



Economic Development Office

Targeted Support Program

Attracting outside businesses to the Tri-City region with free service



“This program is a tremendous deal for everyone involved. Community leaders competing to draw new businesses to the Tri-Cities get one more ace in their deck of incentives. Businesses locating in the Tri-Cities get a substantive opportunity to take advantage of the resources of a national laboratory. PNNL can demonstrate to the private sector the value of government-sponsored research and development and technologies available for commercialization. The Laboratory also has an opportunity to support our community and the local economy.”

– Gary Spanner, Pacific Northwest National Laboratory

What it's all about

Pacific Northwest National Laboratory's (PNNL) Targeted Support Program (TSP) is a standing offer to any technology-based firm that makes a credible public announcement to locate in eastern Washington's Tri-Cities region. Once the company announces its plans to move, the TSP may provide the potential newcomer three staff-hours of PNNL support for each permanent, full-time job brought to the community. Jobs must pay "family wages" of \$39,000 or more annually to qualify. A participating company also is eligible for one staff-week of additional laboratory support annually under PNNL's Technology Assistance Program.

The TSP, sponsored by the U.S. Department of Energy (DOE), is a part of PNNL's economic development programs, which are designed to support technology-based economic development locally and across the nation.

TSP at-a-glance:

- **Purpose:** Serve as an inducement for industrial recruiting to the Tri-Cities by providing free access to PNNL resources in proportion to the number of jobs created.
- **Jobs targeted:** Permanent, full-time, family-wage (\$39K or more per year)
- **Sectors:** Technology-based or manufacturing; must not be Hanford-related
- **Location:** Must locate within a 50-mile radius of PNNL. Companies locating in the Tri-Cities Research District are eligible for this program.

How does the TSP work?

The TSP is separate from—and in addition to—the staff-week of technical services already available to businesses from PNNL through the Technology Assistance Program. These services could range from finding or developing new equipment, or characterizing exotic materials. If the work supports a technology company and isn't readily available from a local business, PNNL may be able to help out.

Here's a hypothetical example of how the program works:

An outside composites manufacturing company is looking to set up a plant in the Tri-Cities that will employ 100 workers. The company makes a public announcement of its plans. PNNL then offers 300 staff-hours to help design sustainability into the new facility using the TSP.

What the TSP offers

- **PNNL benefit:** supports DOE's mission to provide leadership and resources to advance the economic development of its national laboratory communities.
- **Company benefit:** delivers a competitive advantage and substantive incentive to companies considering the Tri-Cities region as a new home.
- **Community benefit:** leverages PNNL's capabilities and resources to attract companies to the area in a way that supports economic diversification and strengthens the local job base.

Are you ready for the TSP?

If you're looking to locate your business in the Tri-Cities Region, contact PNNL's Economic Development Office (EDO) for more information on the TSP and the unique benefits it could provide your company. The EDO has helped hundreds of technology businesses develop products, acquire new customers and contracts, get access to funding sources and strategic partners, and secure specialized facilities and staff.



A little about the Tri-Cities

Located just hours from Seattle, WA and Portland, OR, the Tri-Cities area is surrounded by beautiful desert landscape connected by the Columbia, Snake, and Yakima rivers. The region offers a multitude of recreational, cultural, and historical activities. The area is known for its premier golf courses, award-winning wineries, unique shopping, sunny weather, and abundant outdoor and water recreation.

For more information, contact:

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