



City of Seattle Department of Transportation

BURKE-GILMAN TRAIL MISSING LINK ECONOMIC ANALYSIS

REPORT



APRIL 2019

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1.0 Introduction

The Burke-Gilman Trail (BGT) is a regional multi-use path running almost 20 miles from Golden Gardens Park in Seattle to connect with the Sammamish River Trail in Bothell. The BGT is complete except for a 1.4-mile section through the Ballard neighborhood of Seattle, commonly referred to as the Missing Link. The City of Seattle has identified the Missing Link as an important connection in the region's trail infrastructure.

The City of Seattle completed a Final Environmental Impact Statement (FEIS) in May 2017 to discuss the potential significant environmental impacts of the Missing Link Project, which was appealed by a coalition of Ballard businesses, labor, and industry groups. On January 31, 2018, the Seattle Hearing Examiner held that the Missing Link FEIS was adequate. The coalition challenged the Hearing Examiner's decision in King County Superior Court. On December 21, 2018, that Court issued an order holding that although the FEIS was adequate in nearly all respects, it failed to "adequately disclose adverse economic impacts associated with the potential risks from vehicle to bicycle/pedestrian traffic conflicts."¹ The Court held that the FEIS did adequately disclose some economic impacts, including those related to property values and impacts to businesses from potential delays in delivery of products.

To address the issues identified by the King County Superior Court, the Seattle Department of Transportation (SDOT) engaged BERK Consulting to complete additional environmental review of the possible economic impacts associated with the potential risks from vehicle to bicycle/pedestrian traffic conflicts related to the Missing Link Project.

1.1 PURPOSE: DOCUMENT BEING UPDATED

This analysis is an addendum to the BGT Missing Link Project FEIS for the Missing Link Project, including Technical Appendix E: Economic Considerations Report, published on May 25, 2017. The Economic Considerations Report analyzed the expected economic consequences on property values, traffic delays in intersections and driveways, and parking.

This SEPA addendum, the attachments, and information referenced herein add analysis or information to the FEIS but do not substantially change the analysis of the potential significant impacts and alternatives or identify any new potential significant impacts from those previously considered.²

1.2 MISSING LINK ALTERNATIVES

In addition to the No Build Alternative in which no multi-use trail would be constructed to connect the existing segments of the BGT, SDOT evaluated four Build Alternatives in the Draft EIS³ and SDOT chose a fifth alternative, the Preferred Alternative, and evaluated it in the FEIS. Below, Exhibit 1-1 shows the four Missing Link Build Alternatives from the FEIS along with an insert to show the Missing Link's position in the BGT. Exhibit 1-2 shows the Preferred Alternative, which is a combination of several of the Build Alternatives analyzed in the Draft EIS. It is most similar to the Shilshole South Alternative, but its westernmost portion contains elements of both the Leary and Shilshole North Alternatives.⁴

¹ Order Granting in Part and Denying in Part Ballard Coalition's Challenge to the Adequacy of SDOT's FEIS, *King County Labor Council, et al v. City of Seattle*, Case No. 18-2-04988-1SEA, Order 4.

² WAC 197-11-703 and SMC 25.05.706.

³ FEIS Chapter 1.

⁴ FEIS Sections 1.4.2 and 1.6.1.

Exhibit 1-1. Missing Link Build Alternatives (without the Preferred Alternative)



Source: SDOT, 2017; based on FEIS Figure 1-2.

Exhibit 1-2. Missing Link Preferred Alternative



Source: SDOT, 2017.

2.0 Methodology

Based the Court's Order, this analysis focuses on three questions of interest:

1. Compared to the no build alternative, what are the possible economic impacts associated with the potential risks from vehicle to bicyclist/pedestrian traffic collisions on **insurance** costs for businesses located on the Build Alternatives?
2. Compared to the no build alternative, what are the possible economic impacts related to the use of **flaggers and/or spotters** associated with the potential risks from vehicle to bicyclist/pedestrian traffic conflicts for businesses located on the Build Alternatives?
3. Compared to the no build alternative, what are the **other possible economic impacts** of the potential risks from vehicle to bicycle/pedestrian traffic conflicts for businesses located on the Build Alternatives?

To respond to the questions of interest, BERK solicited information from three realms:

- **Property and business owner perspectives** collected through interviews with and a survey of property owners operating along the Build Alternatives or existing BGT
- **Industry** as reported by individual professionals and industry associations
- **Regulatory/Governmental** in the form of legal requirements, regulatory agencies, and governmental representatives

This analysis was conducted in early 2019.

2.1 GEOGRAPHIC AREA CONSIDERED

BERK distributed surveys to businesses and commercial properties located along the Build Alternatives within the study area highlighted in Exhibit 2-1. Interviews were drawn from this population as well as businesses outside the economic analysis study area, along existing portions of the BGT.

Exhibit 2-1. Missing Link Economic Analysis Study Area



Source: BERK, 2019.

3.0 Insurance

The FEIS states that the operation of the BGT Missing Link “could result in higher insurance costs”⁵ from any increase in risks of traffic conflicts between vehicles and bicycles/pedestrians for some businesses adjacent to the trail. BERK investigated the expected changes in insurance costs that could result from both the existence and normal operation of the completed trail and from one or more collisions between a commercial vehicle and bicyclist/pedestrian using the trail.

BERK researched and interviewed insurance industry professionals and stakeholder businesses to determine how business insurance costs may change because of the completion of the Missing Link adjacent to or near business locations.

We gathered information from three types of sources:

1. Industry: professionals working within the insurance industry
2. Regulatory: in Washington, the Office of the Insurance Commissioner (OIC)
3. Businesses: both businesses along the Missing Link routes and along existing portions of the BGT

Each of these three types of sources are discussed Appendix F: Insurance Information Sources.

3.1 BACKGROUND: MARKET FOR COMMERCIAL AUTO AND LIABILITY INSURANCE

Businesses seeking insurance work with an insurance agent who acts on behalf of the business to locate and secure the optimal insurance policy for the business. The insurance agent provides relevant and/or required information about the business to insurance carriers who assess the risks associated with insuring the business (known as underwriting). Depending on the type of insurance, amount and level of coverage, and type of business activities, the agent may secure insurance policies from either the admitted or surplus lines insurance markets. A summary of the commercial insurance market structure is provided in Exhibit 3-1.

INSURANCE TERMINOLOGY

The insurance industry has unique terms. Whenever possible, we use the following hierarchy of terms:

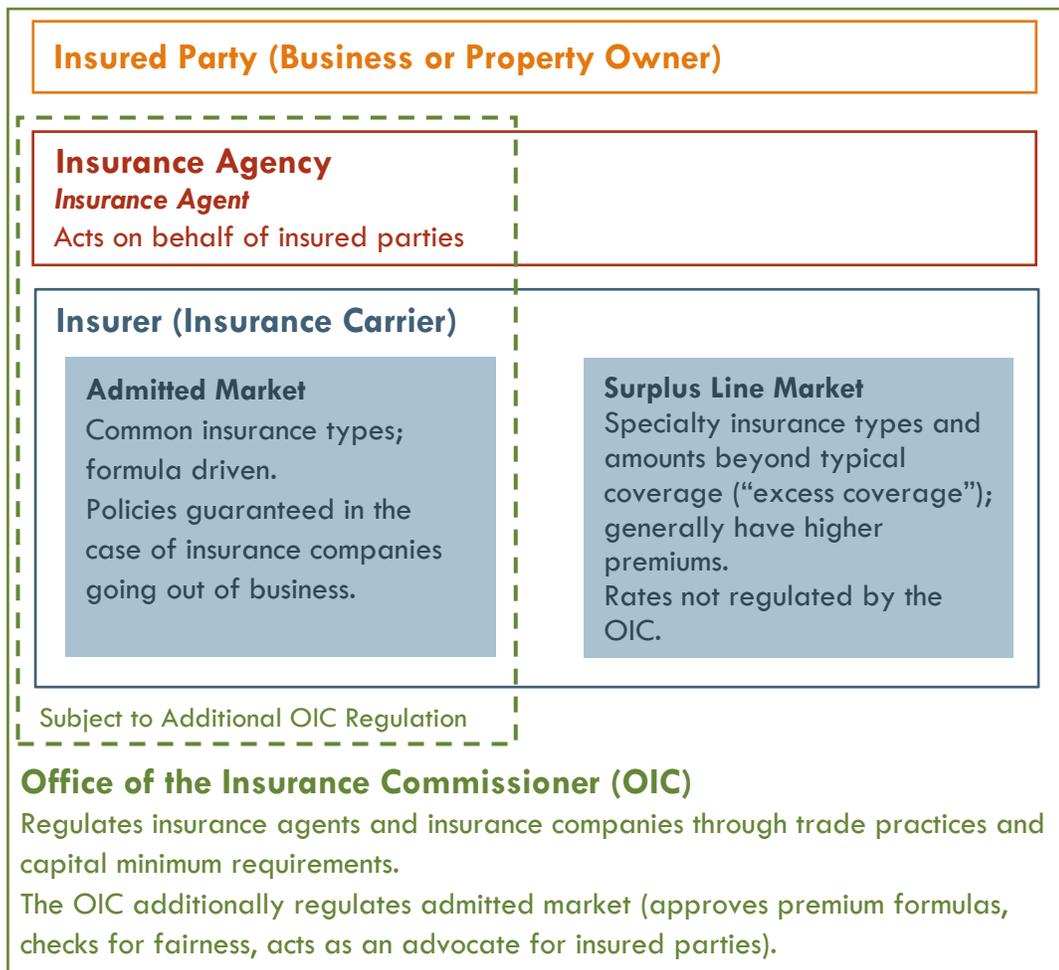
1. Statutory, including Washington State RCWs and WACs, or Washington State Office of the Insurance Commission definitions.
2. The National Association of Insurance Commissioners’ *Glossary of Insurance Terms*; this source notes that terms “may be defined differently by other entities, or used in a context such that the definition shown may not be applicable.”

3. Common usage.

For example, “broker” under statute applies to agents working in the surplus line market (see Exhibit 3-1), which is how we have used the term in this analysis, but in common usage, “agent” and “broker” are used interchangeably.

⁵ FEIS Technical Appendix E: Economic Considerations Report, p. 4-7.

Exhibit 3-1. Commercial Automobile and Liability Insurance Market Structure



Source: BERK, 2019.

3.1.1 Admitted Market

The admitted market is a common-usage term for insurance plans that have been approved by the OIC. Admitted market plans include common insurance types for regular personal and business activities, including: property for buildings, inventory, and equipment; automobile for vehicles; and general liability for damages resulting from business operations.

For admitted market insurance plans, insurers must submit proposed rates to the OIC for review, which include the formulas insurers use to set premiums. While rates do not have set formula criteria, the OIC reviews proposed rates for reasonableness, adequacy, and fairness.⁶ All factors insurers use to determine rates must be applied to every individual or business seeking insurance in Washington. Rate formulas for commercial insurance often include factors for number of years in operation, business activity type, number of employees, and location. Insurers typically submit filings to update rates on a multi-year cycle.

Premiums for individual insurance policies in the admitted market are based both on the carrier’s

⁶ RCW 48.19.020 defines rate standards in the negative: “Premium rates for insurance shall not be excessive, inadequate, or unfairly discriminatory.”

approved plan rates as well as by the application of an approved experience rating. Experience ratings allow carriers to raise or lower premiums based on their experiences with individual policyholders. The experience rating is a calculation that typically takes into account the number of claims arising from the policyholder in a set period (for example, the past 36 months) and/or the amount in paid claims. Those factors are used to determine the loss ratio for the policyholder, which is then used to calculate a credit (discount on the premium rate) or debit (surcharge over the premium rate) for the policyholder. For example, United Financial Casualty Company's commercial auto program's approved rates allow a 25% maximum credit to a 40% maximum debit that is applied to individual policyholders based on the experience rating. In this plan, the experience rating could change the policyholder's premium 187% if that policyholder were to go from the maximum credit to the maximum debit.⁷ The OIC regulates experience rating formulas, but the range of accepted credits or debits is not regulated.

As the State requires auto insurance to operate a vehicle, coverage must be available within the admitted market even for high-risk policyholders.⁸ For these types of risky personal or commercial entities requiring auto insurance, the State maintains an assigned risk plan.

3.1.2 Surplus Lines Market

The surplus lines market consists of carriers offering policies covering entities engaging in activities for which the risk is too high for an admitted market insurance carrier to take on or for which there are too few businesses to accurately determine the risks associated with the activity.⁹ Surplus lines market rates are not regulated by the OIC and surplus lines market carriers do not need to disclose any rate formulas used to determine premiums. Regulations require agents acting on behalf of policyholders to engage in a "diligent effort"¹⁰ to secure coverage from the admitted market before turning to the surplus lines market for coverage.

Some industries are required to carry specialty insurance policies that are purchased on the surplus line market. Depending on the activity or operation, some businesses near or adjacent to the Missing Link project area may be securing insurance some coverage through the surplus lines market, for which no rate information is available.

3.2 POTENTIAL IMPACTS TO COMMERCIAL INSURANCE PREMIUMS

Thirteen survey respondents and most of the businesses interviewed (6 of 8) reported concern that an increased risk of incidents between vehicles and bicycle/pedestrian traffic could cause a substantial increase in insurance costs or, in extreme cases, the inability of a business to obtain insurance.

To evaluate the potential impacts to commercial insurance premiums related to a possible increased risk, BERK looked at all the factors that can impact insurance premiums. It is important to note that insurance markets respond to changes outside this analysis's study area and premiums may change independent of whether any individual insured party had claims or changes in risk. For example, all eight businesses adjacent to the Preferred Alternative that we interviewed reported increases in premiums in recent years. Both those companies we interviewed and the insurance professionals we spoke to attributed much of the

⁷ Washington State Office of the Insurance Commissioner United Financial Casualty Company Rate Submittal (2014, OIC Tracker ID 267859), <<https://fortress.wa.gov/oic/onlinefilingsearch/>>.

⁸ RCW 48.22.020.

⁹ Office of the Insurance Commission, *Surplus Line Insurance*, <<https://www.insurance.wa.gov/surplus-line-insurance>>.

¹⁰ RCW 48.15.040(2).

increase to national and global forces; specifically, multiple natural disasters and large accidents that occurred in the U.S. that were used to justify increased premiums.

Additionally, insurance premiums for an individual business may increase because there were claims in the same industry/business class. For example, if several marinas operating in the Puget Sound are damaged by a severe storm, all marinas that are in the same insurance pool will experience an increase in premiums, even if some of those marinas are undamaged.

In addition to these market factors, increases in insurance premiums are also tied to increasing paid claims against individual policyholders. The possible economic impacts of potential risks from vehicle to bicycle/pedestrian traffic conflicts related to the Missing Link Project depend on two factors: **the expected change in collisions** and **the assignment of fault**.

3.2.1 Expected Change in Collisions

The number of expected collisions depends on the number of vehicle and bicyclist/pedestrian interactions on the trail and probability of collision. Bicycle and pedestrian volumes in the Missing Link Project area are expected to increase by 5% annually and pedestrian volumes are projected to increase by 1% annually.¹¹

A dedicated trail is designed to improve the predictability at conflict points between vehicles and bicyclists/pedestrians. Potential conflict points would be clearly organized and delineated, which would allow vehicles and bicyclists/pedestrians to be aware of where to exercise caution, in turn reducing the probability of collisions as identified in the FEIS.¹² We anticipate that completing the trail would lower the probability of collisions compared to existing conditions.

To confirm the findings of FEIS Section 7.3.2, BERK looked at the historic number of collisions between vehicles and bicyclists/pedestrians along the BGT and other trails within Seattle using data from Seattle Fire Department 911 dispatches,¹³ insurance claims filed against the City of Seattle,¹⁴ and the Fire Department incident database.¹⁵ These sources did not contain any records of vehicle and bicycle/pedestrian collisions along the existing BGT or other trails, suggesting that collisions are a low probability event on trails in Seattle.

Due to the limited data on vehicle to bicycle/pedestrian collisions on trails, quantifying the extent to which the probability of a collision would decrease is not possible in this context. Without being able to calculate the change in collision probability, it is not possible to determine the extent to which the decrease in collision probability would counter the increased number of trail users.

¹¹ FEIS section 7.3.1.

¹² FEIS sections 1.7.1 and 7.3.2.

¹³ BERK searched the publicly available incident data from the Seattle Fire Department for all 911 calls dispatched to trails within the City of Seattle (January 2010 through March 2019). Of the 141 incidents, five were motor vehicle incidents, none of which occurred along the Burke-Gilman Trail. Information is limited for publicly facing data. City of Seattle, *Seattle Real Time Fire 911 Calls* <<https://data.seattle.gov/Public-Safety/Seattle-Real-Time-Fire-911-Calls/kzjm-xkqj/data>>.

¹⁴ The City of Seattle Claims Manager queried the 32 years of data of claims made against the City of Seattle for locations along trails. The query included results back to 1987, but the City Claims Manager expressed concern that the older data might not be as reliable as incidents from 2000 on where a more advanced event coding system was implemented. Of the 54 claims that were recorded on trails, 33 occurred on the Burke-Gilman trail and were recorded between 1987 and 2016. One of these incidents involved a vehicle and bicycle (the door of which had been opened into the trail causing the bicyclist to evade and crash). None involved a collision.

¹⁵ SDOT requested the Seattle Fire Department to query its database for all incidents involving bicycles from January 2018 through March 2019. Of the two incidents recorded on trails, neither involved vehicles. An important difference from the other data points is that this search was for bicycle incidents only; pedestrian incidents were not included.

3.2.2 Assigning Fault

Half of the businesses interviewed (4 of 8) assumed that they would be determined to be at fault for any collision occurring between a bicyclist/pedestrian. Various laws and codes regulate the behavior of all the potentially at-fault parties and failure to comply may weigh towards a presumption of fault, but no law predetermines fault for collisions between vehicles and bicyclists or pedestrians.¹⁶ Assigning fault for collisions between vehicles and bicyclists/pedestrians along the Missing Link would occur on a case-by-case basis; specifically, liability in vehicle and pedestrian/cyclist collisions is governed by traditional contributory negligence law, codified at RCW Chapter 4.22.

3.3 POSSIBLE EFFECTS ON INSURABILITY AND PREMIUMS

A concern brought up by businesses during interviews was the possibility that a business may be deemed too risky to be insured.

When the frequency of claims increases, insurance companies can increase rates. For policies from the admitted market, these changes must abide by the approved rate formulas, which still allow insurance companies a wide latitude for setting premiums.

For admitted market policies, if a policyholder's claims increased due to conflicts between vehicles and bicyclists/pedestrians on the Missing Link, that policyholder's premiums would increase depending on the number of and amount in claims, or other factors used in the carrier's experience rating. For surplus line market policies, there are no limits to how much the insurer can increase premiums.

If claims become too high, either in frequency or total amount paid, insurers can decline to carry a policy with a business or individual. Insurers are not required under Washington State law to provide insurance to any party. The threshold at which an insurer declines coverage varies among insurers and can be negotiated between the insured party and the insurer.

For commercial automobile insurance, parties that insurance companies have determined to be too risky to insure can get auto insurance from the government-established Washington Automobile Insurance Plan. Alternatively, any person with more than 25 vehicles can opt to self-insure; this includes businesses and private drivers.¹⁷ However, none of the survey respondents or interviewed businesses reported that their fleet was large enough to qualify for self-insurance.

Rather than any company becoming uninsurable for commercial automobile insurance, the premiums may become high enough for a company to reach its shutdown condition (where revenues no longer match total costs and the company would typically close). The shutdown condition is unique to each business, based on its business model and profitability and its perception of future profitability.

There is no equivalent for general commercial liability insurance. Property or business owners who are unable to find an insurer within the admitted market due to risk may be able to secure coverage on the surplus line market for general commercial liability.¹⁸ The premiums for surplus line policies will almost certainly be higher than equivalent coverage from the admitted market, but insurers are not required to disclose surplus line rates and rate determination would be negotiated for each policy. It is also possible that a property or business owner will not be able to secure general commercial liability insurance.

¹⁶ SMC 11.58.230.

¹⁷ RCW 46.29.630.

¹⁸ Office of the Insurance Commission, *Surplus Line Insurance*, <<https://www.insurance.wa.gov/surplus-line-insurance>>.

3.3.1 Expected Impacts to Premiums

The magnitude of change in premiums depends on the number of claims, the size of paid claims, and the amount paid in premiums historically (which sets the loss ratio). One multimillion-dollar claim against a business could result in a large premium increase. Conversely, multiple small claims might result in no change in premiums.

3.4 FINDINGS

SEPA procedural provisions require the “consideration of ‘environmental’ impacts... that are likely, not merely speculative.”¹⁹ The number of variables that go into the setting of insurance rates, and the various avenues of obtaining and holding insurance, combined with the unknowns of any specific incidents mean that BERK cannot predict or quantify the changes in premiums under the Alternatives, including the No Build Alternative. However, based on the information collected for this Addendum:

- Insurance premiums would not change based solely on the completion of the Missing Link because insurance companies do not use proximity to a multi-use trail as a risk factor. Other factors related to the Missing Link, including increases in the number of claims or the amount in claims paid, could increase premiums or result in an insurer denying coverage to a policy holder for some types of insurance.
- A business’s premiums are affected by market factors beyond its control, such as larger trends within the same industry class or natural disasters happening elsewhere in the world. Increases in business insurance premiums is not always linked to claims.
- If more accidents occur within the area and the insured parties are found to be at fault for the accident, premiums will likely increase. Conversely, holding environmental factors constant, if the number of claims were to decrease, insurance premiums should decrease on an inflation-adjusted basis. This is true for all insurance policies within the project area, commercial and private, and true regardless of the completion of the Missing Link.
- A policy holder may lose automobile insurance coverage by admitted insurers and be required to pay higher premiums as a high-risk insured but will not be uninsurable.
- For commercial general liability insurance that covers damages resulting from business operations, it is possible that with enough claims paid, a business may no longer be able to obtain commercial general liability insurance. This would leave the business open to possible costs from claims in the case of an accident.
- Even if one could identify a more direct link between claims and insurance rates, the worst case would be claims high enough leading to insurance so unaffordable that a business would not be able to afford the cost of insurance. If that type of insurance is required for business operations, that business could be forced to close. While this is possible, the collision data and claims against the City of Seattle for the BGT and other trails show few to no incidents, suggesting that event is unlikely.

¹⁹ WAC 197-11-060(4)(a) and 197-11-782 “Probable.”

4.0 Flaggers and Spotters

The FEIS states that businesses adjacent to the trail could incur “additional labor expenditures to employ traffic flaggers”²⁰ to mitigate the potential increase in traffic conflicts between their vehicles and bicycles/pedestrians were the Missing Link to be constructed. To assess these potential economic impacts, BERK researched the legal and regulatory requirements of flaggers and/or spotters.²¹

4.1 REGULATORY REVIEW

Flaggers are defined in Washington State law as “a person who provides temporary traffic control”²² in work zones and construction sites. Flaggers require certification and have specific safety regulations and working parameters (4.1.1 below).

Spotters are not specifically defined or regulated under Washington State law; for the purposes of this analysis, the term spotter means an individual who is not a certified flagger and assists vehicles crossing rights of way in a safe manner.

4.1.1 Flagger Regulations

In Washington State, flaggers are required “when other reasonable traffic control methods will not adequately control traffic in the work zone.”²³ The working conditions of flaggers are regulated²⁴ and flaggers are required to complete a training and certification process.²⁵ Washington State Flagger Certification courses are available at many community and technical colleges and through some private institutions, such as the Evergreen Safety Council and the American Traffic Safety Services Association. The trainings last approximately eight hours, and the costs range from \$45-\$100 per training (see Exhibit 4-1 for example program costs).

4.1.2 Spotter Regulations

There are no state regulations specific to spotters, either as a job class or training requirements.²⁶

²⁰ FEIS Technical Appendix E: Economic Considerations Report, p. 4-7.

²¹ As described in 4.1.1, “flagger” is a legally defined job with certification requirements and safety regulations while spotter is an informal term that is not legally defined or specifically controlled. In using the term “flaggers,” the FEIS did not make a distinction between the two job types.

²² WAC 296-155-305 “Definition” and SMC 11.14.220.

²³ WAC 296-155-305(2)(a).

²⁴ For example, flaggers in short duration works zones (areas where work occupies a location up to one hour), three advanced warning signs must be in place whenever a flagger is used on roads under 45 miles per hour, which is true for all Build Alternatives. U.S. Department of Transportation Federal Highway Administration, *Manual on Uniform Traffic Control Devices for Streets and Highways*, 2009 Edition, Revision 2 May 2012, <<https://mutcd.fhwa.dot.gov/pdfs/2009r1r2/mutcd2009r1r2edition.pdf>>, 6G.02.02.D; WAC 296-155-305(8); and Washington State Department of Labor and Industries, *WISHA Regional Directive 27.20: Traffic Control and Flagging Operations*, December 30, 2004 <<http://www.lni.wa.gov/Safety/Rules/Policies/pdfs/WRD2720.pdf>>, III.E p 3.

²⁵ WAC 296-155-305(6).

²⁶ WAC 296-155-610, *Motor Vehicles on Construction Sites*, does outline the need on construction sites for “observers” to signal to non-passenger vehicles with an obstructed view to the rear; “an observer can be any individual at the construction site, except a person performing the duties of a flagger.” WAC 296-155-610(2)(e). This chapter does not apply to the normal operations of businesses, only construction, alteration, demolition, related inspection, and/or maintenance and repair WAC 296-155-005.

4.2 WAGES

To estimate the potential costs associated with employing flaggers and/or spotters, BERK used wage data from the Workforce Training and Education Coordinating Board’s Washington Career Bridge. The Washington Career Bridge listed a statewide median hourly wage of \$23.97 for highway maintenance workers in 2017²⁷ and wage data for three flagger certification programs shown in Exhibit 4-1.

Exhibit 4-1. Washington Career Bridge Median Wages and Annual Earnings for Flaggers

PROGRAM (“FLAGGER’S COURSE”)	TRAINING TIME & TUITION COST	MEDIAN HOURLY EARNINGS	MEDIAN ANNUAL EARNINGS
Olympic College – Flagger Certificate	1 day (9:00-3:30); \$65	\$17.45	\$24,209
Spokane Community College – Traffic Control Flagger Card	8 hours; \$95	\$16.23	\$23,861
Columbia Basin College – Flagger Training Certification	8 hours; \$60	\$19.48	\$34,666

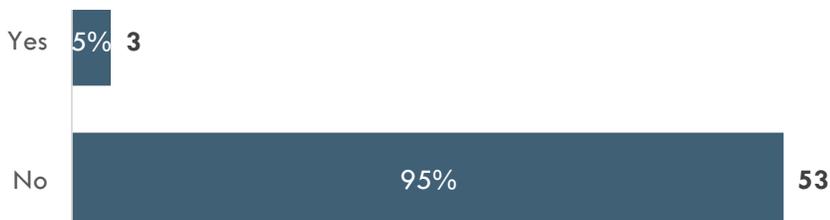
Source: Workforce Training and Education Coordinating Board, Washington Career Bridge, 2019; BERK, 2019.

While both the wage statistics in Exhibit 4-1 and for the state Highway Maintenance Worker likely underrepresent Seattle wage costs, the U.S. Bureau of Labor Statistics average annual pay estimates for the Seattle-area suggests that the pay for flaggers and spotters has averaged 15% higher compared to statewide average annual pay in the past decade.²⁸

4.3 BUSINESS SURVEY RESULTS FOR FLAGGERS AND/OR SPOTTERS

In the online survey of commercial property and business owners, respondents were asked whether they currently use flaggers and/or spotters for their business. Exhibit 4-2 shows that of the 56 respondents to this question, three (5%) reported that they currently use flaggers and/or spotters.

Exhibit 4-2. Business Survey Question 11: Do you currently use flaggers and/or spotters for your business?
(Responses=56)



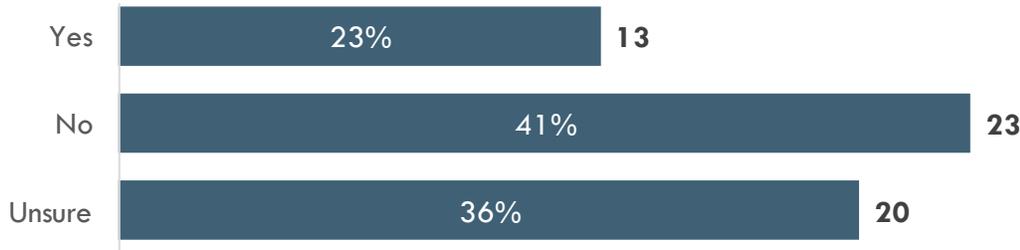
Source: BERK, 2019.

²⁷ Washington State Workforce Training and Education Coordinating Board, *Washington Career Bridge: Job Details for Highway Maintenance Workers*, <http://www.careerbridge.wa.gov/Detail_Occupation.aspx?soc=474051>.

²⁸ Where the Seattle-area is the Seattle-Tacoma-Bellevue, WA Metropolitan Statistical Area. U.S. Bureau of Labor Statistics, *Average Annual Pay in Private NAICS 561990 All other support services for All establishment sizes in Washington 2008-2017*, (Washington Statewide Series: ENU53000505561990; Seattle-Tacoma-Bellevue, WA MSA Series: ENUC4266505561990), 2018.

Survey respondents were asked whether they anticipate an increased need for flaggers and/or spotters if the Burke-Gilman Trail Missing Link was built adjacent to or near their property or business location. As Exhibit 4-3 shows, of the 56 unique respondents who answered this question, 13 (23%) said yes, 23 (41%) said no, and 20 (36%) said unsure.

Exhibit 4-3. Business Survey Question 12: If the Burke-Gilman Trail Missing Link was built adjacent to or near your property or business location, do you anticipate an increased need for flaggers and/or spotters? (Responses=56)



Source: BERK, 2019.

This question included an open-ended response field to explain answers. Ten respondents provided comments, including anticipated need to facilitate arrival and departure of delivery trucks and oversized loads and that potential use may depend on other changes such as traffic lights and parking. For the complete set of comments, please see Appendix C: Survey Full Responses on page 9-1.

4.4 FINDINGS

There is no legal requirement for businesses to employ flaggers and/or spotters in response to the existence and normal operation of the BGT Missing Link. Despite the lack of legal requirement to do so, based on survey results and interviews with businesses, we anticipate that some businesses may opt to use flaggers or spotters if the Missing Link were constructed along or near their business location.

4.4.1 Expected Financial Burden

To provide bounds on the expected costs if a business were to opt to use a flagger/spotter, BERK calculated the expected hourly employer cost for a flagger/spotter.

Exhibit 4-4 shows a lower bound for the 2019 City of Seattle minimum wage of \$16.00 per hour for employers with more than 500 employees (employers with 500 or fewer employees are required to pay employees \$15.00 per hour in 2019). The mid-level scenario estimates the cost if a truck driver were to fill the role, using the Bureau of Labor Statistics' 2017 mean wage for Seattle-Tacoma-Bellevue, WA Metropolitan Statistical Area of \$21.68 per hour. Finally, the high scenario is the statewide median highway maintenance worker wage for 2017 of \$23.97.

Exhibit 4-4. Expected Employment Hourly Cost per Flagger/Spotter

	2019 CITY OF SEATTLE MINIMUM WAGE	INDUSTRIAL TRUCK AND TRACTOR OPERATORS MEAN WAGE	STATE MEDIAN HIGHWAY MAINTENANCE WORKER WAGE
Hourly Wage	\$16.00	\$21.68	\$23.97
Hourly Benefits Cost to Employers ²⁹	\$4.83	\$6.55	\$7.24
Employment Taxes ³⁰	\$3.30	\$4.48	\$4.95
Total Hourly Cost	\$24.14	\$32.71	\$36.16

Notes: Sums may not match Totals due to rounding. Benefits costs include healthcare costs, which are not required for part-time employees, which typically is 7%-8% of total compensation.³¹ Employment taxes are overstated for incomes under \$49,800 due to the base income calculation for 2019 state unemployment insurance. These wages do not reflect additional costs associated with unionized workforces. These three wages are provided as lower (City of Seattle minimum wage), mid (mean industrial truck driver), and high (highway maintenance worker) bounds only.

Sources: City of Seattle Office of Labor Standards, *Seattle’s Minimum Wage, 2019*; U.S. Bureau of Labor Statistics, *May 2017 Seattle-Tacoma-Bellevue Wage Estimates, 2018*; Washington State Workforce Training and Education Coordinating Board, 2017; BERK, 2019.

As shown in Exhibit 4-4, the expected cost of each flagger/spotter is \$24.14-\$36.16 per hour, with the possibility of an employer paying more than market rates, either for competitiveness or unions.³²

Using certified flaggers would necessitate following standards on flagger safety, such as three signs in each direction warning road users that flaggers are ahead. These safety requirements add time and some equipment costs for signs and flagger uniforms.

4.4.2 Interaction with Insurance

Some businesses suggested that they need to use flaggers rather than spotters for liability reasons. In the event of an incident, liability is determined based on the fact-finding inquiry on a case-by-case basis.

²⁹ The mean cost of wages as a percentage of total compensation was 76.8% for the NAICS category for flaggers and spotters in 2017. This does not include employment taxes. U.S. Bureau of Labor Statistics, *Employer Costs for Employee Compensation: Private Industry Wages and Salaries for Administrative and Waste Services Industries; Percent of Total Compensation* (Series ID: CMU2025600000000P), 2018 mean of quarters 1-4.

³⁰ Approximately 21% of wages; employment taxes include state unemployment insurance (maximum of 6%), Social Security/FICA (6.2%), Medicare (1.45%), and workmen’s compensation (up to 7%).

³¹ See for example: U.S. Centers for Medicare & Medicaid Services, *Marketplace Health Care Coverage for Part-Time Employees*, <<https://www.healthcare.gov/part-time-workers/>>.

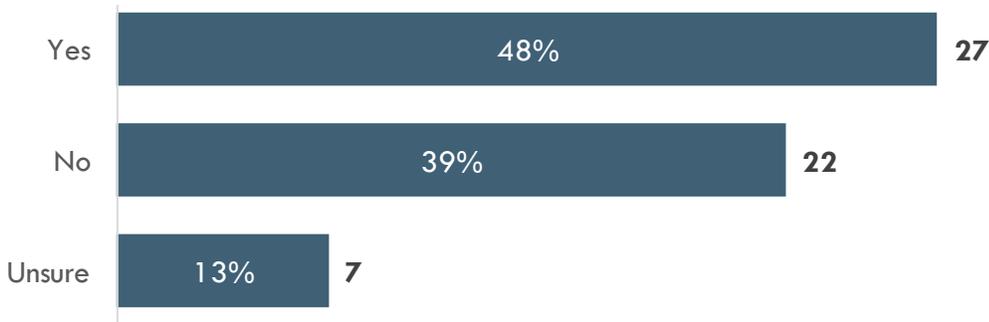
³² Factoring in the 15% higher Seattle-Tacoma-Bellevue Metropolitan Statistical Area average pay difference increases the upper limit to \$41.76 per hour.

5.0 Other Possible Economic Impacts

In addition to concerns regarding insurance and flaggers/spotters, we asked property and business owners through a survey and during interviews to identify other economic concerns associated with the potential risks from vehicle to bicycle/pedestrian traffic conflicts if the Missing Link were to be completed.

In the online survey of commercial property and business owners, respondents were asked if they anticipate any other possible economic impacts associated with the possible completion of the BGT Missing Link. Exhibit 5-1 shows that of unique 56 responses to this question, 27 said yes (48%), 22 said no (39%), and 7 (13%) were unsure.

Exhibit 5-1. Business Survey Question 13: If the Burke-Gilman Trail Missing Link was built adjacent to or near your property or business location, do you anticipate any other economic impacts associated with potential risks from conflicts between vehicles and bicycles or pedestrians? (Responses=56)



Source: BERK, 2019.

This question included an open-ended response field to explain answers. Fifteen respondents provided comments with more details on these responses (for the complete set of comments, please see Appendix C: Survey Full Responses on page 9-1). BERK analyzed the comments for themes and grouped those themes by possible impacts that have been adequately analyzed elsewhere in the FEIS and additional possible economic impacts to be addressed in this analysis.

5.1 POSSIBLE IMPACTS ADEQUATELY ANALYZED IN THE FEIS

Some survey respondents and interviewed businesses raised concerns unrelated to possible economic impacts associated with the potential risks from vehicles to bicycle/pedestrian traffic conflicts and therefore beyond the scope of this addendum. These concerns were adequately analyzed in the FEIS.

For example, six survey respondents and six interviewed businesses were concerned about parking, which was adequately addressed in Section 4 of Technical Appendix C: Parking Discipline Report and Section 3.5 of Technical Appendix E: Economic Considerations Report of the FEIS.

Similarly, several survey respondents and businesses interviewed identified that the pace of their operations would slow if significant trail traffic volumes slowed access to businesses. Transportation impacts, including traffic delays, are adequately addressed in Chapter 7: Transportation of the FEIS.

One survey respondent expressed concern about a potential decrease in air quality from an increase in idling cars, which was adequately addressed in Chapter 9: Air Quality and Greenhouse Gas Emissions of the FEIS.

5.2 ADDITIONAL POSSIBLE ECONOMIC IMPACTS

Three general themes emerged for other possible economic impacts in the survey – if the risk of incidents were to increase, if businesses were to relocate, and two unconnected concerns that did not provide enough context to evaluate.

5.2.1 Possible Economic Impacts from General Increases in the Risk of Incidents

Five of the fifteen survey comments mentioned an increased risk of incidents, as did five of the interviewed businesses. The expected changes in incident risk is discussed as part of 3.2.1 of this analysis, Expected Change in Collisions on page 3-4, and is adequately evaluated in FEIS Sections 1.7.1 and 7.3 and Technical Appendix B: Transportation Discipline Report.

5.2.2 Possible Economic Impacts of Businesses Relocating

Some businesses and trade group representatives asserted that the psychological toll of the difficult operating environment will cause some businesses to move, a direct expense to those businesses and an economic loss to the City through reduced tax revenues.

Companies that relocate will bear expenses. However, from an economic standpoint, we must assume that there is some financial benefit to operating out of their current locations or they would relocate. Attributing any relocation to psychological factors that are not fiscally motivated is inherently not an economic issue and outside the bounds of this analysis.

The Industrial Lands Land Use and Employment Study completed in 2017 found extremely low vacancy rates for the industrial areas within the Ballard Interbay Northend Manufacturing Industrial Center, which includes industrial areas along parts of the Build Alternatives.³³ Seattle’s industrial vacancy rate has remained low as industrial construction projects have been completed,³⁴ implying that demand is greater than supply.

This assumption is supported by Colliers’ 2018 Third Quarter Puget Sound Industrial Market Report, which identifies pent-up tenant demand.³⁵ The excess demand suggests that vacancies would be filled and given the land use restrictions on many of the parcels (especially along the Preferred Alternative), any vacancies would be filled with businesses operating in similar industries. While the City would see a short-term reduction in taxes during the vacancy, the long-term effect of these vacancies depends on the nature and success rate of the replacing businesses – tax collections could be lower, neutral, or higher.

5.2.3 Miscellaneous Possible Economic Impacts

Two concerns were expressed in survey comments without enough information to address. One respondent was concerned that delivery trucks would no longer deliver to the area. One respondent was concerned that certified commercial driver license (CDL) holders would find employment outside of the city, and that wages would need to increase to encourage drivers to accept positions within the city. To the extent that

³³ City of Seattle Office of Economic Development, *Industrial Lands Land Use and Employment Study*, 2017 <<https://www.seattle.gov/Documents/Departments/economicDevelopment/20171114%20Industrial%20Lands%20Land%20Use%20and%20Employment%20Study.pdf>>, p 10.

³⁴ City of Seattle, *Industrial Lands Land Use and Employment Study*, 2017, p 10; Colliers, *Q4 2018 Puget Sound Industrial Market Report*, 2019-01-10 <<https://www2.colliers.com/en/Research/Puget-Sound/Q4-2018-Industrial-Market-Report>>.

³⁵ Colliers, *Q3 2018 Puget Sound Industrial Market Report*, 2018-10-11 <<https://www2.colliers.com/en/Research/Puget-Sound/Q3-2018-Industrial-Market-Report>>.

these concerns are related to the ability of vehicles to access properties adjacent to the Missing Link Project, these possible impacts have been adequately addressed elsewhere in the FEIS (transportation impacts in Technical Appendix B: Transportation Discipline Report and parking impacts in Technical Appendix C: Parking Discipline Report). Other psychological factors that are not fiscally motivated are inherently not an economic issue and outside the bounds of this analysis.

6.0 Conclusions

This analysis focuses on the possible adverse economic impacts associated with potential risks from vehicle to bicycle/pedestrian traffic conflicts related to the Missing Link Project that were identified in the Court's Order – increased insurance costs and the costs of hiring flaggers or spotters. In addition to these two specific possible impacts, property and business owners were asked to identify other possible economic impacts associated with Project-associated traffic conflicts.

It is possible that the operating cost for any one business will increase if the Missing Link were built. However, the possible increases depend on factors that cannot be accurately quantified.

This analysis is consistent with the previous analyses of the FEIS and supporting documentation.

6.1 COST OF INSURANCE

Insurers do not use proximity to a multi-use trail such as the BGT as a rate factor for setting premiums. Insurance premiums will change based on the number of paid insurance claims against property and business owners, in addition to factors outside any individual property or business owner's control, such as natural disasters or large-scale accidents within a business/industry class.

For the completion of the Missing Link Project to have a direct effect on commercial insurance premiums, the Missing Link would need to cause more collisions between commercial vehicles and bicycle/pedestrian traffic for which the property or business owner is found to be liable. Because of the complexity of and uncertainty in the factors that determine the probability of collisions and finding of fault, these changes are not likely, only a possibility (see Section 3.4).

6.2 COST OF FLAGGERS AND/OR SPOTTERS

Completion of the Missing Link would not trigger any legal requirements for flaggers and/or spotters to be used. However, a business may choose to use a flagger or spotter to alleviate their concerns safety. To employ a flagger or spotter would cost \$24.14-\$36.16 per hour, with the possibility of higher wages for unionized shops and to compete in the Seattle market.

6.3 OTHER POSSIBLE ECONOMIC CONSIDERATIONS

Of the other possible economic considerations reported in the survey and interviews, many had been addressed by the FEIS. The economic considerations not addressed by the FEIS or this addendum are too speculative to address. For example, one identified potential cost, businesses relocating because of perceived unfavorable operating conditions, is the cost of a business's choice not an economic impact under SEPA.³⁶

6.4 POSSIBLE EFFECTS ON THE CONSUMER MARKET

To the extent that there are increased operating costs, businesses may attempt to pass on those increased costs to their consumers by raising prices. Economic theory is based on the idea that businesses will charge what the market will bear, and if consumers were willing to pay more, businesses would likely already

³⁶ WAC 197-11-752.

have increased prices. Outside of economic theory, pricing of goods and services is extremely complex, depending on the number of local suppliers, the number of buyers, ability to differentiate goods, elasticity of price of the good or service, and even the relationship between individual businesses and buyers. The number of variables creates a complexity that is beyond the scope of SEPA and this analysis.

Appendices

- 7.0 APPENDIX A: SURVEY METHODOLOGY
- 8.0 APPENDIX B: SURVEY QUESTIONS
- 9.0 APPENDIX C: SURVEY FULL RESPONSES
- 10.0 APPENDIX D: INTERVIEWS
- 11.0 APPENDIX E: INTERVIEW QUESTIONS
- 12.0 APPENDIX F: INSURANCE INFORMATION SOURCES

7.0 Appendix A: Survey Methodology

7.1 DESCRIPTION OF SURVEY

The business survey was conducted online using SurveyMonkey, an industry standard platform for posting surveys and collecting responses. The survey was open from March 9, 2019 through March 25, 2019. The survey included 15 questions and was designed to take under ten minutes. The survey included background information about the survey, how answers would be used, why participants were being asked to participate, and who would be collecting this information. Please see Appendix B: Survey Questions for the complete list of survey questions and background information that was provided to respondents.

7.2 SURVEY POPULATION

BERK mailed a postcard containing a unique survey URL to 691 commercial properties or businesses within the study area. Commercial property and business addresses were identified using two sources:

1. A prior list of contacts used by SDOT for project outreach purposes which included contacts for both operating businesses and business owners for all identified parcels
2. A list of 1,684 businesses contacts for the entire 98107 ZIP Code from a mailing list vendor; BERK used GIS to identify those businesses with addresses located along the preferred and alternative routes

We combined the data from these two sources and removed repeated businesses, resulting in a final list of 691 contacts. One additional survey link was created for the owner of the Stimson Marina, but the link was not used to complete a survey.

As seen in Exhibit 7-1, the postcard included a phone number to contact with any issues or questions and noted that translation services are available. One business contacted the phone number for an issue with the survey link that was resolved.

On March 21, BERK sent reminder emails to those who had not responded and who we had email addresses for and extended the survey response date until March 25, 2019.

7.3 SURVEY RESPONSE PROFILE

From March 9, 2015 through March 25, 2019, 59 commercial property and business owners responded to the survey (almost 9% of the identified commercial property and business owners). Throughout this analysis, respondents are referred to as “commercial property and business owners” because the survey mailing was addressed to owners; representatives of those commercial property or business owners may have completed the survey.

The 59 responses are not meant to be a representative sample and we would anticipate that the responses have a bias towards commercial property or business owners with incentives to respond (participation bias). The results cannot be extrapolated to represent the 691 commercial properties or businesses within the study area.

One respondent indicated that they do not represent a commercial property or business within the study area. One business responded three times; only the first response was incorporated in the analysis.

Exhibit 7-1. Example Survey Postcard Sent to Businesses

Postcard Front

BURKE-GILMAN TRAIL

WE WANT TO HEAR FROM YOU

SHARE YOUR THOUGHTS IN OUR BUSINESS SURVEY

MISSING LINK

<<URL>>

USE THE WEB ADDRESS ABOVE TO COMPLETE YOUR SURVEY

Postcard Back

Your voice matters.

The City of Seattle would like to hear how the Missing Link project could affect your business operations. Please complete this 10-minute survey about possible impacts.

Your unique survey link is on the front of this card.

Responses are needed by MARCH 21, 2019.

Have Questions? Need Help?
tel: 206.493.2377
Translation services available.

Seattle Department of Transportation BERK

<<company>>

<<address1>>

<<city_1>>, <<state>> <<zip>>

Source: BERK, 2019.

8.0 Appendix B: Survey Questions

This is the complete text of the survey as posted on SurveyMonkey, an industry standard platform for posting surveys and collecting responses. Red text [example] annotates the logic of how response selections would move respondents through the survey and was not included in the posted survey. Questions beginning with an asterisk (*) were required from all participants.

8.1 SURVEY TEXT WITH LOGIC ANNOTATION

Introduction

Thank you for your participation in the Burke-Gilman Trail Missing Link Business Survey. The Seattle Department of Transportation (SDOT) has been asked to provide additional information and do additional analysis related to the possible economic impacts that may be associated with the potential traffic conflicts between vehicles and trail users along the proposed Burke-Gilman Trail Missing Link. In order to be consistent with the Environmental Impact Statement for the Missing Link Project, we seek to gather data from those businesses along each of the alternative routes in addition to the Preferred Alternative where potential traffic conflicts may exist. We greatly appreciate your response.

This survey is designed to take less than 10 minutes of your time. If you have questions or issues completing this survey, please call us at (206) 493-2377.

Information about the Survey

How will my answer be used?

Your responses will be used to inform additional analysis related to the Missing Link Project. Your answers will be combined and anonymized for reporting purposes. Any identifiable information will be removed from final reporting.

Why am I being asked to participate?

We are looking to get information from businesses and property owners along the preferred route and the alternative routes of the Burke-Gilman Trail Missing Link.

Who is collecting this information?

The City of Seattle has hired BERK Consulting, a Seattle-based consulting firm with expertise in economic impact analysis, to assist with this study. We are an independent perspective and will be collecting information from many sources.

Questions

1. *Do you own or represent a commercial property or business within the mapped area below?



a. Yes [question 2]

b. No [disqualification message below]

Thank you for your time. While every effort was made to narrow the contact list, your address was included even though this survey is intended for owners and representatives of commercial properties or businesses within the study area. If you have questions or comments, please call 206-256-5264.

For the following questions, please answer in respect to your property or business within the mapped area.

2. Do you have commercial property insurance?³⁷

a. Yes [question 3]

b. No [question 5]

3. Would you be willing to share how much you pay for commercial property insurance?

a. Yes [question 4]

b. No [question 5]

4. What is your current commercial property insurance premium per month? [Please round to nearest dollar; do not include dollar sign or punctuation. For example: 1000]

5. Does your business own any vehicles that operate at your business location?

a. Yes [question 6]

b. No [question 7]

³⁷ Although this question refers specifically to commercial property insurance, responses make it clear that business owners appropriately concluded that the question was referring also to general liability insurance and other types of business insurance, and provided information about each, to the extent they could.

6. How many vehicles total? [Please provide only the number. For example: 7]
7. Do you have commercial auto insurance?
 - a. Yes [question 8]
 - b. No [question 10]
8. Would you be willing to share how much you pay for commercial auto insurance?
 - a. Yes [question 9]
 - b. No [question 10]
9. What is your current commercial auto insurance premium per month? [Please round to nearest dollar; do not include dollar sign or punctuation. For example: 1000.]
- 10.*If the Burke-Gilman Trail Missing Link was built adjacent to or near your property or business location, do you anticipate any insurance cost changes for your business?
 - a. Yes, increase [question 11]
 - b. Yes, decrease [question 11]
 - c. No [question 11]
 - d. Unsure [question 11]
 - e. If you have comments on why you think it would or would not change, please enter below. [250 characters or less]
11. Do you currently use flaggers and/or spotters for your business?
 - a. Yes [question 12]
 - b. No [question 12]
- 12.*If the Burke-Gilman Trail Missing Link was built adjacent to or near your property or business location, do you anticipate an increased need for flaggers and/or spotters?
 - a. Yes [question 13]
 - b. No [question 13]
 - c. Unsure [question 13]
 - d. Why? [250 characters or less]
- 13.*If the Burke-Gilman Trail Missing Link was built adjacent to or near your property or business location, do you anticipate any other economic impacts associated with potential risks from conflicts between vehicles and bicycles or pedestrians?
 - a. Yes [question 14]
 - b. No [question 14]
 - c. Unsure [question 14]
 - d. Please specify [250 characters or less]

14. If you'd like to provide your name and the business or property that you represent, we can follow up in case there are questions regarding your answers.
- a. Name
 - b. Business or property that you represent
15. Is there anything else you would like to share with SDOT related to the additional analysis for the Missing Link Project? [500 characters or less]

Completion Thank You Message

Thank you for your participation in this survey. If you have questions or comments, please call 206-256-5264.

9.0 Appendix C: Survey Full Responses

Each question includes the complete text of the survey, the number of respondents who completed the question ($n=X$), and a graph of response as appropriate. Identifying details were removed and replaced with ellipses (...). Questions beginning with an asterisk (*) were required from all participants. Responses are presented verbatim.

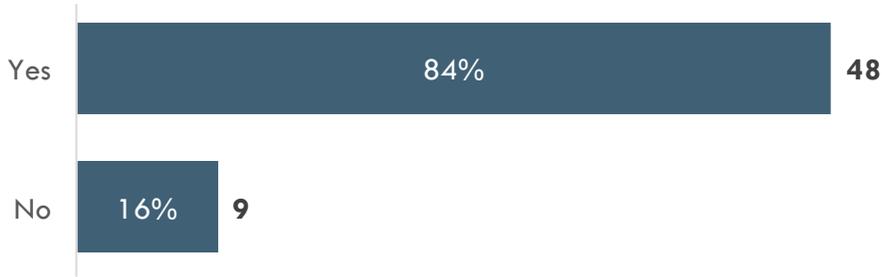
9.1 ONLINE BUSINESS SURVEY FULL RESPONSES

1. *Do you own or represent a commercial property or business within the mapped area below? ($n=59$)

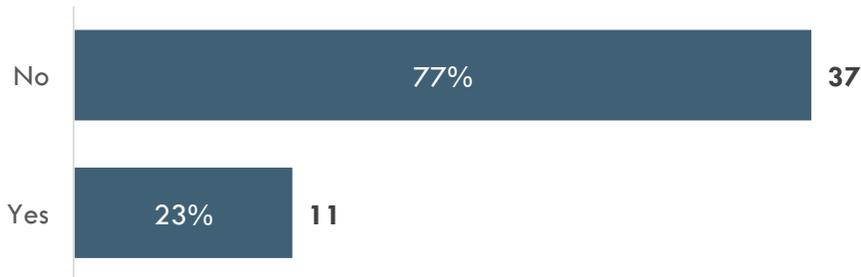


For the following questions, please answer in respect to your property or business within the mapped area.

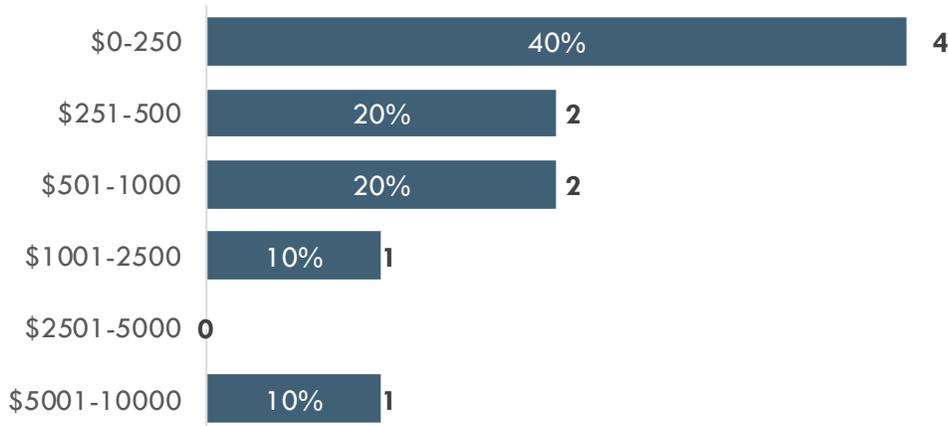
2. Do you have commercial property insurance? (n=57)



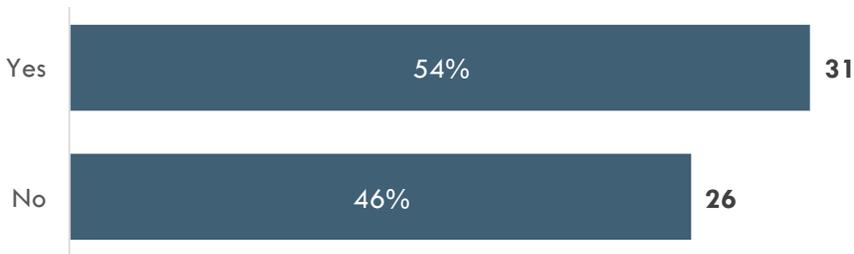
3. Would you be willing to share how much you pay for commercial property insurance? (n=48)



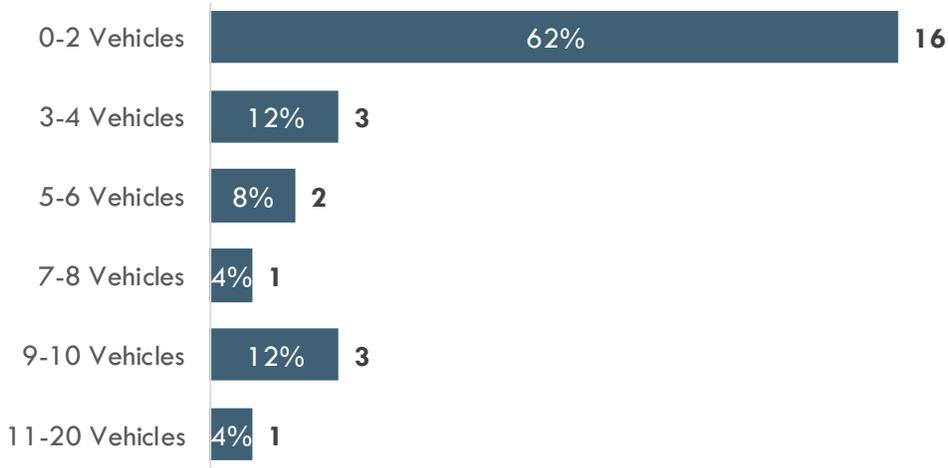
4. What is your current commercial property insurance premium per month? [Please round to nearest dollar; do not include dollar sign or punctuation. For example: 1000] (n=10)



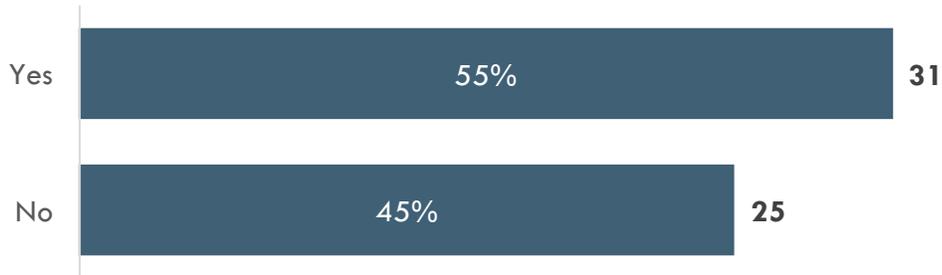
5. Does your business own any vehicles that operate at your business location? (n=57)



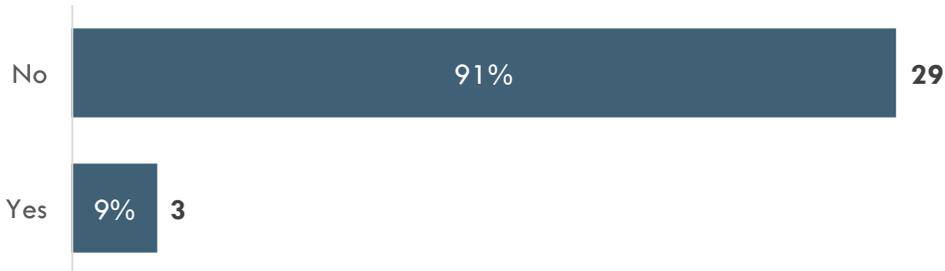
6. How many vehicles total? (n=26)



7. Do you have commercial auto insurance? (n=56)



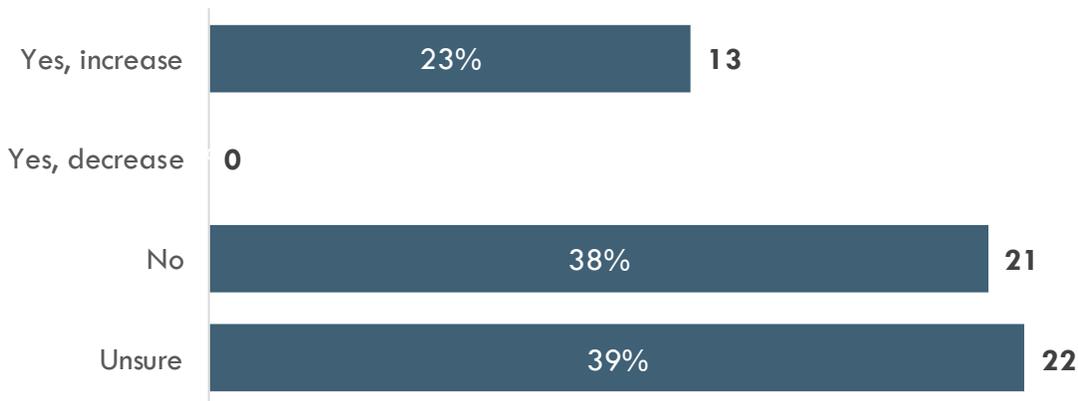
8. Would you be willing to share how much you pay for commercial auto insurance? (n=32)



9. What is your current commercial auto insurance premium per month? [Please round to nearest dollar; do not include dollar sign or punctuation. For example: 1000.] (n=3)



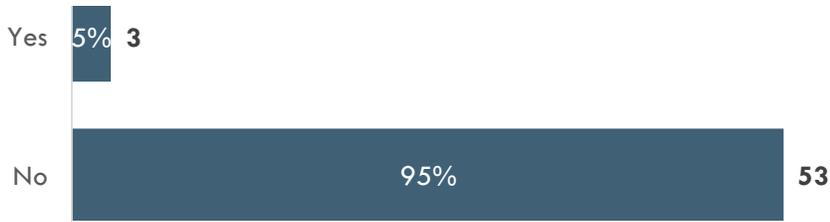
10. *If the Burke-Gilman Trail Missing Link was built adjacent to or near your property or business location, do you anticipate any insurance cost changes for your business? (n=56)



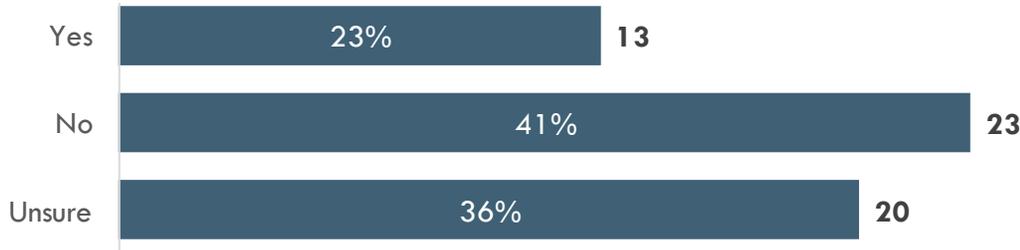
If you have comments on why you think it would or would not change, please enter below. [250 characters or less]

...
Should not be built on Shilshole - huge safety issue!
My tenant has large trucks, very dangerous when colliding with pedestrians/bikes.
My business in on Taking away 250 parking spaces significantly hurt my business, there isn't sufficient parking in Ballard as it is. We rely every day to park our card on the proposed Burke gilman trail
Our insurance company has already informed us that our insurance will increase.
Entrance to and egress from the lot where all our trucks are parked will be across the trail. Risk of an encounter will skyrocket.
Commercial vehicles and bicycles/pedestrian traffic don't mix
It will make it safer to enter our Shilshole parking and reduce the dust level we experience in the summer
I don't believe this is something our insurance carrier would know about.
It's irrelevant to our business

11. Do you currently use flaggers and/or spotters for your business? (n=56)



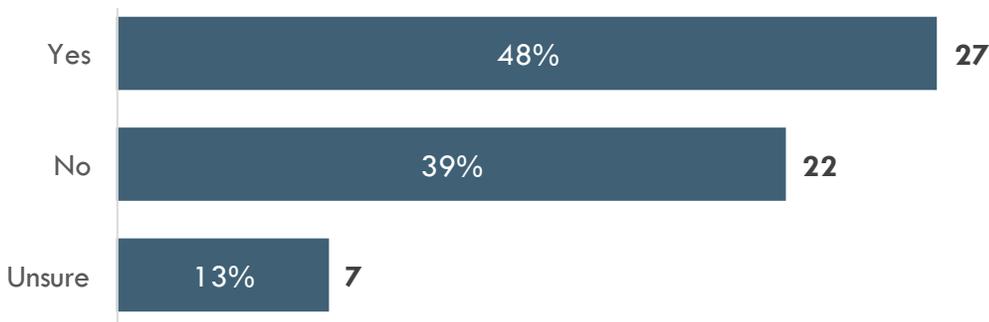
12. *If the Burke-Gilman Trail Missing Link was built adjacent to or near your property or business location, do you anticipate an increased need for flaggers and/or spotters? (n=56)



Why? [250 characters or less]

We use flaggers to help facilitate the arrival and departure of delivery trucks to our distribution center. Our need for flaggers is due to the high amount of car traffic in the neighborhood.
It will most likely be built across the street from our business safety from oncoming traffic to bridge
The majority of the trucks coming and going are permitted over-sized loads. We would definitely need to flaggers.
See answer to question 8.
Depends on other changes to street, i.e. traffic lights, parking
We have parking but don't need assistance in/out of our lot on the Shilshole side of our business.
We can't afford to hire flaggers! But maybe they'd be needed as bicyclists run through stop signs ALL the time!
No, but street parking should be adapted. Maybe 4 hour limits on Leary Ave NW, south of Dock St.
The change from having two lanes now to only one.

13. *If the Burke-Gilman Trail Missing Link was built adjacent to or near your property or business location, do you anticipate any other economic impacts associated with potential risks from conflicts between vehicles and bicycles or pedestrians? (n=56)



Comments next page.

Please specify [250 characters or less]

Our employee parking would be very limited and deliveries would become more difficult
Industrial and pedestrian don't mix well - very unsafe!
Trail will limit access to our business and reduce parking in front of our retail store. Customers may not stop in because of the bicycles coming by for safety reasons.
We feel that there would be an increased risk for accidents with bicyclist from our driveway. If this happens our insurance would go way up.
taking parking away to build the trail would hurt my business greatly as there already is no where to park all day for my employees
It will slow down operations which will of course increase costs.
I anticipate that the loss of parking spaces along the South side of NW Market Street and increased congestion of traffic will significantly decrease access to my business by customers.
Greatly increased risk of bicycle/vehicle/pedestrian encounters.
We worry about traffic on NW Ballard Way increasing because idling cars for the bridge affect our air quality.
Drivers will find other employment outside the city of Seattle. So qualified CDL-A drivers will be harder to find and wages will have to be increased in order to entice them into the city .
It will be a benefit for our business. Many customers already travel here by bicycle.
We are not concerned about any interactions with our parked cars. We look forward to the road and dust improvement.
Traffic is already congested, so time will be an economic factor, however the biggest one will be the cost of dealing with injuries or worse due to putting the trail directly across an extremely high business traffic area.
Losing curb parking would be a major loss of business if that happens.
Material delivery trucks have said they will not deliver to this area
Lack of parking for employees and customers

14. If you'd like to provide your name and the business or property that you represent, we can follow up in case there are questions regarding your answers.

- a. Name
- b. Business or property that you represent

Identifying information removed.

15. Is there anything else you would like to share with SDOT related to the additional analysis for the Missing Link Project? [500 characters or less]

<p>Shilshole Ave seems like one of the busiest traffic street in Ballard. It does not seem like a good idea to put a bike trail along such a busy street. The loss of parking spaces will negatively affect all of the businesses in this area of Ballard</p>
<p>I don't think the route should be along Shilshole. It is dangerous to have bikes and cars (not to mention the industrial trucks) sharing the same small road. I am a biker and a driver. It is unsafe in my opinion.</p>
<p>Parking for our customers is already very limited. The implementation of the "missing link" trail on Shilshole Ave. N.W. would make it extremely difficult for our employees and nearly impossible for our customers to find parking near our business. As most of our customers walk away with heavy packages this would affect their willingness to buy from us and thus would negatively impact the long and short term viability of our business to be located in its current location.</p>
<p>While the concern for potential increase in operating cost for local businesses is at the ceter of the discussion, I believe with the clearly marked lanes for bike and motorized vehicles will also help mitigate some of the confusion and danger from the current state of affair.</p>
<p>Yes, we are adamantly opposed to the current proposed route on Shilshole. Understand how many parking spots would be lost/the traffic/accident risk??? Leary was the original and is the most logical path. Our business has been in Ballard for ... years and we feel we are being chased out of Seattle.</p>
<p>NO ONE can decide because all the locations being studied are terribly FLAWED. I suggest you look at running the Missing Link, where it belongs, up 11th ave NW - activating Gillman Park. Then westward along 58th - 58th is already partially a green street and is also adjacent to the Ballard Commons Park - this is an excellent junction to connect the retail areas of Ballard. Then turn south down 32nd and connect with the existing trail at the Locks! Please someone look at this route.</p>
<p>We are on the street where ... One of about every 47 bicyclists obey the stop signs. It is a danger to all. A dedicated lane on Leary Way with obvious direction and signs and limited heavy truck/industrial traffic should be strongly considered.</p>
<p>Locating this trail on Shilshole puts an enormous burden on the working waterfront business to avoid injuring or killing users of this trail. It would be like opening a walking trail on the shoulder of I5. Bad idea!</p>
<p>Run it through the residential area, not the commercial areas.</p>
<p>I believe the traier should stay along the water, not up on NW Ballard Way or NW Ballard Avenue. These streets are extremely busy with pedestrians, cars, and large trucks... trucks essential to our businesses. P.S. I was under the impression that the Shilshoal route was already approved and decided. Am I wrong?</p>
<p>Please reconsider the Leary route. The shortest fastest rout should not be your only consideration. We are up and down ... daily to go to our vendors as well. Most of the bike commuters will continue to use Shilshole which is fine but the inexperienced riders need to not be in our industrial area. One accident could risk all of our jobs here.</p>
<p>I am in favor of this project. For this portion of the path, it would be helpful to restrict bike riding to the path. On numerous occasions we have encountered bikes riding in the road, slowing/stopping commercial vehicles. I'm not sure if it is an intentional protest or just oblivious riders, but it is dangerous. It would be helpful to keep commercial trucks and bikes on separate paths. Maybe a sign?</p>
<p>How is the taking away of 250 all day parking spaces going to be mitigated once the trial is being build?? No one discusses that in these forums or surveys??</p>
<p>Fixing the missing link would be a great thing for our customers and our employees, who often bike.</p>
<p>A key part of our business is the ...trucks coming and going hauling ... trailers. It has been made clear repeatedly by various SDOT representatives that with a curb separated trail, we will not be able to have a turning radius to get those loads in. Additionally concerns were expressed about the ... trailers bottoming out.</p>
<p>I hope that the economic impact on small business is taken seriously in your study. these plans could potentially put us out of business.</p>
<p>Bad idea. Elevate the trail in this section or simply move it up into Ballard side streets. This is a recipe for disaster.</p>
<p>We are most interested in providing a safe way for people to travel through Ballard. We support less use of cars and several of our folks bike to work. We are eager to see the missing link completed!</p>

Please build the Missing Link. It will be safer for bikers and pedestrians and add to our quality of life in Ballard. Thanks for asking.
Put the path on Leary Way N.W.
We are very excited for the missing link to be done. Dedicated bike paths are safer for everyone.
We are looking forward to finishing the Missing Link.
Possible changes to parking & traffic lights in area
if the project does not go forward, there is still great need to resolve the issue of the intersection at 17th and Shilshole and the summer dust levels along the railroad tracks.
The plan to run the trail along Shilshole Ave is an extremely dangerous one. The volume of business traffic including trucks is huge! It will be at HIGH risk for injury or worse due to collisions with vehicles and bicycles. Bicyclists in Seattle constantly run through red lights and stop signs....why do we think they'll stop for signs along a trail?
The project will be a positive for Ballard. I am in favor!
where is the parking going to be replaced?
Putting a bike path on Shilshoe will create a ton of problems with traffic and clog up a major pathway. I have to say this is a weak survey. It is not just about insurance it is about traffic. You need to survey people on the anticipated problems that will happen.
As an almost ... year old Company we have endured a lot of changes in our neighborhood. This will be our biggest challenge but I am willing to work with SDOT and see if we can resolve these issues.
You are putting a trail through an industrial area. Large trucks must come and go through this already crowded area. Now you are expecting pedestrians to navigate safely through this already dangerous area ?
Our staff already has a hard time finding affordable parking, and most are unable to leave work to re-up paid parking. Taking away free parking on Shilshole would be a huge hit for them/us.
Build the missing link! It's safer to have allocated bike lanes!
Can't wait for it to be completed
Increasing bike traffic and eliminating car lanes will only add to congestion on the roads, and also eliminate parking. The business is dependent on all types of foot traffic and shopping for apparel also requires larger bags for customers whom cannot carry as much without a vehicle at times.

10.0 Appendix D: Interviews

BERK crafted interview protocol addressing potential economic impacts of interactions between trail users and vehicles and contacted 20 businesses identified by the City of Seattle as key stakeholders for participation by phone. Five of the businesses contacted were not along the Missing Link trail, with the remainder along the Missing Link trail or in the Missing Link study area. BERK performed 11 interviews with representatives of 10 businesses and organizations.

10.1 FULL RESPONSES

Full preliminary responses for six business representatives who gave permission to include their responses in this report are published on the following pages. These preliminary responses have not been viewed or corrected by respondents and are presented as captured by BERK during the interview. Sensitive business or personal information, including actual costs and personal anecdotes, have been redacted as shown by ellipses (...).

10.1.1.1 Warren Aakervik, Ballard Oil

1. What are your hours of operation?

6:30am – 5:30 pm Monday-Saturday. Sometimes an emergency Sunday if you have a boat that you have to fill and get out of town. We tend to stay away from night—we will do it if we're forced to do it, but the risk of environmental issues at night are much greater, so we try to avoid it. But obviously you have to pay overtime and it's not just a one-person operation, it takes two or three people.

2. What are your peak business activity times?

Peak times are based on when the fleet is required to be someplace – A season and B season for pollock, halibut seasons, crab seasons, but: when the lochs are closed you can't get a big boat through. Some closures are up to 50-days (October of this year, February of next, etc); so our volumes may be way down because the boats may be unable to get through. The lochs are undergoing major repairs. Better be a temporary condition. Fuel prices also impact peak activity times. Boats want to take fuel just as they're ready to leave, unless there's a big swing in prices.

Profit margin on diesel fuel is half a cent per gallon.

Wide variety in size of boats that are fueled.

3. Do you move goods in and out of your business/property?

- a. If yes, how many times a day do you have goods moving in/out on a normal day? How many on your busiest days?

Yes. On a busy day, 10 trips a day, 20 crossings of big trucks, another 4 for home deliveries. People coming: semis coming in, groceries coming, bait.

On a normal day: 230 vehicles (x2 crossings) stated in the EIS. And that's only the crossings at not-54th. That's not just Ballard Oil, it's that intersection.

4. Does your business own any vehicles that operate at your business location?

- a. If yes, how many?

We have several, but WB67s – can be seventy-five feet overall – we have two cargo tankers in that category, then a semi- a 53-feet trailer, which takes more turning radius. Three home delivery trucks. Two loads a day – in and out of the yard. We have a pickup, a cargo van (WB30), plus

We can do 15,000 gallons per hour if we can get the product. The product comes from Harbor Island – used to be a one-hour turn, now it's getting to be a two-hour turn. In our main tank we only hold 40,000 gallons. We depend on being able to get the product. Instead of two trucks on, you may have to have three or four.

5. Do you have concerns over interactions between vehicles and pedestrians or cyclists while entering or leaving your business now?

Now? No, because we don't have a concentration of them. It's not real inviting, so right now it's not used. But when we go out, there's a complete blind spot and we've had people run right into the truck. You buy PLP with your insurance policy. It was his personal vehicle, it wasn't a commercial vehicle.

6. Are you aware of any collisions between vehicles entering/leaving your business and people walking

or biking in the past five years?

The entrance to our business, yes, but the driveway no. We're aware of a few at the outlet. Probably 2 or 3 in the past 5 years. All as they're entering 26th. And some coming off of Market down 24th. People don't bring their kids on their tricycles and say let's go riding in the industrial area.

7. If the Burke-Gilman Trail Missing Link was built adjacent to or near your property or business, how would your concerns over interactions between vehicles and pedestrians/cyclists change?

Very dangerous. It has to be dangerous for the lack of sight and lack of control. If you put a stop there and a pedestrian or bicyclist doesn't stop, there's a liability on their part. Right now in the current design there is no sign for them to stop, and sight distances are terrible – no sight lines for trucks. Ballard Transfer sold out, they were right behind us with their trucks and trailers. So now it's going to be a 170-unit apartment house. There is no entrance off of Market St – their entrance is going to be off of not-54th. Cyclists will also have to come down not-54th. Part of the concern is the residential development that will feed to the trail and increase off-trail traffic (getting to and from the trail to the development). When cyclists fall off their bike because of something, they call it a collision. When you're forced down that road – collisions or accidents –almost all of those happen underneath the Ballard bridge where there are the two parallel tracks. Well along this road there's two parallel tracks. This is still about the residential development feeding the BGT.

They are putting a signal at Vernon place – it's not a signal for pedestrians/cyclists, it's a signal to guide the traffic.

8. In what ways would you anticipate these changes impacting your business?

Worst case we will not be insurable and we will be out of business. You cannot even buy a gallon of diesel without having insurance, or deliver without having insurance. You have to have insurance or you can't function. Our insurance is due in June, if we don't get the policy in we're shut off. The insurability is the big thing. In 1996 I talked to the insurance company and the letter they'd written said we would either be uninsurable or it would be so costly we couldn't afford it.

We work with Bell Anderson. All they say now is we can't tell you what the cost will be. Because insurance will just pay now. If you fixed the right of way guiding cyclist and pedestrian it would be safer. There are going to deaths. My letter of resignation is going to be exhibit one in the first wrongful death lawsuit against the city. We have to identify when the cyclists have to yield – right now they don't have to yield unless there's a control.

The cyclists are unaware. Two major players have both been in those tracks and crashed. Cyclists act like animals.

9. Do you have commercial property insurance? *Optional:* If so, would you be willing to share how much you pay for commercial property insurance? Would you be willing to share the magnitude of your commercial property premiums with respect to your business revenues?

Yes. Total policies are [...] – that's everything (auto, liability, etc). The vehicle alone is [...] There are only certain carriers that will take you with petroleum products. Then it goes to Lloyd's of London. If you're in a group and there's a lot of exposure you just pay extra.

10. Do you have commercial auto insurance? *Optional:* If so, would you be willing to share how much you pay for commercial auto insurance? Would you be willing to share the magnitude of your commercial auto premiums with respect to your business revenues?

See above.

11. Have your commercial property premiums changed in the recent past?

a. If there have been changes, do you know why these changes have occurred?

I have to speak for when I owned the company, so that would be 2012 – it used to be [...] so it's gone up about [...] to today. A lot of that is building values. We don't have claims – I won't say that we haven't had a fender-bender. I bet you total auto losses might have been 20-30k over the past fifty years. There have been incidents – we don't turn it over to the insurance companies.

12. How about your commercial auto premiums – have they changed in the recent past?

a. If so, do you know why?

13. How do you anticipate your commercial property premiums may change in the near future? How about your commercial auto premiums?

My fear is, is that if we actually get involved in an incident, that eventually we won't be insurable. Of the total crossings, probably 100 are big trucks that have a visual problems. The rest are passenger cars. I don't know that we've ever had an injury claim – it's all been property damage from the vehicles. Anticipated increases would be a result of incidents.

14. Would you anticipate insurance cost changes if the Burke-Gilman Trail Missing Link was built adjacent to or near your property or business location? What changes? Why?

See above.

15. Do you currently use flaggers and/or spotters for your business? When and why?

No – we have no need for flaggers. In a couple of instances where we've backed out of ramp, we'd send a spotter. But as a matter of course, no.

16. If the Burke-Gilman Trail Missing Link was built adjacent to or near your property or business location, do you anticipate an increased need for flaggers and/or spotters? When and why?

The estimate is 2,000/day – during the ten hours, you're talking about a person on that trail every 20-30 seconds. Well, with that kind of flow, you have to be concerned that someone is there when you're pulling in/out. It's part of what you deal with every day, and once you're in that position the only thing left to do is get out and check that if you start moving everything will be alright.

If this is the instance you have at these intersections, you need a flagger. Or you need bicycle signals.

One death is not worth it. I gave my daughter most of the company, and if I knew this was going to happen, I would have just closed the company. If we have a system to make cyclists and pedestrians yield, at least it would be safer. But they're not going to do that.

Cost of 100k (about) including benefits and insurance, etc, for a flagger per year. 10 hours per day/300 days per year. But if you're actually going to bring trucks in – they're going to want to have access and we're going to have to tell them how to do it. A flagger will need to be available the whole day. Is not a signal kind of like a group flagger?

17. If the Burke-Gilman Trail Missing Link was built adjacent to or near your property or business location, do you anticipate any other economic impacts associated with potential risks from conflicts between vehicles and bicycles or pedestrians?

If there's not control devices, if there's not access, then yes it would slow your operations down. You're going to just sit and wait. And ironically, people in vehicles are really responsive to trucks. Pedestrians and cyclists, they don't do that to the same extent. And then what's the impact to regular vehicle traffic? If I can't get it, it's going to back up traffic to the Ballard bridge.

Flaggers is not necessarily all the answer. If you have a problem with the customers getting to you, then that would affect business as well. If it's becoming too difficult, we'll lose our leases – the people who rent from us. Why would a boat even come to Seattle if they can't get fuel, they can't get repaired, and in the whole city of Seattle there are only 8 dry docks, and seven of them are on the ship canal.

18. Can we disclose your name and responses in our final report?

Sure, absolutely.

Thank you for your time today.

No better place to house maritime/fishing industry than the ship canal. It's not the amount of fish they bring in, it's the amount of revenue.

10.1.1.2 Dave Bowman, Bowman Refrigeration

1. What are your hours of operation?

All over the map – earliest is 6 am, and latest is 5 pm. WE go outside those hours on occasion. Monday-Friday, weekend and night operations when needed.

2. What are your peak business activity times?

7 days a week – typically Nov-January; and then another spell June/July.

3. Do you move goods in and out of your business/property?

- a. If yes, how many times a day do you have goods moving in/out on a normal day? How many on your busiest days?

A lot – varies a lot, but we have like seven rigs actively, and some of those rigs will come and go three or four times in a day (our rigs), plus UPS/FedEx, LTL freight-type deliveries. At the most – six or seven at peak (x 3 or 4 per day). Plus whatever's coming in.

Our rigs are vans and pickups – service vehicles. The ones that are coming in are UPS/FedEx and up to 40' semis and anything in between. With the semis – they may not actually cross, but if they don't cross in, they park in the street and we're crossing with forklifts to get stuff in.

We have rolling stock includes a forklift (not part of a fleet – part of the rolling stock). For use internally here.

4. Does your business own any vehicles that operate at your business location?

- a. If yes, how many?

5. Do you have concerns over interactions between vehicles and pedestrians or cyclists while entering or leaving your business now?

They put the bike path out here, so it's something we have to be mindful of. I don't know if you're aware of our situation on 45th – it's been redone because our building kept getting hit, so the city's fix was to put the two-way bike lines which means that if they're there, we don't have to cross their path to get in and out of our space now. There's always a potential, but not like there's going to be if the path goes in.

6. Are you aware of any collisions between vehicles entering/leaving your business and people walking or biking in the past five years?

No, there have not been any.

7. If the Burke-Gilman Trail Missing Link was built adjacent to or near your property or business, how would your concerns over interactions between vehicles and pedestrians/cyclists change?

They would increase significantly, they would essentially be up against our building (our entry and exit).

8. In what ways would you anticipate these changes impacting your business?

Concerned about slowing times, liability, increased cost of flaggers. We may not need them for every crossing, but anything that involves backing up or using a forklift balancing precarious stuff and you've got cyclist...yeah, we'll need flaggers.

9. Do you have commercial property insurance? *Optional:* If so, would you be willing to share how much you pay for commercial property insurance? Would you be willing to share the magnitude of your

commercial property premiums with respect to your business revenues?

Yes. Probably not and I don't have those numbers. We are out there working on vessels so we have liability insurance across the board, plus commercial vehicles insurance to go into shipyards where they require minimums. We have auto insurance. It's the biggest hold into which we dump money here.

10. Do you have commercial auto insurance? *Optional:* If so, would you be willing to share how much you pay for commercial auto insurance? Would you be willing to share the magnitude of your commercial auto premiums with respect to your business revenues?

11. Have your commercial property premiums changed in the recent past?

a. If there have been changes, do you know why these changes have occurred?

I don't know. The only increases I would assume are happening, but I don't know, would be due to general inflation or increased values. Not due to claims.

12. How about your commercial auto premiums – have they changed in the recent past?

a. If so, do you know why?

13. How do you anticipate your commercial property premiums may change in the near future? How about your commercial auto premiums?

I don't know.

14. Would you anticipate insurance cost changes if the Burke-Gilman Trail Missing Link was built adjacent to or near your property or business location? What changes? Why?

Have no idea. My gut is that they would go up because exposure's gone up, but I don't really know that for a fact. I think the risk/exposure goes way up. It's not like we're going to call them up and tell them that. Eventually it's going to come out. Whether it's because it comes out in claims, or because they come out and look, and they do that from time to time.

15. Do you currently use flaggers and/or spotters for your business? When and why?

Occasionally – not very often. Forklifts or when we're gonna bring a semi in. It's already challenging – they're building Ballard Blocks across the way and before that we had a pretty smooth deal. But if we're going to back a truck in across the right of way regardless of the traffic, we'll have a flagger. The majority is not semi – it's a smaller vehicle, the driver does not have to back out across a blind pathway. It's generally not a conflict now. Again, we're watchful.

When we bring a semi in even now they're often not necessarily crossing the bike lanes because of how they're arranged.

16. If the Burke-Gilman Trail Missing Link was built adjacent to or near your property or business location, do you anticipate an increased need for flaggers and/or spotters? When and why?

Hard to say if we'd need flaggers for even the smaller vehicles – depends on the kind of cyclist. If there's an incident, it will be out fault, and we're the big evil business on the nice little bike path. So we're going to have to be extra cautious. Time will tell, but we'll have to be careful. We'll have to allow for a use of flaggers – we don't generally know when we're going to get what kind of delivery, they just show up, so we may need a flagger available. We're a small operation here, the majority of our work is out in the field – we could be super busy in terms of how much work we have but maybe have nobody here when a truck does show because most of our employees are on location somewhere. That kind of thing – I'm not

sure how we're going to solve it.

17. If the Burke-Gilman Trail Missing Link was built adjacent to or near your property or business location, do you anticipate any other economic impacts associated with potential risks from conflicts between vehicles and bicycles or pedestrians?

No, not that come to mind, that hasn't already been covered.

18. Can we disclose your name and responses in our final report?

Oh sure that's fine.

10.1.1.3 Tom Bayley, CD Stimson

1. What are your hours of operation?

The marina would be different than the office/manufacturing part: office/manf 6am-6pm weekdays, around 700 vehicles per day (1400 crossings) coming and going during those hours; marina: more in the summer and warm seasons, both tenants and people who come and work on their boats, marina crossing are more weekend-centered. Friday afternoon – Sunday afternoon or Monday.

2. What are your peak business activity times?

Seasonal for marina, year-round and consistent year-round. Plus they park the farmer's market cars (box trucks and vans) on Sundays.

3. Do you move goods in and out of your business/property?

- a. If yes, how many times a day do you have goods moving in/out on a normal day? How many on your busiest days?

Semis come in: several tenants have daily semis or box trucks or something in between. Other tenants have them irregularly. Certainly one or two semis per day. About 10% of the slips are live-aboard people. One of the tenants has a couple semis a day – that's visual. Other tenants have one or two a week.

4. Does your business own any vehicles that operate at your business location?

- a. If yes, how many?

Yes, one vehicle, a pick-up truck.

5. Do you have concerns over interactions between vehicles and pedestrians or cyclists while entering or leaving your business now?

It's increasing, and you have to be careful.

6. Are you aware of any collisions between vehicles entering/leaving your business and people walking or biking in the past five years?

No, but again, vigilance is important.

7. If the Burke-Gilman Trail Missing Link was built adjacent to or near your property or business, how would your concerns over interactions between vehicles and pedestrians/cyclists change?

Tom was on the design committee sponsored by SDOT – that was gone through pretty thoroughly. Felt it was a workable thing. It's a difficult area, but it's workable. It was handled quite well.

8. In what ways would you anticipate these changes impacting your business?

I think it would be better – it's a very organized trail. It's set up on the basis of that there are trucks coming and going and cars coming and going and pedestrians walking and so on. The trail is designed to accommodate that. No – I think we've agree to move the entrance to align with Vernon place, where there is a light. Otherwise it would extremely difficult for cars to exist at the end of the workday.

9. Do you have commercial property insurance? *Optional:* If so, would you be willing to share how much you pay for commercial property insurance? Would you be willing to share the magnitude of your commercial property premiums with respect to your business revenues?

I'm sure we do. That's not something I'm super aware of, but I do meet with the insurers once a year and go over the policy. [...]

10. Do you have commercial auto insurance? *Optional:* If so, would you be willing to share how much you pay for commercial auto insurance? Would you be willing to share the magnitude of your commercial auto premiums with respect to your business revenues?

Yes. [...]

11. Have your commercial property premiums changed in the recent past?

a. If there have been changes, do you know why these changes have occurred?

Carolyn Hughes would have all that information. [...]

12. How about your commercial auto premiums – have they changed in the recent past?

a. If so, do you know why?

[referred to Carolyn Hughes]

13. How do you anticipate your commercial property premiums may change in the near future? How about your commercial auto premiums?

[referred to Carolyn Hughes]

14. Would you anticipate insurance cost changes if the Burke-Gilman Trail Missing Link was built adjacent to or near your property or business location? What changes? Why?

I don't think so. But again, that's a Carolyn question. We could find out we could go to Parker, Smith, and Zeke (sp?) and find out.

15. Do you currently use flaggers and/or spotters for your business? When and why?

No.

16. If the Burke-Gilman Trail Missing Link was built adjacent to or near your property or business location, do you anticipate an increased need for flaggers and/or spotters? When and why?

No.

17. If the Burke-Gilman Trail Missing Link was built adjacent to or near your property or business location, do you anticipate any other economic impacts associated with potential risks from conflicts between vehicles and bicycles or pedestrians?

No.

18. Can we disclose your name and responses in our final report?

Sure.

10.1.1.4 Brent Howell, CD Stimson

1. What are your hours of operation?

This business is 24-7: the business is the CD Stimson company for a property they've had since the 1880s – Salmon Bay Center (office and manf), Stimson Marina (access is 24-7, no restrictions on tenants and employees).

2. What are your peak business activity times?

Monday-Friday 8-5 or more like 6 – 6 in truth. Already a fair amount of activity 6:30 pm. When I leave 5/5:30, still a number of people still here. Of course with boating, as we get into nice evenings, there's additional activity lasting into late night.

3. Do you move goods in and out of your business/property?

- a. If yes, how many times a day do you have goods moving in/out on a normal day? How many on your busiest days?

Yeah, and I can't speak to exact but Monday when I arrived there was an 85-foot trailer unloading. A little bit of boat trailers or boat lifts, but there's a fair amount of trucking activity here.

4. Does your business own any vehicles that operate at your business location?

- a. If yes, how many?

No. We – Stimson is basically a property owner, a building owner, we manage those properties. WE ourselves aren't producing. CD Stimson here doesn't have a large employee group.

5. Do you have concerns over interactions between vehicles and pedestrians or cyclists while entering or leaving your business now?

Yeah, all the time. A lot of what happens out here on Shilshole on the shoulders we'll say – it's been like the Wild West for a number of years. SDOT has made no effort to say how cars can park. It's concerning to me, my top priority is safety and that's mean fire and safety. Society treats this community down here – could care less about takes place out here as far as our ability to get in and out of the property. Speeding is also an issue. Egress here has over the years become increasingly difficult. We've seen an increasing in density and population and Shilshole is kind of as the crow flies to be a shortcut. Not quite sure that it is, there are pretty good traffic volumes here in the morning and evenings, and sometimes a challenge to get in and out.

6. Are you aware of any collisions between vehicles entering/leaving your business and people walking or biking in the past five years?

I know some people have been hit – we fought for a long time to get a crosswalk from the property to Vernon Place and then get into the business district. Finally got a crosswalk a year ago – there have been some people clipped out here by cars. One fellow may have gone to the hospital. A lot of cyclists have hurt themselves on the railroad tracks.

7. If the Burke-Gilman Trail Missing Link was built adjacent to or near your property or business, how would your concerns over interactions between vehicles and pedestrians/cyclists change?

Well, I'm going to be personal here. [...] It's difficult sometimes, especially in winter, rainy mornings, bikers are better identified than they used to be using lights, but it's scary out here. It's concerning to me.

I think that this community, both sides, both need to rethink who they are and what they're doing, and how to coexist. I see problems on both sides as far as that goes. With all this attention on the Missing Link, and especially with the snow, a cyclist this morning was concerned about the pavement and couldn't hold to the side because the roadway is in need of being swept. And it's irresponsible of the City who could recognize that problem and do something about it. I see maintenance problems. A number of years I got into liking riding bikes, I'm a big chicken, I just don't like riding with cars. It just always scared me. I don't know that the Missing Link is ever going to be the kind of experience of the BGT past UVillage, because there is a lot of traffic here. And even if you put up a lot of stop lights to change car behavior but the cyclist isn't going to want to stop, stop stop, once they start pedaling, they like to keep pedaling. It's concerning to me out here, having ridden bikes, I know that at any moment a tire and go flat, and the clearance I give cyclists may not be enough.

8. In what ways would you anticipate these changes impacting your business?

Well, for one, even though study after study that's been conducted, I still don't feel comfortable as far as addressing...easily 500-800 cars coming and going, and that gets complicated as you're looking east/west not just for cars but also for bikes and in essence cross two lanes to get into a third lane. And this talk of a stoplight at Vernon place – there has to be segmentation, there can't be a steady stream. Nothing I've heard makes it sound like that that's going to happen. I don't know if they've totally weighed the expense on Stimson – moving the entrance. I could see the BGT costing this company a lot of money, through physical alteration of what might have to happen to make this thing work. It might get to a point – you put the BGT – what are the secondary, tertiary ramifications – losing a tremendous amount of parking which is critical to the vitality of this area. When I get here at 6:30 in the morning, the shoulders of Shilshole are almost full, totally. There's a shifting of the guard to the nighttime people, but it's still full. Stimson has said something about helping out in terms of parking, but I don't think they've thought that through. Enforcement issues of parking. How to get the big trucks in, get the little trucks in. There's going to be a lot of pressure put on this property, and if you invite the general public on this property, there's lighting, electrical, there's a pathway – insurance-wise I'm really exposed helping the public getting off this property. There are a lot of layers to this. We really haven't nailed it all down, and some of these solutions are expensive.

9. Do you have commercial property insurance? *Optional:* If so, would you be willing to share how much you pay for commercial property insurance? Would you be willing to share the magnitude of your commercial property premiums with respect to your business revenues?

I don't look at that as a reality, I see that kind of as one thing thrown in and hopefully it has some weight to it. A lot of trucks once they leave here, they're out in the wider world, they face the same constraints and risks on the road. I think the real sense is that the shoulders are used for commerce. This is city-subsidized annexing of a business. Neighbors use the shoulders for trucks and forklifts and big rigs – if there's not a shoulder there they lose the ability to conduct that business. They worry about the impact to their business, and I understand that. That's been the problem the whole time – what's the compromise? If the trail's placed and we learn how to live with it- Fred Meyer used to be a steel mill and it had a boat yard and I could pull my boat in and had no impact – now it's a different world. And there's cars driving around, and I might grumble but I learn to live with it.

LA used to have dedicated places for bikes – before the advent of the automobile – or Copenhagen is the number one example for how a community can better live with bikes. But you have to make a trail interesting and inviting, and Missing Link's never really going to have that. I guess maybe if they get it to

Golden Gardens. I'd like to see a center turn lane and dimensionally it won't work. In essence three car lanes and a bike lane, and segmented with stoplights. And that's a thinning out process, shifting the load here to other road ways to Leary and such.

10. Do you have commercial auto insurance? *Optional:* If so, would you be willing to share how much you pay for commercial auto insurance? Would you be willing to share the magnitude of your commercial auto premiums with respect to your business revenues?

[info received from Carolyn Hughes]

11. Have your commercial property premiums changed in the recent past?

a. If there have been changes, do you know why these changes have occurred?

Insurance is meant to increase on an annual basis and the reasons are pretty elusive. There is no trail out there right now and without delineation it's almost more dangerous now. I don't think the insurance companies are going to say well there's a trail out there now we're going to raise your premiums. We're always more looking at fire and safety issues and entrance and egress – I'm sure if could be a factor if there was one plus incidents, and if there was I'm sure we would face the consequences of that.

Talk to the business already on the BGT to see what the impact has been. I feel for my neighbors, but if you look at the existing BGT, they have a big yard already adjoining the trail, and they have trucks that come and go.

Salmon Bay Sand and Gravel has a yard already along the BGT. Maybe that's what's causing them to take their stance, but I don't know.

12. How about your commercial auto premiums – have they changed in the recent past?

a. If so, do you know why?

13. How do you anticipate your commercial property premiums may change in the near future? How about your commercial auto premiums?

14. Would you anticipate insurance cost changes if the Burke-Gilman Trail Missing Link was built adjacent to or near your property or business location? What changes? Why?

I guess I haven't truly given that thought. I know that sometimes people are looking for the deepest pocket – it wasn't just the driver's fault, it was the business's fault, or it was the City (the taxpayers). Unfortunately a lot of the money goes to the wrong people, the attorneys. But just thinking it: how could I be liable for this? By coming by car, you take that responsible, and you pay the price. I can't, as a business, there's some employees that I'm glad when I'm not here because I'm not responsible for them. I would hate to think that that's a real concern. That someone's misjudgment/misconduct becomes everyone else's responsibility.

15. Do you currently use flaggers and/or spotters for your business? When and why?

No, not really. There are times we cone, put tape out, sometimes assist in a moment.

16. If the Burke-Gilman Trail Missing Link was built adjacent to or near your property or business location, do you anticipate an increased need for flaggers and/or spotters? When and why?

That's where I'm talking about the difficulty of getting in and out – yeah. And if what is put in place doesn't work, then how do we get out. Like in downtown Seattle do we have to hire a policeman to make sure the sidewalk is clear when coming out blindly? I hope not, but if we do, the City will have to help

subsidize that for some of these businesses until patterns of behavior change.

17. If the Burke-Gilman Trail Missing Link was built adjacent to or near your property or business location, do you anticipate any other economic impacts associated with potential risks from conflicts between vehicles and bicycles or pedestrians?

No, I think I have to be an advocate for the trail in the sense that every time I see a bike, I go, that's one less car, less pollution, one person in more healthy approach towards life. I don't see an additional cost, I actually see some additional benefits. But this is where both sides – cars have to feel good about cycling. But a lot of bicyclists have a bad attitude. I just wish that if we're gonna have bikes, we all obey the same rules the same way, and observance of those laws and regulations are what makes it work. I think both sides, to make this work, both sides have to work on it.

18. Can we disclose your name and responses in our final report?

Yes. I wouldn't say anything different to anyone. I suggested putting in a bike tunnel while they're digging SPU.

10.1.1.5 Ron Hildebrandt, Trident Seafoods

1. What are your hours of operation?

Trident Seafoods – the main corporate office general hours are 6 am-6pm Monday-Saturday, but the heaviest concentration is 7 am - 5 pm Monday-Friday. With an employment building count of 475. Plus visitors, additional traffic for onboarding (groups of 100-150 per day) for weeks at a time.

2. What are your peak business activity times?

Peak times would be first 2 weeks of January, and first two weeks of June. That's when most of the onboarding happens (12,000 total – 3-4 are seasonal who work in AK, all employees come through this office first – it's the headquarters). Some come in by bus, some by public transit, it varies.

3. Do you move goods in and out of your business/property?

- a. If yes, how many times a day do you have goods moving in/out on a normal day? How many on your busiest days?

Some – daily deliveries of mail, packaging, paper, general business supplies. There are sem-trucks – have a back dock – they'll enter just a little bit to the one driveway over – in between us and the old Yankee diner (city building). There are several businesses here that have loading docks. Including garbage.

For the bigger trucks, probably on 3 or 4 vehicles per day. Vehicle crossings (2.5 crossing per day for 400 people) – a fairly constant stream.

4. Does your business own any vehicles that operate at your business location?

- a. If yes, how many?

A few of the vehicles are owned by the company. Several trucks are stationed here – pickup trucks, corporate vehicles, and flatbeds that deliver product to and from shipping and receiving docks. Passenger cars to SUVs, refrigerator van. Probably 16-20 crossings per day.

5. Do you have concerns over interactions between vehicles and pedestrians or cyclists while entering or leaving your business now?

We do have concerns now, mainly because line of sight is not very good. Beyond that, since Salmon Bay is one side and a railroad/cars on the other side – line of sight is

Bicycles should be crossing on the far side, in theory. I was a bicycle cyclist for 20 years – I was hit twice between here and the Ballard Bridge.

6. Are you aware of any collisions between vehicles entering/leaving your business and people walking or biking in the past five years?

There was one collision that I know of between a car and pedestrian at the corner of Vernon and Shilshole – but don't know if it was five or five-seven years ago. There was one farther back than that. I lobbied for 17 years to get a crosswalk in – that has helped a lot. There is a crosswalk there now – over the objections of SDOT.

7. If the Burke-Gilman Trail Missing Link was built adjacent to or near your property or business, how would your concerns over interactions between vehicles and pedestrians/cyclists change?

I would be concerned over any increase in the amount of bicycles because 95% of the bicyclists are going to be fine – it's the 5% who think they have the right of way. It depends on how the trail is managed and marked. We are the largest in and out facility on Shilshole. We are concerned about the liability of our employees and the company – if someone's going to sue, there's a 200 yard radius, you get sucked into a lawsuit.

8. In what ways would you anticipate these changes impacting your business?

One: if the trail moves in, a huge amount of street parking along Shilshole and to my understanding all the street parking disappears – concerns about employee parking. What is the downstream effect – do you end up losing some of your neighboring businesses? Ballard parking will get worse. And that's all free parking now. I presume that if any parking goes in it won't be free anymore.

Not as worried about delivery – worried about increase of traffic along Shilshole and you have to get to the building that way. An increase and slowing down of vehicles will back up Shilshole and I know the plan is to put a stoplight in at Vernon, but I think it will make it worse. B/c it's going to back that up and you're not going to be able to get truck access to Salmon Bay when the light is on. Trucks will be backed up down the street for quite a ways. This is all the land of unintended consequences.

9. Do you have commercial property insurance? *Optional: If so, would you be willing to share how much you pay for commercial property insurance? Would you be willing to share the magnitude of your commercial property premiums with respect to your business revenues?*

Yes. We lease this building from CD Stimson – we have an umbrella policy. All policies under master. Have not talked to insurance agent about whether the trail will increase premiums or not. We can't share our premiums. The magnitude of our policy – we have a diverse portfolio, so our policies cover not only business entity here, our Alaska operations, our inventory – and I'd have to go and check which part of our policy ingress and egress falls under – as soon as we notify them. Notifying an insurance company of an increase in risk.

Have not had to report increases or decreases to changes in traffic adjacent to the building before. We report our employee counts, but generally not related to traffic count.

Now that I've been notified, I have to notify the broker – or else they would deny any claim because I had prior knowledge. I am sure it will be based on loss ratio history.

10. Do you have commercial auto insurance? *Optional: If so, would you be willing to share how much you pay for commercial auto insurance? Would you be willing to share the magnitude of your commercial auto premiums with respect to your business revenues?*

[see answer to Question 11]

11. Have your commercial property premiums changed in the recent past?

a. If there have been changes, do you know why these changes have occurred?

I do not know the answer to that question – overall, premiums have been rising. Couldn't identify why.

12. How about your commercial auto premiums – have they changed in the recent past?

a. If so, do you know why?

[see answer to Question 11]

13. How do you anticipate your commercial property premiums may change in the near future? How

about your commercial auto premiums?

Not sure.

14. Would you anticipate insurance cost changes if the Burke-Gilman Trail Missing Link was built adjacent to or near your property or business location? What changes? Why?

I would expect some changes over a period of time based on that the loss ratio would go up – only because of increase risk. No one knows how much that section of trail will be used. It's either going to get used very little and by professional commuter who are generally more careful than sight-seers that are looking around. Currently, the road is populated by wary cyclists during commuter times but little traffic during the day. Weekends the risk is less, but the use could be more. Don't know if anybody really has a projection of how many people will use this section of trail that's an increase from what it is. If the trail use doubled, it's not exactly a doubled ratio of your current level of incidents, because when you double the population you're going to get a higher number of people who are not experienced riders. Winter cyclists are safe, summer riders all hell breaks use. Just like cars – more people on the road, the more wrecks you get. We could get lucky and have no incidents.

We have discussed moving the entrance to go through the Vernon light – we're talking because it's a loss of parking spots I currently pay for. I understand that the other side entrance may have to be moved as well. Especially with the loss of parking lot – you get more crossings as you move into parking lots.

15. Do you currently use flaggers and/or spotters for your business? When and why?

No we do not. I know Salmon Bay does, but we do not. We have contractors in that have used them on an occasional basis.

16. If the Burke-Gilman Trail Missing Link was built adjacent to or near your property or business location, do you anticipate an increased need for flaggers and/or spotters? When and why?

I'm not sure. I'm trying to envision – if you have to crane something up on the roof – cause right now there's not a trail there. We can drive straight across to get next to the building and get something up. I don't know if the rules changes if we could block the path. But I would imagine that would be controlled by the contractor and not by us directly. As a generally, no, that's not one of our big concerns.

I could see it being an issue for Salmon Bay – if they have equipment out and every time they have a flagger they block traffic, that would be interesting. It depends on the impact. I'm more worried about the light causing the need for it than cyclists causing the need for it. So you could let people out when five o'clock rolls around.

17. If the Burke-Gilman Trail Missing Link was built adjacent to or near your property or business location, do you anticipate any other economic impacts associated with potential risks from conflicts between vehicles and bicycles or pedestrians?

My major concern is where are the cars going to go that are currently parked on the street. And most of them are employees of the local businesses, as well as the auto shops that line the street – not sure what they're going to do.

18. Can we disclose your name and responses in our final report?

That would be fine.

10.1.1.6 Eugene Wasserman, North Seattle Industrial Association

1. Could you describe the nature of your organization and your role?

I am president of the North Seattle Industrial Association, representing 40 business in that area – most family owned, some corporations, don't represent everyone, but we happen to represent a lot of the business along the trail. Part of the body suing the city. Generally deal with transportation, land us, and public safety issues.

Was on the design group.

Ballard, Fremont, both sides of Ship Canal, one in interbay. Mainly maritime along the ship canal – we have one brewery in our group, but the heart of where the trail is the heart of our group.

2. What are typical interactions between vehicles and bikes/peds encountered by your members?

Currently, there are a lot of near misses. Quite a few accidents. The trail is not well maintained and not well-lit. It's not just the trail itself, it's interactions in that whole area. Truck interactions different from vehicles.

If you stand at 17th you can watch the cyclists they come down Ballard Ave, they don't come down Shilshole. So not that many cyclists during the week take that route, because they're not stupid. Most cyclists hook in Ballard avenue to 17th.

If there are cyclists, they are fair-weather cyclists, they're not coming down on rainy days. The difference is this trail is right up to the property line. Mainly now people avoid it. I feel that will change with the trail because they will be directing people to go there.

There are people who do the same route on weekdays, or same route on weekends, and then people just out for the day and don't know the rules, where they're going.

3. Are there current concerns about those interactions?

Members have current concerns – they worry about. They try to have their driver be safe. They don't want more cyclists closer to their properties. And the route, for some of them, will make changes to how they can get in and out.

1. Concern that people who have no idea where they're go and will wind up running into a truck.
2. Concern that the 5%-10% who don't follow the rules.

For example, the rider coming off the BGT in Kenmore who didn't see the truck and was killed. The truck was not cited.

4. Any related economic impacts?

Things move slower during the day because drivers are worried about it. The current conditions are not great but people have learned to live with it.

5. How do you anticipate those interactions changing if the Missing Link is constructed?

There would have to be two sets of flaggers: we believe there's a certain percent of cyclists who don't obey the rules. You have to have a flagger – SDOT rules are unclear about stopping people on a bike trail, so if you put a flagger on the trail you also have to put a flagger out on the street itself. Our people feel that if it's taking too long for a truck to come out people will go around the flagger and end

up on the street. Cyclists get impatient because they don't like to stop. We're afraid that you need more than one flagger – you have to close the street down, essentially. Because the driver is looking for cyclists not only on the trail but on the street if they go around.

In a truck, you can't see cyclists very well, so they're going to need two sets of flaggers – one on each side of the car and one on each side of the street (four total). We're all trained to look one way on the street. On the trail, you need to look both ways, and then you need to look both ways on Shilshole, which brings the possibility of more accidents, which requires more safety measures.

6. What economic impacts would you anticipate related to the potential interactions related to the proposed trail?

We feel that eventually some of the businesses will decide to move because they don't want to deal with it. It's not part of their business model. And labor is very expensive these days, and some of them are unionized firms. I don't know what their labor contracts are like. And some of them don't have supervisors to watch the flaggers because they're not always needed. People make decisions around when leases are up. And if the list of aggravations is great enough, they move. If the aggravation is that a truck has run over one or two people, they would move. Anyone dies and they're going to think about moving. Like the 737 Maxes, no one thought they would crash until they did.

These are family businesses – they take things personally.

Doing business will be a much greater hassle – we're afraid of gentrification. We don't feel the City backs us up on keeping the area industrial. We have crime issues and other things. Over I don't think the BGT would affect crime in the area. We don't see the City enforcing the laws on homelessness and crime – so we don't see the City enforcing bicycle trail issues. In a strange way, the City feels that bicycle riders are a didn't class of people and the regular rules don't apply.

Economic anxiety because businesses don't trust the City. Like if there's an accident, the City will try to shift the blame back on the business – claim the business is at fault. If they misdesign the trail, it'll be interesting to see who winds up paying for it. These businesses – some of them can't afford large losses, whether insurance covers them or not. Some may be forced to move – not tomorrow, but...

7. What do you expect the insurance impacts will be for your members?

What I've heard is that you only get so many accidents and then you won't be insured. Because there haven't been a lot of accidents, there's no proof of that. No other City designs bicycle trails in industrial areas.

Bicyclists – if you run into something big, you die. The injuries go up from a fender bender, to I hurt my wrist, to you're dead. Metro is being sued because of trolley lines.

A cyclist died on 28th when someone made an illegal U-turn – I asked for the police record because the news report didn't make it clear. The driver was at full fault. It was 71 pages. That cyclist's movement is what we're worried about.

No one actually studies the safety of trail design for cyclists -we've had consultants look. There's a few studies here and there. There's no official way to design intercity trails.

That's our insurance argument: two or three accidents and you're screwed. And also, it's psychological. The drivers don't like it, it creates morale problems, you might lose a few drivers. Trucks are much different cars in terms of visibility.

The City could resolve all this by assuming all responsibility: they could say, if you accept the trail, we'll pay for it and assume responsibility. They could pay the premium, or they could assume the risk. If you think the trail is safe, then accept the responsibility for it. And then there wouldn't have been an EIS. Then it would just be the cost of flaggers. Which could get expensive, but insurance is what everyone's worried about.

We're concerned about those people that run by school bus stop signs and pull out and get smashed by somebody.

The City refuses to plan for this behavior: we've asked them to, and they didn't. In the EIS and in the hearing, they said that the trail is safe for people who obey the law. We're afraid of the cyclist who doesn't obey the law.

Salmon Bay would know – there have been lawsuits.

I have other issues like why not just put stoplights up. SDOT wouldn't change the rules for the BGT in this area. Bicycles can go anywhere. They won't make special rules for an industrial area. The rule is they have the ROW.

Some driveways – like around Salmon Bay – trucks are coming and going. The law is not very restrictive. They can go anywhere they want. They could go on sidewalks, they could go in the street.

There's a psychological economic impact – it's an issue retaining people. It's what employees would consider unsafe conditions. Particularly if it's a kid.

Members feel that it's unsafe to put the trail right up against the businesses. Someone will eventually get hit. Businesses will decide to move. There would be economic costs to the City – these are high tax businesses. Or people would move part of their operations elsewhere. Like Doug Dixon has a place in Alaska. And it sends a signal putting a recreational in an industrial area; it says to the business, you're not wanted here. That's an economic loss to the City.

There's a safer option two blocks. They're afraid of it becoming a family area. Our fear is others will think it's like the rest of the BGT and run into trucks. In King County there's one cement plant and they built a whole underpass for the trail.

Safety is more important to our members. We don't want to kill people.

10.2 SUMMARY RESPONSES

Five business representatives either did not explicitly grant permission to use their full responses, or did not consent to have their responses disclosed in this report. General content for those interviews is summarized below.

10.2.1.1 *General Content*

- Businesses are operational during early mornings in the early evening, with some weekend morning hours and on-call operations.
- Business include commercial fleets.
- Businesses experience 200-500 vehicle crossings daily, including business-owned, vendor, employee, and customer crossings.
- Business have not filed any claims relating to collisions with cyclists or pedestrians in the past five years.
- Businesses have extreme concerns about pedestrian and cyclist interactions with vehicles at crossings currently, and which would increase if the Burke-Gilman Missing Link was built adjacent to or near their business locations because of the increased volume of pedestrian and cyclist users the trail would bring.
 - At least one representative identified lack of bicycle signals in the trail design as a key factor reducing safety.
- Businesses pay significant sums for insurance, with property, auto, liability, and umbrella or excess coverage often under separate policies.
- Insurance premiums for all types have been increasing, with significant increases in auto coverage identified.
- Businesses expect that insurance premiums will increase due to claims resulting from interactions between vehicles and pedestrians/cyclists at crossings. Business interpret City code guiding trail user behavior and vehicle behavior at driveways as connoting liability for accidents on vehicles.
- Businesses believe that increased insurance premiums resulting from claims will be unaffordable, or that their insurers will cancel their policies and they will not be able to replace coverage required to operate.
- Businesses either do not currently use flaggers or spotters or use them 1-2 times per month.
- Most businesses either believe that they will be required to use flaggers, or report that flaggers will be necessary to increase safety at crossings and reduce liability.
 - Businesses report that they would need 1-2 flaggers daily for the entire operational day.
 - One business reported that they would close rather than hire flaggers/spotters.

- Businesses reported additional economic impacts relating to loss of parking and termination of access to property given plans to turn 24th Street into a dead-end; additionally, business reported concerns over safety of the proposed trail given the growth of bushes in the area and increasingly fast bicycles.
- One business representative believed that the Missing Link trail would improve safety for pedestrians and bicyclists in the area.

11.0 Appendix E: Interview Questions

11.1 MISSING LINK BUSINESSES AND PROPERTY OWNERS

11.1.1 Introduction

Thank you for your time. The Seattle Department of Transportation has been asked to provide additional information and analysis related to the possible economic impacts that may be associated with the potential traffic conflicts between vehicles and trail users along the proposed Burke-Gilman Trail Missing Link. In order to be consistent with the Environmental Impact Statement for the Missing Link Project, we are talking to businesses along existing trails and the Preferred Alternative and other alternative routes for the Missing Link. *[Acknowledge they may have been asked similar questions before, since this isn't the first time several of the businesses in Ballard have been surveyed]*

11.1.2 Questions

Background and Interactions

1. What are your hours of operation?
2. What are your peak business activity times?
3. Do you move goods in and out of your business/property?
 - a. If yes, how many times a day do you have goods moving in/out on a normal day? How many on your busiest days?
4. Does your business own any vehicles that operate at your business location?
 - a. If yes, how many?
5. Do you have concerns over interactions between vehicles and pedestrians or cyclists while entering or leaving your business now?
6. Are you aware of any collisions between vehicles entering/leaving your business and people walking or biking in the past five years?
7. If the Burke-Gilman Trail Missing Link was built adjacent to or near your property or business, how would your concerns over interactions between vehicles and pedestrians/cyclists change?
8. In what ways would you anticipate these changes impacting your business?

Insurance

9. Do you have commercial property insurance? *Optional:* If so, would you be willing to share how much you pay for commercial property insurance? Would you be willing to share the magnitude of your commercial property premiums with respect to your business revenues?
10. Do you have commercial auto insurance? *Optional:* If so, would you be willing to share how much you pay for commercial auto insurance? Would you be willing to share the magnitude of your commercial auto premiums with respect to your business revenues?
11. Have your commercial property premiums changed in the recent past?

a. If there have been changes, do you know why these changes have occurred?

12. How about your commercial auto premiums – have they changed in the recent past?

a. If so, do you know why?

13. How do you anticipate your commercial property premiums may change in the near future? How about your commercial auto premiums?

14. Would you anticipate insurance cost changes if the Burke-Gilman Trail Missing Link was built adjacent to or near your property or business location? What changes? Why?

Flaggers and Spotters

15. Do you currently use flaggers and/or spotters for your business? When and why?

16. If the Burke-Gilman Trail Missing Link was built adjacent to or near your property or business location, do you anticipate an increased need for flaggers and/or spotters? When and why?

Final Questions

17. If the Burke-Gilman Trail Missing Link was built adjacent to or near your property or business location, do you anticipate any other economic impacts associated with potential risks from conflicts between vehicles and bicycles or pedestrians?

18. Can we disclose your name and responses in our final report?

Thank you for your time today.

11.2 NON-MISSING LINK BUSINESSES AND PROPERTY OWNERS

11.2.1 Introduction

Thank you for your time. The Seattle Department of Transportation has been asked to provide additional information and analysis related to the possible economic impacts that may be associated with the potential traffic conflicts between vehicles and trail users along the proposed Burke-Gilman Trail Missing Link. In order to be consistent with the Environmental Impact Statement for the Missing Link Project, we are talking to businesses along existing trails and the Preferred Alternative and other alternative routes for the Missing Link.

11.2.2 Questions

Background and Interactions

1. Could you describe the nature of your business and your role?
2. What are your hours of operation?
3. What are your peak business activity times?
4. Do you move goods in and out of your business/property?
 - a. If yes, how many times a day do you have goods moving in/out on a normal day? How many on your busiest days?
5. Does your business own any vehicles that operate at your business location?
 - a. If yes, how many?
6. Do you have concerns over interactions between vehicles and pedestrians or cyclists while entering or leaving your business?
7. Are you aware of any collisions between vehicles entering/leaving your business and people walking or biking in the past five years?
 - a. If yes, do you attribute these incidents to the trail?

Insurance

8. Do you have commercial property insurance? *Optional:* If so, would you be willing to share how much you pay for commercial property insurance? Would you be willing to share the magnitude of your commercial property premiums with respect to your business revenues?
9. Do you have commercial auto insurance? *Optional:* If so, would you be willing to share how much you pay for commercial auto insurance? Would you be willing to share the magnitude of your commercial auto premiums with respect to your business revenues?
10. Have your commercial property premiums changed in the recent past?
 - a. If there have been changes, do you know why these changes have occurred?
11. How about your commercial auto premiums – have they changed in the recent past?
 - a. If so, do you know why?
12. Does being along the trail change how much you pay for insurance?

- a. If yes, how? Do you know why?

Flaggers and Spotters

13. Do you use flaggers and/or spotters for your business?

- a. If yes, when and why?
- b. If yes, does the trail affect how you use flaggers and/or spotters?

Final Question

14. Can we disclose your name and responses in our final report?

Thank you for your time today.

11.3 QUESTIONS FOR BALLARD ALLIANCE AND THE NORTH SEATTLE INDUSTRIAL ASSOCIATION

1. Could you describe the nature of your organization and your role?
2. What are typical interactions between vehicles and bikes/beds encountered by your members?
3. Are there current concerns about those interactions?
4. Any related economic impacts?
5. How do you anticipate those interactions changing if the Missing Link is constructed?

What economic impacts would you anticipate related to the potential interactions related to the proposed trail?

12.0 Appendix F: Insurance Information Sources

The following sources were consulted for this analysis.

12.1 INDUSTRY

We researched industry practices through national standards bodies and professional associations. In addition to research, we spoke with professionals working within the industry. Below are descriptions of the primary insurance industry sources.

12.1.1.1 *McDonald Insurance Group*

BERK interviewed Kim Andrew-McClellan, Account Manager at McDonald Insurance Group. Ms. Andrews-McClellan is an insurance professional, acting as an account manager for BERK's insurance. While BERK interacts with Ms. Andrew-McClellan professional, we have no reason to believe that the information she provided for this project was influenced by that relationship.

12.1.1.2 *Insurance Industry Consultant and Transportation Insurance Broker*

BERK interviewed Steve Jones, Senior Vice President of Key Insurance, in his capacity as an insurance industry consultant with professional expertise as a transportation insurance broker. Mr. Jones clarified questions about insurance operations arising from business survey and interview responses. He also provided industry context and standards.

12.1.1.3 *International Risk Management Institute, Inc.*

BERK pursued products available through the International Risk Management Institute (IRMI), a leading industry provider of content, conferences, continuing education, and certifications for insurance and risk management professionals. In consulting with IRMI representatives, BERK and IRMI determined that IRMI products providing sample policies, interpreted forms, and summary information on urgent industry concerns (for example, cyber and privacy issues) were irrelevant to the questions of interest.

12.1.1.4 *City of Seattle Risk Management*

BERK consulted with two City of Seattle risk management staff, the City's Risk Manager and Claims Manager. These staff provided operational context for claims against the City and information on the City's insurance coverage trends. The City's claims manager also provided a report of the number of claims made to the City on the existing BGT for the past 32 years (1987-2019).

12.2 REGULATORY

In Washington State, the Washington State Office of the Insurance Commissioner (OIC) oversees regulation of the insurance industry through a combination of enforcing rules, certifying insurance professionals and insurers, and acting as advocate in complaints.

BERK consulted with the OIC three times over the course of the analysis period to gather and validate information on regulatory requirements and industry standards. Information from the OIC informed BERK's survey questions, including scope and language, and clarified questions about insurance operations

arising from business survey and interview responses, and provided industry context and standards.

12.3 BUSINESSES

Businesses located along the Preferred Alternative and four Alternative routes were invited to participate in an online survey. Please see Appendix C: Survey Full Responses for responses to individual questions and respondents' comments.

BERK conducted eleven interviews with representatives of businesses situated near or adjacent to the proposed Missing Link alternative routes. Ranging from one-half to two hours, these interviews provided in-depth information on business concerns relating to insurance costs and costs for flaggers and/or spotters, as well as an opportunity to bring up any additional increased operations costs. A summary of the interview responses can be found in Appendix D: Interviews. The interview protocol for these business interviews is included in Appendix E: Interview Questions.

Responses guided BERK's ongoing research with insurance industry professionals, findings, and final expected financial burden calculations. Some businesses consented to have their responses used in this addendum and are quoted in Findings below.