



Shoreline City Hall  
17500 Midvale Avenue North  
Shoreline, Washington 98133  
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## SHORELINE CITY COUNCIL SPECIAL MEETINGS NOTICE

**City Council Meeting**  
**Monday, March 31, 2014**  
**5:30 p.m. to 7:00 p.m.**

As required by RCW 42.30, the Open Public Meetings Act, YOU ARE HEREBY NOTIFIED that the Shoreline City Council will hold a special meeting on Monday, March 31, 2014.

The meeting will begin at 5:30 p.m. and is scheduled to conclude at 7:00 p.m. It will be held in Conference Room 303 at Shoreline City Hall, located at 17500 Midvale Avenue N, Shoreline, WA 98133.

The purpose of this meeting is to discuss the Development Decision Making Process.

Dated this 25<sup>th</sup> Day of March, 2014.

Jessica Simulcik Smith  
City Clerk



## SHORELINE CITY COUNCIL SPECIAL MEETING

Monday, March 31, 2014  
5:30 p.m.

Conference Room 303 · Shoreline City Hall  
17500 Midvale Avenue North

### 1. **Development Decision Making Process**

A panel of top real estate professionals in the Puget Sound region who are familiar with the Shoreline market will discuss the following:

- How Shoreline real estate is seen in the Puget Sound context
- What the City of Shoreline can do right now to attract investment, and/or what the City of Shoreline should avoid doing right now so that it doesn't deter development
- How Shoreline can position itself to take advantage of the rising trends in real estate

*The Council meeting is wheelchair accessible. Any person requiring a disability accommodation should contact the City Clerk's Office at 801-2231 in advance for more information. For TTY service, call 546-0457. For up-to-date information on future agendas, call 801-2236 or see the web page at [www.shorelinewa.gov](http://www.shorelinewa.gov). Council meetings are shown on Comcast Cable Services Channel 21 and Verizon Cable Services Channel 37 on Tuesdays at 12 noon and 8 p.m., and Wednesday through Sunday at 6 a.m., 12 noon and 8 p.m. Online Council meetings can also be viewed on the City's Web site at <http://shorelinewa.gov>.*



## Dinner Meeting Memorandum

**DATE:** March 31, 2014

**FROM:** Dan Eernisse, Economic Development Manager

**TO:** Shoreline City Council

**CC:** Debbie Tarry, City Manager  
John Norris, Assistant City Manager  
Ian Sievers, City Attorney

**RE:** Development Decision Making and Real Estate Dialogue

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Economic development is a top Council goal, and many economic development strategies depend on successfully positioning Shoreline's real estate assets in the greater Puget Sound region. Therefore, staff has planned two dinner meeting sessions to help Council understand how the "outside world" sees Shoreline real estate and our community as a place to invest.

The first session will be a conversation with some of the top real estate professionals in the Puget Sound region who are also familiar with the Shoreline market. The following prepared questions will serve as discussion questions for all of the panelists, with Council able to interject additional questions as appropriate:

- 1) How is Shoreline real estate seen in the Puget Sound context?
- 2) What can the City of Shoreline do right now to attract investment, and/or what should the City of Shoreline avoid doing right now so that it doesn't deter development?
- 3) How can Shoreline position itself to take advantage of the rising trends in real estate?

The following participants are expected to be present for tonight's discussion. However, given how busy their professional lives are, some panel member substitutions may be made at the last minute.

- **Sean Hyatt**, Mill Creek Residential (MCR), [www.millcreekplaces.com/team](http://www.millcreekplaces.com/team). Sean's company had the former Denny's property in Aurora Square under contract for development but walked away. MCR currently is developing a property on Capitol Hill in Seattle.

- **Martha Rose**, Martha Rose Construction, [www.martharoseconstruction.com/AboutMarthaRose.php](http://www.martharoseconstruction.com/AboutMarthaRose.php). A Shoreline resident, her website states that her company is “building the greenest homes for the Seattle market,” and her cottage home development on Dayton Avenue N is well-loved.
- **David Cutler**, GGLO, [www.gglo.com/our-people/personalities/dcutler.aspx](http://www.gglo.com/our-people/personalities/dcutler.aspx). David participated in the City’s Light Rail 185<sup>th</sup> Station Area developer forum, and while he doesn’t have projects in Shoreline, his breadth of experience and knowledge of the market provided valuable input as part of the station area planning process.
- **Brian Leibsohn**, First Western Properties; [www.fwp-inc.com/agent/brian-leibsohn](http://www.fwp-inc.com/agent/brian-leibsohn). Brian represents the Tsang property in Aurora Square, so he’s constantly talking to prospective buyers about Shoreline.
- **Chris Austin**, Windermere, [www.linkedin.com/pub/chris-austin/8/b54/b10](http://www.linkedin.com/pub/chris-austin/8/b54/b10). Chris worked as a real estate development manager prior to the recession, but then shifted to being a broker who has created a niche finding land for relatively small-scale developers.