



City of Lakewood Economic Development Update August 19, 2015





2015 Goals & Priorities

- Business Retention, and Expansion
- Strategic Focus Area Development & Redevelopment
- Recruitment
 - New Retail & Hospitality
 - Industrial and Manufacturing
 - Healthcare
 - Housing
- Marketing & Promotion
- JBLM Partnership



Business Retention, and Expansion

Business Retention, and Expansion (BRE) Visits YTD 7/31/15			Positive	Negative
Industry	# Companies	# Jobs		
Construction	2	28	Demand	Cost of Materials
Manufacturing				
Durable Goods	3	175	High growth - niche	Competition; Efficiencies
Nondurable Goods	3	158	High growth - niche	Surplus
Trade, Transportation, and Utilities				
Wholesale Trade	1	6	Export Potential	Competition; Fragmented; Workforce
Retail Trade	7	92	Economy Strengthening	Rapid Shifts
Transportation, Warehousing and Utilities	2	511	Ports; FTZ; Trade	Movement of Freight
Finance and Real Estate				
Finance and Insurance	4	241	Cash on Hand	Mergers; Credit
Real Estate, Rental and Leasing	4	25	Activity	Negative Home Values
Education and Health Services				
Professional, Scientific and Technical	4	38	High Growth Industries	Competition; Insurance
Training and Education	1	15	More Seeking	Cost
Leisure and Hospitality				
Accommodation and Food Services	2	40	JBLM; Tourism Increase	JBLM
Arts and Leisure	2	47	Increased Demand	Part time-Seasonal Empl.
Other Services - Auto Repair	2	35	Increased need	Perception; Reliability
TOTALS		37	1,411	

Worries: Workforce (particularly trades), Disruption of the Economy, Minimum Wage, Cost of Education, Transportation and Infrastructure.



Business Recruitment, and Attraction

Recruitment Leads Ongoing		
Description	Jobs	Requirements
Trucking Company	65	Wholesale distribution, needs 8 acres with 100,000 SF facility.
Construction/Developer	100+	Industrial pad ready land needed for warehousing and distribution 30-150 acres.
Auto (3)	80+	2 acres+; New Car; Truck and RV Sales.
Parts Manufacturing, wholesale and retail	50-60	2+ acres; easy access to I-5; existing building preferred – 20,000 SF+. Will move when ideal location is found.
Medical Facilities	200+	Class A office, 3+ acres; 70,000 SF. Will build to suit.
Senior Living (2)	45	Multifamily 55+; One includes transitional care.
Indoor Recreational Facilities (3)	40-60	24+ foot ceiling; 25,000 SF; Prefer visibility to I-5 , purchase or lease.
Restaurants (multiple)	40-150	2,500 to 8,000 SF (various) – lease.
Distribution/Warehousing (multiple)	35-80	20 Acres, natural gas, pad ready, build-to-suit; up to 100 acres pad ready, build-to-suit. – purchase (typical).
Food Manufacturers (3)	85	Existing facility or build-to-suit on 4+ acres; 50,000 SF – purchase.

185 GBL; 466 Total business licenses issued YTD July 31, 2015

The City of Lakewood works with the EDB Tacoma/Pierce County, and local brokers on recruitment leads. Warehousing and Distribution in high demand, 750,000 SF to 1.2M SF needed employing up to 600.



Project Updates – Businesses

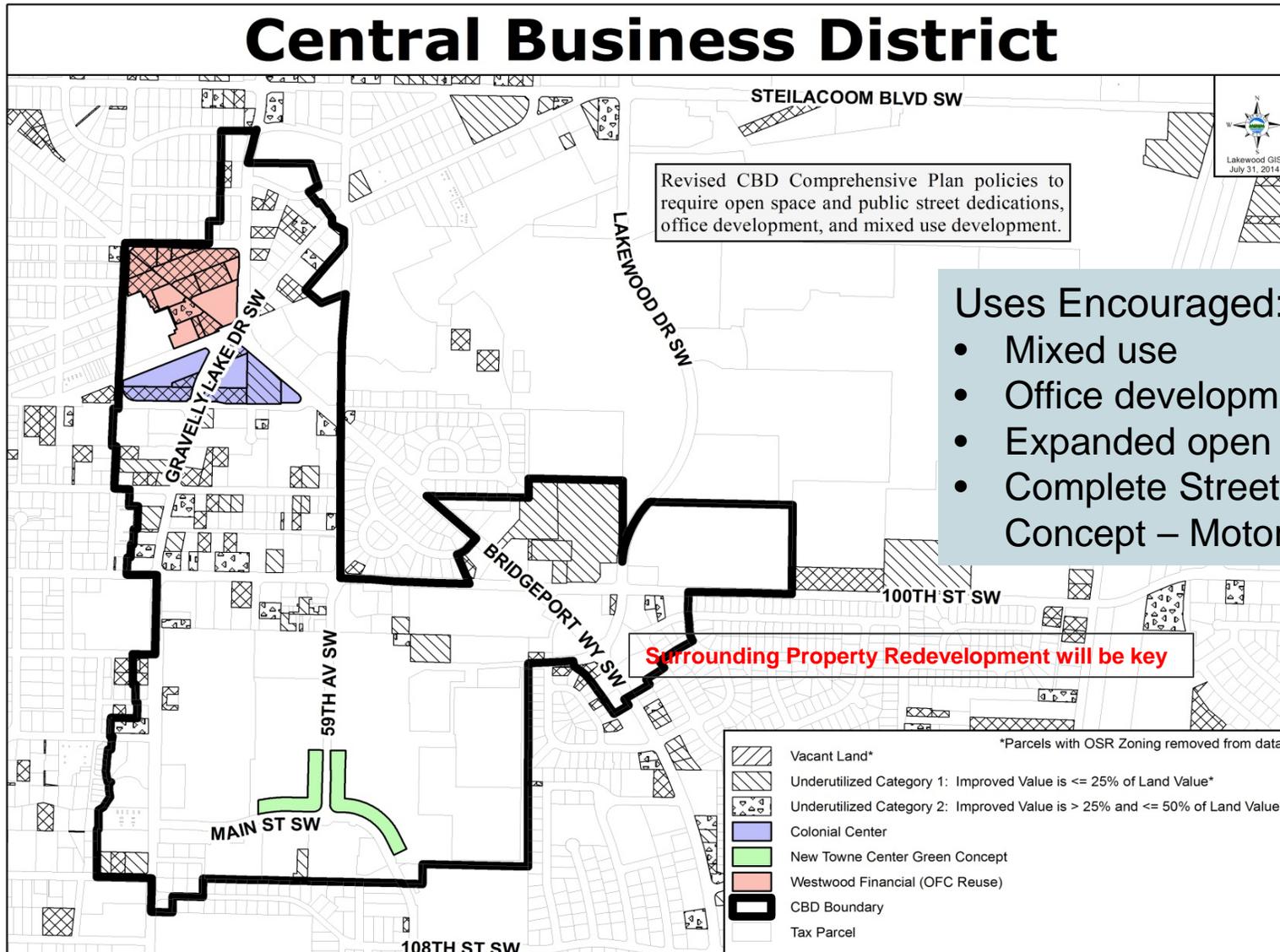
Permits Issued YTD through July 31, 2015

Valuation >= \$100,000 – Highest Valued Projects		
Company	Description	Valuation
Northwest Building LLC	Building 28, Lakewood Industrial Park	\$16,062,142
Lakeview Hope Academy	6,347 SF addition + 7,124 SF addition + New Building	\$5,511,475
Clover Park Technical College	Building 17 Remodel + Reroof	\$1,008,000
CHI Primary Care Clinic	TI – New Exam Rooms	\$1,000,000
Centennial Contractors	Building #34 Fire Damage Repair	\$615,000
Ram International	Office Repair/Remodel	\$600,000
Southgate Elementary	Remodel Bldg. 13	\$512,000
Pick N Pull	Install Pre-Engineered Metal Bldg.	\$348,862
St. Clare Hospital	Reconfigure Walls, Surgical Admin.	\$300,000

Total Valuation (commercial and residential) YTD 7/31/2015 = \$44,160,303
as compared to \$32,217,518, YTD 7/31/2014 (35% increase in 2015)



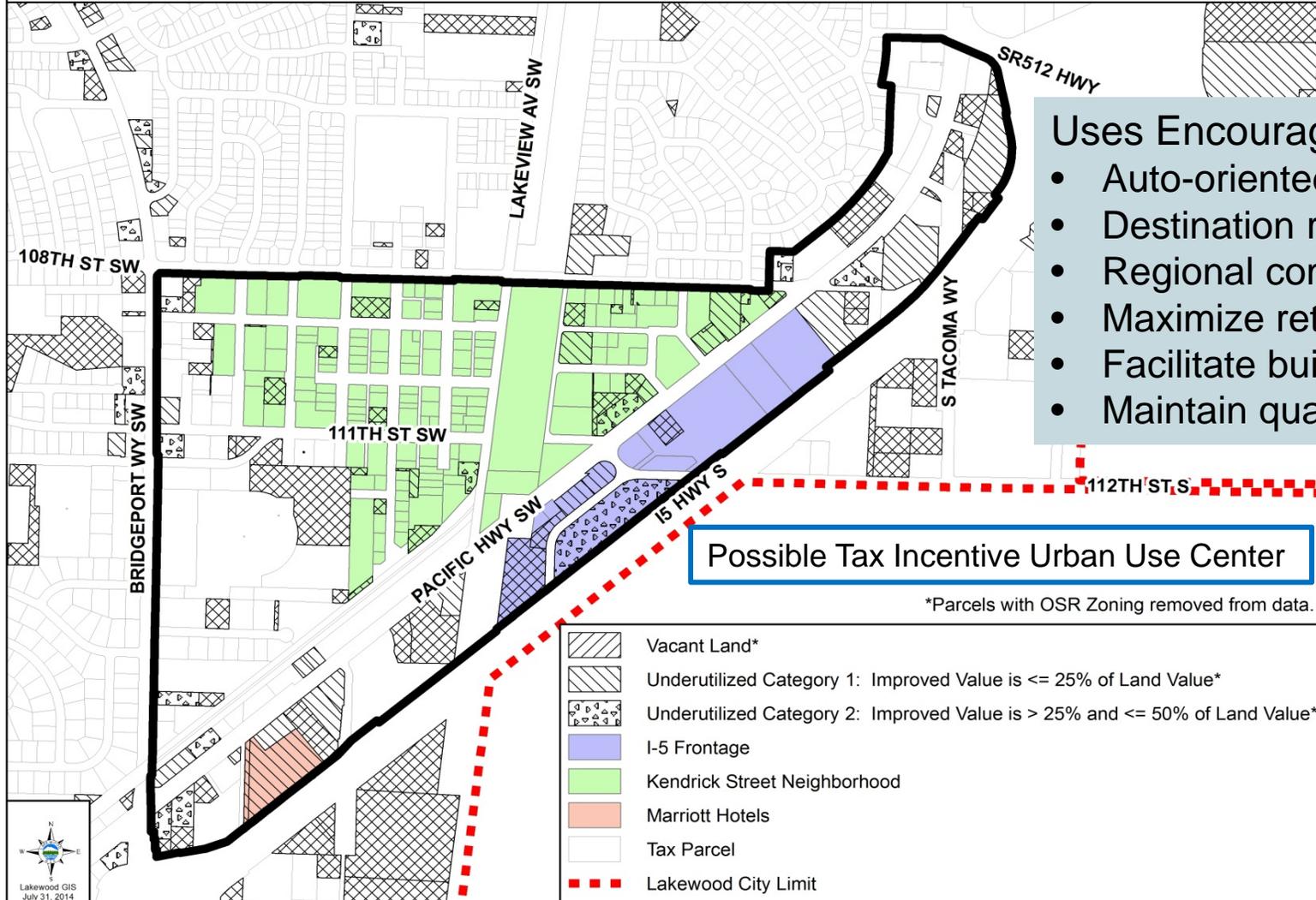
Geographic Strategy - CBD





Geographic Strategy – Pac Hwy/Lkwd Station

Pacific Hwy Corridor & Lkwd Station



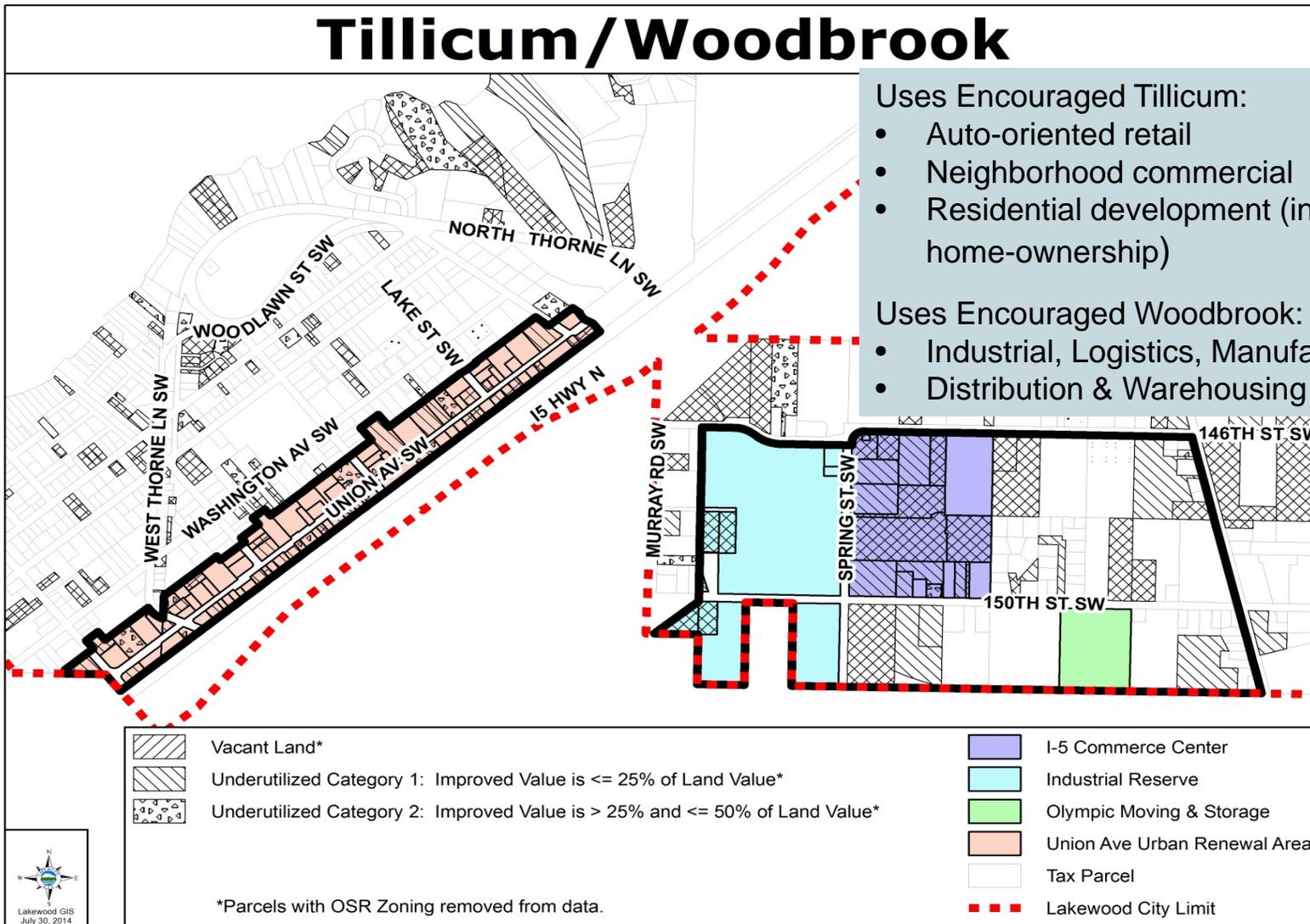
- Uses Encouraged:
- Auto-oriented retail
 - Destination retail
 - Regional commercial
 - Maximize retail
 - Facilitate build-out
 - Maintain quality

Possible Tax Incentive Urban Use Center

*Parcels with OSR Zoning removed from data.



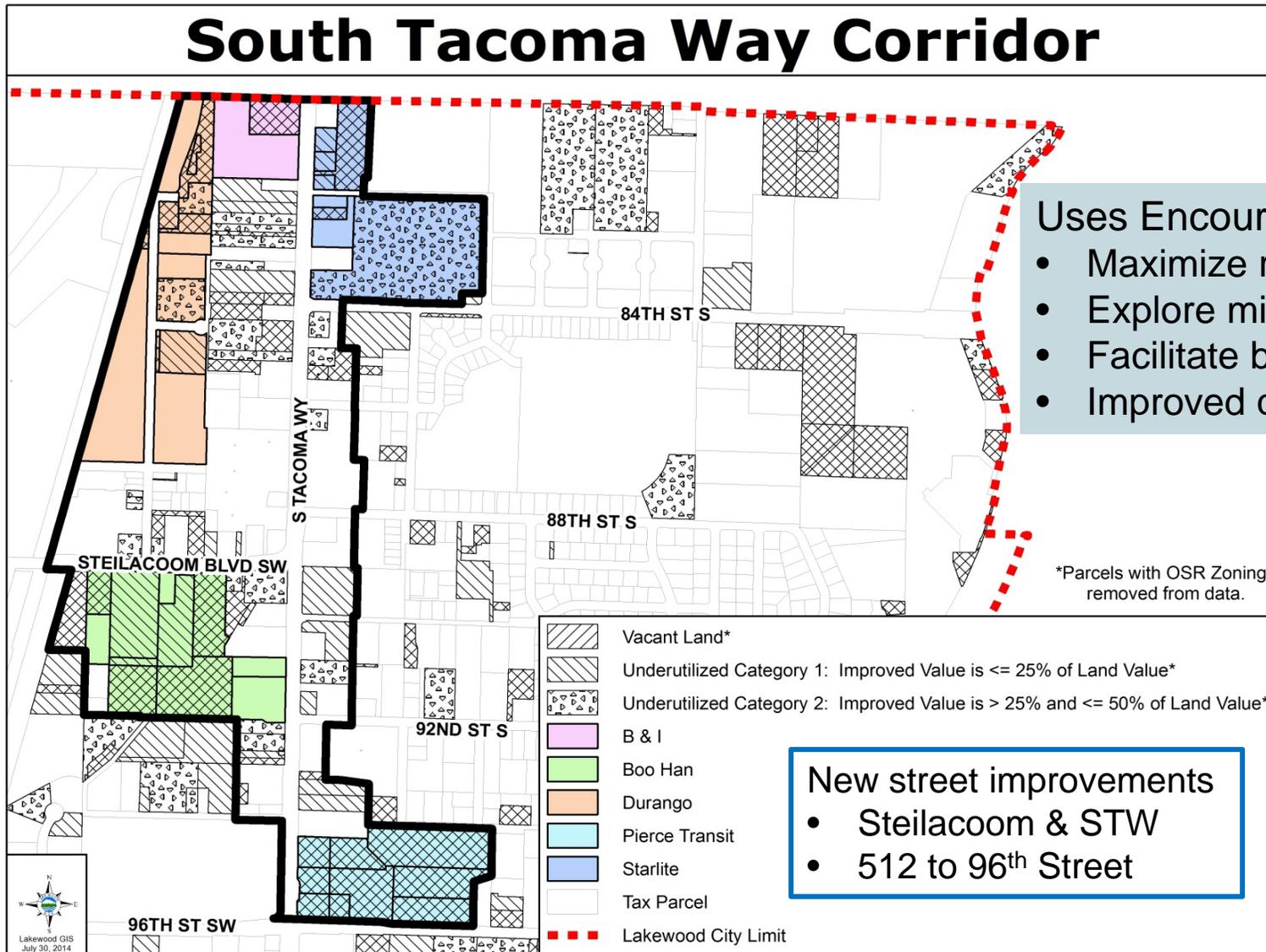
Geographic Strategy – Tillicum/Woodbrook





Geographic Strategy- STW

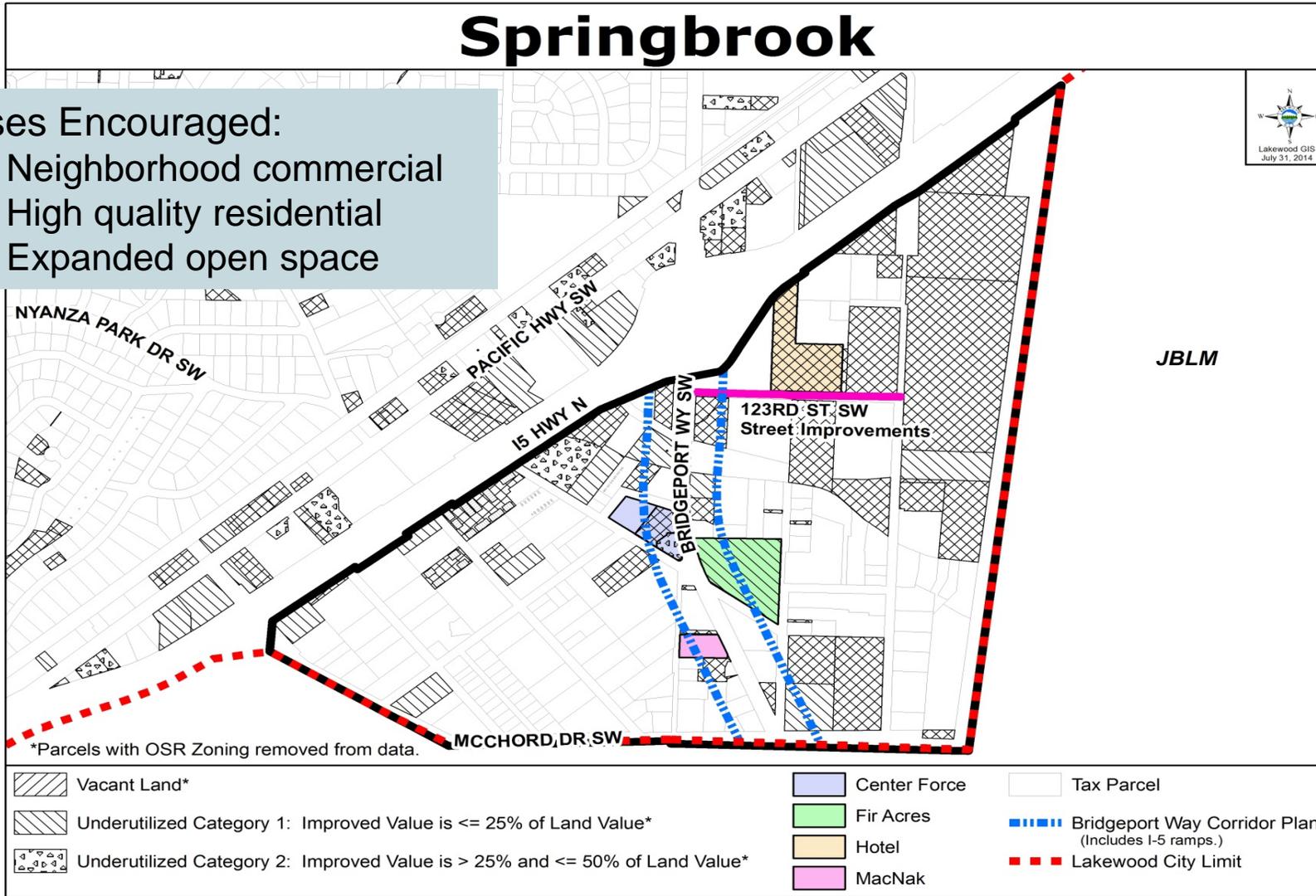
South Tacoma Way Corridor





Geographic Strategy - Springbrook

- Uses Encouraged:
- Neighborhood commercial
 - High quality residential
 - Expanded open space



Site Cleanup



 Underground Storage Tank(UST) - Active or inactive. Represents a financial encumbrance to remove and dispose of properly.

 Leaking UST - A site awaiting cleanup or that is in the process of being cleaned up.

 Confirmed & Suspected Contaminated Sites - A site containing hazardous chemicals and awaiting cleanup, or in the process of being cleaned up.



Project Updates – Housing

New Residential Construction YTD Comparisons

SINGLE FAMILY	# Units		Total Valuation		Average Valuation	
	7/31/2014	7/31/2015	7/31/2014	7/31/2015	7/31/2014	7/31/2015
NEW SFR	24	28	\$8,932,107	\$9,740,376	\$372,171	\$347,871
SFR Remodels	49	48	\$1,437,313	\$1,277,701	\$29,333	\$26,619
SFR Roof/Windows	42	48	\$392,627	\$369,948	\$9,348	\$7,707
MULTIFAMILY YTD as of July 31, 2015						
NEW Multifamily			Value	YTD New Multifamily 7/31/2014		
Coleman – New Duplex			\$432,828	\$4,590,227		
Rybachuk – New Duplex			\$491,379	Remodels YTD 2014	\$2,448,505	
Masters 4-Plex			\$672,893	YTD New Multifamily 7/31/2015		
Master 3-Plex			\$504,669	\$2,101,769		
				Remodels YTD 2015	\$0	

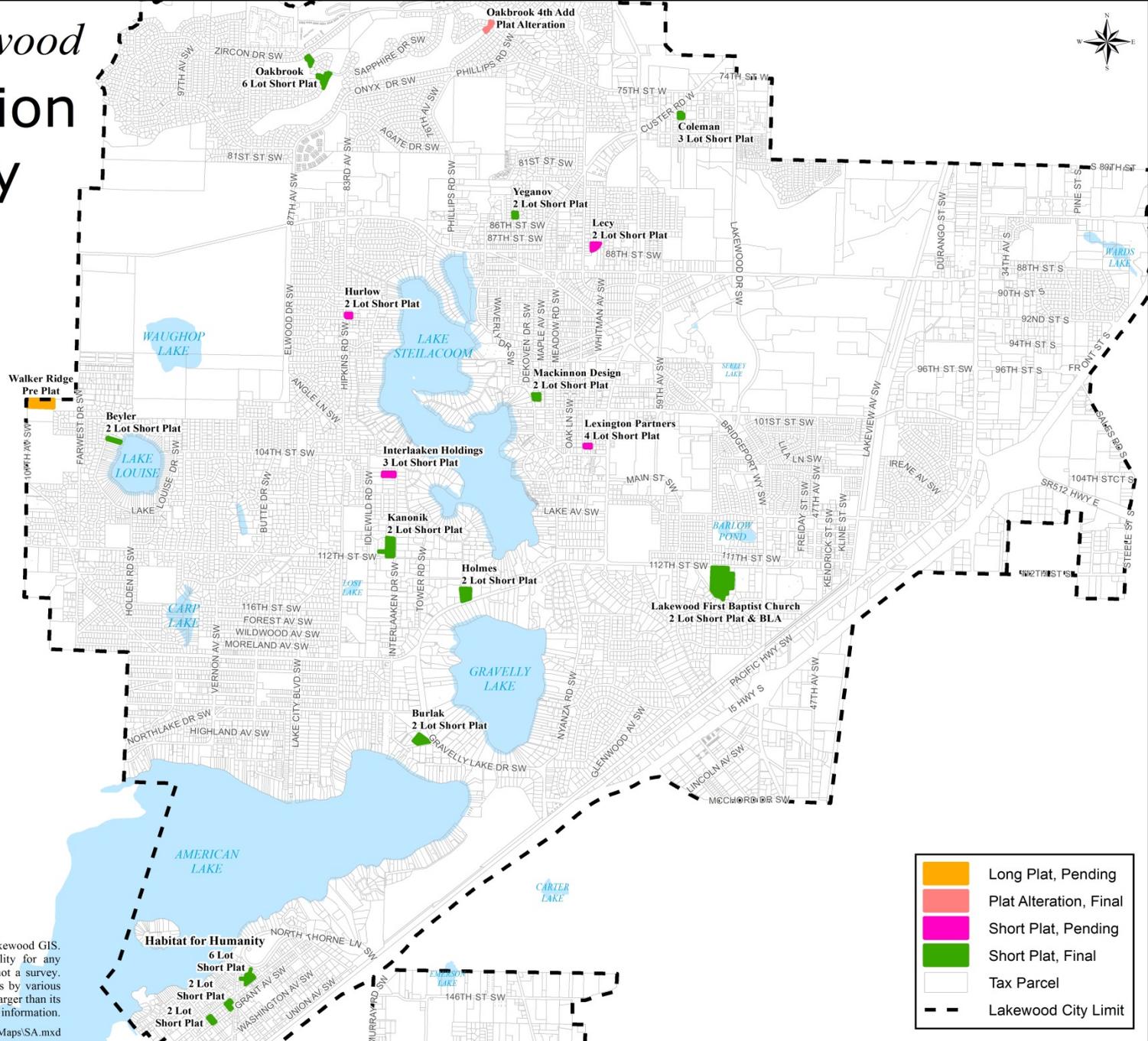
Total Permit Fees Collected (commercial and residential) YTD 7/31/2015 = \$715,375
as compared to \$561,850, YTD 7/31/2014 (27% increase in 2015)



Housing Stats

Residential Real Estate	2013	2014	Jul-14	Jul-15
Median Sales Price	\$199,000	\$211,000	\$256,375	\$257,000
Average List Price	\$282,304	\$292,873	\$302,599	\$301,715
Residential active Listings	953	1047	160	140
Closed Single Family sales	406	463	61	40
Days on the Market	113	70	36	60
Bank Foreclosure Listings	144	174	7	5

City of Lakewood Subdivision Activity



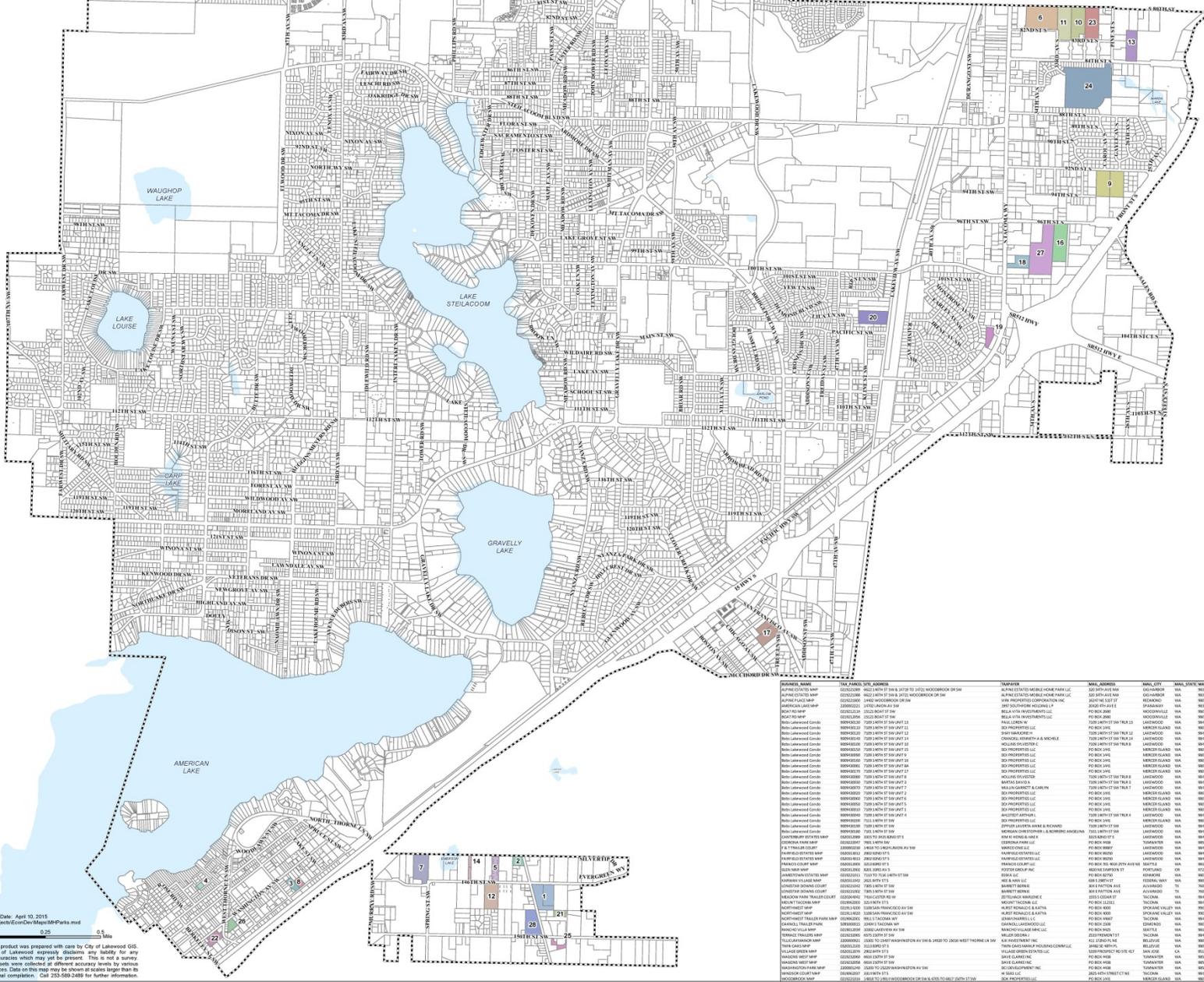
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Map Date: August 19, 2015 \Projects\EconDev\Maps\SA.mxd

- Long Plat, Pending
- Plat Alteration, Final
- Short Plat, Pending
- Short Plat, Final
- Tax Parcel
- Lakewood City Limit



City of Lakewood Mobile Home Parks



- 1. ALPINE ESTATES MHP, 46 units
 - 2. ALPINE PLACE MHP, 11 units
 - 3. AMERICAN LAKE MHP, 3 units
 - 4. BOAT RD MHP, 6 units
 - 5. Bobs Lakewood Condo, 21 units
 - 6. CANTERBURY ESTATES MHP, 96 units
 - 7. CEDRONA PARK MHP, 53 units
 - 8. F & T TRAILER COURT, 12 units
 - 9. FAIRFIELD ESTATES MHP, 60 units
 - 10. FRANCIS COURT MHP, 49 units
 - 11. GLEN MAR MHP, 48 units
 - 12. JAMESTOWN ESTATES MHP, 44 units
 - 13. KARWAN VILLAGE MHP, 38 units
 - 14. LONESTAR DOWNS COURT, 6 units
 - 15. MEADOW PARK TRAILER COURT, 22 units
 - 16. MOUNT TACOMA MHP, 65 units
 - 17. NORTHWEST MHP, 52 units
 - 18. NORTHWEST TRAILER PARK MHP, 23 units
 - 19. OAKNOLL TRAILER PARK, 38 units
 - 20. RANCHO VILLA MHP, 55 units
 - 21. TERRACE TRAILERS MHP, 15 units
 - 22. TILlicium Manor MHP, 27 units
 - 23. TWIN OAKS MHP, 50 units
 - 24. VILLAGE GREEN MHP, 167 units
 - 25. WAGONS WEST MHP, 10 units
 - 26. WASHINGTON PARK MHP, 13 units
 - 27. WINDSOR COURT MHP, 112 units
 - 28. WOODBROOK MHP, 38 units
- Tax Parcel
 Lakewood City Limit

Map Date: April 10, 2015
 (P:\Data\GIS\Map\MHP\Map\MHP.mxd)
 0 0.25 0.5 Miles

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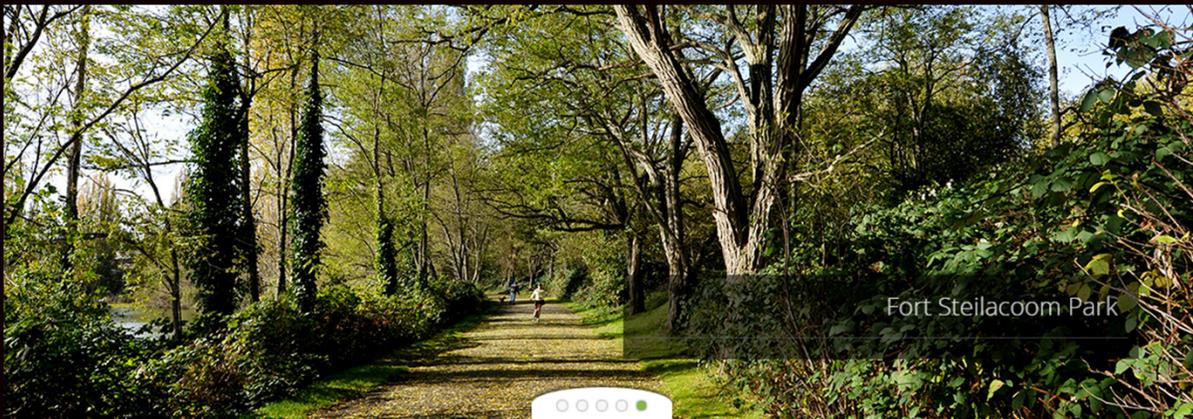
OWNER NAME	TAX PARCEL SITE ADDRESS	OWNER	MAIL ADDRESS	CITY	STATE	ZIP	UNIT	UNIT TYPE	UNIT STATUS	UNIT DATE	UNIT TYPE	UNIT STATUS	UNIT DATE
ALPINE ESTATES MHP	1021 14TH SW	ALPINE ESTATES MOBILE HOME PARK LLC	330 14TH SW	GRANDVIEW	WA	98603	46	MOBILE HOME	ACTIVE	1978	MOBILE HOME	ACTIVE	1978
ALPINE PLACE MHP	4602 34TH SW	ALPINE PLACE MOBILE HOME PARK LLC	330 14TH SW	GRANDVIEW	WA	98603	11	MOBILE HOME	ACTIVE	1978	MOBILE HOME	ACTIVE	1978
AMERICAN LAKE MHP	1000 10TH SW	AMERICAN LAKE MOBILE HOME PARK LLC	330 14TH SW	GRANDVIEW	WA	98603	3	MOBILE HOME	ACTIVE	1978	MOBILE HOME	ACTIVE	1978
BOAT RD MHP	1000 10TH SW	BOAT RD MOBILE HOME PARK LLC	330 14TH SW	GRANDVIEW	WA	98603	6	MOBILE HOME	ACTIVE	1978	MOBILE HOME	ACTIVE	1978
Bobs Lakewood Condo	1000 10TH SW	Bobs Lakewood Condo LLC	330 14TH SW	GRANDVIEW	WA	98603	21	CONDO	ACTIVE	1978	CONDO	ACTIVE	1978
CANTERBURY ESTATES MHP	1000 10TH SW	CANTERBURY ESTATES MOBILE HOME PARK LLC	330 14TH SW	GRANDVIEW	WA	98603	96	MOBILE HOME	ACTIVE	1978	MOBILE HOME	ACTIVE	1978
CEDRONA PARK MHP	1000 10TH SW	CEDRONA PARK MOBILE HOME PARK LLC	330 14TH SW	GRANDVIEW	WA	98603	53	MOBILE HOME	ACTIVE	1978	MOBILE HOME	ACTIVE	1978
F & T TRAILER COURT	1000 10TH SW	F & T TRAILER COURT LLC	330 14TH SW	GRANDVIEW	WA	98603	12	TRAILER	ACTIVE	1978	TRAILER	ACTIVE	1978
FAIRFIELD ESTATES MHP	1000 10TH SW	FAIRFIELD ESTATES MOBILE HOME PARK LLC	330 14TH SW	GRANDVIEW	WA	98603	60	MOBILE HOME	ACTIVE	1978	MOBILE HOME	ACTIVE	1978
FRANCIS COURT MHP	1000 10TH SW	FRANCIS COURT MOBILE HOME PARK LLC	330 14TH SW	GRANDVIEW	WA	98603	49	MOBILE HOME	ACTIVE	1978	MOBILE HOME	ACTIVE	1978
GLEN MAR MHP	1000 10TH SW	GLEN MAR MOBILE HOME PARK LLC	330 14TH SW	GRANDVIEW	WA	98603	48	MOBILE HOME	ACTIVE	1978	MOBILE HOME	ACTIVE	1978
JAMESTOWN ESTATES MHP	1000 10TH SW	JAMESTOWN ESTATES MOBILE HOME PARK LLC	330 14TH SW	GRANDVIEW	WA	98603	44	MOBILE HOME	ACTIVE	1978	MOBILE HOME	ACTIVE	1978
KARWAN VILLAGE MHP	1000 10TH SW	KARWAN VILLAGE MOBILE HOME PARK LLC	330 14TH SW	GRANDVIEW	WA	98603	38	MOBILE HOME	ACTIVE	1978	MOBILE HOME	ACTIVE	1978
LONESTAR DOWNS COURT	1000 10TH SW	LONESTAR DOWNS COURT LLC	330 14TH SW	GRANDVIEW	WA	98603	6	COURT	ACTIVE	1978	COURT	ACTIVE	1978
MEADOW PARK TRAILER COURT	1000 10TH SW	MEADOW PARK TRAILER COURT LLC	330 14TH SW	GRANDVIEW	WA	98603	22	TRAILER	ACTIVE	1978	TRAILER	ACTIVE	1978
MOUNT TACOMA MHP	1000 10TH SW	MOUNT TACOMA MOBILE HOME PARK LLC	330 14TH SW	GRANDVIEW	WA	98603	65	MOBILE HOME	ACTIVE	1978	MOBILE HOME	ACTIVE	1978
NORTHWEST MHP	1000 10TH SW	NORTHWEST MOBILE HOME PARK LLC	330 14TH SW	GRANDVIEW	WA	98603	52	MOBILE HOME	ACTIVE	1978	MOBILE HOME	ACTIVE	1978
NORTHWEST TRAILER PARK MHP	1000 10TH SW	NORTHWEST TRAILER PARK MHP LLC	330 14TH SW	GRANDVIEW	WA	98603	23	TRAILER	ACTIVE	1978	TRAILER	ACTIVE	1978
OAKNOLL TRAILER PARK	1000 10TH SW	OAKNOLL TRAILER PARK LLC	330 14TH SW	GRANDVIEW	WA	98603	38	TRAILER	ACTIVE	1978	TRAILER	ACTIVE	1978
RANCHO VILLA MHP	1000 10TH SW	RANCHO VILLA MOBILE HOME PARK LLC	330 14TH SW	GRANDVIEW	WA	98603	55	MOBILE HOME	ACTIVE	1978	MOBILE HOME	ACTIVE	1978
TERRACE TRAILERS MHP	1000 10TH SW	TERRACE TRAILERS MOBILE HOME PARK LLC	330 14TH SW	GRANDVIEW	WA	98603	15	TRAILER	ACTIVE	1978	TRAILER	ACTIVE	1978
TILlicium Manor MHP	1000 10TH SW	TILlicium Manor MOBILE HOME PARK LLC	330 14TH SW	GRANDVIEW	WA	98603	27	MOBILE HOME	ACTIVE	1978	MOBILE HOME	ACTIVE	1978
TWIN OAKS MHP	1000 10TH SW	TWIN OAKS MOBILE HOME PARK LLC	330 14TH SW	GRANDVIEW	WA	98603	50	MOBILE HOME	ACTIVE	1978	MOBILE HOME	ACTIVE	1978
VILLAGE GREEN MHP	1000 10TH SW	VILLAGE GREEN MOBILE HOME PARK LLC	330 14TH SW	GRANDVIEW	WA	98603	167	MOBILE HOME	ACTIVE	1978	MOBILE HOME	ACTIVE	1978
WAGONS WEST MHP	1000 10TH SW	WAGONS WEST MOBILE HOME PARK LLC	330 14TH SW	GRANDVIEW	WA	98603	10	MOBILE HOME	ACTIVE	1978	MOBILE HOME	ACTIVE	1978
WASHINGTON PARK MHP	1000 10TH SW	WASHINGTON PARK MOBILE HOME PARK LLC	330 14TH SW	GRANDVIEW	WA	98603	13	MOBILE HOME	ACTIVE	1978	MOBILE HOME	ACTIVE	1978
WINDSOR COURT MHP	1000 10TH SW	WINDSOR COURT MOBILE HOME PARK LLC	330 14TH SW	GRANDVIEW	WA	98603	112	MOBILE HOME	ACTIVE	1978	MOBILE HOME	ACTIVE	1978
WOODBROOK MHP	1000 10TH SW	WOODBROOK MOBILE HOME PARK LLC	330 14TH SW	GRANDVIEW	WA	98603	38	MOBILE HOME	ACTIVE	1978	MOBILE HOME	ACTIVE	1978



Marketing & Promotion

Pandora Internet Radio





Welcome to the City of Lakewood, the gateway to Chambers Bay Golf Course, host of the 2015 U.S. Open.

Whether you're going with family, friends or co-workers, our community will play an integral role in your championship experience. Not only is Lakewood located less than a mile from the golf course, but it offers everything you might need before, during and after a long day of watching world-class golf. We're here to help you find places to eat, shop and explore in Lakewood during the biggest golf event of the year.

Restaurants/Dining



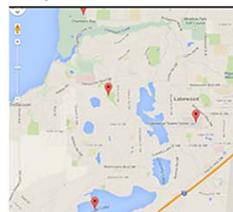
Attractions



All Things Golf



Map



Invest in Lakewood



During the event



Did you Know?



American Lake



- Video Segments
- Social Media Ads
- Connection – Magazine Style
- ED “Index” Newsletter and Economic Indicators
- Business Showcase #IamLakewood Videos
- First Impressions Matter
- Recruitment Brochure
- U.S. Open Residual



JBLM Partnership

	Total Number of Transactions	Total of Prime Award Transactions
2015 YTD		
JBLM DOD Contracts Awarded	1,330	\$174,811,833
State Contractors	725	\$60,704,846
Lakewood Contractors	32	\$9,913,939
2014		
JBLM DOD Contracts Awarded	2,930	\$436,254,253
State Contractors	1,480	\$178,605,723
Lakewood Contractors	169	\$16,863,834
2013		
JBLM DOD Contracts Awarded	2,601	\$418,204,910
State Contractors	1,120	\$150,859,504
Lakewood Contractors	117	\$18,146,039
2012		
JBLM DOD Contracts Awarded	2,734	\$448,144,418
State Contractors	1,217	\$169,552,531
Lakewood Contractors	59	\$5,219,011

JBLM				
FY	2001	2012	2015	2017
# BCTs	2	3	2	2
Soldiers	16.3K	31.0K	26.3K	25.1K
AC Structure	482.2K	570K	490K	450K
Ft Lewis % of AC	3.4%	5.4%	5.4%	5.6%
Army Reduction: ~8%				
Ft Lewis Reduction: ~5%				

Protection from Urban
Encroachment – Clear Zone



Next Six Months

- Visioning
- Motor Avenue “Complete Streets” Concept
- Central Business District Development
- Pacific Highway Redevelopment Project
- Identify land for redevelopment (housing + commercial)
- Plan next Developers Forum
- Continue Recruitment of Target Industries
- Continue BRE, and Attraction Activities