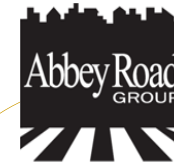


**Abbey Road Group**  
**Land Development Services Company, LLC**  
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**ABBHEY ROAD GROUP HONORED BY LOCAL PUBLICATION**

The Abbey Road Group Land Development Services Company is pleased to announce that the company was recently selected as a finalist in the *Business Examiner's* 2009 Fastest Growing Companies Program. The award program measures growth in a number of business areas including staffing and business development.

The team was honored as the region's 4<sup>th</sup> fastest growing company at a recognition event on December 1<sup>st</sup>, at Tacoma's Museum of Glass. Additionally, the team was featured in a special edition of the *Business Examiner* highlighting the honorees.

We owe this success in great part to our expansion of services over the past two years including the addition of our survey and civil engineering departments, as well as our increased productivity from the implementation of our electronic project management system.

Our gratitude goes out to everyone who has supported us, with special thanks our clients, design team and to our staff who have worked diligently over the years to make the company what it is today!



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**CEO'S CORNER: MORE WITH LESS IN 2010**

Now that we are well on our way in 2010, most of us are looking at our organizations and doing a quick, internal analysis of what went well and what did not. We can all learn how to build a better company in this economy by looking back at the past year.

In 2009, most of us realized it was necessary to modify our organization in one way or another to compensate for the economic woes of the year. Common changes came in the form of personnel reductions, equipment or facilities modifications, and refocused marketing and service efforts. In light of these changes, we must now determine how we can further reduce costs and increase productivity in 2010, while maintaining the high level of customer service and quality control our clients have come to expect.

In 2010, we can all benefit from increasing effectiveness as managers and leaders by moving towards systems that meet our organizational goals. When you reflect on the resources being spent to manage your organization, consider what portion of those resources could be better spent enhancing your organization's main goals and objectives.

Once you determine what resources need to be reallocated, it is time to look for solutions. It is important to seek out efficient solutions that are pertinent to your organization; your solutions and process may differ from other organizations - one size does not fit all.

In our case, we rely highly on deliverables and collaboration, so I had to find a solution that would streamline how we handle documents, data and communication all while spending less of our precious staff time manually preparing reports and updates. Finally, I wanted my philosophy about being efficient and only moving paperwork once - *take the paper out of your box do your part, then file it or pass it on* - to guide our process.

Based on these requirements I was able to find a well-organized web-based system that provides us with the data we require, in a secure and streamlined format that allows to access information anytime and anywhere. The system also automatically generates reports and updates with up-to-the-minute information, which increases productivity and saves us money.

From our example, you can see that it is possible to improve your organization's profitability, productivity and efficiency in the year ahead. Now it's time to go out and find solutions that work for your organization, so that 2010 will be the year that we all do more with less!

*...I wanted my philosophy about being efficient and only moving paperwork once - take the paper out of your box do your part, then file it or pass it on - to guide our process.*



-Gil Hulsmann

## EFFICIENT MANAGEMENT STRUCTURE IS FUNDAMENTAL

Project management is the active control of every aspect of a project from start to finish providing both continuity and direction. The project manager guides the project by working together with the project team in order to meet strict schedules and budgets that are set in order to keep the project efficient and profitable. They are responsible to meet the project's scope within the client's expectations based on the resources and constraints provided. In order to promote efficient project management the Abbey Road Group utilizes a web based land development project management system that allows every member of the project team to interact and maintain access to the essential details for the project.

### Project Types:

Grouping projects into types, makes it easier to track benchmarking information on similar projects in order to provide overall feedback that is useful to your organization.

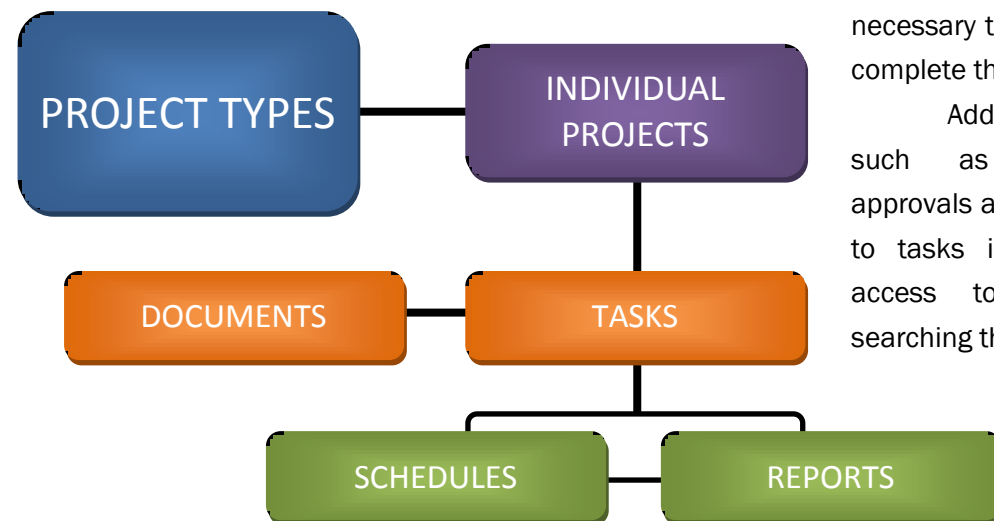
Sample project types might include internal or external projects.

### Individual Project Data:

Individual project data should be readily available to those who need it and should include all data types that are pertinent to your organization.

For example, projects may be broken out into **tasks**, which provide data to produce the **reports** and **schedules** necessary to track status changes and complete the project.

Additionally, related **documents** such as plans, specifications, approvals and contracts should be tied to tasks in order to provide easy access to project data without searching through multiple systems.



## Plan-It Management



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YOUR WORLD - ON TRACK, ON TIME, ON BUDGET

## 2010 LOCAL REZONE & COMP PLAN AMENDMENT DEADLINES

The planning team at the Abbey Road Group is passionate about protecting the property rights of our clients. The team strives to make sure that clients stay well informed about protecting their assets.

Comprehensive plan amendments and re-zones play a large role in the ability to develop or sell properties, and can significantly affect the value and development potential of a parcel. Local jurisdictions are required by the State of Washington (RCW 36.70.040) to identify their procedure and schedule for significant land use code changes such as comprehensive plan amendments and re-zoning.

Each jurisdiction has different submittal requirements and approval processes. Some jurisdictions only accept applications one time per year. The 2010 submittal deadlines for the comprehensive plan and zoning amendment process are listed below.

<b>City of Algona</b> Comp Plan: 06/01/10 Re-Zone: 06/01/10 Contact: Scott Jonas Phone: 253-833-2897	<b>City of Auburn</b> Comp Plan: 06/01/10 Re-Zone: 06/01/10 Contact: Kevin Snyder Phone: 253-876-1982	<b>City of Des Moines</b> Comp Plan: 06/30/10 Re-Zone: 06/30/10 Contact: Denise Lathrop Phone: 206-870-6563	<b>City of Edgewood</b> Comp Plan: 12/31/10 Re-Zone: 12/31/10 Contact: Kevin Stender Phone: 253-952-3299
<b>City of Federal Way</b> Comp Plan: 09/30/10 Re-Zone: 09/30/10 Contact: Greg Fewins Phone: 253-835-2601	<b>City of Fife</b> Comp Plan: 11/30/10 Re-Zone: 11/30/10 Contact: Bev Boyle Phone: 253-922-2489	<b>City of Kent</b> Comp Plan: 09/01/10 Re-Zone: 09/01/10 Contact: Molly Phone: 253-856-5454	<b>City of Mercer Island</b> Comp Plan: 04/09/10 Re-Zone: 04/09/10 Contact: Sung Lee Phone: 206-275-7605
<b>City of Olympia</b> Comp Plan: 11/4/10 Re-Zone: 11/4/10 Contact: Kraig Chalem Phone: 360-753-8087	<b>City of Orting</b> Comp Plan: 04/30/10 Re-Zone: 04/30/10 Contact: Mark Bethune Phone: 360-893-2219	<b>City of Puyallup</b> Comp Plan: 04/01/10 Re-Zone: 04/01/10 Contact: Dev. Services Phone: 253-864-4165	<b>City of Renton</b> Comp Plan: 12/15/10 Re-Zone: 12/15/10 Contact: Erika Conkling Phone: 425-430-6575
<b>City of Seattle</b> Comp Plan: 05/01/10 Re-Zone: 05/01/10 Contact: Mark Troxel Phone: 206-615-1739	<b>City of Sumner</b> Comp Plan: 04/01/10 Re-Zone: 04/01/10 Contact: Ryan Windish Phone: 253-299-5520	<b>City of Tacoma</b> Comp Plan: 06/30/10 Re-Zone: 06/30/10 Contact: Barbara Phone: 253-591-5015	<b>King County</b> Comp Plan: 06/30/10 Re-Zone: On-going Contact: Paul Reitenbech Phone: 206-296-6705
<b>Snohomish County</b> Comp Plan: 10/31/10 Re-Zone: 10/31/10 Contact: Celia Garr Phone: 425-388-3411	<b>Thurston County</b> Comp Plan: 11/13/10 Re-Zone: 11/13/10 Contact: Dev. Services Phone: 360-786-5490		

Please feel free to call our office if you need assistance.