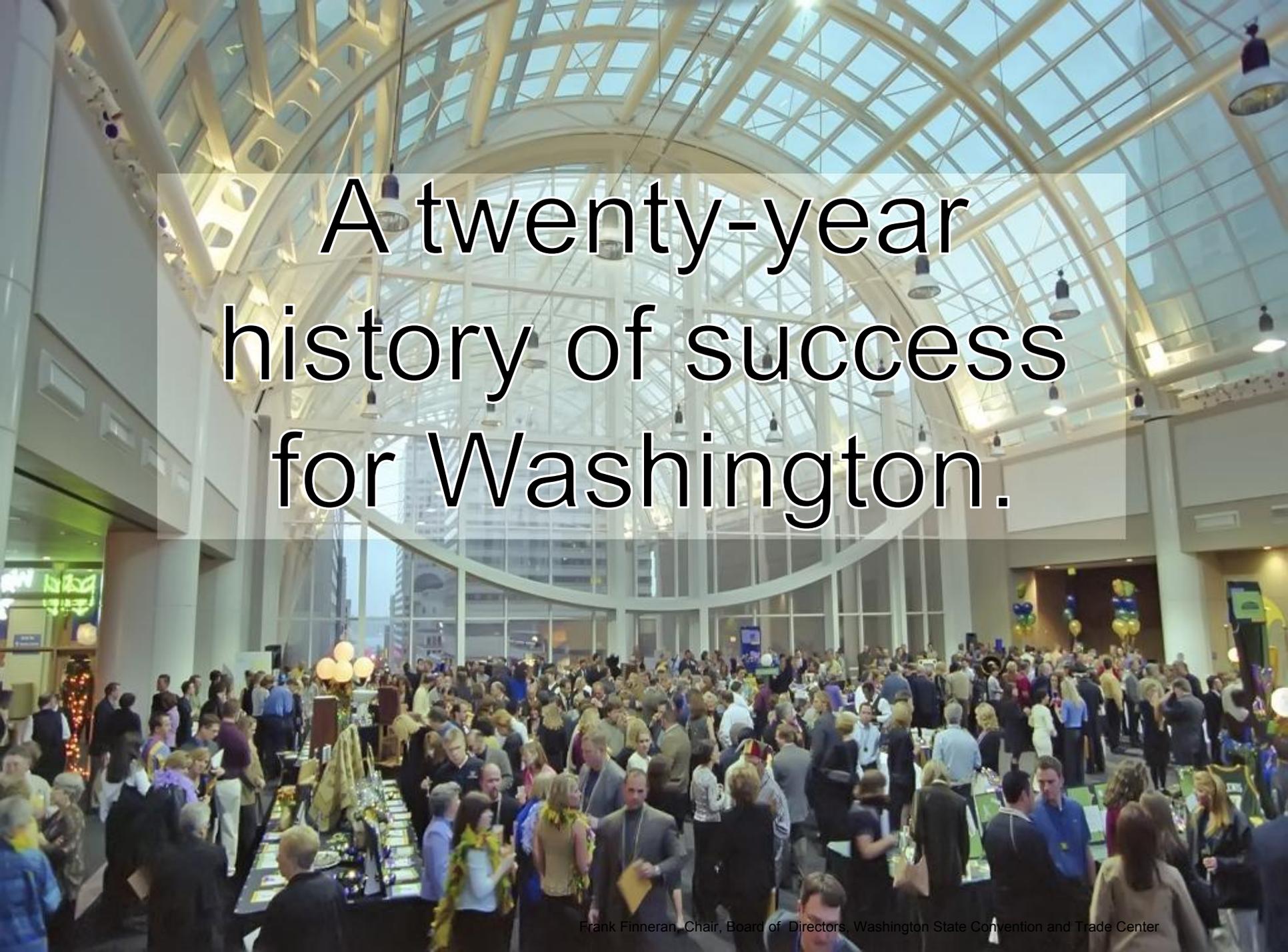


Washington's Convention Center

Expanding the state's economic future.



A twenty-year
history of success
for Washington.



A Proven Record of Financial Performance

Since the beginning of its operation, your Washington State Convention & Trade Center has generated:

- \$3.2 billion in out-of-state delegate spending
- \$374 million to the general fund of the state
- Your Center is contributing an average of \$627,000 per day to the state's economy from its operation



A Proven Record of Financial Performance

- The debt service of Center facilities is paid exclusively by a special Seattle and King County hotel/motel tax, paid by visitors to this destination
- Your Center has in place an aggressive capital program that keeps your Center current and well maintained. This program is also funded by the hotel/motel tax
- Your Center has generated over 4,620 living-wage jobs as a result of its operations and over 5,300 construction jobs from the projects that created the existing facilities

All at no cost
to the taxpayers
of Washington.



History indicates the need to sustain this success by investing in our future.

The time is right to expand your Washington State Convention & Trade Center.



Why Expanding Your Convention Center Makes Sense

For the last 20 years, your Center has been an industry leader in service, quality, innovation and revenue generation. Your Center produces more revenue per square foot than any other meeting facility in North America.

Your Center's popularity with meeting planners has it operating at functional capacity with over 45 national conventions a year.

Demand continues to grow for high-quality exhibition and meeting space, especially for associations in the medical, scientific and technical fields.



Why Expanding Your Convention Center Makes Sense

Unfortunately, your Center's current size no longer meets the demands of many associations that would otherwise hold meetings in Seattle.

Your Center now ranks as just the 68th largest meeting facility in North America, falling well behind its west coast competition.



Why Expanding Your Convention Center Makes Sense

Since 2004, over \$1.7 billion in business has been lost due to the inadequate size of the current building or from the lack of available dates.

By essentially doubling its capacity, your Center will position itself for the anticipated meeting demands of clients well into the future as well as greatly increasing the economic benefits for all of Washington.



Direct Benefits of Expansion

- Increased delegate spending
- The ability to capture convention business lost due to lack of available dates and space
- The creation of new jobs, both construction and permanent
- Improving the city and state's tax base through the addition of new hotel properties
- Additional tourism-related spending around the state

Rendering of the Expanded Convention Center



Expansion Site and Neighborhood



Frank Finneran, Chair, Board of Directors, Washington State Convention and Trade Center

Expansion Site Offers Outstanding Opportunities



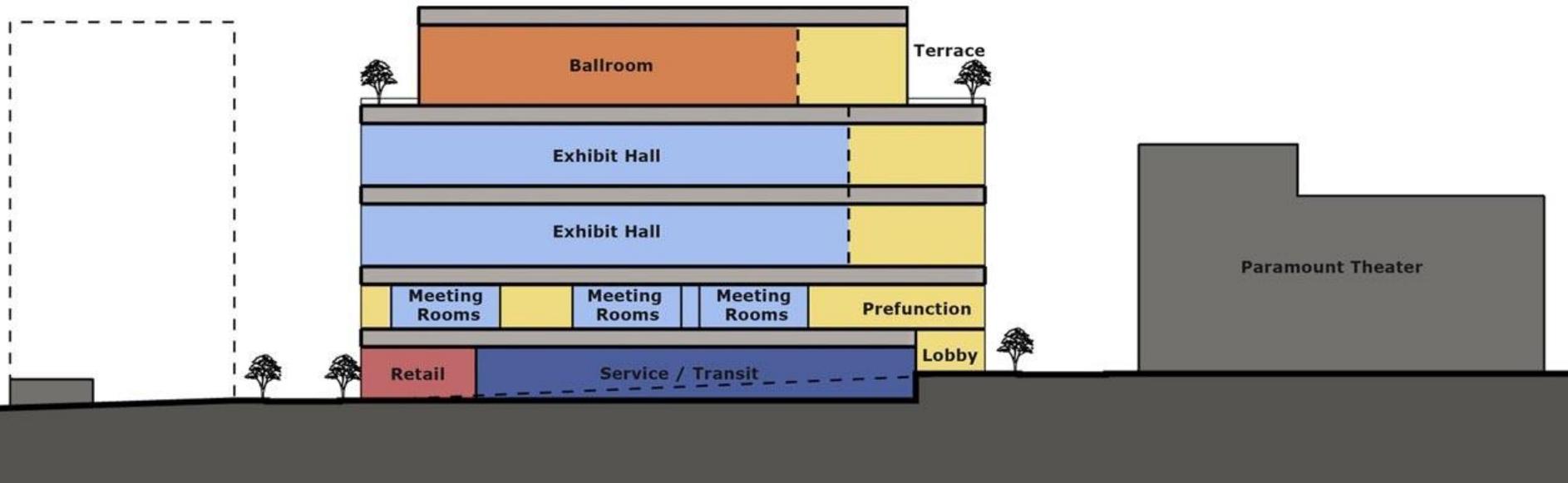
Owned by King County, the 209,513 sq. ft. proposed site is available now and offers opportunities for co-developments.

Direct Light Rail Link to SeaTac Airport



The Convention Place site also offers continued operation of the existing transit station, including a direct light rail link to SeaTac Airport.

East-West Section



Convention Place Site Study



Expansion Cost Summary

Andonian condominium interest	\$	\$ 2,000,000
Construction at \$530 per sq. ft.	437,250,000	
Street improvements	13,400,000	
9th and Pine Street lids	20,000,000	
Andonian improvements	9,000,000	
Total construction		479,650,000
Soft costs at 40% of construction		191,860,000
Escalation 3.5%		<u>22,495,585</u>
Sub Total		\$ 696,005,585
Contingency		<u>70,000,000</u>
		\$ 766,005,585



No Burden On State Taxpayers Or Government

The entire cost of expansion can be funded through existing hotel/motel tax revenues, without imposing a burden on state and local governments or taxpayers.

Expansion Financing Analysis

Sources:

COPs	\$ 977,013,035
Center cash used at issuance	<u>0</u>
Total Sources	\$ 977,013,035

Uses:

Deposit to project construction fund	\$ 851,000,000
Deposit to capitalized interest fund	68,188,640
Redemption of 1999 COPs	50,495,000
Cost/Miscellaneous	<u>7,329,395</u>
Total Uses	\$ 977,013,035

Assumptions: Cash flow is based on existing tax revenue with growth factors of negative 2.7% in fiscal 2009, 1% in 2010, 2% in 2011, 3% in 2012, 4% in 2013 and 5% growth in 2014 through the remaining life of the bonds to 2042.



Schedule

Legislative approval	2009
Due diligence and design	2011
Finance package	2011
Construction	2011 - 2014



Supporters of Convention Center Expansion

Advocates for Convention Center Expansion

The Building Owners and Management Association

Downtown Seattle Association

Greater Seattle Chamber of Commerce

King County Metro

Martin Luther King, Jr. County Labor Council, AFL-CIO

Professional Convention Management Association/
Meeting Planners International

Puget Sound Prosperity Partnership

Seattle's Convention and Visitors Bureau, Board of Directors

Seattle's Convention and Visitors Bureau/Washington State Convention & Trade Center Customer Advisory Board

Seattle Hotel Association

Seattle/King County Building and Construction Trades Council

Washington Convention and Visitors Bureaus

Washington Public Facilities District Association

Washington State Tourism Commission

