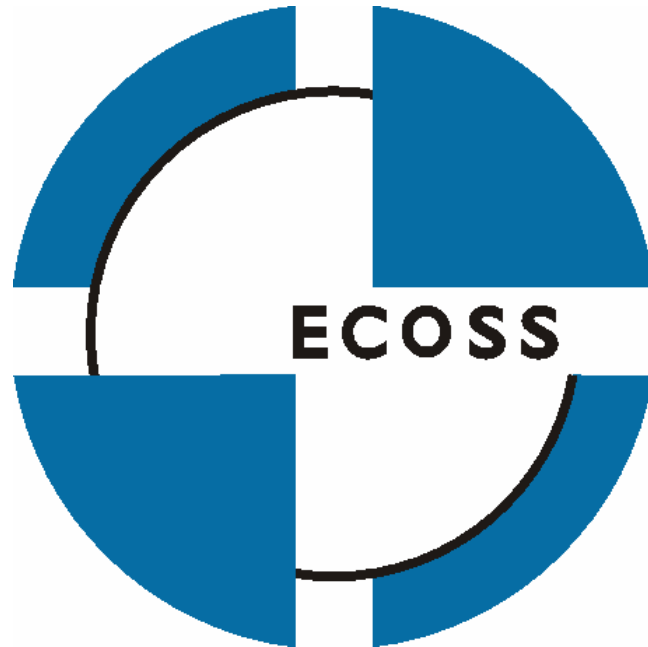


Shoreline Presentation



Environmental Coalition of South Seattle

What businesses and the community say about us...

- *"ECOSS saved us thousands of dollars and months of hassle with help on our storm water plan. ECOSS is an invaluable resource."*
 - Bob Viggers, Manager of Charlie's Produce.
- *"Charlie and ECOSS have managed to develop trust in a group (industrial businesses) that normally doesn't trust anyone."*
 - Terry Seaman, Owner of Seidelhuber Ironworks
- *"ECOSS has played a key role in the community. From the P Patch to the new library, they have been there at every turn"*
 - Nigel Day, Chair of South Park Area Redevelopment Commi



Who is ECOSS?

ECOSS is a 501.c.3 non-profit organization working with Puget Sound businesses and neighborhoods for an environmentally responsible community.

ECOSS provides environmentally-oriented education, technical resources and other services.

We serve as a voice for the community on issues that encourage a clean environment and urban redevelopment.



What does ECOSS have to do with economic development?

- ECOSS works with businesses on Brownfields cleanup, stormwater and chemical pollution prevention and other environmental or regulatory issues.
- Businesses save money, solve problems, and enjoy a better partner in local communities.



ECOSS History

- Established 1994
- Grown from South Seattle to work throughout Puget Sound and even consultation outside of the region.
- Recognized nationally as a unique and successful model.

ECOSS Structure

- 13 member Board of Directors.
- Budget of over \$650,000
- ECOSS receives funds from a variety of sources:
 - Membership (over 75 businesses and 125 individuals)
 - Donations
 - Government grants and contracts
 - Foundation grants
- Programs for both Businesses and Residents



What Programs?

- Business Environmental Program
 - *Environmental Extension Service*
- Multi Cultural Outreach Education Program
 - *Working with the English-as-a-second language residential and business communities*
- Residential/Community Building Program
 - Advocating, raising funds and helping to develop parks, community gardens, murals and libraries
 - Working with families to reduce use of hazardous materials, increase recycling and teach water and energy conservation.

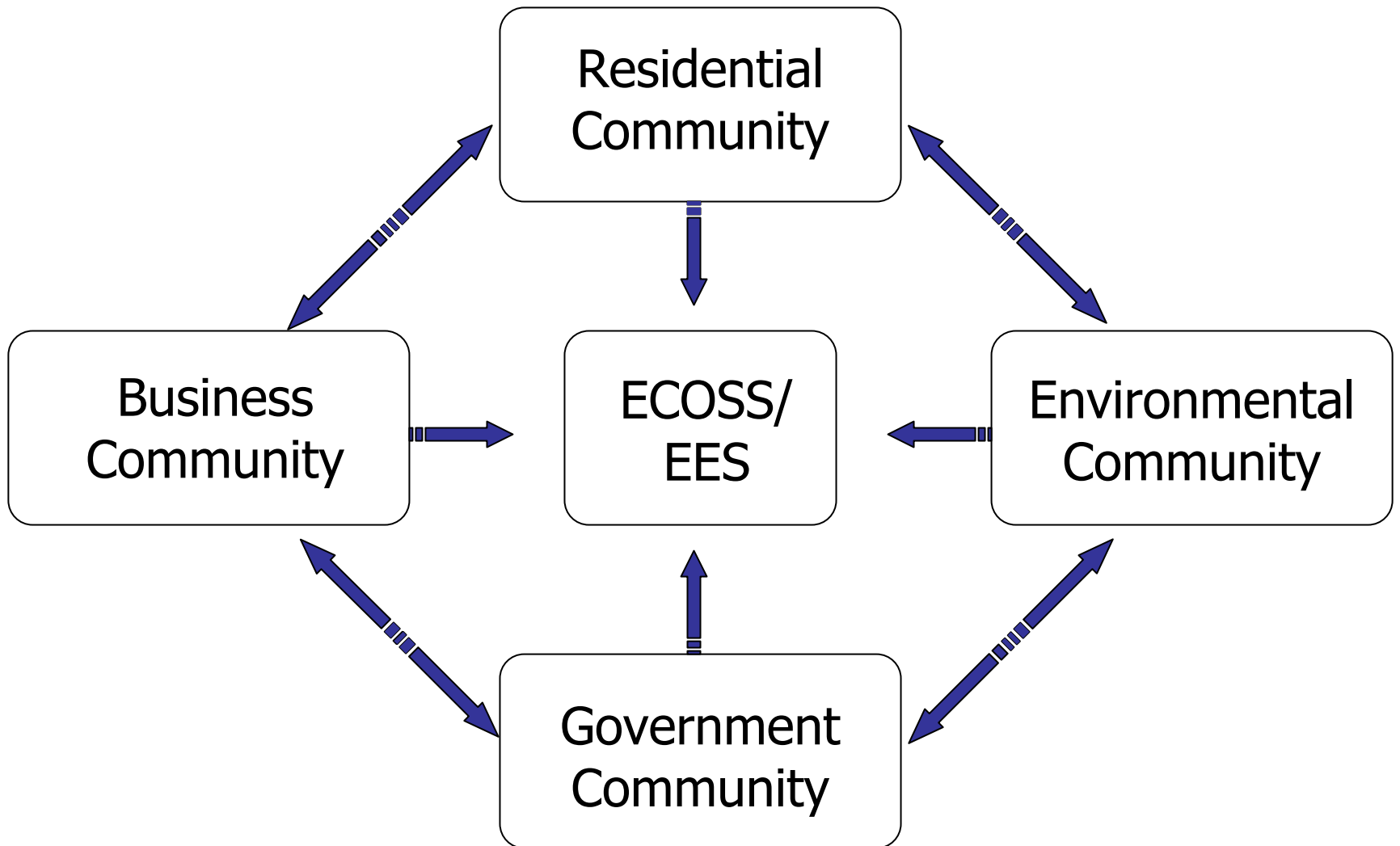


Multi-Cultural Capabilities

- ECOSS Multi Cultural Outreach Team is itself an International Staff
- Working directly in communities
- 6 Languages
 - English, Spanish, Vietnamese, Chinese, Amharic (Ethiopia), and Tigrinian (Eritrea)
 - Now also working with ESL
 - Minority Businesses (different needs and culturally-based ways of doing business)



ECOSS Relationships



Business Program Highlight

Environmental Extension Service (EES)

- Provides free and confidential door-to-door assistance to small businesses, including:
 - Brownfields cleanup & redevelopment program
 - Includes referrals to professional services, state BF revolving loan fund program, and federal grants
 - Pollution prevention
 - Stormwater management
 - Regulation, infrastructure & business development
 - City/county conservation, incentive, & award programs referrals



EES Program Staffing

- Executive Director
 - Charlie Cunniff
- Environmental Extension Agents
 - Emery Bayley - Geologist; Brownfields Program
 - Kevin Burrell - Geologist; Stormwater Pollution Prevention, Business Assistance
 - Al Van Schaik –Environmental Engineer; Hazardous Materials Management, Health & Safety programs
 - Jason McKinney – Industrial Engineer; Business Outreach specialist
 - Alex Anderson – Stormwater and Communications specialist
 - Michele Savelle – GIS Specialist



Pollution Prevention Program

- **Examples of Services**

- Stormwater code compliance assistance
- Free and confidential site assessments
- Outreach/Education through presentations and workshops
- SWPPP assistance and other NPDES issues
- Stormwater pollution prevention training

- **Types of Results**

- Product replacement and process change
- Waste management, handling, & storage improvements
- Develop training for emerging technologies
- Recycling & solid waste issues resolved
- Engineering, consultant & agency referrals



Benefits to Shoreline

- Encourage
 - economic development
 - Save money, grow businesses, promote redevelopment
 - clean technologies
 - environmentally responsible business planning
- Promote a better business climate
- Promote successful interactions with business in advance of regulatory compliance audits (i.e., stormwater issues)
- Promote Shoreline's image through environmental services and through environmental recognition/awards

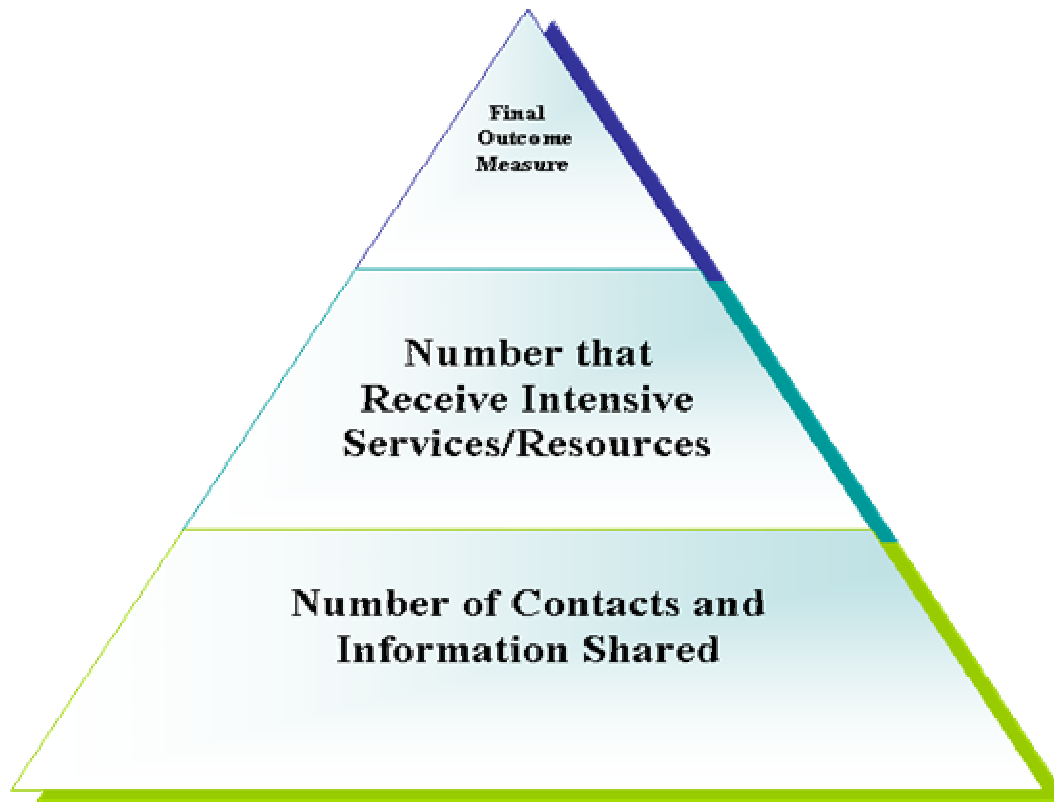


Measurable Results ...

- ECOSS has worked with thousands of businesses and residents over the past eleven years
- ECOSS has helped the business community save millions of dollars in direct savings and avoided costs:
 - Clean up assistance
 - Pollution Prevention
 - Education
 - “Pre-regulatory” audits
 - Training
 - Access to grants and rebates



Success Pyramid



2005 Highlights

- **Spill Kit Program**

- Joint project with Seattle Public Utilities, The Resource Venture
- 430 Seattle businesses served:
- 25% ethnically owned or operated
- All received spill kits/voucher, spill plans, disposal guidelines, training
- Individual service would cost an estimated \$500 - \$1000 each

- **Greening Ethnic Businesses Program**

- 100 Seattle businesses served: Water and energy conservation, recycling, stormwater pollution prevention, and food waste composting



2005 Highlights

- **Automotive Shop Sweep**
 - 400 Tacoma-Pierce County businesses
 - Program in cooperation with Tacoma-Pierce County Health Department
 - Provide stormwater pollution prevention education to auto shops
 - Train businesses on proper spill prevention techniques
- **King County Biodiesel Work Group**
 - Resolve inter/intra-agency regulatory conflicts
 - Educate agencies regarding emerging industry
 - Result will allow biodiesel entrepreneurs to locate new fueling stations under uniform regulations throughout Western Washington
 - Help support the local economy and environment with clean technologies



Why Shoreline?

- Shoreline is ...
 - a quickly growing city, with a burgeoning and diverse business community
 - proud of its environment and at the same time is embarking on an historical beautification program
 - compact enough that targeted programs can be successful
- Shoreline has a vocal environmental community
- Shoreline has many challenges, both economic development and environmental problem-solving



Many Reasons to Choose ECOSS ...

- ECOSS has deep familiarity with the needs of businesses
- ECOSS has a track record of success in assisting government agencies with the business community (11 years experience)
- ECOSS is familiar with the Seattle City Light and Water Saving Partnership rebate programs and can assist businesses in accessing these services
- ECOSS is a non-profit, non-governmental organization
 - As such, we can have a different conversation with the business community and individual businesses
 - Our unique program does not supplant regulatory programs, but helps businesses prepare for the regulators and to access government funding and rebate programs

The Shoreline Pilot Project

- Duration = 5 months (Sept 2005 through January 2006)
- Immediate contact with businesses, for sharing information and problem-solving
- Coordinate services in parallel to Community Capital but require no more than 50% overlap in businesses targeted
- Analysis of published data about the business community to determine segments for services
- Design of a larger, long-term program, including approach, timelines and activity levels
- Estimation of benefits to be achieved
- Potential Add-On = Public Works Department
 - Stormwater Pollution Prevention Education
 - Business Recycling Project

