



Meeting Highlights

July 9, 2008
Woodmark Hotel
7:30–9:30 a.m.

Program: IT Cluster in Kirkland

IT Real Estate Chris Hughes, Principal, Pacific Real Estate Partners, Inc. (hand out)

- IT office spaced in demand
 - 30,000 sq. ft
 - FLEXIBLE space
 - Power capabilities
 - Parking
- Class A Office Buildings do very well and there is a shortage of those in Kirkland
- Overall, eastside office real estate in a healthy market

IT Job Market Bill McSherry, Director of Economic Development, Puget Sound Regional Council (power point)

- WA State mostly highly educated workforce, but 34th in degree output
- Therefore:
 - Most high tech workers are being educated outside of the state – ie. Highly educated workers are transplants
 - Washington state residents not being trained for the jobs that are here.
- Results:
 - As other cities and regions campaign to keep their educated workforce in state/in city, WA at a competitive disadvantage.

Business Case David Despard, Senior VP of Global Professional Services, I.B.M. (power point)

- Thanked Seattle University Graduate Students, Jesse Nelson, Jessica Saavedra, Dale Carmand, and Peter Dietrich for their research contributions.
- Kirkland's IT sector grown over the past two years, because of the unique qualities of the City and efforts to attract IT companies
- If Kirkland does not maintain the things that draw IT companies here ('Coolness' (downtown amenities), Kirkland will not get new IT businesses locating here
- Examples of mixed use development like Parkplace need Roundtable support

Peter Quinn, Executive Director, NWEN (hand out)

- Survey of start up businesses linked, collecting data
- Preliminary results (18 respondents) seem to confirm many of the business case findings

Communication Tools Update

Ethan Yarbrough, President, Allyis

- Communication tool is still in discovery stages
- Not much use
- Exploring other communication tools such as blogging, twitter, dig, bookmarks, linkedin

Updates/Next Steps

Dave Ramsay, City Manager, City of Kirkland

- City 2009-2010 Budget cycle is very challenging
- 3 pronged effort – move funds internally, reduce services and increase revenue
- Looking at the possibility of a new business head tax – Ellen and Dave will be setting up meetings with Roundtable members to discuss individually
- **GROUP RESPONSE/SUGGESTIONS** – communication and information key
 - Clear justification and explanation about budget situation needed for businesses to support the idea of head tax
 - As long as it is still better financially than the taxes that businesses would have to pay in nearby cities, should not result in businesses leaving.
Ie- maintains incentive for keeping business in Kirkland
 - Clear articulation of Roundtable opinion on Parkplace needed to be disseminated to neighborhood associations
 - Identify costs of losing or reducing Parkplace development –link that Parkplace could help fill
 - Link between IT cluster growth is good change that will help support the community and combat loss of budget service cuts (an undesired change)

Please Save the Date!
Kirkland Business Roundtable Next Meeting
Wednesday, October 8, 2008
7:30am – 9:30am