

Business Retention Strategy

- Goal
 - Retain and grow all Kirkland-based businesses
- Personnel
 - Duncan Milloy serves as Kirkland's Business Retention Consultant
 - 25 years of experience as a management consultant, wireless telecom marketing executive and college professor
 - Partnership of City and Chamber

Business Retention Strategy (cont'd)

- Principal Methods
 - One-on-one consulting services in key areas:
 - Real estate searches/expansions/relocations
 - Business planning
 - Permitting, code & regulatory compliance
 - Monthly business orientation seminars
 - Referrals to other business support organizations
 - Special projects
 - Juanita Village parking study
 - 85th Street appraisal interface
 - Industry sector analysis on home based businesses

Business Retention Strategy (cont'd)

- Renewed focus on preventing real estate related departures from Kirkland
 - At risk tenants identified
 - NWProperty.net and internal databases consulted for available properties
 - Obtain property owner permission to assist tenants who will be displaced by redevelopment activity
 - Reviewing existing zoning to identify possible revisions to commercial zones
 - Regular updates to City Councilmembers