Better is out there. And you just found it.

CHOOSE SPOKANE
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.

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
- **Second largest urban falls in the heart of 100-acre Riverfront Park**
- **Over $1B in public and private investment since 2010 with $300 mil on the books**
- **Affordable commercial, office, mixed-use, and multi-family**

### Sprague Union
- **7 minutes from Downtown**
- **Business and Residential Focus**
- **Organized Marketing events involving all businesses**
- **Clean and green commitment 365 days a year**
- **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**
- **Home to the Spokane Arena entertainment and sports venue**
- **Beautiful and scenic north shore of the Spokane River Falls**
- **A mix of greenfield development as well as redevelopment**

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

### University District
- **4 minutes from Downtown**
- **Home to six higher education institutions, 4 medical programs**
- **Strong access to fresh talent from universities and colleges**
- **Intersection of the most used highways, transit lines, and bike and pedestrian trails**
- **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**
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.

INCENTIVES

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.

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.

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

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

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

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
RAIL ACCESS

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

Prepared by Bartlett & West
www.BNSF.com
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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.
People
507,950†
Total Population of Spokane County

37.6†
Median Age of Spokane County

49.06%
Male

50.94%
Female

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

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

<table>
<thead>
<tr>
<th>Occupation</th>
<th>Percentage</th>
<th>People</th>
</tr>
</thead>
<tbody>
<tr>
<td>Office and Administrative support</td>
<td>14.67%</td>
<td>21,805</td>
</tr>
<tr>
<td>Executive, Managers, and Administrators</td>
<td>10.18%</td>
<td>15,135</td>
</tr>
<tr>
<td>Health Diagnosing and Treating Practitioners</td>
<td>8.12%</td>
<td>12,073</td>
</tr>
<tr>
<td>Food Preparation, Serving</td>
<td>7.36%</td>
<td>10,946</td>
</tr>
<tr>
<td>Blue Collar</td>
<td>34%</td>
<td></td>
</tr>
<tr>
<td>White Collar</td>
<td>65%</td>
<td></td>
</tr>
</tbody>
</table>

† Median Age of City of Spokane

‡ Median Age of Spokane County

‡‡ Total Population of Spokane County
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.

<table>
<thead>
<tr>
<th>Top Industries by Jobs</th>
<th>Businesses by Number of Employees</th>
</tr>
</thead>
</table>
| **1** Health Care and Social Services | ![Businesses by Number of Employees](chart)
| **47,551 Jobs** | **1-4 Employees** 62.77% |
| **3,108 Establishments** | **5-9 Employees** 16.63% |
| **2** Retail | **10-19 Employees** 10.15% |
| **16,120 Jobs** | **20-49 Employees** 6.44% |
| **1,259 Establishments** | **50-99 Employees** 2.45% |
| **3** Accommodation and Food Services | **100+ Employees** 1.54% |
| **11,935 Jobs** | ![Businesses by Number of Employees](chart)
| **731 Establishments** | ![Businesses by Number of Employees](chart)
| **4** Professional, Scientific, and Technical Service | ![Businesses by Number of Employees](chart)
| **10,664 Jobs** | ![Businesses by Number of Employees](chart)
| **1,224 Establishments** | ![Businesses by Number of Employees](chart)

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

<table>
<thead>
<tr>
<th>Income Distribution</th>
<th>$247,400† Median Home Resale Value in the Spokane metro area</th>
</tr>
</thead>
<tbody>
<tr>
<td>&lt; $10 K</td>
<td><img src="chart" alt="Income Distribution" /> 7,789</td>
</tr>
<tr>
<td>$10-20 K</td>
<td><img src="chart" alt="Income Distribution" /> 11,077</td>
</tr>
<tr>
<td>$20-30 K</td>
<td><img src="chart" alt="Income Distribution" /> 10,482</td>
</tr>
<tr>
<td>$30-40 K</td>
<td><img src="chart" alt="Income Distribution" /> 10,075</td>
</tr>
<tr>
<td>$40-50 K</td>
<td><img src="chart" alt="Income Distribution" /> 8,543</td>
</tr>
<tr>
<td>$50-60 K</td>
<td><img src="chart" alt="Income Distribution" /> 7,837</td>
</tr>
<tr>
<td>$60-75 K</td>
<td><img src="chart" alt="Income Distribution" /> 8,864</td>
</tr>
<tr>
<td>$75-100 K</td>
<td><img src="chart" alt="Income Distribution" /> 11,550</td>
</tr>
<tr>
<td>&gt; $100 K</td>
<td><img src="chart" alt="Income Distribution" /> 18,028</td>
</tr>
</tbody>
</table>

† 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

<table>
<thead>
<tr>
<th></th>
<th>Spokane</th>
<th>Seattle</th>
<th>San Francisco</th>
</tr>
</thead>
<tbody>
<tr>
<td>$200k</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>$400k</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>$600k</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>$800k</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

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

Monthly commute times (total minutes)

<table>
<thead>
<tr>
<th>City</th>
<th>Time</th>
</tr>
</thead>
<tbody>
<tr>
<td>Spokane</td>
<td>36.5</td>
</tr>
<tr>
<td>Seattle</td>
<td>50.4</td>
</tr>
<tr>
<td>San Francisco</td>
<td>63.6</td>
</tr>
</tbody>
</table>

Data provided by StartupSpokane.com and New Venture Lab

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

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

<table>
<thead>
<tr>
<th>City</th>
<th>Average Price Per Square Foot</th>
</tr>
</thead>
<tbody>
<tr>
<td>San Francisco</td>
<td>$1048/sf</td>
</tr>
<tr>
<td>Seattle</td>
<td>$476/sf</td>
</tr>
<tr>
<td>Spokane</td>
<td>$157/sf</td>
</tr>
</tbody>
</table>

Get closer to nature

<table>
<thead>
<tr>
<th>Feature</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>5 minutes from downtown</td>
<td>Spokane</td>
</tr>
<tr>
<td>Riverside State Park’s 55 miles of trail</td>
<td></td>
</tr>
<tr>
<td>Hit the slopes!</td>
<td>Seattle</td>
</tr>
<tr>
<td>5 ski resorts within 2 hours of the city.</td>
<td></td>
</tr>
<tr>
<td>Convenient downtown access</td>
<td>San Francisco</td>
</tr>
<tr>
<td>swim, fish or paddle in the Spokane River on your lunch break.</td>
<td></td>
</tr>
</tbody>
</table>
500,000 Residents in the Metro Area
Regional hub serving almost two million people

A workforce of more than 230,000 talented individuals

Largest 3on3 basketball tournament in the world

86 city parks
7 public golf courses

Work hard – Play harder
50,000 downtown employees

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

17 nonstop service destinations

$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!

12 Conservation Areas within 10 miles of downtown

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

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

7,000 creative jobs

1000 downtown retailers and restaurants, from major brands to local artisans

COUNTLESS industry & academic connections in downtown’s University District

19 minute average commute

30 Days

86 city parks cover 1600 acres of green space

7,000 creative jobs

86 city parks cover 1600 acres of green space

Find out more of what makes us special

ChooseSpokane.org – 888-390-4225