



2020

TWISPPWORKS ANNUAL REPORT

As we lean hopefully into 2021, we want to take a moment to thank you for your support and inspiration through a challenging 2020 and provide you a summary of what we accomplished together. There is not a single aspect of our personal, family, work, and community life that was not impacted by the Covid-19 pandemic. In addition to the global challenges brought on by the pandemic, the Methow Valley experienced an influx of new residents and visitors, stemming from our desirable rural location and our robust tourist economy.



BUSINESS SUPPORT
TwispWorks.org

As the pandemic took hold in metropolitan areas and telework became more commonplace, we saw unique challenges to our community through the lens of our limited infrastructure and resources. Access to healthcare and broadband, a lack of affordable housing and childcare, and the impacts on our climate and environment are all critical topics that play a huge part in the economic vitality of our Valley. TwispWorks is a strong advocate and leader in these efforts, but early in the year, we realized our most significant impact would be ensuring the survival of our small businesses as they grappled with extended closures, capacity limits, adapting to evolving health and safety guidelines, and the financial impact to their businesses. For this reason, TwispWorks became laser focused on supporting our local business community to ensure that they came out of the pandemic stronger and more resilient. This report will highlight key initiatives undertaken in 2020 to help our local business community.

METHOW INVESTMENT NETWORK

The Methow Valley Investment Network celebrated its third year of operations and while traditional in-person meetings and pitch nights were not able to be held in 2020, the program welcomed seven new investors and five new funding opportunities were brought to investors. Managed by TwispWorks, the Methow Investment Network connects people wanting to invest in the local economy with businesses needing capital to start or grow. Since its inception, the Methow Investment Network has channeled more than \$3M in loans to local businesses.

SHOP LOCAL

As more people began to rely on home delivery services, our local businesses needed new ways to get people to shop locally. In May, TwispWorks in partnership with the Methow Valley Conservancy brought back the Spend a Ben campaign. Hundreds of community members signed a pledge to spend \$100 or more at local businesses. The SpendBenMethow.org Website provided links to eCommerce sites for dozens of businesses operating in the Methow Valley.

Timed with the holiday shopping season, TwispWorks and the Twisp and Winthrop Chambers of Commerce kicked off the #WhatLocalLooksLike marketing campaign. Shoppers were asked to send in a picture of themselves buying local products. Each week a lucky handful of entrants won \$100 gift certificates redeemable at local restaurants and markets.



A FOCUS ON HELPING OUR BUSINESS COMMUNITY

As the first shut down went into effect, TwispWorks began reaching out to local businesses and sole proprietors. In this process, we created the first-ever comprehensive database of businesses from Mazama to Pateros. Using a case worker model of support, during the first three months of pandemic, we had more than 1,500 unique interactions with each of the more than 500 businesses located in the Methow Valley. On the TwispWorks Website we created a repository of up-to-date information and guidance for businesses navigating the pandemic and began publishing a regular eNewsletter ensuring businesses received ongoing updates and access to resources. We also actively partnered with the Winthrop and Twisp Chambers of Commerce and the Okanogan County Economic Alliance to ensure consistent and clear guidance were widely publicized.

Through TwispWorks targeted outreach, we connected local businesses to nearly \$10M in relief and recovery support.

But as critical as this work was, in the process we also found an urgent, unmet need facing many business owners who needed a safety net while they waited for unemployment checks or loan requests to be fulfilled. We also discovered businesses who did not qualify for other types of aid.

SMALL BUSINESS EMERGENCY GRANT PROGRAM

Last May, in partnership with the Methow Valley Long Term Recovery Organization, TwispWorks launched the Methow Valley Small Business Emergency Grant program. The ability to scale this program relied on local members of the community providing financial support, and you came through!



Thanks to community donors, TwispWorks was able to provide grants of \$1,500 to 48 businesses who had immediate needs not being met by existing programs. With local businesses still feeling the impacts of the pandemic, the Methow Valley Small Business Emergency Grant program will continue in 2021.



Motive Yoga used their \$1,500 grant to move their classes to an online platform.



Twisp Daily Art and Business Supply was able to keep their employee on payroll until the store could re-open with new health and safety measures.



North Cascades Mountain Hostel was able to pay 2 months of bills during a time where they were unable to welcome guests.

For more stories or business who secured grants, visit our Website: twispworks.org/small-business-emergency-grant/

FINANCIALS

2020 INCOME
\$947,981

RENTS 28%
PROGRAMS 9%
PPP FORGIVENESS 5%
GENERAL GRANTS 28%
INDIVIDUAL DONATIONS 18%
NET LOANS* 12%

*Includes SBA Emergency Loan

2020 EXPENSES
\$656,690

PERSONNEL & BENEFITS 53%
ADMIN & FUNDRAISING 3%
PROGRAMS 9%
SMALL BUSINESS EMERGENCY 11%
FACILITIES 24%

THANK YOU!

While 2020 was a challenging year, our community showed itself to be compassionate, inclusive, and committed to emerging from the pandemic stronger and more resilient. Thanks to our staff, campus partners, our board of directors and all our volunteers and supporters who care about the economic and cultural vitality of the Methow Valley.

TWISPPWORKS CAMPUS: A HUB OF ACTIVITY

Construction was completed on the 1,000 sqft Performing Arts Pavilion located on the Community Plaza in the heart of the TwispWorks campus. The Pavilion provides a venue for arts and cultural programming with state-of-the-art lighting and sound and will be available to area nonprofits to deliver free programming including theater and dance performances, live music and art exhibitions. TwispWorks will also schedule arts and cultural programming and host community events.



Methow Valley School's Independent Learning Center (ILC) expanded their operations into what had been a residence next to their home in TwispWorks' Bunk House. The expansion allowed them to increase the number of students and types activities the students can participate in. Students have nicknamed their new facility "the Tree House" and enjoy its cozy setting among the pine trees on Lincoln Street.



Methow Valley Goods, a retail holiday pop-up store operated seasonally by TwispWorks to sell locally made goods re-opened on the TwispWorks campus in November, this time as a year-round retail operation. The store is part of TwispWorks Methow Made program and operates 6-days/week. This past year, Methow Valley Goods proved to be a critical sales opportunity for artists, makers, and producers who lost important holiday sales opportunities due to the cancellation of bazaars and markets.



Campus partner eqpd, made a major change early in the pandemic when the need for personal protective equipment (PPE) was in short supply. Owner Jonathan Baker retooled his manufacturing operations and went from making their iconic LastBags to focus instead on mask production. More than 20,000 masks were provided to healthcare providers and sold to the public in 2020 and mask production continues!

The OSB Taproom moved across the TwispWorks parking lot to its new home next to their brewing facility. The Taproom, which includes large windows and glass garage doors, looks out on the new Performing Arts Pavilion--the perfect place to enjoy a beverage while observing performances in the Pavilion.



TwispWorks and the Methow Valley School District expanded vocational opportunities for high school students by delivering a new Automotive Tech Program for the 2020/2021 academic year. Operating out of a refitted garage on the TwispWorks campus, the Automotive Tech Program provides students with hands-on learning in a garage setting as well as classroom instruction. The program is an opportunity for students to learn valuable skills leading to living wage jobs while also providing local automotive-based businesses a pipeline of qualified candidates.



TWISPPWORKS WELCOMED 4 NEW PARTNERS

Heron Craft offers a wide variety of woodwork including furniture, timber frames, and carving.



FORK Food Truck makes Asian inspired salads and American standards like burgers and hand-cut fries changed ownership and is now operated by Patrick Law.



Masha Falkov is an artist working in digital media, lampworked glass, and ink.



Artist and jeweler **Grace Ashford** joined her mom, Sara, as part of Culler Studio.



HONORING MARY KIESAU



Last April, the Methow Valley lost longtime resident, artist and naturalist, Mary Kiesau. In recognition of the impact she had as a TwispWorks Board member and in our community, we launched the Mary Kiesau Community Fellowship Fund held at the Community Foundation of North Central Washington. The Fund supports the independent projects of artists, photographers, and naturalists working to further their own creativity, professional development, and the community's connection to the land, art, and each other.

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