

FOR LEASE

# SALISH VILLAGE PHASE II

4839 RURAL AVE / SLATER ROAD, FERNDALE, WA 98248



LoopNet™



CoStar

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EXCLUSIVELY LISTED BY:

**Troy C. Muljat, CCIM, CPM**  
360.820.2000  
troy@muljat.com



**MULJAT GROUP**  
COMMERCIAL  
MULTI-FAMILY • RETAIL • INDUSTRIAL • OFFICE





This Offering Memorandum has been prepared by Muljat Group Commercial for use by a limited number of parties and has been obtained from sources believed reliable. While we do not doubt its accuracy, we have not verified it, and make no guarantee, warranty or representation about it. It is your responsibility to confirm, independently, its accuracy and completeness. All projections have been developed by Muljat Group Commercial, Seller and designated sources, are based upon assumptions relating to the general economy, competition, and other factors beyond control of Owner, and therefore are subject to variation. No representation is made by Muljat Group Commercial or Owner as to the accuracy or completeness of the information contained herein, and nothing contained herein is or shall be relied on as a promise or presentation as to the future performance of the Property. Although the information contained herein is believed to be correct, Owner and its employees disclaim any responsibility for inaccuracies and expect prospective purchasers to exercise independent due diligence in verifying all such information. Further, Muljat Group Commercial, Owner, and its employees disclaim any and all liability for representations and warranties, expressed or implied, contained in, or for omissions from, the Offering Memorandum or any other written or oral communication transmitted or made available to the recipient. Prospective tenants should be aware that Owner of the real property known as Salish Village, Lummi Commercial Company, is leasing the Property in its "AS IS" condition with all faults, without representations or warranties of any kind or nature. Upon written request prior to and or after contracting to lease, as appropriate, tenant will be given reasonable opportunity to inspect and investigate the Property and all improvements therein, either independently or through agents of tenants choosing. Prospective tenants shall be responsible for their costs and expenses of investigating the Property and all other expenses, professional or otherwise, incurred by them. In addition to the first sentence of this paragraph, but without limiting the generality thereof, tenant shall not be entitled to and should not rely on Owner or its affiliates or its agents as to (i) the quality, nature, adequacy, and physical condition of the Property, including but not limited to, the structural elements, foundation, roof, appurtenances, access, landscaping, parking facilities, the electrical, HVAC, plumbing, sewage, and utility systems, facilities and appliances; (ii) the quality, nature, adequacy, and physical condition of soils, ground water, and geology; (iii) the existence, quality, nature, adequacy and physical condition of utilities serving the Property; (iv) the development potential of the Property, its habitability, merchantability, fitness, suitability, or adequacy of the Property for any particular purpose; (v) the zoning or the legal status of the Property; (vi) the Property's or its operation's compliance with applicable codes, laws, regulations, statutes, ordinances, covenants, conditions, restrictions of any governmental, quasi-governmental entity, or any other person or entity; (vii) the quality of any labor or materials furnished at or to the Property; (viii) the compliance of the Property with any environmental protection, pollution, or land use laws, rules, regulations, orders, or requirements, including, but not limited to, those pertaining to the handling, generating, storing, or disposing of any hazardous materials, or the Americans with Disabilities Act; and (ix) except as expressly provided otherwise in an executed contract of sale, the condition of title and the nature, status, and extent of any right-of-way, lease, right of retention, possession, lien, encumbrance, license, reservation, covenant, condition, restriction, and any other matter affecting the title. Although the Owner may have performed work, or contracted for work performed by related and or third parties in connection with the Property, Owner and its agents shall not be responsible to tenant or any successor on account of any errors or omissions or construction defects of such predecessors and or related third parties. The Offering Memorandum does not constitute a representation that there has been no change in the business or affairs of the Property or Owner since the date of preparation of the Offering Memorandum. Analysis and verification of the information contained in the Offering Memorandum is solely the responsibility of the prospective tenant. Owner and Muljat Group Commercial each expressly reserve the right, at their sole discretion, to reject any or all expressions of interest or offers regarding the Property and or terminate discussions with any entity at any time with or without notice. Owner shall have no legal commitment or obligation to any entity reviewing this Offering Memorandum or making an offer to lease the Property unless and until such offer is approved by Owner a written agreement for the leasing of the Property has been fully executed, delivered and approved by Owner and its legal counsel, and any obligations set by Owner thereunder have been satisfied or waived. Any offer to Owner must be (i) presented in the form of a non-binding Letter of Intent, (ii) incorporated in a formal written contract to lease to be prepared by Owner and executed by both parties, and (iii) approved by Owner before the transaction becomes binding on either party. Neither the prospective tenant nor the Owner shall be bound until execution of the contract of a lease, which contract shall supersede prior discussions and writings and shall constitute the sole agreement of the parties. This Offering Memorandum and the contents, except such information, which is a matter of public record or is provided in sources available to the public, are of a confidential nature and furnished solely for the purpose of considering the purchase of real property described herein. By accepting this Offering Memorandum, you agree that you will hold and treat it in the strictest confidence, that you will not disclose this Offering Memorandum or any of the contents to any other entity (except to outside advisors retained by you, if necessary, for your determination of whether or not to make a proposal and from whom you have obtained an agreement of confidentiality) without the express prior written consent of Owner or Muljat Group Commercial and that you will use the information in this Offering Memorandum or any of its content in any fashion or manner detrimental to the interest of Owner or Muljat Group Commercial. If you have no interest in the Property, please return the Offering Memorandum forthwith.

Other sources: <https://www.bts.gov/newsroom/border-crossing-data-annual-release-2023>, <https://simpleflying.com/bellingham-international-airport-guide/>, [stdb.com](http://stdb.com), [analytics.placer.ai](http://analytics.placer.ai), [lcc-lummi.com/salishvillage](http://lcc-lummi.com/salishvillage).

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# OFFERING SUMMARY



*The largest multi-purpose development undertaking in northwest Washington this century! Salish Village is a planned 160-acre center primed for retail and entertainment, and the time to expand or relocate to this site is now! Immediately adjacent to I-5 and just 16 miles from the Canadian Border, there is no better exposure than I-5 with 60,000 vehicles passing daily! Salish Village connects the Canadian and US markets and will continue to strengthen that relationship with new projects large and small. Bellingham International Airport, less than five miles away, services Seattle and other west coast cities, and 65% of its users are Canadian. The Lummi Commercial Company is committed to the success of businesses looking to join the community and take advantage of one-stop-shop permitting, Indian Employment Tax Credit, and high-visibility digital billboards. Now is the chance to join other nationally recognized tenants like Wendy's (now open!) in Phase 2. Establish yourself now so you are ready for the growth Phases 3 & 4 will offer!*

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## ONE-STOP-SHOP PERMITTING

*Unlike the typical myriad of city and county permitting, the entirety of Salish Village is under the permitting authority of the Lummi Nation. The Lummi Indian Business Council, the government of the Lummi Nation, houses all planning, permitting, and natural resources functions under a single roof - located less than three miles from Salish Village. This one-stop-shop and a collaborative philosophy ensures the development and permitting process is well-communicated, predictable, and functions in the quickest manner possible.*

## INDIAN EMPLOYMENT TAX CREDIT

*The Indian Employment Tax Credit (IRS Form 8845) is a credit against U.S. Internal Revenue Service taxes calculated on wages, including health insurance costs, for each qualified individual. Qualified individuals include enrolled members of an Indian Tribe, or the spouses of enrolled members, who live on or near an Indian reservation. This credit is a bottom-line incentive of approximately \$4,000 annually per qualifying worker for businesses located at Salish Village.*

## FREEWAY ACCESS AND VISIBILITY

*Not only is Salish Village immediately adjacent to Interstate-5, Exit 260 southbound is literally within feet of the site. Furthermore, the Lummi Commercial Company operates three high-visibility, 48-foot wide digital billboards located just before the Exit 260 off-ramps thereby making Salish Village businesses impossible to miss.*

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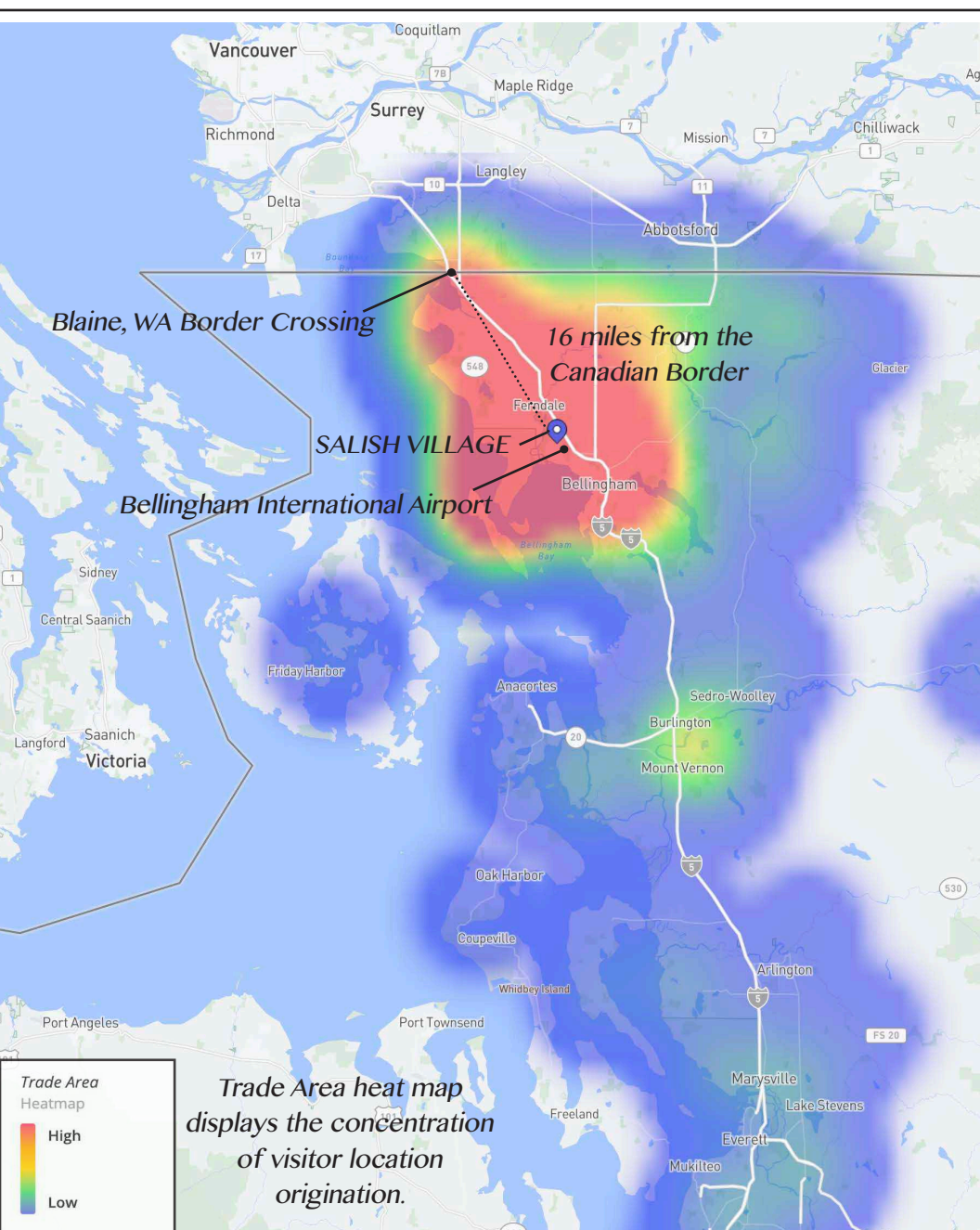
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## TRADE AREA

*Salish Village has a **far-reaching** trade area with Canada and Whatcom & Skagit counties.*

*Canadian consumers drive to the US to avoid high tax & retail prices.*

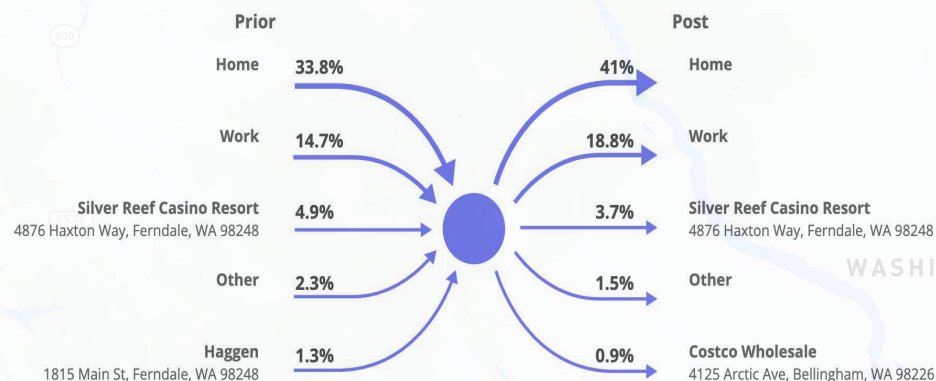
*Blaine, WA is the 3rd busiest US-Canada Crossing for inbound personal vehicles & 4th busiest for trucks.*

*65% of Bellingham International Airport users come from Canada.*

## VISITOR JOURNEY

*Salish Village is a routine **destination**.*

*The majority of visitors journey from home/work and return to home/work.*



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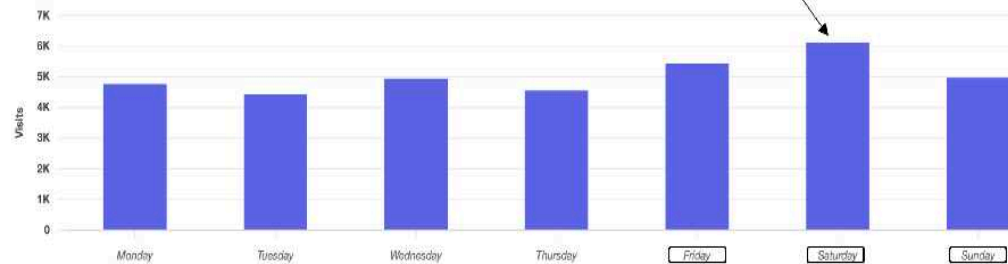
## TRAFFIC PROFILE

**60,000**  
vehicles pass exit 260  
on Interstate-5 daily

**11,800**  
vehicles stop at  
Salish Village weekly

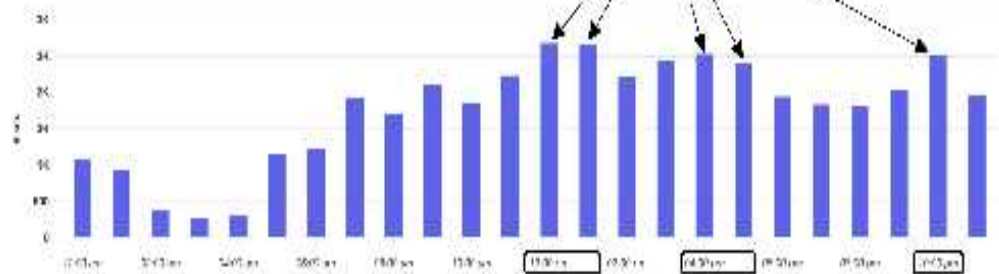
*Daily visits are well-distributed over the week with a slight increase in volume Friday - Sunday, peaking on Saturdays.*

**Lummi Bay Market at Exit 260**  
4839 Rural Ave, Bellingham, WA 98226



*Hourly visits peak at the lunch hour 12:00pm - 1:00pm, after work commute 4:00pm - 5:00pm, & 10:00pm.*

**Lummi Bay Market at Exit 260**  
4839 Rural Ave, Bellingham, WA 98226



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# CONSUMER PROFILE

## PHASE I: LUMMI BAY MARKET

116K

visitors  
per month

\$6.2M

sales  
per month

## 10 MINUTE DRIVE-TIME

49K

total  
population

\$62K

median disposable  
income

## 20 MINUTE DRIVE-TIME

171K

total  
population

\$67K

median disposable  
income

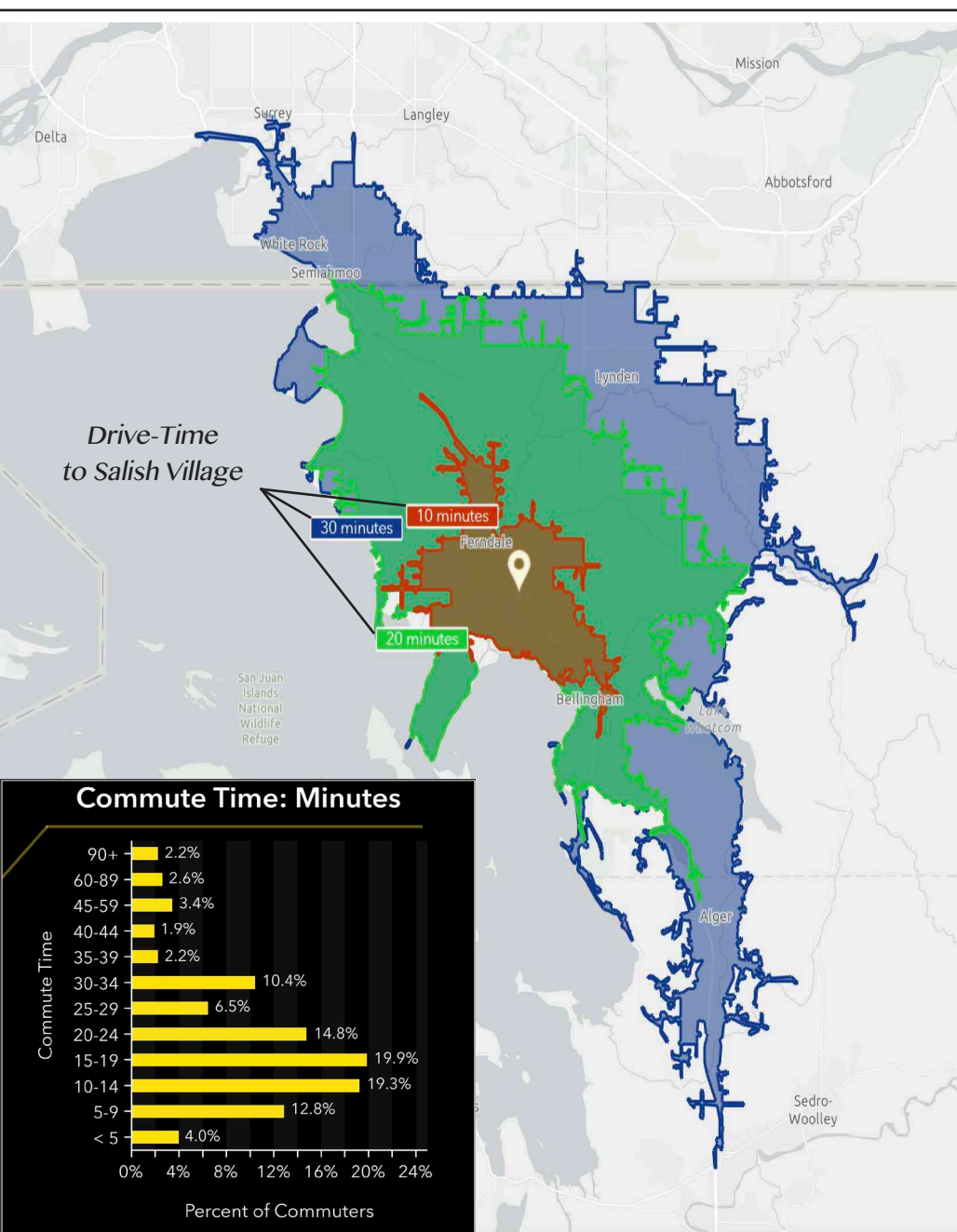
## 30 MINUTE DRIVE-TIME

218K

total  
population

\$70K

median disposable  
income



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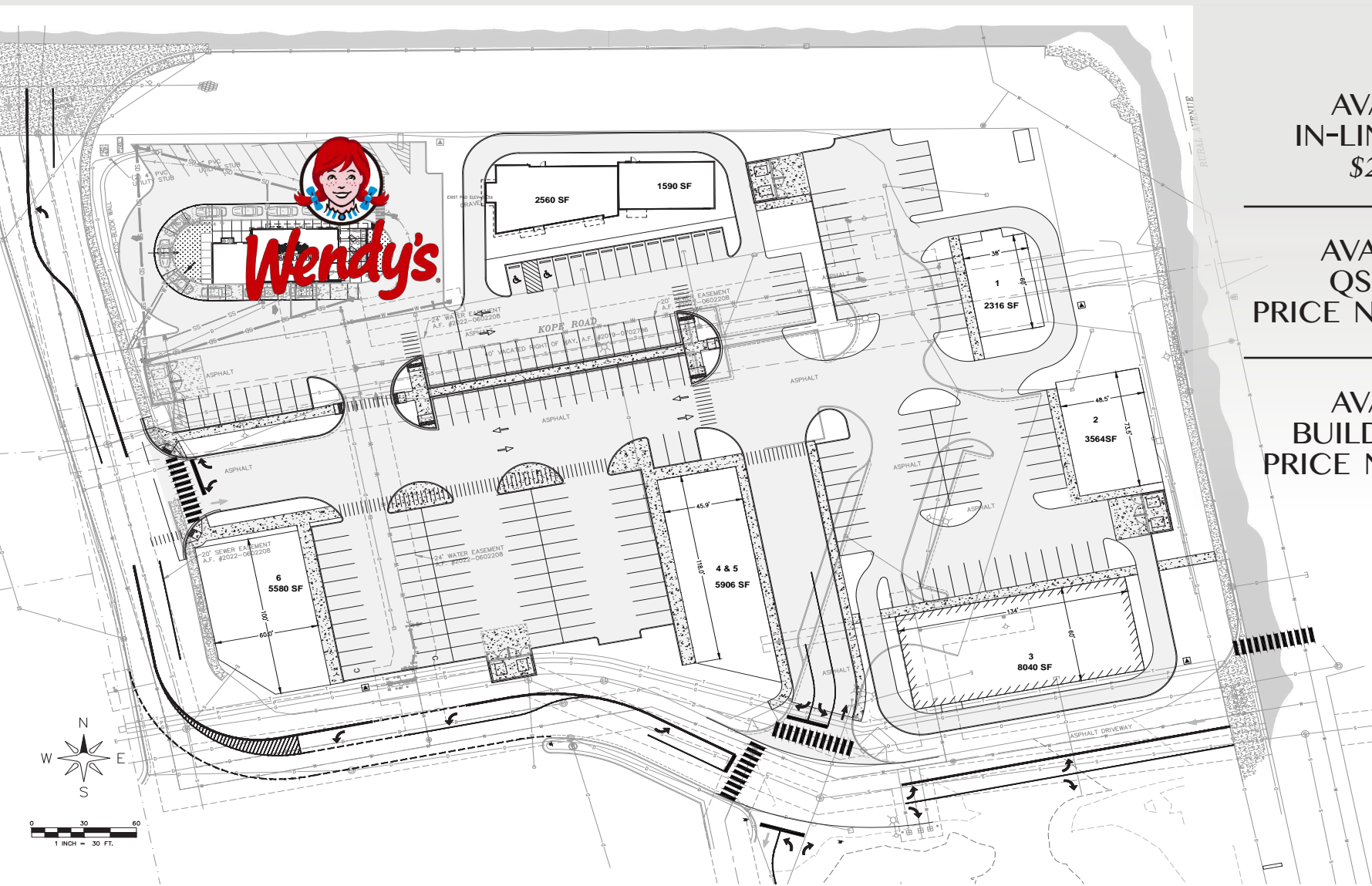
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# PHASE II: SITE PLAN & PRICING



AVAILABLE  
IN-LINE RETAIL:  
\$20-40/SF

AVAILABLE  
QSR PAD:  
PRICE NEGOTIABLE

AVAILABLE  
BUILD TO SUIT:  
PRICE NEGOTIABLE

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