



Investments



Totem Lake
2nd Symposium

Cross Kirkland Corridor— Founders Club Update



Cross Kirkland Corridor

- A 5.75 mile segment of the Eastside Rail Corridor, owned by the City of Kirkland.
- Connectivity to schools, parks, businesses and neighborhoods.
- Reflects upon Kirkland's commitment to balanced transportation, economic development, and parks, open spaces and recreational services.



Founders Club

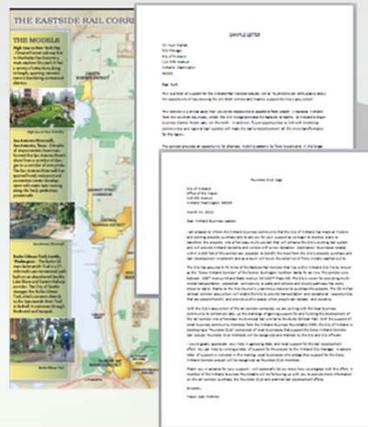
- More than 60 businesses with over 10,000 employees border the corridor in Kirkland.
- A coalition of Kirkland businesses, called The Founders Club, connecting with other businesses to grow support for the Cross Kirkland Corridor.

Cross Kirkland Corridor— Campaign Approach



1 Campaign Package Finalized.

- FAQ Document Authored & Published.
- Brochure Finalized.
- Mayor's Letter Drafted.
- Sample Letter of Support from Founders Club Member Drafted.
- Recognition Letter Response Back to Founders Club Member Drafted.

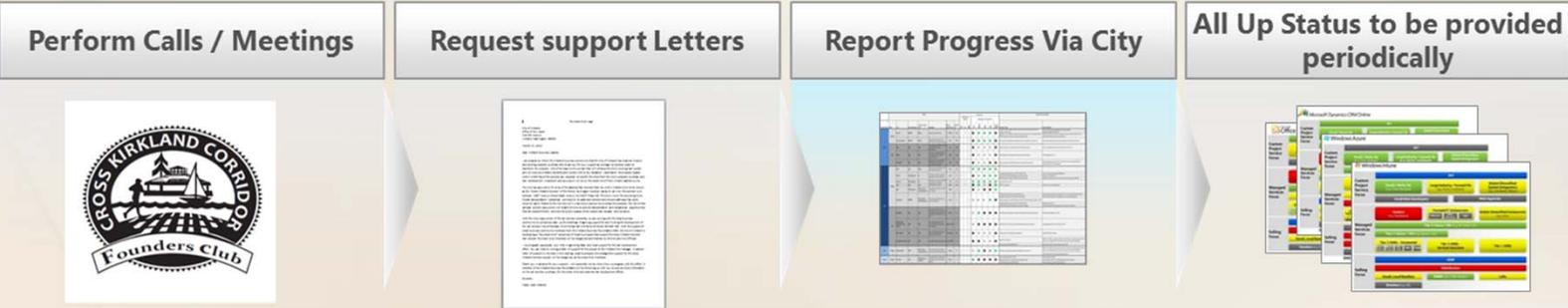


2 Help Needed: Sign up for Remaining Accounts.

- Business allocated a point of contact.
- Additional businesses: **ASK** – Get involved (please)!

MAP #	BUSINESS NAME	KEY PERSON	EMPLOY. ADDRESS	PHONE	CONTACT	WEBSITE	EXEC ID#
1	1000 WILSON BLVD	David	1000 WILSON BLVD	408.227.1111	David	www.1000wilson.com	
2	1000 WILSON BLVD	David	1000 WILSON BLVD	408.227.1111	David	www.1000wilson.com	
3	1000 WILSON BLVD	David	1000 WILSON BLVD	408.227.1111	David	www.1000wilson.com	
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3 Execute, Wash, Rinse & Repeat.



Evergreen Health



Evergreen Health



Lake Washington Institute of Technology

- **Allied Health Building opened Fall 2011**
 - \$35 million, 83,000 square feet
 - Classrooms, labs, offices & clinical facilities
 - IPZ medical device incubator site



Manufacturing

- **DeYoung Mfg., Inc.**
 - Successful maker of custom magnetic products has been in Totem Lake since 1984.



Manufacturing

- **Pathway Medical Technologies**
 - Medical device maker acquired by Medrad in 2011, operation remains in Totem Lake.

ENERGIZE
PAD TREATMENT

UNLEASH THE POWER
CALCIUM HAS MET ITS MATCH

JETSTREAM NAVITUS™

Enhanced Performance.

- Highly Effective Therapy for Calcium and CTOs
 - Unsurpassed differential cutting effectiveness
 - Front end cutting
- Active Aspiration**
 - The ONLY atherectomy device with this safety feature
 - Reduces potential for distal embolization
- Improved Performance in Tortuous Anatomy**
 - Shortened coupler designed for optimized flexibility

Shortened Coupler Design
Reduced by 44%

Ease of Use.

- Enhanced Guidewire Performance***
 - Smooth coaxial guidewire movement
- Single Device Solution**
 - Expandable blade technology enables treatment from SFA to below the knee
 - Treat all lesion morphologies
- Short Procedure Times**

Data on file at Pathway Medical.

ATHERECTOMY & THROMBECTOMY

Manufacturing

- **Macro Technologies**
 - Maker of industrial products for compressed and cryogenic gases relocated to bigger facility in 2010.



Manufacturing

- **Silicon Designs**
 - Producer of high accuracy industrial grade MEMS capacitive accelerometers.
 - Relocated to Totem Lake from Issaquah.



Manufacturing

- **Astronics**

- Designs and manufactures innovative, high-performance electrical power generation, control and distribution systems for the global aerospace and defense industries.
- Relocated to Totem Lake from Redmond.



Manufacturing

- **Nabtesco**
 - Manufactures flight control systems for the global aerospace industry.
 - Relocating to Totem Lake from Redmond.



Retailing

- **Kirkland Warehouse District**
 - Tasting room for Northwest Cellars, Skylite Cellars, and Waving Tree Winery.



Retailing

- **My Home Furniture & Decor**
 - Relocated to become the anchor tenant at Totem Lake Malls in Summer 2012.



Retailing

- **24 Hour Fitness**

- Relocating to Totem Lake Malls near My Home Furniture & Décor in 2013.



**SPRING FORWARD
AND INTO FITNESS**



**TRY ANY CLUB
FREE FOR 7 DAYS**

WHAT YOU GET:
WORK OUT AT ANY OF OUR 400+ LOCATIONS
TRY ONE OF OUR MANY FUN GROUP EXERCISE CLASSES
NO APPOINTMENT NEEDED
ABSOLUTELY NO SALES PRESSURE

Retailing

- **LA Fitness**
 - Opened Fall 2012 at former Joe's Sports and Outdoor site.



Retailing

- **Rairdon's Fiat of Kirkland**
 - Opened Spring 2011.



Retailing

- **Toyota of Kirkland**

- \$20 million state-of-the-art new construction.
- 30 additional employees for total of 160.
- Annual sales projected at \$110 million:
 - New car sales of 1,900 units annually
 - Used car sales of 1,500 units annually



Retailing

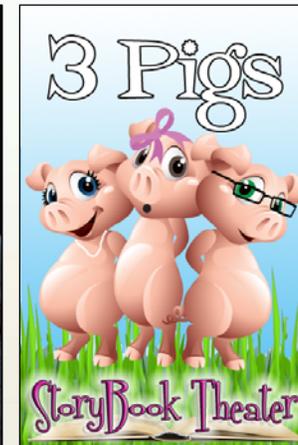
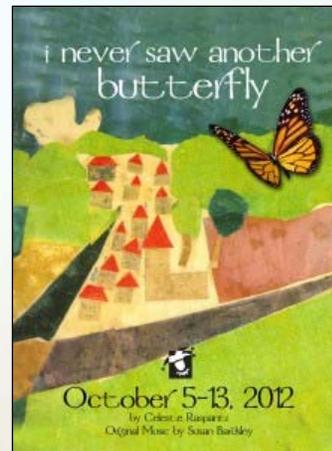


- **Volkswagen of Kirkland**
 - New Volkswagen uplift and remodel to Toyota building.
 - Create 100 new jobs with benefits.
 - Annual sales projection is \$60 million:
 - New car sales 1,200 units annually
 - Used car sales of 1,200 units annually
 - Operating expenses will create revenue for area businesses providing gas, supplies, maintenance, dining, and entertainment.

Family Friendly Zone

- Studio East, Skymania! Trampoline Park, Pump It Up, Outreach Performance Tennis Center, Seattle Badminton Club, Rainbow Play Systems.

STUDIO EAST
TRAINING FOR THE PERFORMING ARTS



Housing

- **MainStreet Property Group
Slater 116 is under construction**
 - Mixed use building with 108 apartments.
 - 10,000 square feet of retail space.
 - On-site dog park.



Housing

- **Imagine Housing's Francis Village opened in Winter 2011 with 60 apartments**
 - Subsidized workforce housing.



Summary

- **Over a hundred new businesses have located in Totem Lake since September 2010.**
- **They include manufacturing plants, auto and other retail businesses, children's indoor recreation facilities, and many others.**
- **Code flexibility, flood mitigation, and efficient permitting have helped.**
- **How can we best maintain the effective partnership of public and private sectors to continue to improve Totem Lake?**