

Kirkland Business Roundtable

Evergreen Hospital Medical Center

7:30-9:30 a.m.

January 10, 2007



Welcome

Mayor Jim Lauinger

- Welcome to the second meeting of the Kirkland Business Roundtable.
- We are convening at Evergreen Healthcare thanks to the generosity of Steve Brown, CEO.
- The hospital development is leading the revitalization of Totem Lake.
 - An urban village is planned for the current mall site.
 - A 3 million square foot office park is proposed for west of I-405 (Parmac).
- In the most enterprising effort yet, the City of Kirkland is contributing 18 million toward infrastructure and common areas enhancements.
- Innovative economic development strategies entertained here!
 - We value and look forward to your input.



Remarks

Dave Ramsay, City Manager

2007 Business Roundtable Work Plan

- Workforce attraction, retention, and development
- Green Kirkland*
- Creating an Entrepreneurial Environment
- Real Estate Products

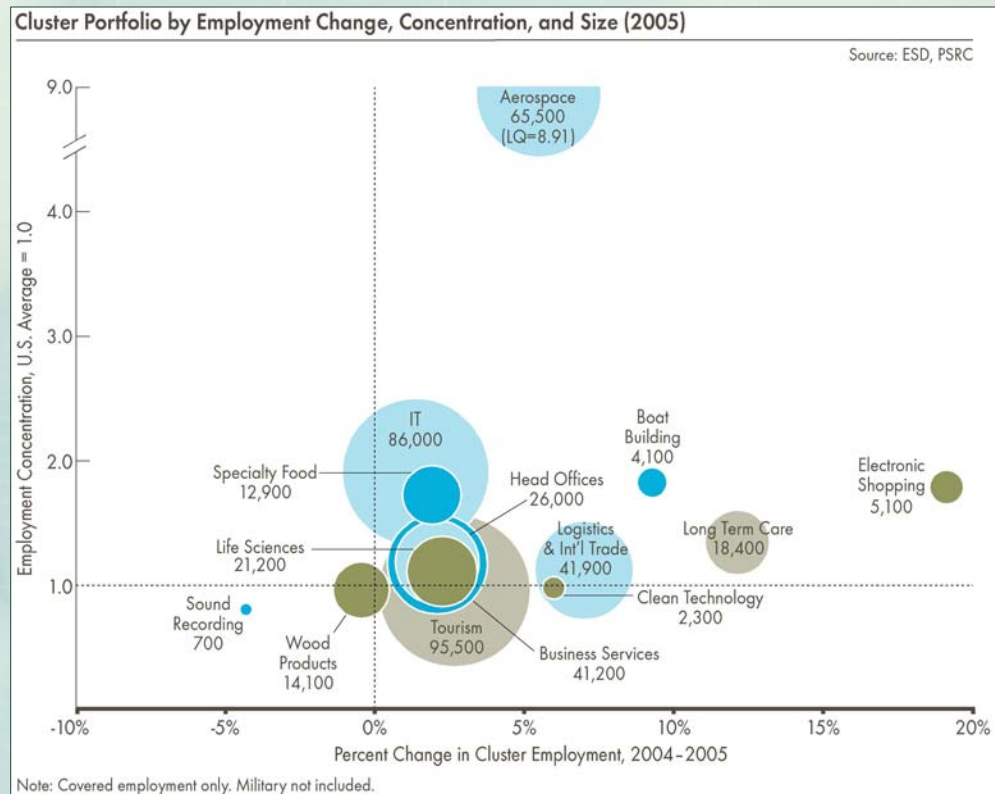
* Sustainable September—Brenda Nunes



Clusters Revisited

Ellen Miller-Wolfe, Economic Development Manager

Cluster Portfolio by Employment Change, Concentration, and Size



Clusters Revisited

Ellen Miller-Wolfe, Economic Development Manager

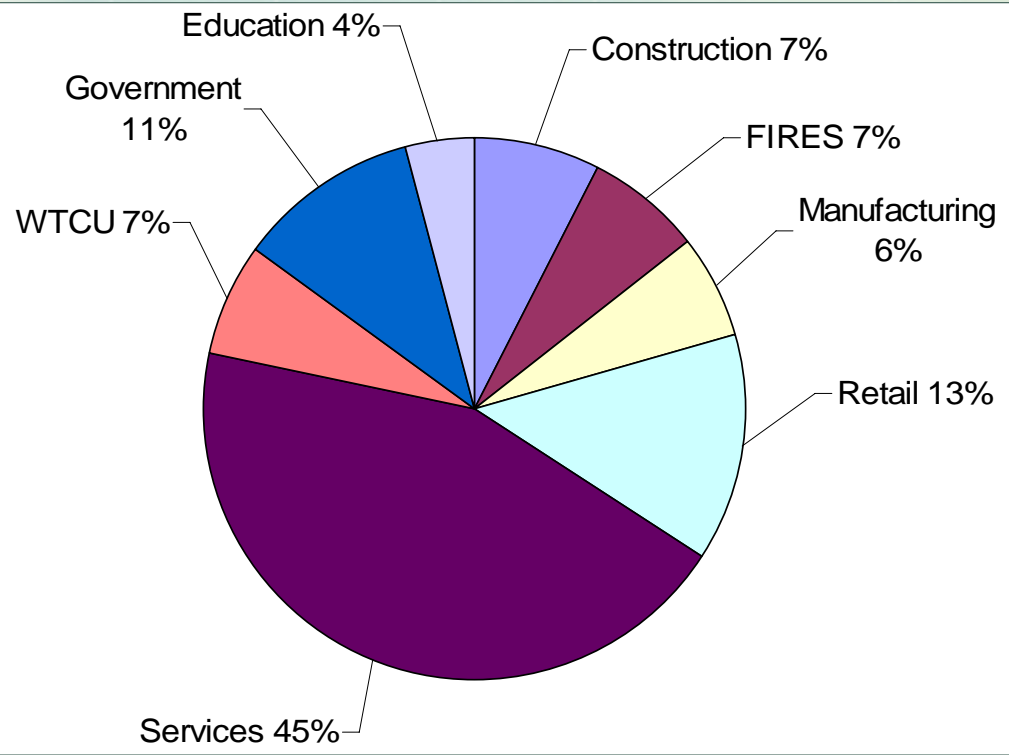
- Dynamic clusters bring money from outside into the economy; compete locally and nationally; use specialized local suppliers; access advanced training and research; have highly developed networks (social capital); and collaborative and supporting institutions.
- Supporting institutions offer capital, research, workforce development, quality business climate—reasonable taxes, transportation, affordable housing.
- Cluster initiatives like the Kirkland Business Roundtable can create partnerships between business, government, and universities to promote cluster competitiveness and growth.
- This morning we are talking about a key ingredient to competitiveness—a skilled workforce.



Regional Employment Snapshot

Ellen Miller-Wolfe, Economic Development Manager

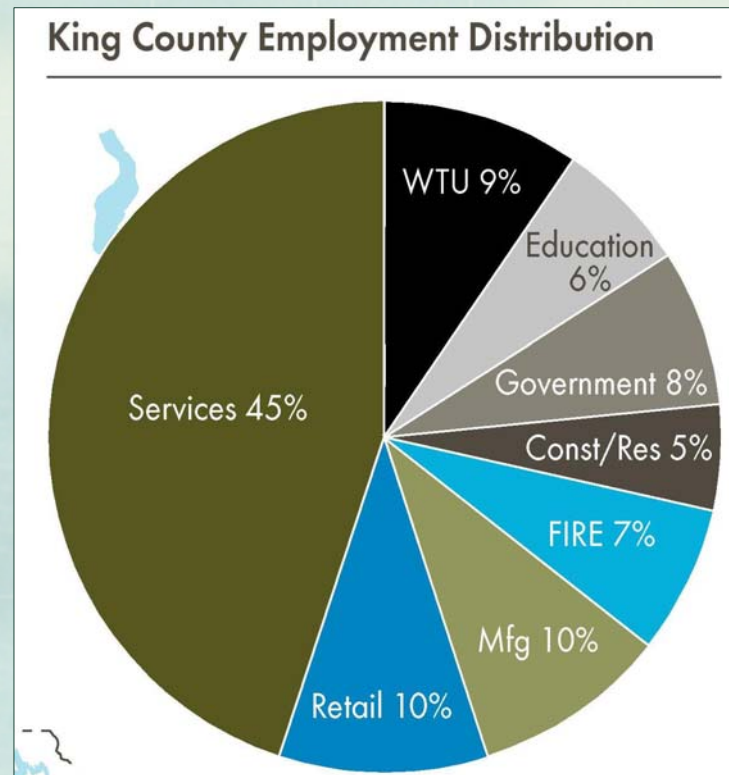
Kirkland's Employment by Industry (Employment 30,865)



Regional Employment Snapshot

Melissa Acton, CEO, Chameleon Technologies

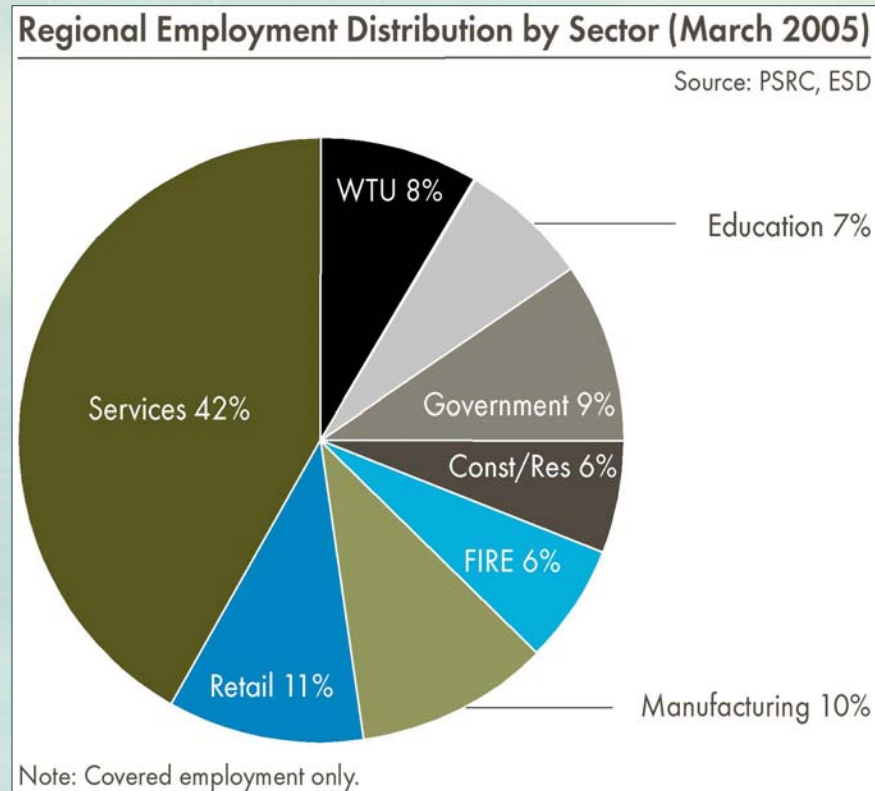
King County Employment Distribution



Regional Employment Snapshot

Melissa Acton, CEO, Chameleon Technologies

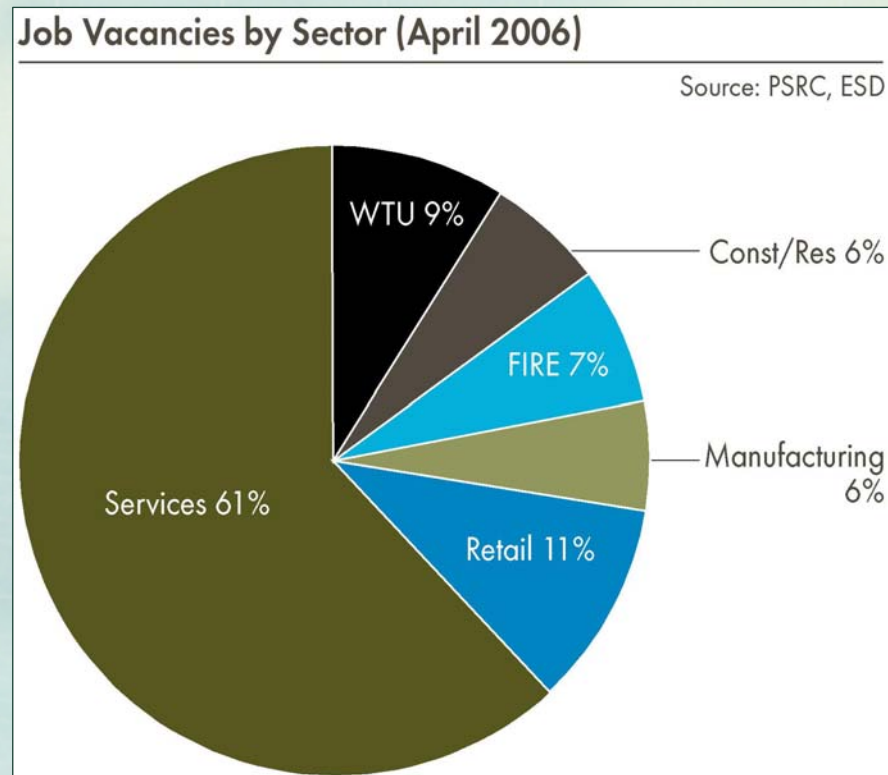
Regional Employment Distribution by Sector



Regional Employment Snapshot

Melissa Acton, CEO, Chameleon Technologies

Job Vacancies by Sector



Regional Employment Snapshot

Melissa Acton, CEO, Chameleon Technologies

Chameleon Job Trends Findings:

- It's a candidate-driven market.
- There is an increasing need for remote workers.
- Companies are cautious about adding desks.
- Companies are looking for people with refined skill sets.
- There is an emphasis on diverse workplaces.

Panel #1: Business Perspective on Recruitment and Retention

- Katherine Gibons, Director, HR, Evergreen Healthcare
- Christopher Krueger, Senior Recruiter, Google
- Marianne Ransom, Director, HR and Operations, Codesic

Panel #2: Improving Productivity—Tools Offered by Local Higher Education Institutions

- Dave Cunningham, M.Ed., Dean, Workforce and Economic Development, Lake Washington Technical College
- Gary Mahon, Director, Technical Management MBA, University of Washington

Improving Productivity

Dave Cunningham, M.Ed., LWTC

Company Research & Implementation Phase

1. Company perspective workshop—“ *What new productivity improvement developments are called for?*”
2. Employee professional development survey
3. Department heads professional development survey
4. Company-wide professional development assessment
5. Productivity improvement recommendations
6. Professional development implementation
7. Productivity improvement assessment—90 day follow-up

Improving Productivity

Dave Cunningham, M.Ed., LWTC

Local Education and Training Resource

- 37 programs of study and over 100 degree and certificate options within our 5 divisions
- Industry clusters served:
 - Health Care & Fitness
 - Information Technology
 - Gaming
 - Business Services
 - Manufacturing
 - Transportation
- 3000 students per year—on average
- Day and evening schedules
- On-line course offerings

Improving Productivity

Dave Cunningham, Dean, Workforce & ED, LWTC

Some Business Services

- Redmond Campus Corporate Learning Center
- Professional Development
- Job Skills Training
- Customized Training option for incumbent workers
- Training Needs Analysis for productivity improvement
- Program advisory opportunities
- Focused industry support (e.g., Clean Energy)
- Faculty-Executive exchange
- English as second language classes—all levels
- Adult Basic Education instruction

Improving Productivity

Dave Cunningham, Dean, Workforce & ED, LWTC

Global Outcomes for All Students

- Common core skills developed in every program include:
 - Critical thinking & Problem solving
 - Communications
 - Team work
 - Global and cultural awareness
 - Information Literacy
 - Technical Literacy

Improving Productivity

Gary Mahon, Director, Technical Management MBA, UW

The UW in Kirkland

- Located at LWB & SR-520
- Technology Management MBA
- Evening/weekend program for working professionals
- Enrollment up 50% over past three years



Improving Productivity

Gary Mahon, Director, Technical Management MBA, UW

The UW in Kirkland

- Non-degree training
- Leadership, marketing, finance, negotiations, economics, project management, strategy, et. al.
- Open enrollment offerings
- Company-specific custom training



Next Steps

