Markham McIntyre, Director (206) 684-8090

http://www.seattle.gov/economicdevelopment

# **Department Overview**

The purpose of the Office of Economic Development (OED) is to shape an economically prosperous, diverse, just, and resilient city, with the guiding principle that an inclusive economy is more competitive. OED is committed to building an inclusive economy in the City of Seattle by making strategic investments to break down barriers and unlock access to opportunity, which will generate wealth equitably. OED programs focus on the five key pillars of the community-driven Future of Seattle Economy framework, which the City adopted as policy in Resolution 32099: investing in diverse talent and building our workforce, supporting small, women and minority-businesses, building BIPOC community wealth, investing in neighborhood business districts, and growing businesses and key industries.

<b>Budget Snapsh</b>	ot				
		2023 Actuals	2024 Adopted	2025 Proposed	2026 Proposed
<b>Department Support</b>					
General Fund Support		12,070,174	11,460,235	10,335,107	10,758,446
Other Funding - Operati	ing	14,470,732	25,781,034	19,934,512	19,633,741
	<b>Total Operations</b>	26,540,906	37,241,269	30,269,619	30,392,187
	Total Appropriations	26,540,906	37,241,269	30,269,619	30,392,187
Full-Time Equivalents To	otal*	52.00	61.00	63.00	63.00

<sup>\*</sup> FTE totals are provided for informational purposes only. Changes in FTEs resulting from City Council or Human Resources Director actions outside of the budget process may not be detailed here

# **Budget Overview**

The City's 2025-2026 Proposed Budget maintains core services for the Office of Economic Development. The department will continue to invest in the Future of Seattle Economy (FSE) framework. The FSE report, finalized in 2023 and adopted as City policy in Resolution 32099, provides a community-driven investment framework for the City to promote inclusive economic growth. The proposed budget prioritizes strategies and programs that deliver direct impact and that leverage external funding sources, while maintaining operational and staffing capacity necessary to implement these programs. The proposed budget will allow the department to support programming in all five pillars of the FSE framework, and focuses funding in: supporting small, women, and minority-owned businesses; creating BIPOC community wealth, investing in neighborhood business districts, and growing business and key industries.

The General Fund revenue forecast for the City's 2025-2026 Proposed Budget is insufficient to cover all anticipated Citywide costs. General Fund reductions were identified to mitigate this shortfall. To preserve critical City services due to the General Fund deficit, budget adjustments were made in several areas. The proposed budget focuses reductions on scalable programs that allow the department to continue delivering services to community even at reduced funding levels such as grant making programs. Additionally, the proposed budget focuses reductions in workforce development programs, allowing time for the City to complete a cross-departmental assessment of its workforce investments to ensure these investments advance the City's workforce goals and provide desired

outcomes. The impact of these reductions is mitigated by continued investment in workforce development programs by regional partners.

# **Incremental Budget Changes**

Office o	of I	Economic	Develo	pment
----------	------	----------	--------	-------

•	Dollars	FTE
2024 Adopted Budget	37,241,268	61.00
Baseline		
Remove One-Time Items	(18,136,499)	-
Remove One-Time Community Development Block Grant Funding	(1,000,000)	-
Miscellaneous Technical Corrections	-	-
Bargained Annual Wage and Market Wage Increases to Base Budget	1,019,881	-
Citywide Adjustments for Standard Cost Changes	120,923	-
Proposed Operating		
Ongoing Support for Business Community Ownership Fund	2,500,000	-
Ongoing Support for Capital Access Program	2,450,000	-
Ongoing Support for Commercial Affordability Programs	2,431,756	-
Ongoing Support for Neighborhood Capacity Programs	2,067,705	-
Ongoing Support for Technical Assistance Programs	800,000	-
Community Development Block Grant Funding for Tenant Improvement Program	500,000	-
Increase Special Events Staffing	325,000	2.00
Ongoing Support for Language Access and Outreach	200,000	-
One-Time Support for Enhanced Downtown Services as part of the Mayor's Downtown Activation Plan	1,500,000	-
One-Time Support for the Mayor's Downtown Activation Plan	1,011,432	-
One-Time Support for South Downtown Initiatives as part of the Mayor's Downtown Activation Plan	250,000	-
Westlake Park Revitalization Planning and Activations as part of the Mayor's Downtown Activation Plan	250,000	-
Workforce Development Strategic Realignment	(2,716,655)	-
Align Green Economy Programming with Available Resources	(500,000)	-
Abrogate One-Time Funded Positions	-	(1.50)
Proposed Technical		
Ongoing Changes from Current Year Legislation	-	1.50
August General Fund Revenue Adjustment	-	-
Final Adjustments for Standard Cost Changes	(45,192)	-
Total Incremental Changes	\$(6,971,649)	2.00
Total 2025 Proposed Budget	\$30,269,619	63.00

## **Description of Incremental Budget Changes**

#### Baseline

#### **Remove One-Time Items**

Expenditures \$(18,136,499)

Approximately 49% of the Office of Economic Development's 2024 Adopted Budget was added as one-time funding to reflect the department's ongoing development of the Future of Seattle Economy framework in 2022 and 2023. That framework, which OED completed in 2023, was adopted as City policy in Resolution 32099 in 2023. This item removes one-time funding for the commercial affordability program (\$6.8 million), small business development capital (\$2.8 million), Downtown and neighborhood economic recovery program (\$2.6 million), Downtown Activation Plan initiatives (\$2.1 million), Seattle Restored programming (\$1.1 million), Business Improvement Areas program (\$850,000), Business Technical Assistance program (\$800,000), Chinatown-International District supports (\$450,000), miscellaneous administrative supports (\$370,000) and Seattle Jobs Center program (\$250,000). Several of these items are proposed to be partially restored and made ongoing in the 2025-2026 Proposed Budget.

#### **Remove One-Time Community Development Block Grant Funding**

Expenditures \$(1,000,000)

Revenues \$(1,000,000)

For the 2025-2026 Proposed Budget, the Executive removed Community Development Block Grant (CDBG) funds from departments' baseline budgets and reviewed department proposals for use of the federal grant funds for facilities and public services projects. This item removes CDBG funding from the Office of Economic Development's baseline budget. The Tenant Improvement Program invests in a business' infrastructure for growth and sustainability to help businesses stay in their neighborhoods. This item is proposed to be partially restored in the proposed budget.

#### **Miscellaneous Technical Corrections**

Expenditures -

This budget-neutral item makes several technical adjustments to budget at the budget program, detail project, and account levels to align with anticipated actuals.

#### Bargained Annual Wage and Market Wage Increases to Base Budget

Expenditures \$1,019,881

This centrally administered change adjusts appropriations to reflect the Annual Wage Increases and Market Adjustments, as outlined in the agreements between the City and the Coalition of Unions or other standalone Unions, for personnel costs included in this department's baseline budget. This includes increases to salary, FICA, Medicare, retirement, overtime and temporary labor.

#### **Citywide Adjustments for Standard Cost Changes**

Expenditures \$120,923

Citywide technical adjustments made in the baseline phase reflect changes to internal services costs, including rates from the Department of Finance & Administrative Services, Seattle Information Technology Department, Seattle Department of Human Resources, and for healthcare, retirement, and industrial insurance charges for the department. These adjustments reflect initial assumptions about these costs and inflators early in the budget process.

#### **Proposed Operating**

#### **Ongoing Support for Business Community Ownership Fund**

Expenditures \$2,500,000

The General Fund revenue forecast for the City's 2025-2026 Proposed Budget is insufficient to cover all anticipated Citywide costs. A portion of Payroll Expense Tax revenues are transferred to the General Fund. Payroll tax reductions were identified to facilitate this transfer to mitigate the General Fund shortfall. The 2025-2026 Proposed Budget allocates \$31 million in Payroll Expense Tax proceeds in 2025 to support economic development. This item uses payroll tax funding to provide ongoing support for the Business Community Ownership Fund (BCOF) program. This program was previously supported by one-time funding that was removed in the baseline phase and this item makes funding for the program ongoing. The 2024 Adopted Budget included \$3.5 million one-time for this program, while the ongoing funding is \$2.5 million. The BCOF aims to address commercial displacement, empowering small businesses with long-term affordability and ownership of their own commercial spaces to keep them rooted in Seattle neighborhoods or provide a pathway to return to neighborhoods. This is a partnership with the Office of Economic Development and Grow America, which matches City funds dollar-for-dollar through financing and grants.

#### **Ongoing Support for Capital Access Program**

Expenditures \$2,450,000

The General Fund revenue forecast for the City's 2025-2026 Proposed Budget is insufficient to cover all anticipated Citywide costs. A portion of Payroll Expense Tax revenues are transferred to the General Fund. Payroll tax reductions were identified to facilitate this transfer to mitigate the General Fund shortfall. The 2025-2026 Proposed Budget allocates \$31 million in Payroll Expense Tax proceeds in 2025 to support economic development. This item uses payroll tax funding to provide ongoing support for the Capital Access Program (CAP). This program was previously supported by one-time funding that was removed in the baseline phase and this item makes funding for the program ongoing. The 2024 Adopted Budget included \$2.75 million one-time for this program, while the ongoing funding is \$2.45 million. CAP aims to empower underserved businesses by dismantling financial barriers and promoting equitable access to capital. Specifically, CAP provides subsidized financial products leveraging programs offered by Washington State and provides tailored technical support services to businesses.

#### **Ongoing Support for Commercial Affordability Programs**

Expenditures \$2,431,756

The General Fund revenue forecast for the City's 2025-2026 Proposed Budget is insufficient to cover all anticipated Citywide costs. A portion of Payroll Expense Tax revenues are transferred to the General Fund. Payroll tax reductions were identified to facilitate this transfer to mitigate the General Fund shortfall. The 2025-2026 Proposed Budget allocates \$31 million in Payroll Expense Tax proceeds in 2025 to support economic development. This item uses payroll tax funding to provide ongoing support for Commercial Affordability programs. These programs were previously supported by one-time funding that was removed in the baseline phase and this item makes funding for the programs ongoing. Specifically, this item provides \$1.5m for the Tenant Improvement Fund and \$1 million for Seattle Restored. The 2024 Adopted Budget included \$3.8 million one-time for these programs. The Tenant Improvement Program invests in a business' infrastructure for growth and sustainability to help businesses stay in their neighborhoods. Seattle Restored activates vacant storefronts through creativity and commerce and is scaling up a matchmaking strategy and supporting downtown retail strategy.

### **Ongoing Support for Neighborhood Capacity Programs**

Expenditures \$2,067,705

The General Fund revenue forecast for the City's 2025-2026 Proposed Budget is insufficient to cover all anticipated Citywide costs. A portion of Payroll Expense Tax revenues are transferred to the General Fund. Payroll tax reductions were identified to facilitate this transfer to mitigate the General Fund shortfall. The 2025-2026 Proposed Budget allocates \$31 million in Payroll Expense Tax proceeds in 2025 to support economic development. This item uses

payroll tax funding to provide ongoing support for Neighborhood Capacity programs. These programs were previously supported by one-time funding that was removed in the baseline phase and this item makes funding for the programs ongoing. The proposed budget includes \$2.5 million for Neighborhood Capacity programming including the Only in Seattle program and Business Improvement Area supports. The 2024 Adopted Budget included approximately \$5 million in one-time funding for these programs. This item will support business district organizational capacity to foster comprehensive placemaking and place-keeping activities, including the exploration and creation of new business improvement areas.

### **Ongoing Support for Technical Assistance Programs**

Expenditures \$800,000

The 2025-2026 Proposed Budget allocates \$31 million in Payroll Expense Tax proceeds in 2025 to support economic development. This item uses payroll tax funding to provide ongoing support for technical assistance (TA) programs. These programs were previously supported by one-time funding that was removed in the baseline phase and this item makes funding for the programs ongoing. Business TA is a fundamental component of equitable economic development, creating pathways to growth for entrepreneurs who historically have limited access to the resources and capital needed to establish, manage crisis, stabilize operations, and expand. This item will support several technical assistance programs including business operations and development consulting, digital sales access, legal assistance, and in-language business navigation consulting.

### **Community Development Block Grant Funding for Tenant Improvement Program**

Expenditures \$500,000
Revenues \$500,000

For the 2025-2026 Proposed Budget, the Executive removed Community Development Block Grant (CDBG) funds from departments' baseline budgets and reviewed department proposals for use of the federal grant funds for facilities and public services projects. This item allocates CDBG funding to the Office of Economic Development to support the Tenant Improvement Fund program.

#### **Increase Special Events Staffing**

Expenditures \$325,000
Position Allocation 2.00

The 2025-2026 Proposed Budget allocates \$31 million in Payroll Expense Tax proceeds in 2025 to support economic development. This item uses payroll tax funding to provide ongoing support for two additional positions, one Strategic Advisor 1 and one Administrative Staff Assistant, supporting the Special Events function within the Office of Economic Development. This item is necessary to align capacity on the Special Events team with demand for special events permits. This increased staffing is also necessary to respond to anticipated increased demand in the biennium, including for events related to the 2026 World Cup.

#### **Ongoing Support for Language Access and Outreach**

Expenditures \$200,000

The 2025-2026 Proposed Budget allocates \$31 million in Payroll Expense Tax proceeds in 2025 to support economic development. This item uses payroll tax funding to provide ongoing support for language access and outreach supports. These costs were previously supported by one-time funding that was removed in the baseline phase and this item makes funding for the costs ongoing. This item will support equitable communication and outreach strategies for economic development programs, services, and resources provided by the City and partners.

#### One-Time Support for Enhanced Downtown Services as part of the Mayor's Downtown Activation Plan

Expenditures \$1,500,000

The 2025-2026 Proposed Budget allocates \$31 million in Payroll Expense Tax proceeds in 2025 to support economic development. This one-time item provides \$1.5 million in 2025 and 2026 to support the Mayor's Downtown Activation Plan. The Downtown Activation Plan (DAP), announced in June 2023, outlines the Mayor's plan to revitalize and transform Downtown Seattle as the city continues to recover from the impacts of the COVID-19 pandemic. Specifically, this item will allow the department to partner with a neighborhood business organization in Downtown to support cleaning and safety staff, providing supplemental services including litter removal, alley cleaning, graffiti removal, a safe walk service, and outreach to businesses.

#### One-Time Support for the Mayor's Downtown Activation Plan

Expenditures \$1,011,432

The 2025-2026 Proposed Budget allocates \$31 million in Payroll Expense Tax proceeds in 2025 to support economic development. This one-time item provides approximately \$1 million in 2025 and \$575,000 in 2026 to support the Mayor's Downtown Activation Plan. The Downtown Activation Plan (DAP), announced in June 2023, outlines the Mayor's plan to revitalize and transform Downtown Seattle as the city continues to recover from the impacts of the COVID-19 pandemic. Specifically, this item will support public space activations, public space improvements, and a centralized DAP communications strategy.

#### One-Time Support for South Downtown Initiatives as part of the Mayor's Downtown Activation Plan

Expenditures \$250,000

The 2025-2026 Proposed Budget allocates \$31 million in Payroll Expense Tax proceeds in 2025 to support economic development. This one-time item provides \$250,000 in 2025 and 2026 to support the Mayor's Downtown Activation Plan. The Downtown Activation Plan (DAP), announced in June 2023, outlines the Mayor's plan to revitalize and transform Downtown Seattle as the city continues to recover from the impacts of the COVID-19 pandemic. Specifically, this item provides funding for consultant contracts to support South Downtown intergovernmental work, which will include regular convenings of senior-level officials from local, regional, and state-level agencies to align and accelerate major public redevelopments that these agencies are undertaking. This external facilitation is an essential complement to the City's staffing in the Office of Economic Development and the Office of Planning and Community Development supporting initiatives in South Downtown, and supports the unique opportunity to add residential capacity as well as other development in the neighborhood.

# Westlake Park Revitalization Planning and Activations as part of the Mayor's Downtown Activation Plan

Expenditures \$250,000

This one-time item provides funding to support planning and activations related to the Westlake Park revitalization as part of the Mayor's Downtown Activation Plan. The Downtown Activation Plan (DAP), announced in June 2023, outlines the Mayor's plan to revitalize and transform Downtown Seattle as the city continues to recover from the impacts of the COVID-19 pandemic. This item complements Westlake Park revitalization efforts funded in the proposed budget for Seattle Parks and Recreation.

### **Workforce Development Strategic Realignment**

Expenditures \$(2,716,655)

The General Fund revenue forecast for the City's 2025-2026 Proposed Budget is insufficient to cover all anticipated Citywide costs. General Fund reductions were identified to mitigate this shortfall. A portion of Payroll Expense Tax revenues are transferred to the General Fund. Payroll tax reductions were also identified to facilitate this transfer to mitigate the General Fund shortfall. This ongoing item reduces external workforce development programs and

services and realigns the department's focus around sector-specific strategies that support key industry work. Remaining funding, in partnership with King County, will enhance the ability of the Workforce Development Council of Seattle-King County to serve as the regional workforce development backbone organization.

#### Align Green Economy Programming with Available Resources

Expenditures \$(500,000)

The General Fund revenue forecast for the City's 2025-2026 Proposed Budget is insufficient to cover all anticipated Citywide costs. A portion of Payroll Expense Tax revenues are transferred to the General Fund. Payroll tax reductions were identified to facilitate this transfer to mitigate the General Fund shortfall. This ongoing item reduces funding for Green Economy programming within the Key Industries and Workforce Development program. The Office of Economic Development (OED) retains \$500,000 for Green Economy programs to support economic and workforce development strategies identified in the Green Economy Vision and the Citywide Climate Careers Strategy. OED will work with external partners and other City departments to support new programs, policies, and resources to recruit clean energy technology businesses to Seattle, grow new clean technology startup businesses in Seattle, and ensure equitable access to clean energy technology careers in alignment with the Future of Seattle Economy framework and the Mayor's Downtown Activation Plan.

#### **Abrogate One-Time Funded Positions**

Position Allocation (1.50)

This item removes one-time funded positions related to the Generational Wealth Initiative that were transferred to the Office of Economic Development (OED) from the Department of Neighborhoods in the 2024 Mid-Year Supplemental Budget. OED retains funding and position authority for a Strategic Advisor 2 position to support the departments convening role in leading community wealth building programs across the City. The remaining position will support interdepartmental coordination and implementation of community wealth building programs, guided by recommendations in the Department of Neighborhood's Generational Wealth Initiative final report.

#### **Proposed Technical**

#### **Ongoing Changes from Current Year Legislation**

Position Allocation 1.50

This change includes ongoing budget and/or position changes resulting from current year legislation in 2024, including the Year End Supplemental Ordinance.

### **August General Fund Revenue Adjustment**

Revenues \$60,000

This is a technical adjustment to capture centrally projected and forecast General Fund revenue increments for this department.

#### **Final Adjustments for Standard Cost Changes**

Expenditures \$(45,192)

Citywide technical adjustments made in the proposed phase reflect changes to internal services costs, including rates from the Department of Finance & Administrative Services, Seattle Information Technology Department, Seattle Department of Human Resources, and for healthcare for the department. These adjustments reflect final decisions about these costs made during the Proposed Phase of the budget process.

Expenditure Overview							
	2023	2024	2025	2026			
Appropriations	Actuals	Adopted	Proposed	Proposed			
OED - BO-ED-ADMIN - Leadership and Administration							
00100 - General Fund	3,721,374	4,182,390	4,734,884	4,959,263			
14500 - Payroll Expense Tax	332,169	3,480,108	4,480,769	4,118,819			
Total for BSL: BO-ED-ADMIN	4,053,542	7,662,498	9,215,653	9,078,082			
OED - BO-ED-X1D00 - Business Services							
00100 - General Fund	8,348,800	7,277,845	5,600,223	5,799,183			
12400 - Arts and Culture Fund	-	-	-	-			
14000 - Coronavirus Local Fiscal Recovery Fund	5,805,360	-	-	-			
14500 - Payroll Expense Tax	8,333,203	22,300,926	15,453,743	15,514,923			
Total for BSL: BO-ED-X1D00	22,487,364	29,578,771	21,053,966	21,314,106			
Department Total	26,540,906	37,241,269	30,269,619	30,392,187			
Department Full-Time Equivalents Total*	52.00	61.00	63.00	63.00			

<sup>\*</sup> FTE totals are provided for informational purposes only. Changes in FTEs resulting from City Council or Human Resources Director actions outside of the budget process may not be detailed here

<b>Budget Summary by Fund Office of Economic Development</b>					
	2023 Actuals	2024 Adopted	2025 Proposed	2026 Proposed	
00100 - General Fund	12,070,174	11,460,235	10,335,107	10,758,446	
12400 - Arts and Culture Fund	-	-	-	-	
14000 - Coronavirus Local Fiscal Recovery Fund	5,805,360	-	-	-	
14500 - Payroll Expense Tax	8,665,372	25,781,034	19,934,512	19,633,742	
Budget Totals for OED	26,540,906	37,241,269	30,269,619	30,392,187	

Revenue Overview								
2025 Estim	2025 Estimated Revenues							
Account Code	Account Name	2023 Actuals	2024 Adopted	2025 Proposed	2026 Proposed			
322900	Nonbus Lic&Perm-Other	594,798	1,155,000	1,155,000	1,155,000			
331110	Direct Fed Grants	226,232	1,000,000	500,000	500,000			
360020	Inv Earn-Residual Cash	11,934	-	-	-			
360220	Interest Earned On Deliquent A	40	-	-	-			
360300	St Space Facilities Rentals	(350)	-	-	-			
360310	Lt Space/Facilities Leases	-	-	60,000	60,000			
Total Reve	nues for: 00100 - General Fund	832,654	2,155,000	1,715,000	1,715,000			
331110	Direct Fed Grants	5,805,360	-	-	-			
Total Reve Fiscal Reco	nues for: 14000 - Coronavirus Local overy Fund	5,805,360	-	-	-			
Total OED	Resources	6,638,014	2,155,000	1,715,000	1,715,000			

# **Appropriations by Budget Summary Level and Program**

### OED - BO-ED-ADMIN - Leadership and Administration

The purpose of the Leadership and Administration Budget Summary Level is to provide executive, community, financial, human resource, technology and business support to the Office of Economic Development.

Program Expenditures	2023 Actuals	2024 Adopted	2025 Proposed	2026 Proposed
Citywide Indirect Costs	793,855	908,459	964,610	1,008,831
Departmental Indirect Costs	2,388,663	5,992,589	7,403,380	7,142,679
Pooled Benefits	871,025	761,449	847,663	926,571
Total	4,053,542	7,662,498	9,215,653	9,078,082
Full-time Equivalents Total*	17.00	20.00	20.00	20.00

<sup>\*</sup>FTE totals are provided for informational purposes only. Changes in FTEs resulting from City Council or Human Resources Director actions outside of the budget process may not be detailed here

The following information summarizes the programs in Leadership and Administration Budget Summary Level:

#### **Citywide Indirect Costs**

The purpose of the Citywide Indirect Costs program is to fund internal services costs originating from outside of the department such as allocated costs from the Department of Finance and Administrative Services and Seattle Information Technology Department.

	2023	2024	2025	2026
Expenditures/FTE	Actuals	Adopted	Proposed	Proposed
Citywide Indirect Costs	793,855	908,459	964,610	1,008,831

#### **Departmental Indirect Costs**

The purpose of the Departmental Indirect Costs program is to fund costs associated with management of the department. This may include personnel costs related to department leadership and administration or other administrative costs such as external rent and operating supplies or services.

	2023	2024	2025	2026
Expenditures/FTE	Actuals	Adopted	Proposed	Proposed
Departmental Indirect Costs	2,388,663	5,992,589	7,403,380	7,142,679
Full Time Equivalents Total	17.00	20.00	20.00	20.00

#### **Pooled Benefits**

The purpose of the Pooled Benefits program is to fund department costs associated with health and dental insurance, workers compensation, and unemployment insurance contributions.

	2023	2024	2025	2026
Expenditures/FTE	Actuals	Adopted	Proposed	Proposed
Pooled Benefits	871,025	761,449	847,663	926,571

### OED - BO-ED-X1D00 - Business Services

The purpose of the Business Services Budget Summary Level is to promote economic development in the City.

Program Expenditures	2023 Actuals	2024 Adopted	2025 Proposed	2026 Proposed
Business Services	22,487,364	29,578,771	21,053,966	21,314,106
Total	22,487,364	29,578,771	21,053,966	21,314,106
Full-time Equivalents Total*	35.00	41.00	43.00	43.00

<sup>\*</sup>FTE totals are provided for informational purposes only. Changes in FTEs resulting from City Council or Human Resources Director actions outside of the budget process may not be detailed here