Liaison Services

The Shoreline Film Office will contract for concierge services to support filmmakers with location scouting, permit processing guidance, local business connections, and other resource introductions.

Seattle Film Summit Partnership: Promoting the Shoreline Film Office

The Shoreline Film Office is a Seattle Film Summit partner, and in 2022 will help keep the region's creatives connected to one other and to development opportunities all year long as well as in the annual summit programming including Creative Economy Contest, Political Candidate Forum, and Student Showcases.

GLASS + GLAZE ARTS TOURISM / LOCAL ARTS BUSINESS SUPPORT

Building on the Downtown Ridgecrest projects made possible through the Port of Seattle Economic Development Partnership Program in 2018 – 2020, the City of Shoreline helped attract more than 100 tourists to Downtown Ridgecrest businesses through participation in "Refract 2021: The Seattle Glass Experience. We are poised to build on this success. The live-demonstration glassmaking event with Shoreline's "Friday Glass Studio" and evergreen marketing materials produced on the artwork also promoted the neighborhood commercial center Downtown Ridgecrest, which is emerging as a creative district with craft-brewing public house, a new café featuring live music, craft pet-food bakery, custom-guitar fabrication studio, Café Aroma, and Crest Theatre. In a typical year, more than 40% of Refract's attendees come from out of state, representing a prime opportunity for the community's shared interest in a more vibrant Downtown Ridgecrest. In 2021, Refract's overall impressions totaled 2,500,632 overall; 30,785 website users; and 4,600 people attending in person during the second year of the covid19 pandemic. In addition, www.refractseattle.org was visited by people in all 50 states. Returning to a prominent street corner in Downtown Ridgecrest in 2022, nearby businesses will be introduced to new customers from across the Seattle area and beyond. Refract will showcase local artists with an emphasis on women and BIPOC artists.

New for 2022 is a holiday season event to attract tourists to the Westminster Triangle area, where Modern Glaze Ceramic Studio is positioned close to the North Greenwood Ave commercial area in Seattle as well as an existing art-studio tour of half a dozen small businesses. An outdoor raku-kiln is proposed for a holiday studio tour, and spring studio tour in both 2022 and 2023

SHORELINE FARMERS MARKET

Conceived as "Phase Zero" of the Shoreline Place Community Renewal Area, the Market has become an important institution in the fabric of the Shoreline area community and a reliable source of revenue for Puget Sound area farmers, artisans, and entertainment. The Farmers Market in 2022 will bring back entertainment and activities, as it builds on a highly successful 10th anniversary season in 2021. The

Market continues to experience the challenges of location uncertainty in the immediate future as Phase One Shoreline Place Community Renewal Area begins this year. While the Market itself awaits its own permanent, dedicated home, its vendors continue to have success, with 2021 seeing the highest revenue per vendor yet, and the opening of the brick-and-mortar location in Downtown Ridgecrest of “The Seattle Barkery,” a startup born at the Shoreline Farmers Market. As it may be several years before the formal future location designed for the Farmers Market is completed, supporting local farmers and the Market in 2022 will support the retention of this thriving and growing local economic engine for local farmers and small businesses.

2. **Project Scope of Work:** Outline project title or components, economic impacts of COVID-19 the project is addressing, project goals, project deliverables, and metrics (measurable outcomes) using the table below. View Appendix B for sample metrics, measures of success, and data sources. The table is used in the agreement between the Port of Seattle and each city.

Project Category: Music Industry Recovery, Incubation, & Tourism

Project Goal(s)	Timeline (Start and end dates):	Actions	Project metrics	Project outcomes/deliverables
Shoreline Music Summit	Start: April 2022 End: September or October (TBD) 2022	<ul style="list-style-type: none"> Secure partner agreements Identify date Secure location Create invite Send invite directly and via partners 	<ul style="list-style-type: none"> Strategic partnerships Audience Attendance Marketing Reach Press coverage 	<ul style="list-style-type: none"> Produced event featuring informative conversations that support sector growth Industry networking
Shoreline Music Showcase	Start: April 2022 End: September or October (TBD) 2022	<ul style="list-style-type: none"> Secure partner agreements Identify date Identify potential locations Reach out to potential sponsors Identify musicians Secure locations Develop marketing plan Secure sponsor agreements Deploy marketing 	<ul style="list-style-type: none"> Strategic partnerships Audience Attendance Marketing Reach Press coverage 	<ul style="list-style-type: none"> Produce multi venue live music showcases featuring top tier emerging talent from King County Support musicians through promotion and compensation

Project Category: Media Production Industry Recovery & Workforce Development

Project Goal(s)	Timeline (Start and end dates):	Actions	Project metrics	Project outcomes/deliverables
-----------------	---------------------------------	---------	-----------------	-------------------------------

<p>BIPOC Filmmaker Support / Local BIPOC Business Promotion</p>	<p>Start: April 2022 End: October 2023</p>	<ul style="list-style-type: none"> • Secure contractor to conduct call and other project management duties • Administer call for submissions • Select filmmakers • Select businesses for profiles • Identify community media outlets and other distribution channels • Release final videos 	<ul style="list-style-type: none"> • Videos to be completed by September of each year • Report delivered to Shoreline Film Office partners recommendations for growing media production Industry centered on BIPOC filmmakers 	<ul style="list-style-type: none"> • Number of BIPOC filmmakers reached with information about Shoreline Film Office • Number of videos produced • Number of filmmakers contracted • Number of BIPOC filmmakers participating in Project • Number of Shoreline BIPOC businesses promoted in videos • Number of recommendations for Shoreline Film Office to center BIPOC filmmakers in growing media production industry
<p>Film Premiere Events: Local Film Ecosystem Promotion + Networking</p>	<p>Start: April 2022 End: October 2023</p>	<ul style="list-style-type: none"> • Secure contract for event production and promotion • Secure regional partners to support outreach • Secure location • Identify recent Shoreline feature length film • Secure film rights and filmmaker participation 	<ul style="list-style-type: none"> • Attendance figures • Film industry professionals contacted 	<ul style="list-style-type: none"> • Feature length film event each of the two years

		<ul style="list-style-type: none"> • Create guest list and invites including Shoreline students • Distribute invitations 		
Film Production Location + Liaison Services	Start: April 2022 End: October 2023	<ul style="list-style-type: none"> • Provide location and other support to filmmakers interested in Shoreline 	<ul style="list-style-type: none"> • Number of filmmakers supported • Number of productions in Shoreline 	<ul style="list-style-type: none"> • Shoreline Film Office Annual Report
Seattle Film Summit Partnership : Promoting the Shoreline Film Office	Start: April 2022 End: November 2022	<ul style="list-style-type: none"> • Identify Shoreline Film Office partner lead as project manager • Design/produce marketing collateral • Staff event (outreach) • Work with event production team to include Shoreline expertise in panels, content in showcases, and other programming 	<ul style="list-style-type: none"> • Attendance figures • Impressions figures 	<ul style="list-style-type: none"> • Shoreline inclusion in Seattle Film Summit Program

Project Category: Glass & Glaze Arts Tourism / Local Arts Business Support

Project Goal(s)	Timeline (Start and end dates):	Actions	Project metrics	Project outcomes/deliverables
Glass Art Festival Tourism	Start: April 2022 End: October 2023	<ul style="list-style-type: none"> • Secure Refract 2022 program inclusion • Identify location & 		

		<ul style="list-style-type: none"> artists Secure rentals/equipment Design/produce marketing materials Secure location Secure artists 		
Glaze Art Event	<p>Start: April 2022</p> <p>End: October 2023</p>	<ul style="list-style-type: none"> Identify locations & artists Identify dates Design/produce marketing plan Secure locations & artists Deploy marketing plan/outreach/promotion 		

Project Category: Shoreline Farmers Market

Project Goal(s)	Timeline (Start and end dates):	Actions	Project metrics	Project outcomes/deliverables
Support Shoreline Farmers Market	<p>Start: April 2022</p> <p>End: October 2023</p>	<ul style="list-style-type: none"> <u>Develop marketing plan</u> <u>Secure Farmers Market Location 2022-2023</u> <u>Deploy Marketing</u> <u>Launch & Operate Market</u> 	<ul style="list-style-type: none"> <u>Overall sales</u> <u>Vendor revenue</u> <u>Customers (number)</u> <u>SFMA revenue</u> <u>Direct mail marketing recipients</u> <u>Social media impressions</u> <u>Social media engagement level</u> <u>Balance of social engagement across age groups</u> 	<p>2022:</p> <p>June-October: Farmers Market Events</p> <p>October: Final report</p> <p>2023:</p> <p>June-October: Farmers Market Events</p> <p>October: Final report</p>

3. **Connection to Port of Seattle interests:** Explain how your project benefits the Port of Seattle and ties to the Port’s business interests?

*Port business interests tie closely to the health of aviation, maritime/ logistics, manufacturing, and construction/ trades clusters. Tourism is another important industry to the Port of Seattle.

The City of Shoreline’s 2022 Economic Development Partnership Program projects are geared towards improving the business climate with the goal of more new spaces for business built by local construction/trades, or to support the growth of tourism, or both. As the Shoreline Farmers Market has been forced to adapt to the pandemic and pressures of operating a rapidly urbanizing suburb, ensuring the Market is operational and able to take its rightful place during the recovery as a catalyst requires support for the organization and its vendors. Workforce development in art, music, and film are central to the economy of the region. In 2009, Seattle was ranked as the #1 place college graduates were moving to, and music was one of the top reasons why. Our region has been the nation’s fastest growing nearly every year since. Shoreline’s strengths and diversity in art, music, and film represent a powerful magnet for more of the creatives that drive economic growth historically. The Seattle area’s storied music scene is a consistent tourism driver, and the Port of Seattle has seen the success in integrating live music and music related retail into SeaTac airport. People make pilgrimages from around the world to visit the studios where seminal albums by artists like Pearl Jam and the Foo Fighters were made in Shoreline. This work connects the music of the past to the future by highlighting emerging artists and vulnerable local live music venues. Supporting artists and related small businesses during this extremely difficult time will help ensure they remain a part of our local community and economy in the recovery and beyond, ultimately making the communities served by the Port of Seattle maintain their edge over other desirable locations to visit, do business, or start a business.

4. **Project Budget:** Identify each project budget category, total funds (including the monetary value of in-kind resources), Port of Seattle funds and City monetary and in-kind matching funds. Include the total funds from each column in the second to last row. Include the percentage contributions to the Port of Seattle’s contribution in the last row. This table is used in the agreement between the Port of Seattle and each city.

Project:	Project Category (Please select one of the categories provided)	Port of Seattle Funds Awarded:	City Monetary Matching Funds:	City In-kind Matching Funds:	Total Funds (Including In-Kind):
Music Industry Recovery, Incubation, & Tourism	Tourism	\$24,000	\$0		\$24,000
Media Production Industry Recovery & Workforce Development	Workforce Development	\$20,000	\$65,000		\$85,000
Glass & Glaze Arts Tourism and Local Arts Business Support	Tourism	\$30,000	\$30,000		\$60,000
Shoreline Farmers Market	Tourism	\$20,000	\$74,000		\$94,000
Total Funds:		\$94,000	\$169,000		\$263,000
Percentage		79%	180%		

<u>contribution to</u>					
<u>Port Funds*:</u>					

*City monetary and in-kind matching funds must add up to at least 50% of the Port of Seattle funds awarded. In-kind resources can only be used for up to 25 percent of the grant award amount. See program guidelines for more details.

5. **Collaboration with partners:** Please identify any community organizations (chamber of commerce, neighborhood associations, Small Business Development Centers, SCORE, Greater Seattle Partners, etc.) you plan to work with to complete all or part of your project(s)?
- Music Industry Recovery, Incubation, & Tourism
 - The National Academy of Recording Arts and Sciences (The Grammys)
 - King County
 - Shoreline Chamber of Commerce
 - Media Production Industry Recovery & Workforce Development
 - Shoreline Community College Film Program
 - ShoreLake Arts
 - Glass Art Festival Tourism and Local Arts Business Incubator / Support
 - ReFract Seattle Glass Experience/Visit Seattle
 - Shoreline Farmers Market
 - Shoreline Farmers Market Association
6. **Use of consultants or contractors:** If you plan to use consultants or contractors to complete all or part of the project, please identify the firm or type of firm you plan to hire for this project.
- Music Industry Recovery, Incubation, & Tourism
 - Black Fret Seattle
 - Media Production Industry Recovery & Workforce Development
 - ShoreLake Arts
 - Seattle Film Summit
 - Ken Winnick, Consultant at Winnick & Associates/Visual Cognetics
 - Glass Art Festival Tourism and Local Arts Business Incubator / Support
 - Jodie Nelson, Consultant at Press Reign
 - Shoreline Farmers Market
 - Shoreline Farmers Market Association