



October 26, 2020

NW Seattle, LLC
William Webster
2111 Ahlers Avenue
Centralia, WA 98531

THURSTON COUNTY
RECEIVED

NOV 12 2020

BUILDING DEVELOPMENT CENTER

Re: Doelman Industrial Park, Maytown, WA

Dear Bill:

Nice to hear from you and glad you are making progress on the Maytown property. This is very important and your timing could not be better as our strong industrial market and demand have never been so good. I believe that this property will be the answer to the industrial needs for the next five years. I will share with you the reasons that I say that. If you can get the county to allow you to do the master plan industrial park in a relative short time period the county will also benefit from this project as the real estate tax base will be significant.

Please see the total Absorption chart below. This chart shows a market by market absorption share of industrial transactions. Please note that this chart demonstrates the last 36 months. As you will find, 74% of the markets absorption has happened in markets starting in Tacoma and heading south. If you would have viewed this chart 3 years ago, Tacoma southward would have represented around 6% of absorption. What this demonstrates is that the industrial market has moved southbound. The problem is the fact that we are running out of development sites for large users. This fact has sent groups like UNFI and Lowes south to Centralia and Winlock. Companies like Lowes and UNFI would much prefer Maytown as their trucks and labor would be on the road for much less time as Maytown is 37 miles north of Winlock where Lowes is building 1.2 million SF. These types of companies are wonderful for communities as they are first class operations with family wage jobs.

I hope this sheds a different light on this location versus what someone not in the industry might not be aware of.

Good luck with your park and call on me anytime you need more information.

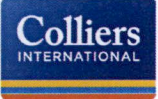
Sincerely,

A handwritten signature in cursive script, appearing to read "Arvin Vander Veen".

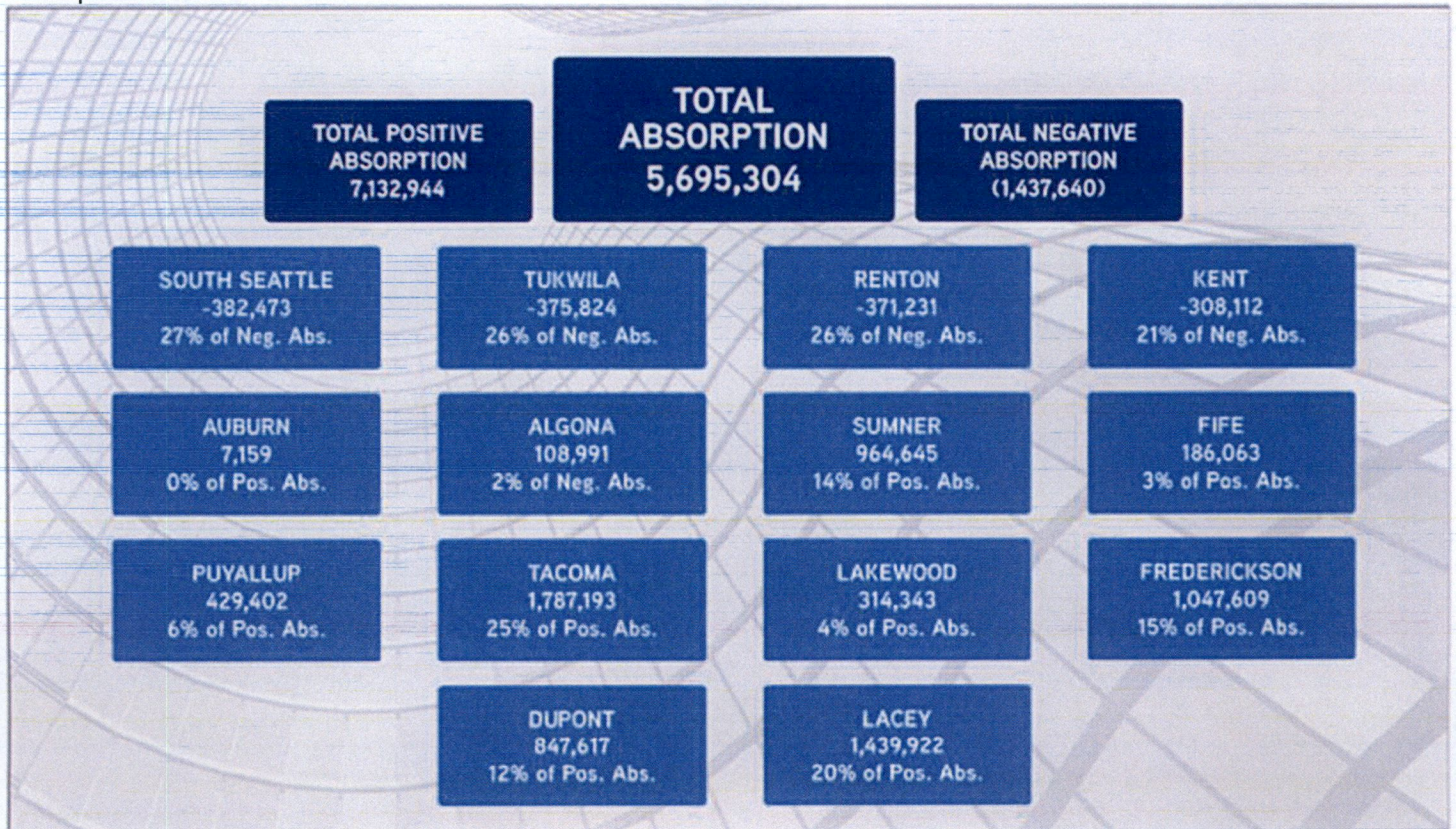
Arvin Vander Veen, SIOR
Executive Vice President

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Absorption



Active Large Tenants in the Market:

3PL	350,000	ReadySpaces	75,000 - 155,000
Acme Distribution	100,000 - 125,000	Sky Chefs	100,000 - 150,000
Amazon	1,200,000	Staples	200,000
Amazon	650,000	Sysco	650,000
Amazon	400,000	Talking Rain	150,000
Amazon	1,000,000	Tall Tree Foods	50,000 - 100,000
Amazon	164,000	Undisclosed	800,000
Amazon	400,000	Undisclosed	500,000
Anixter	100,000-200,000	Undisclosed 3PL	250-300,000
Article	200,000	Undisclosed	300,000
Cascade Pacific	140,000	Winco Foods	700,000 - 1,000,000
Clutter	250,000 - 300,000	Yusen	250,000 - 300,000
Continental Mills	250,000 - 300,000		
DII Design Imports	150,000		
Exo Labs	100,000		
Expeditors	400,000		
Ferguson	150,000		
Hollingsworth	100,000-150,000		
Holman	150,000		
Home Depot	350,000		
Hydro Systems	80,000		
IKEA	150,000		
JD OTT	100,000 - 150,000		
King County	50,000 w yard		
Kroger	125,000		
Lineage Logistics	200,000		
MXD	125,000		
Project Vector	250,000		
Provisioners Warehouse and Transportation Services	80,000 - 100,000		