



**THE NORTHWEST
SEAPORT ALLIANCE**
Gateway to Solutions

THE NORTHWEST SEAPORT ALLIANCE: Inland Port Impact On Growing the Agriculture Industry

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What is an inland port?

- **Inland Ports are specialized locations developed to serve the intermodal transportation network.**
- **Usually located along railroad lines, they offer transfer facilities, international trade processing and a multitude of other services.**
- **They can be linked to a specific seaport or gateway.**
- **Distribution Centers & other warehousing are generally either part of the inland port or nearby.**
- **Some examples:**
 - **Front Royal, Virginia – Virginia Port Authority – NS**
 - **Inland Port Greer – Port of Charleston – NS**
 - **Port Dillion – Port of Charleston - CSX**



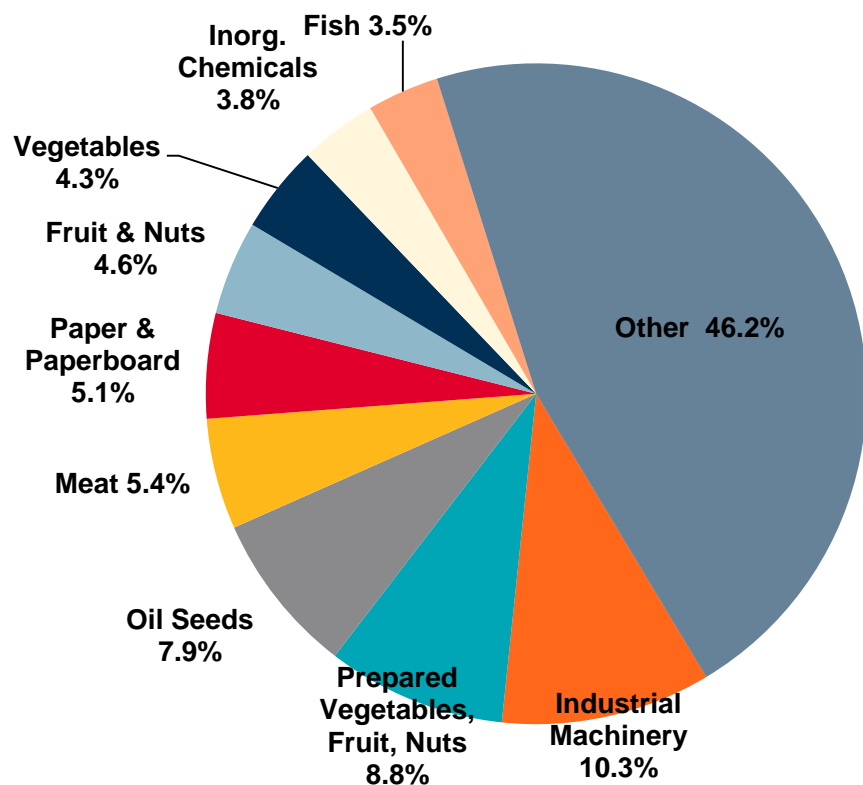
How can inland ports help grow the agriculture industry?

- **The Potential of an Inland Port will provide the industry options for moving their export cargo and empty containers to and from the ports.**
- **An Inland port will become a magnet, attracting new opportunities of moving cargo via rail vs. truck.**
- **An inland port can also attract new investments in Cold Storage facilities and other industries supporting the agriculture market.**
- **An inland port in conjunction with truck services will enable the industry to continue to grow additional business by improving the number of containers moved through marine terminals at ports.**
- **This will allow agriculture shippers to pursue new business and they will not be constrained by the number of truck turns per day.**



NWSA Containerized Exports 2016

Total Value - \$US 11.4 Billion*
(All Trades)



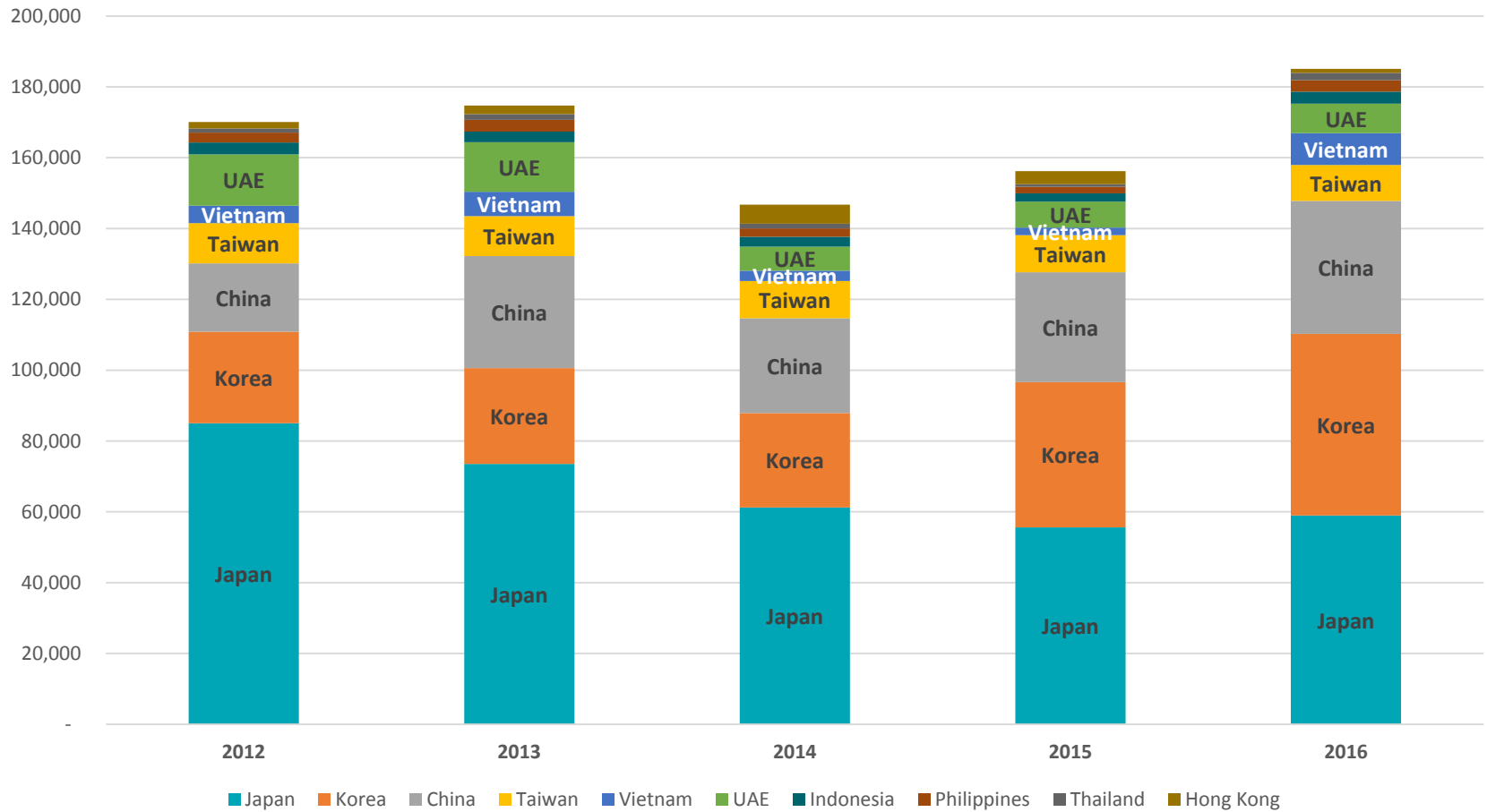
Total Exports – 857,962 TEUs
(All Trades)

Top 5 Commodities

Oil Seeds, Forage Products	174,601 TEUs
Wood Pulp, Waste Paper	86,293 TEUs
Logs, Lumber & Wood Products	69,328 TEUs
Food Industry Residuals, Feed	60,236 TEUs
Edible Vegetables	52,892 TEUs
Total	443,350 TEUs
Top 5 as % of TOTAL EXPORTS	51.7 %



Destination Countries Hay Exports via NWSA (in TEUs)



Source: PIERS

What is the Tri-Cities doing to capitalize on this opportunity?

- **The Tri – Cities is working in a collaborative fashion with the Port of Benton, City of Richland, NWSA, Ocean Carriers, shippers and other key stakeholders to go through a very detailed analysis as part of our feasibility study to determine if an INLAND PORT makes sense for the Tri-Cities.**
- **Hosted meetings and workshops that have provided a general overview as to how and why the potential short haul rail system would operate.**
- **As part of the feasibility study the City of Richland and the Port of Benton have commissioned a joint rail master plan, and a Port of Benton Economic Study which has been completed.**
- **We are continuing to work with the shippers so that they can advise their ocean carriers that they want a short haul rail option.**



How are inland ports helping expand international trade?

- **Inland Ports can move containers with speed and reliability while lowering the carbon footprint of exports via rail.**
- **Reduce the congestion on major roadways by reducing the number of truck trips per day.**
- **Offers an option to trucking, reducing the risks from higher fuel costs, Electronic Logging Devices (ELD's), shrinking pool of qualified drivers, and potential of Hours of Service rules**
- **The ability to terminate and source empties closer to the shippers, with the availability of picking up or dropping containers in a secured yard 24 hours a day 7 days a week.**
- **By improving turn times that exporters can in fact ship more of their products overseas because marine terminals will be less congested.**



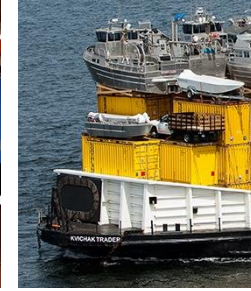
Why is having an inland port important to the economy?

- **By having an Inland Port in your local Tri - Cities Marketplace your economy benefits from the following:**
- **An increase in new business that moves into the area.**
- **An increase to the existing businesses because of improvements in how cargo will move to and from the ports.**
- **Improvements in the local and regional infrastructure.**
- **New Jobs !!**
- **Expansion by companies that are already in the Tri – Cities.**
- **Those will include, direct payroll dollars, direct dollars from construction and on going support services, indirect dollars that include food, housing, personal purchases, medical services & tax dollars.**



QUESTIONS?





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A close-up photograph of several hands holding wine glasses, clinking them together in a toast. The glasses are filled with a dark red wine. The background is blurred, showing other people and lights, suggesting a social event like a wine tasting or a party. The text "Washington Wine and its Economic Impacts" is overlaid in the center in a white, sans-serif font.

Washington Wine and its Economic Impacts

Washington Wine Facts

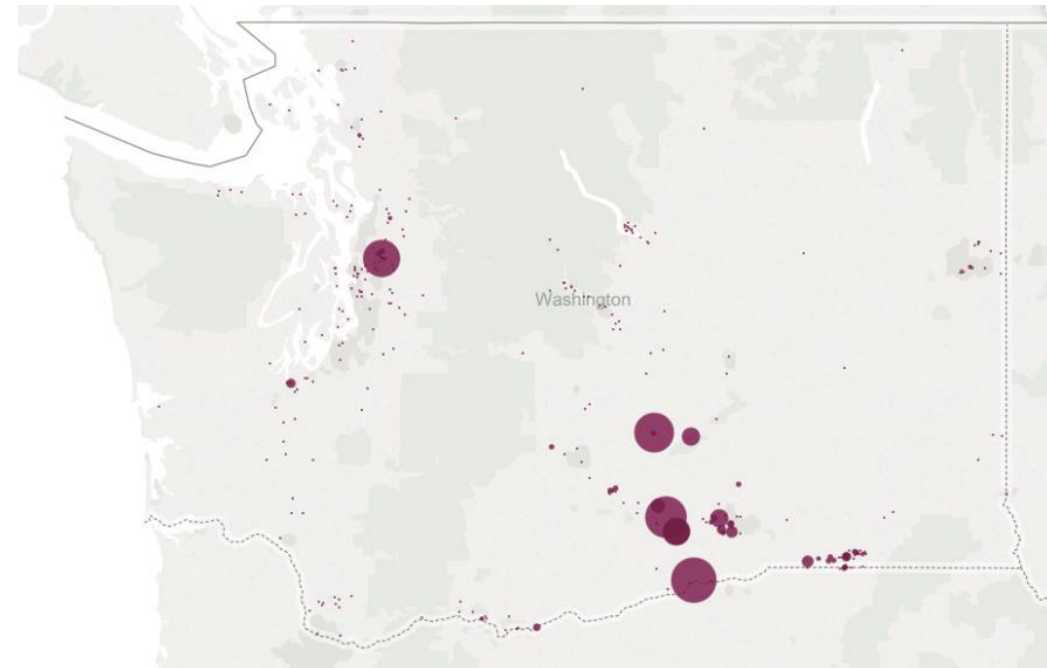


- \$4.8 Billion-plus industry
- Washington wine is available in all 50 states and 40 countries globally
- 2nd largest premium wine production in the country
- With 50,000 acres of wine grapes, 40% have been planted in the past 10 years
- Leading Varietals in tons:
 - Cabernet Sauvignon – 47,400
 - Merlot – 35,200
 - Riesling - 44,100
 - Chardonnay – 42,000
- In 2014 an estimated 808,000 tourists visited wineries in Washington totaling \$193.1 Million (estimated)

Production by County

Rank	County	Cases
1	Benton County	9,477,000
2	King County	2,208,000
3	Walla Walla County	1,610,000
4	Snohomish County	259,000
5	Klickitat County	179,000
6	Thurston County	168,000
7	Grant County	84,000
8	Chelan County	78,000
9	Yakima County	68,000
10	Spokane County	63,000

Source: Washington State Wine Commission, 2015; Washington State Department of Revenue, 2015; Community Attributes Inc., 2015.



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Economic Impact to Benton County

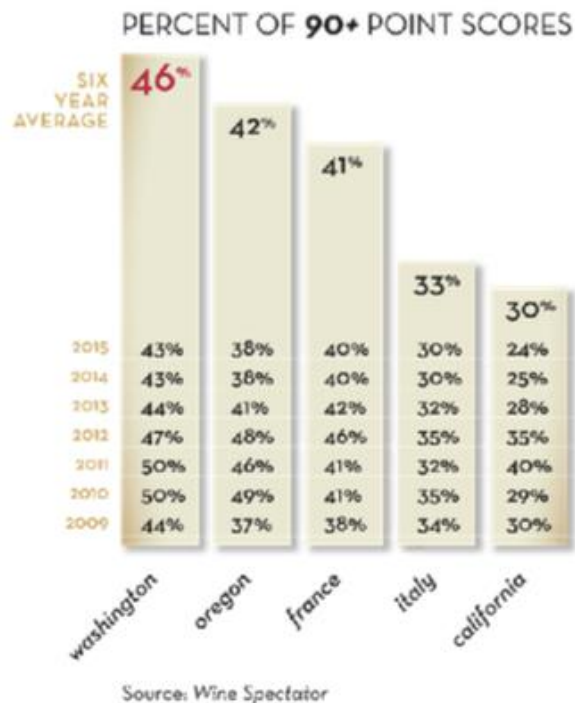
- Benton County is the largest county for production of wine, with an estimated 9.5 million cases produced in 2014. Along with wine tourist activities and distribution, more than 1,500 workers were employed in wine and related activities in 2013, with total wages (including benefits) of \$50.4 million.
- The total impact of wine production and related activities in 2013 summed to nearly 3,200 jobs and \$885.7 million in business revenues

	Direct	Indirect	Induced	Total
Jobs	1,520	820	830	3,170
Labor Income (mils 2013 \$)	50.4	42.0	39.9	132.2
Revenues (mils 2013 \$)	594.5	167.7	123.5	885.7

- Source: Washington State Office of Financial Management, 2015; Community Attributes Inc., 2015.

Price Point and Ratings

- Wines from Washington State are known for both their high quality and value. This is perhaps best represented by data published by *Wine Spectator*, which has shown that—for a number of years running—Washington has the highest percentage of wines rated 90 points or above compared to most major wine regions with the lowest average cost for these wines.



What Makes Wine Different

- Social interaction
- Contact with winemakers and approachable
- Farm to Fork and the Washington-centric consumers
- Approachable luxury/art

