



# Economic Development Q1 2026 Update

Eernisse Consulting

April 9, 2026



# Economic Development Support

- ✓ Participates in the **council's strategic plan** efforts
- ✓ Builds **economic development strategy** to complement the city's strategic plan
- ✓ Evaluates and pursues economic development **recruiting leads**
- ✓ Collaborates with regional **economic development partners**
- ✓ Performs other **duties as assigned**

# Focus Areas

- ✓ Two primary projects (Ferry study and Downtown work) are grant funded
- ✓ Minimal impact to General Fund
- ✓ Tonight's check in is a status update on these efforts

# Port of Seattle Downtown Grant

- ✓ **Surveying** downtown business owners, property owners, and active real estate developers.
- ✓ Creating a **database** of downtown business owners, property owners, and active real estate developers.
- ✓ Supporting activity and **sense of place** downtown.
- ✓ Convening two **business roundtables**/seminars.
- ✓ Creating a **marketing campaign** to recruit new investors.

# Commerce Ferry Grant

Provide unbiased information for decision-making

- ✓ Mobility spurs economic development
- ✓ Evaluate 2022 pilot ferry, imagine future ferry service
- ✓ Focus on broad-based community engagement



# 2022 Ferry Pilot

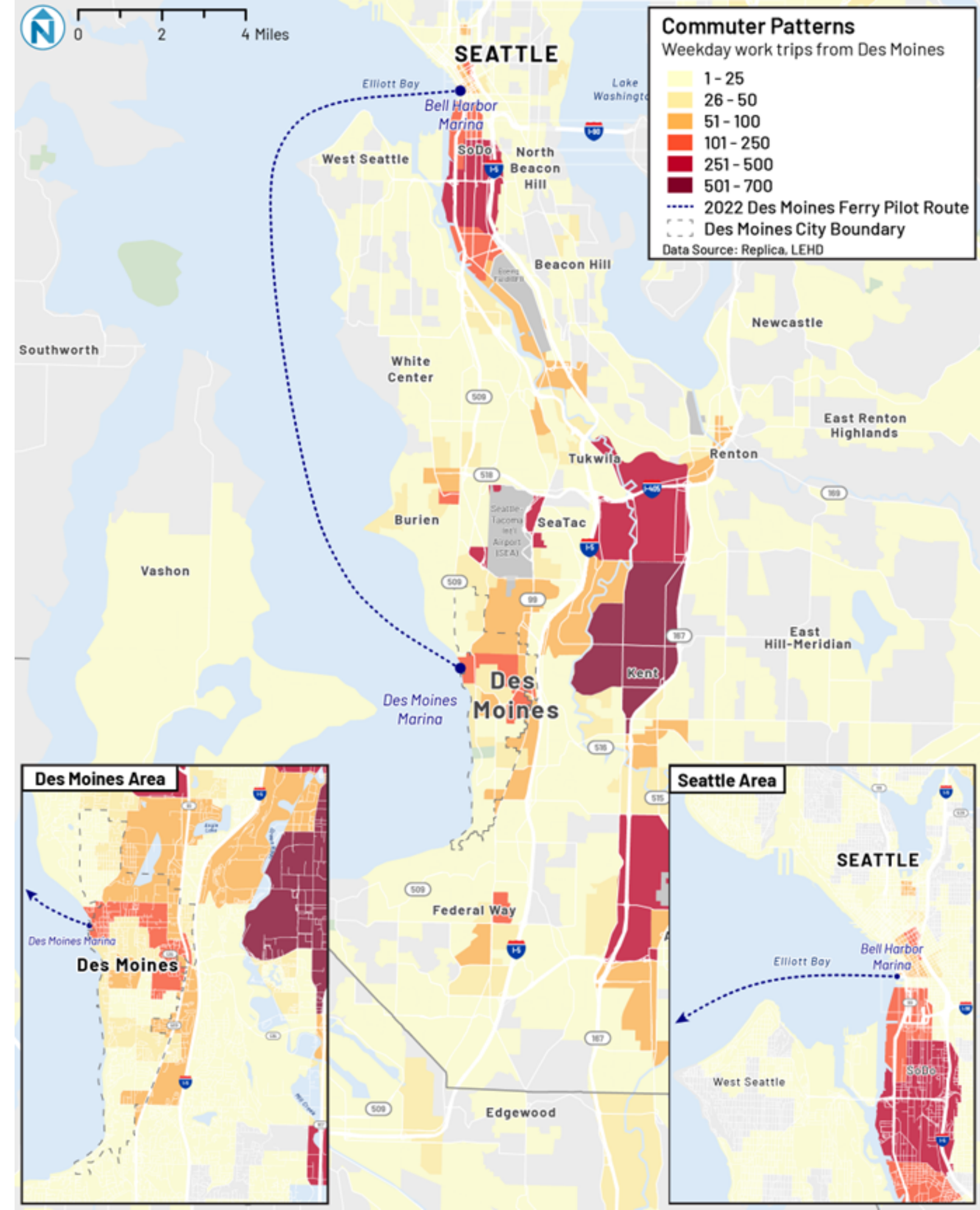
## DRAFT findings

- ✓ Generated enthusiasm with 15,000 riders
- ✓ 93% rode for leisure, not commute
- ✓ Operational costs exceeded fares by 10x

# Ferry Study: Market Analysis

DRAFT findings

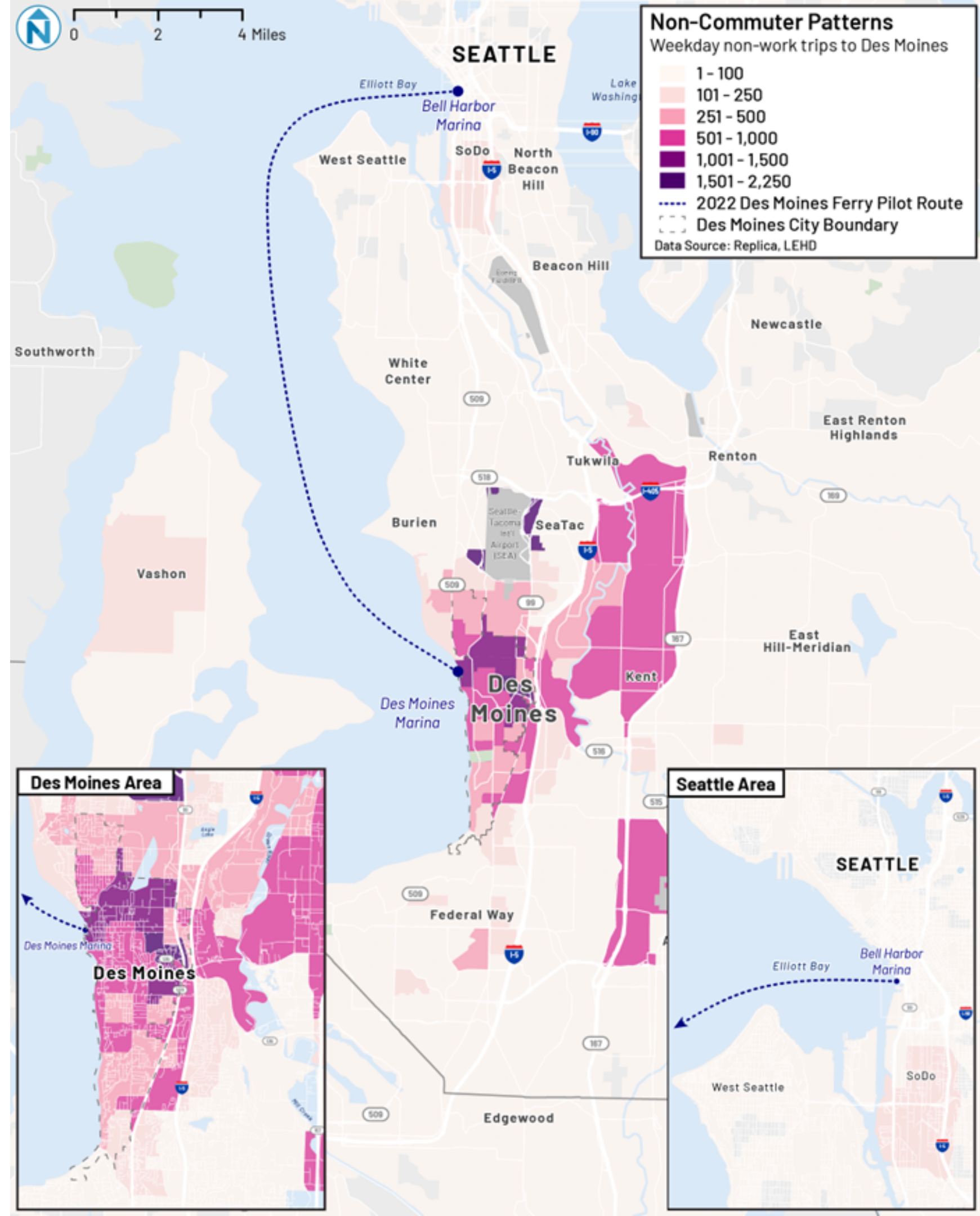
- ✓ Commuters
- ✓ Few to Seattle waterfront
- ✓ Kent valley, SoDo, SeaTac, Auburn



# Ferry Study: Market analysis

DRAFT findings

- ✓ Non-work trips
- ✓ Few to Seattle waterfront
- ✓ Southcenter, Kent valley, SeaTac



# Ferry Study: Market analysis

DRAFT Summary statements

- ✓ Key regional travel markets represent opportunities for expanded transit service
- ✓ Limited potential for meaningful ferry connections between Des Moines and Seattle

# Ferry Study: Community Engagement

## 1. Stakeholder Interviews

- ✓ Completed
- ✓ 19 interviewed

## 2. Online Survey

- ✓ Launching today

## 3. Focus Groups

- ✓ Broad-base focus
- ✓ Recruiting 36 participants for 3 groups

# Ferry Study: Wrapping Up

BERK Economic Development Impact Analysis

- ✓ 2022 Pilot EconDev Impacts
- ✓ Permanent Ferry Service EconDev Impacts

Alternatives Analysis

- ✓ Marina destination case studies

**Final Report June 2026**



**Des Moines**  
WATERLAND CITY