



EST.  2015

# THE VILLAGE

AT TOTEM LAKE

PROJECT UPDATE

KIRKLAND BUSINESS ROUND TABLE  
10 . 09 . 2019



# Let's get re-acquainted.

The Village at Totem Lake is a newly reimagined mixed-use center that truly incorporates the live-work-play concept that will quickly become the premier experiential destination on the Eastside.

Upon completion, the development will include a state-of-the-art luxury theatre, a village commons and park, chef driven restaurants, unique retail, high-end residential and other modern features, while retaining several of the legacy tenants within the project.

Kirkland prides itself on its strong sense of community and unique neighborhoods, while placing a special importance on maintaining a highly desirable quality of life for its residents.



*Redefining*

## **MIXED USE SPACES**

With a completely new take on the work, live, play, shop and stay environment, The Village at Totem Lake offers an unrivaled stage for retailers, restaurateurs, and brands seeking to present themselves as connected with consumers and the community in an exciting and modern showcase.



*Redefining*

## **MIXED USE SPACES**

### **RETAIL**

Boutique & National Brands

### **OFFICES**

Collaborative Office Environment

### **RESTAURANTS**

Casual & Fine Dining

### **APARTMENTS**

Contemporary Urban Living

# Phase II (aka “the Upper Mall”) East of 120<sup>th</sup> Avenue



# Phase I (aka “the Lower Mall”) West of 120<sup>th</sup> Avenue













# Retail Today;

IT'S NOT DYING, IT'S DIFFERENT.

**YOU NEVER HAVE TO  
LEAVE YOUR HOUSE  
AGAIN.**

So why do you?





## RETAIL VALUATION

Why the shift to sales-centric valuation is meaningful for communities.





**FAMILIAR FACES;**  
Businesses that are  
open and thriving.





## *Our Anchors* **EXTRAORDINARY OPENINGS**

Guests at The Village cannot get enough. Our anchors have experienced extraordinarily strong sales since opening. Both Nordstrom Rack and Trader Joe's exceeded their Grand Opening expectations, and continue to exceed their plans daily since opening.

Nordstrom Rack's opening was ranked #1 out of 5 stores that opened nationally at the same time including locations in Manhattan and Los Angeles.



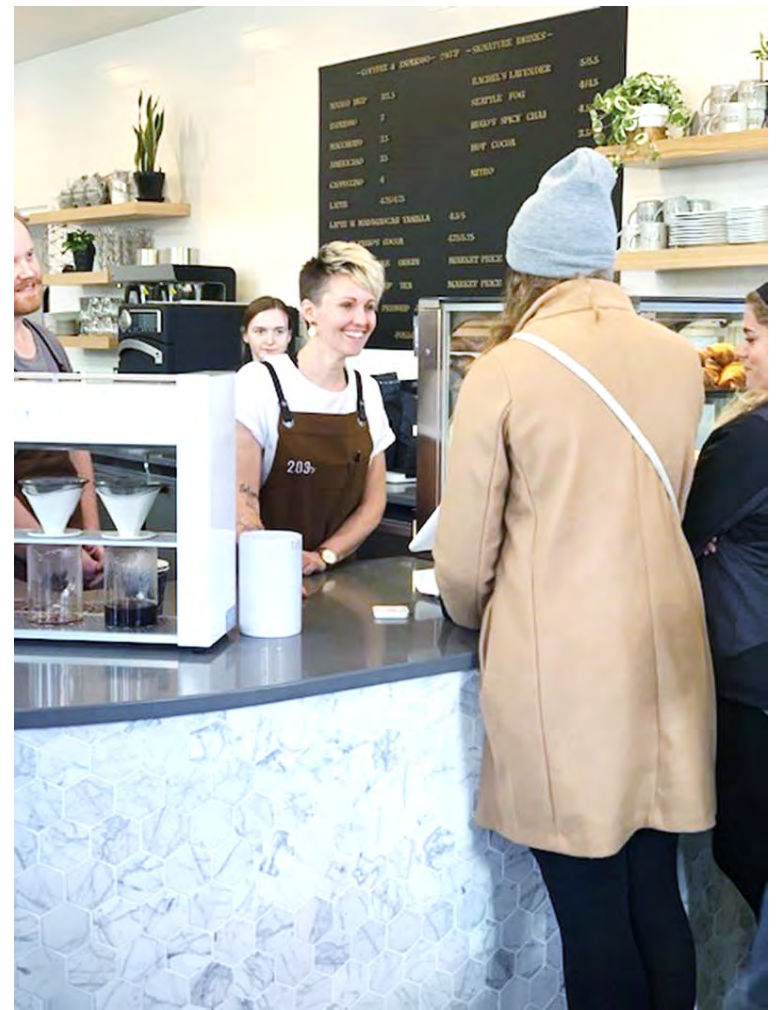
**TRADER JOE'S**

NORDSTROM  
**rack**



# SPOTLIGHT ON COFFEE

## 203 Coffee



# SPOTLIGHT ON SELF-CARE

## Anthony Vince Nail Spa

Founded in 2004, Anthony Vince Nail Spa is a premier nail care destination that performs spa-related services including manicures, pedicures, waxing, facials and massages in a beautiful setting. The company boasts that they consistently strive for perfection and craft of their technique and services.

Under visionary leadership, the salon has grown from 1 location to more than 50 locations across the country.





# SPOTLIGHT ON BOUTIQUE DAILY NEEDS

## All the Best Pet Care



# SPOTLIGHT ON RETAIL

# Zumiez





**ON THE WAY;**  
Leases are signed  
and businesses are  
building.



OPENING OCTOBER 25

Anko

anko



OPENING OCTOBER 31

# Joe's Burger Pavilion



OPENING DECEMBER 2019

# Galos Flame-Grilled Chicken



**GALOS**<sup>TM</sup>  
Flame Grilled Chicken



## Get to Know CINEMARK

Cinemark is not only predominant, but a pioneer in the motion picture exhibition industry. Their theaters are innovative, offering the latest in projection technology. Newer theaters are also known for luxurious appointments and upgraded experience.

Movie-goers at the Village at Totem Lake will be greeted by a café with chef-driven menu and specialty snacks. All eight auditoriums will have reserved seating and Cinemark's famous luxury loungers with electric recline. One auditorium will be XD, offering an immersive wall-to-wall screen and enhanced surround sound.





## Get to Know **SEPHORA**

Premium cosmetics retailer Sephora was founded in France in 1969, acquired by luxury conglomerate LVMG in 1996, and has evolved into one of the world's most powerful beauty chains.

In 2017, Sephora started rolling out small format boutiques that offer a more intimate shopping experience. These will exist alongside its larger format stores in malls.







## *Get to Know* **SALT & STRAW**

Salt & Straw is a farm-to-cone ice cream company whose ice cream is handmade in small-batches using only all-natural dairy with the best local, sustainable and organic ingredients Oregon has to offer, as well as imported flavors from small, handpicked farms and producers around the world.

The company was founded in 2011 and is headquartered in Portland, Oregon with stores in Los Angeles and San Francisco, California.





**WORD ON THE STREET;**

Leases are in draft or LOIs have been negotiated with 10+ additional retailers, restaurants and service providers!



**Public Spaces**  
at the heart of it all

Creation of the public spaces  
is guided by overarching  
**design principles**



ADAPTABILITY throughout the day... the year...

COMFORT for the PUBLIC, not just the  
customer.

'THIRD PLACE' - thus valuable to community

CONNECTIVITY meets WANDER

Rational FLOW - into & within

HUMAN SCALE

...WARMTH... (light / heat / comfort)

Focus on QUALITY →  
materials  
design  
execution

Top-tier PROGRAMMING  
(stage · events · seasonal · play · dine ...)

DESIGN for ALL .

# PARK LAYOUT

Space to play  
Places to explore  
Opportunities to gather



- LEGEND:
- KIDS PLAY AREA
  - PAVILION SOCIAL DECK SPACE
  - FOOD & BEVERAGE AREAS
  - OPEN FUNCTION LAWN SPACE
  - PLAZA GATHERING AREA
- NOTE:  
REFER TO 68A TO SQUARE FOOTAGES



# Rendering of the central public park



# Rendering of the central public park



# Rendering of the central public park





# Construction progress aerial photo overlay





**LIVING HERE**  
Distinctive  
residences in the  
making





## **THE AURA**

by Trinsic Residential

202 Units

Available for lease Q1 2020



## **NORTH**

by Fairfield Residential

244 Units

Available for lease mid-2020

## **ASPECT**

by Fairfield Residential

406 Units

Available for lease late 2020

## WORK HERE TOO

Exceptionally beautiful office space is available, but limited.

(less than 20,000 SF remaining)



**THANK YOU.**

**CENTERCAL**  
PROPERTY, L.P.

310.563.6900 | [CenterCal.com](http://CenterCal.com)