

CHOOSE SPOKANE



Better is out there. And you just found it.



KEY COMPANIES



EDUCATION



2 Colleges of Medicine

2 Colleges of Nursing

1 College of Pharmacy

3 Local MBA Programs

1 School of Law

2 Community Colleges

SIX UNIVERSITIES

Spokane is home to six outstanding higher education institutions which together enroll more than 40,000 students. Proximity to these urban campuses, and to the best and brightest graduating from them, present tremendous opportunities for our region and beyond. These institutions are impacting and driving the knowledge economy, medical research, smart urban design, business innovations and scientific breakthroughs.



Spokane's University District, 770 acres adjoining downtown Spokane, provides connections between the healthcare industry center and the institutions of medical and health sciences education.

SUCCESSFUL PUBLIC SCHOOLS

- Largest school district in eastern Washington, second largest in WA state.
- Builds in support for the whole child and offers a portfolio of school options for families to choose the best fit for their child.
- Consistent community support, including dozens of partnerships with businesses and non-profit organizations.
- Voter approved \$459.3 million bond to accelerate the district's long-range facility, technology and safety improvement plan to maximize public resources and efficiently share spaces for learning and training.
- Construction projects through 2024 include the replacement of three middle schools and construction of three new middle schools as part of a transition to a 6th-through-8th grade intermediate model and reduction in K-3 class sizes.

A diverse population with 29,275 students



T-2-4 and STEM focused



TARGET INVESTMENT

Downtown/North Bank



An urban lifestyle: live • work • shop • play	Over \$1B in public and private investment since 2010 with \$300 mil on the books
Second largest urban falls in the heart of 100-acre Riverfront Park	Affordable commercial, office, mixed-use, and multi-family

Sprague Union



7 minutes from Downtown

Business and Residential Focus	Clean and green commitment 365 days a year
Organized Marketing events involving all businesses	A trending district with historic brick buildings and new construction

Kendall Yards



4 minutes from Downtown

Easy access to 100-acre Riverfront Park and nearby downtown	Beautiful and scenic north shore of the Spokane River Falls
Home to the Spokane Arena entertainment and sports venue	A mix of greenfield development as well as redevelopment

The YARD



16 minutes from Downtown

Easy access to Class I Rail service	High-capacity utilities already on site
Adjacent to US 395 an International Corridor and T1 truck route	Available real estate including many build-to-suit opportunities

University District



4 minutes from Downtown

Home to six higher education institutions, 4 medical programs	Intersection of the most used highways, transit lines, and bike and pedestrian trails
Strong access to fresh talent from universities and colleges	University District Strategic Master Plan to address factors that impede development

West Plains/Airport



14 minutes from Downtown

Advanced Manufacturing and Aerospace-focused development	Access to the three Rs: Roadway, Runway and Rail
A Foreign Trade Zone and very attractive incentive packages	Partnership between Spokane City, Spokane County and Spokane International Airport

INCENTIVES

FEDERAL OPPORTUNITY ZONES

The Federal Opportunity Zone program is designed to provide tax incentives to investors who fund businesses in underserved communities. Investors are able to defer paying taxes on capital gains that are invested in Qualified Opportunity Funds that in turn are invested in communities designated by the State of Washington.



Downtown

53063003500 (Census Tract 35)



Kendall Yards

53063002300 (Census Tract 23) and
53063002400 (Census Tract 24)



North Bank

53063002300 (Census Tract 23) and
53063002400 (Census Tract 24)



Lower South Hill & Medical District

53063004000 (Census Tract 40),
53063003100 (Census Tract 31),
and 53063003200 (Census Tract 32)



University District (south of river)

Eastern portion of 53063014500
(Census Tract 145)



Sprague Union District

Eastern portion of 53063014500
(Census Tract 145)



The Yard & Market Street Area

53063014400 (Census Tract 144),
53063000200 (Census Tract 2),
and 53063001600 (Census Tract 16)



Portion of West Plains & Airport

Portion of 53063010401
(Census Tract 104.01)

CEZ – COMMUNITY EMPOWERMENT ZONE

Many businesses may qualify for Washington State CEZ tax incentives. These include deferrals, reduced B&O rates, exemptions, and credits. Visit dor.wa.gov/find-taxes-rates/tax-incentives/incentive-programs

INCENTIVE TOOLS

We recognize your unique contribution to Spokane and will assist in reducing your costs with a comprehensive package of incentives. We look forward to working with you on a customized incentive package!



Urban Utility Installation

New or up-sized utility connections can save between \$10,000 and \$40,000 in reimbursements from the City.



Historic Preservation

\$500,000 in improvements to a historic structure can net \$68,000 savings in property taxes over 10 years.



Multi-Family Tax Exemption

A 25-unit project can net approximately \$320,000 in property tax savings over 8 years or \$490,000 over 12 years.



Commercial Rate Clarification

A 10-unit commercial to residential conversion project can net approximately \$6,400 in annual utility rate savings.



Single Family Tax Exemption

When you decide to make home improvements through remodeling and additions, there is a three-year property exemption program available.

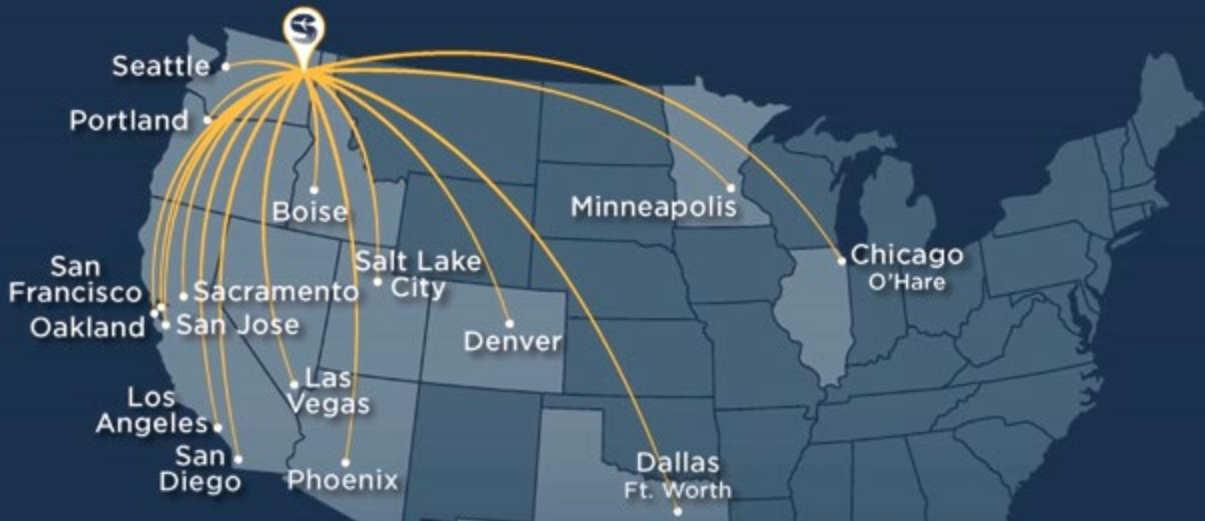


GFC Fee Waivers

Many types of projects can save between \$1,200 and \$50,000 in water connection costs and between \$2,400 and \$99,000 in sewer costs.

incentives@spokanecity.org – 888-390-4225

CONNECTIVITY



Now Offering **Nonstop Service** to **16 DESTINATIONS** Throughout the US



RAIL ACCESS

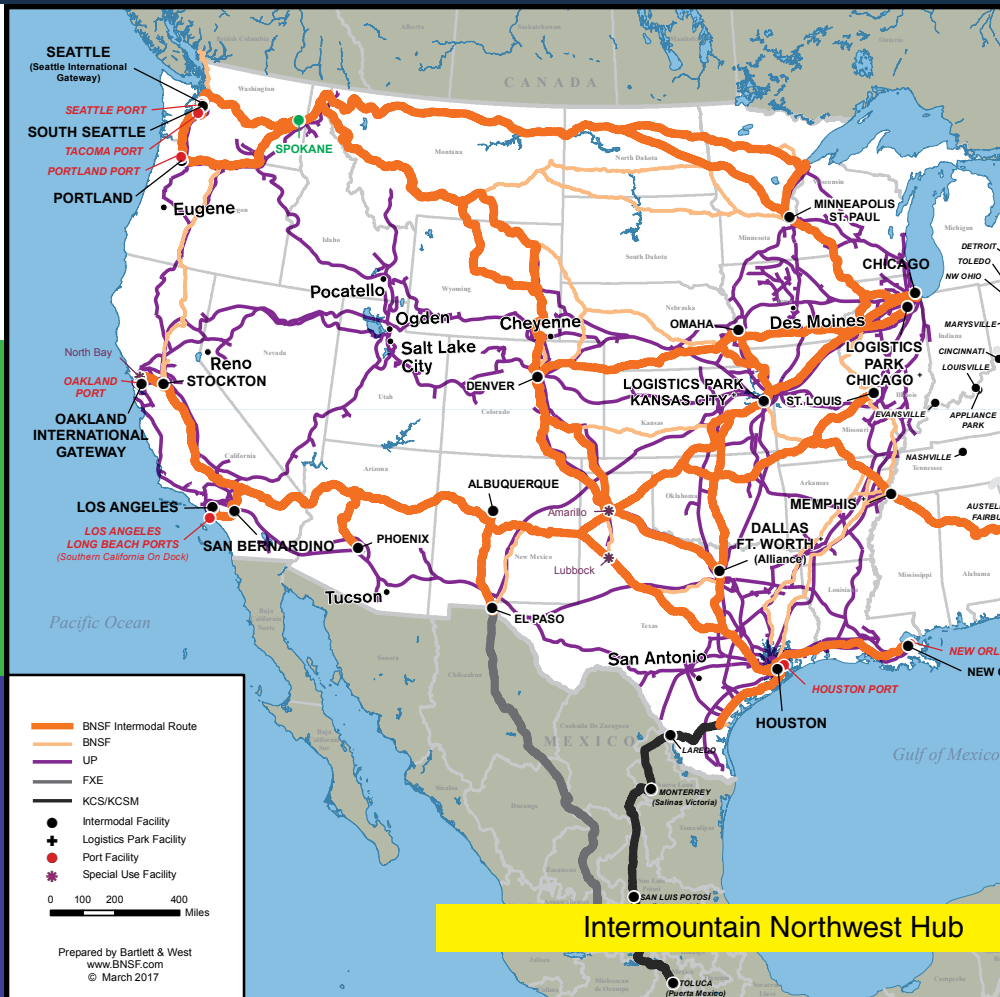


DRIVE TIMES

Seattle – 4.5 hrs
 Portland – 5.5 hrs
 Calgary – 8.0 hrs

AVERAGE COMMUTE

19 minutes



LIFE SCIENCE AND HEALTHCARE HUB

Spokane is a life sciences industry hub that connects companies with infrastructure, talent, and a network of clinical partners. Spokane's uniquely collaborative spirit and supportive business environment creates a culture that propels innovation and advances the health of people and communities. Spokane is the largest healthcare, health sciences and medical education hub from Seattle to Minneapolis, and Calgary to Salt Lake City. Spokane has a track record of growing high value companies in Health IT, pharmaceutical manufacturing, biological products, surgical and medical instruments, medical laboratories and software development.



BUSINESS AND INDUSTRIAL PARKS

Playfair Commerce Park

An infill development in East Spokane, located on the site of a former horse racing track and grandstands, Playfair is one of the region's newer complexes and has eight sites built out, with three more sites ready for development.

Rock Point Corporate Center

Located five blocks north of the Central Business District, five minutes from I-90, and ten minutes from Spokane Airport. Four buildings host tenants such as Pitney-Bowes and Ecova.

Spokane International Airport Business Park

Distribution, offices and light manufacturing are the industries represented at commercial property surrounding Spokane International Airport. In addition to existing buildings available for lease, nine real estate areas are designated for future development through third party development or build-to-suit.

Iron Bridge Office Campus

Twenty-three acres close to downtown, located on the Spokane River and Centennial Trail in the University District. Space for lease and nine acres of land with completed utilities and infrastructure for buildings IV and V. Tenants include PAML, State Farm, and Delta Dental of Washington.

The Esmeralda Commerce Park

To be located on 22 acres just west of the Esmeralda Golf Course in the Hillyard Neighborhood. Will feature five buildings with a combined 400,000 square feet of industrial space.

METRO PROFILE

People

507,950[†]

Total Population of Spokane County

37.6[†]

Median Age of Spokane County

35.25

Median Age of City of Spokane

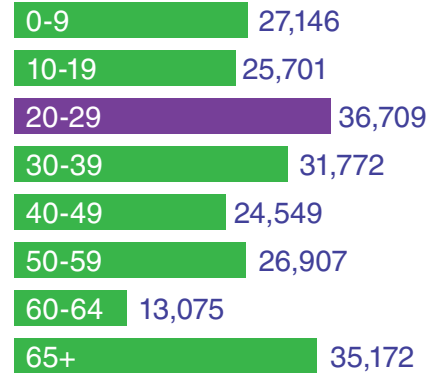


49.06%
Male



50.94%
Female

Age Distribution



Educational Attainment

The majority of the population in Spokane has some college, and **41.77%** have a college degree.



< Grade 9
2.34%



Grade 9-12
5.49%



High School
24.61%



Some College
25.78%



Assoc Degree
11.61%



Bach Degree
17.89%



Grad Degree
12.27%

Labor Force

The City of Spokane has a labor force of 107,450 people, with an unemployment rate of 5.6%.

107,450

Labor Force

5.6%

Unemployment Rate

148,686

Total Employees

Top Jobs by Occupation

Office and Administrative support



14.67%

21,805

Sales



10.18%

15,135

Executive, Managers, and Administrators



8.12%

12,073

Health Diagnosing and Treating Practitioners



7.36%

10,946

Food Preparation, Serving



5.07%

7,539



34%
Blue Collar



65%
White Collar

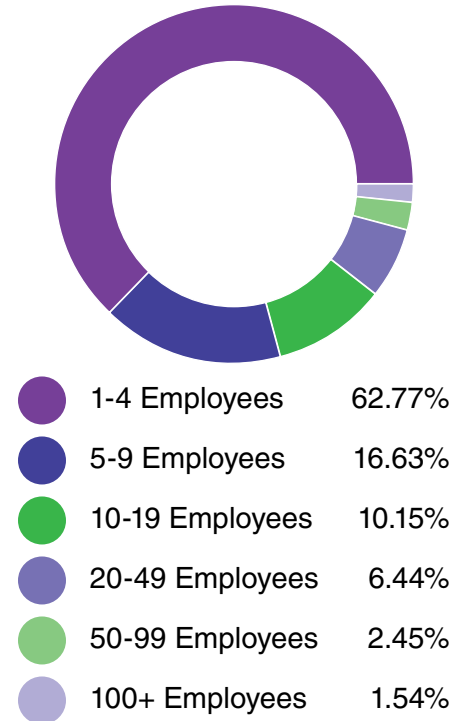
Businesses and Jobs

Spokane has a total of 12,330 businesses. In 2017, the leading industries in Spokane were Health Care and Social Services, Retail, Accommodation and Food Services, and Professional, Scientific, and Technical Services.

Top Industries by Jobs

1	Health Care and Social Services	47,551 Jobs	3,108 Establishments
2	Retail	16,120 Jobs	1,259 Establishments
3	Accommodation and Food Services	11,935 Jobs	731 Establishments
4	Professional, Scientific, and Technical Service	10,664 Jobs	1,224 Establishments

Businesses by Number of Employees



Income and Spending

Households in Spokane earn a median yearly income of \$48,946. 31.39% of the households earn more than the national average each year. Household expenditures average \$53,414 per year. The majority of earnings get spent on Shelter, Transportation, Food and Beverages, Health Care, and Utilities.

\$48,946

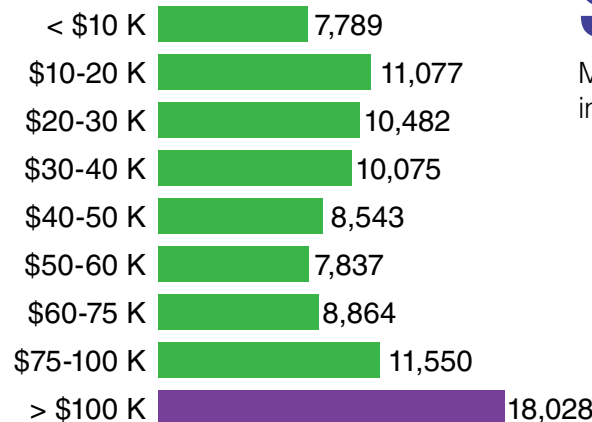
Median Household Income

13% less than the county

31% less than the state

19% less than the nation

Income Distribution



\$247,400[†]

Median Home Resale Value in the Spokane metro area



[†]2018 data provided by EWU Institute for Public Policy and Economic Analysis – SpokaneTrends.org

2018 data provided by Greater Spokane Inc. AdvantageSpokane.com

\$1 MILLION

Tech Start-up Profile

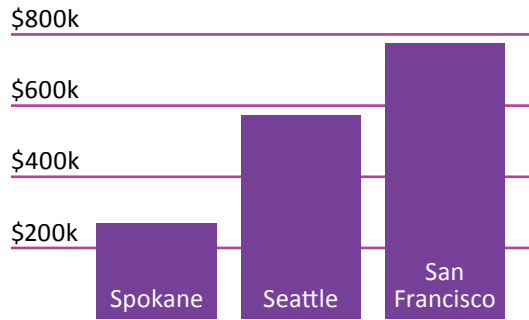
TWO co-founders



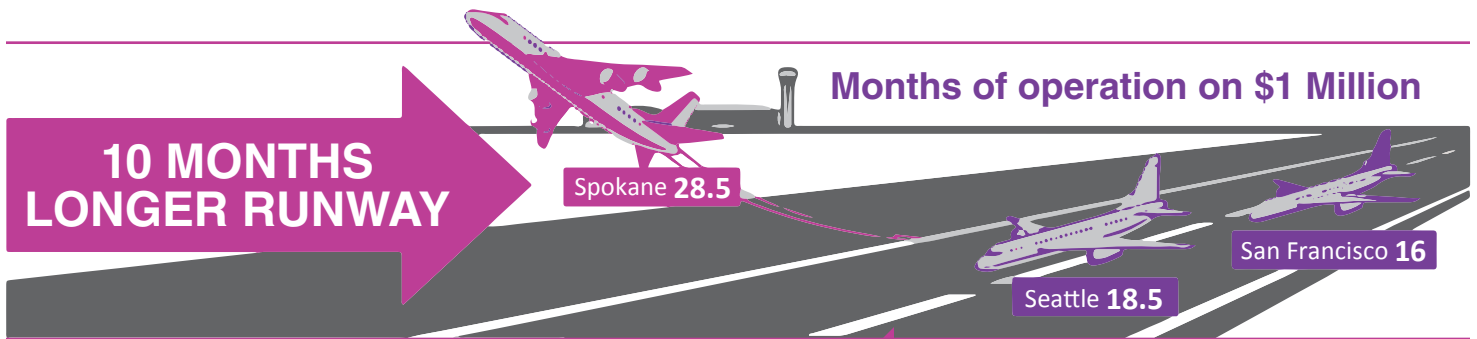
THREE software engineers



Annual Cost of Operation



Average time for a startup to reach profitability
2-3 Years



What is your spending power?



In Spokane, your salary goes **85% FURTHER** than it does in San Francisco and 47% further than in Seattle.

Get closer to nature



5 minutes from downtown
Riverside State Park's 55 miles of trail



Hit the slopes!
5 ski resorts within 2 hours of the city.



Convenient downtown access
swim, fish or paddle in the Spokane River on your lunch break.

Put down roots

Residential housing is affordable in Spokane
(Average home price per square foot)



Daily commute times (total minutes)



36.5
Spokane



50.4
Seattle



63.6
San Francisco

National **WORST** Traffic Ranking
5th Spokane **2nd** San Francisco

How much does sitting in traffic cost?



\$0
Spokane



\$1,400
Seattle



\$1,966
San Francisco

Data provided by StartupSpokane.com and New Venture Lab

Work hard – Play harder



**Largest 3-on-3
basketball tournament
in the world**

**86 city parks
7 public golf courses**



**A workforce of more than
230,000 talented individuals**

**500,000 Residents in the Metro Area
Regional hub serving almost two million people**



50,000
downtown employees

13,000
downtown residents,
with a median age of 35.8

86
city parks cover
1600 acres of
green space

\$270,000
median new home
price, metro Spokane



200+
annual community events,
from massive athletic
events to thriving art shows

500,000 sf
available commercial/office
space, much of it in historic
brick buildings, some ready
to plug and play, some ripe
for fresh restoration



30 Days
free pre-development
conference and average 30
days, in most cases, from
intake to building permit!



17
nonstop service
destinations



43,229
area university and college
students, ready to graduate
and join the workforce



12
Conservation Areas within
10 miles of downtown



7,000
creative jobs



100
acres just steps from work in
the city center's Riverfront Park



200
downtown retailers and
restaurants, from major
brands to local artisans

COUNTLESS
industry & academic connections in
downtown's University District



19
minute average
commute

Find out more of what makes us special
ChooseSpokane.org – 888-390-4225

