

Who We Are



DEMOGRAPHICS

12-minute drive time of 24th Street Interchange
Buxton Company, 2008

	2007 estimate	2012 projected
Population	142,070	154,693
Household profile	55,259	60,404
Workplace population	89,265	

84.6% Caucasian
 Age: Average: 37 Median: 37.5
 Household income: Average: \$65,328 Median: \$56,984
 61.2% owner occupied housing
 Median property value: \$227,639
 79.7% are 15 years old or older

“Geographically, Sumner is a great spot, we love it. It’s close to commerce hubs Seattle and Portland, has excellent access to inbound ports and interstates and has maintained its small town charm,” said Tom Walker, executive vice-president of Costco construction and distribution.”

–Daily Journal of Commerce



CONTACT US

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DOMINANT SEGMENTS*

Home Sweet Home – 8.41%
Upper-middle-class married couples living in mid-sized homes; have comfortable lifestyles, filling homes with toys, TVs and pets.

Kids & Cul-De-Sacs – 6.78%
Upscale, suburban, married couples with children; large outlays for child-centered products and services.

New Beginnings – 6.73%
Young, single adults starting out on their career paths or starting over after recent divorces; modest living standards.

Old Glories – 5.57%
The nation’s downscale suburban retirees, aging in place and leading home-centered lifestyles; the most ardent television fans.

Young Influentials – 5.52%
Young, middle-class preoccupied with balancing work and leisure; surrounded by ball fields, health clubs and casual-dining.

Blue-Chip Blues – 5.16%
Comfortable young families with well-paying blue-color jobs; modestly priced homes with commercial catering to child-filled households.

Domestic Duos – 4.9%
Middle-class mix of over 55 singles and couples in older suburban homes; easy-going lifestyle; like to socialize and eat out.

Beltway Boomers – 3.93%
Baby Boomers grown up, college-educated, upper-middle-class and home-owning; still raising children in kid-centered lifestyles.

Suburban Sprawl – 3.77%
Mid-scale, middle-aged singles and couples living in suburbia; like jogging on treadmills, playing trivia and renting videos.

Movers & Shakers – 3.36%
The up-and-coming business class; wealthy suburban world of couples ages 35-54 with children.

Pools & Patios – 3.36%
Mature, empty-nesting couples in stable neighborhoods; white-collar managers at the top of their careers.

*The Buxton Company, 2008

Where We Are

GETTING TO SUMNER

3 freeways, highways 167, 410 and 512

Average daily traffic volume on Hwy 167: 85,000 south of Sumner/91,000 north of Sumner in 2009

18 Sounder commuter trains daily to Seattle and Tacoma
Plus Sound Transit and Pierce Transit bus routes

20 miles to Seattle-Tacoma International Airport

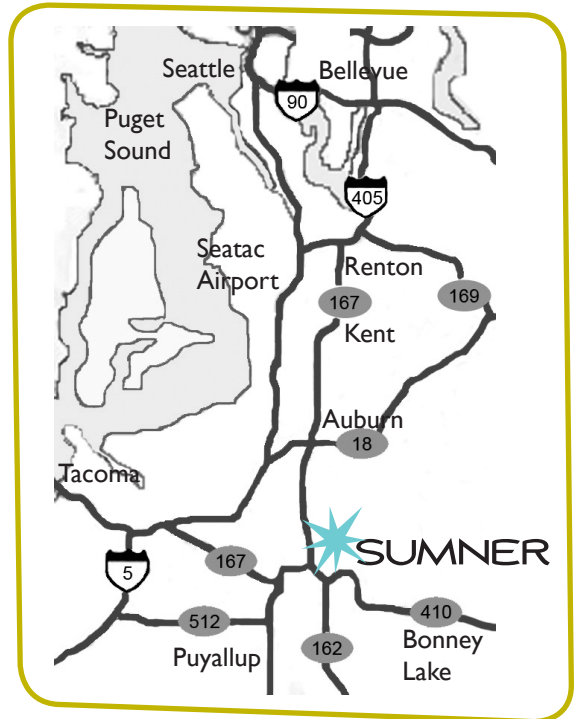
31,227,512 passengers, 317,873 aircraft operations, 269,804 air cargo in metric ton(s), 17th busiest airport in the U.S.

12 miles to Port of Tacoma

Over \$25 billion in annual trade and nearly 1.5 million 20-foot Equivalent Units (TEUs)

35 miles to Port of Seattle

The nation's eighth busiest with 22 international steamship lines moving over 2 million TEUs



CLOSE TO EVERYONE

- 35 miles to Seattle, pop. 586,200
- 32 miles to Bellevue, pop. 118,100
- 15 miles to Kent, pop. 86,660
- 13 miles to Federal Way, pop. 87,390
- 13 miles to Tacoma, pop. 201,700
- 3.2 miles to Puyallup, pop. 36,790
- 10 miles to Auburn, pop. 50,470
- 7.1 miles to Edgewood, pop. 9,560
- 4.3 miles to Bonney Lake, pop. 15,740

PLUS 22 miles to Joint Base Lewis McChord, with nearly 49,000 soldiers, federal employees and contractors and a labor earnings impact of nearly \$2.9 billion within Pierce County.

In the 1890s the US Post Office asked us to pick a new name. Three local businessmen gathered in the general store but couldn't agree, so they each put a name in a hat and asked a boy walking by to pull one. The slip he pulled said "Sumner." Come on in and discover your business in Sumner. We'll be ready to greet you with solutions, maybe even one out of a hat.



LEAKAGE OPPORTUNITIES

Within a 12-minute drive time, Buxton Company, 2008

	POTENTIAL	ACTUAL SALES	LEAKAGE
Radio, TV & electronics	35,542,338	23,596,692	0.66
Camera & photo equip.	2,196,814	827,334	0.38
Paint & wallpaper	5,971,360	4,847,151	0.81
Beer, wine & liquor	18,192,221	12,900,053	0.71
Optical goods	4,377,966	3,617,366	0.83
Mens clothing	4,851,238	4,205,532	0.87
Clothing accessories	1,817,304	1,408,571	0.78
Luggage & leather goods	1,244,859	0	0.00
Musical instruments	3,291,872	2,288,147	0.70
Book stores	8,847,700	3,550,787	0.40
Newsstands	523,602	0	0.00
General Merchandise	21,252,206	10,737,692	0.51
Florists	4,545,845	3,622,358	0.80
Drinking places (alcohol)	10,138,797	6,701,411	0.66



BUSINESS CALLS SUMNER HOME

World Headquarters

Pacific Crest Industries
Parsons Construction
Shining Ocean
Dillanos Coffee
Investco
Brooks Shoes
Toysmith
Service Paper Company

Industrial

Amazon.com Distribution Center
REI Distribution Center
Costco Distribution Center
Target Distribution Center
Green Mountain Coffee Roasters
Golden State Foods
Kellogg's Distribution Center
Maersk
Medline
NYK Logistics

Food Chains

Farrelli's Pizza
Taco Del Mar
Starbucks
Subway
Papa Murphy's
Baskin Robbins
Jack in the Box
McDonald's

Retail

Old Cannery Furniture Warehouse
Sunset Chevrolet
Riverside Ford
Jay Lee's Honda of Sumner
Holiday Inn Express
McLendon Hardware
Windmill Gardens
Fred Meyer (Kroger)
Mud Bay
Winco



"Sumner is high up on the

'opportunity meets value' barometer."

--Daily Journal of Commerce



SUCCESS!

City of Sumner won the Governor's
Smart Communities Award

Old Cannery Furniture Warehouse featured
in *Home Furnishings Business* magazine
"offering 'shopper-tainment' decades before
it became a buzzword"

Pacific Crest Industries' founder and CEO,
Steve Bell, named 2008 Ernst & Young
Entrepreneur Of The Year® in manufacturing
for the Pacific Northwest