

The 2023 Northwest Seaport Alliance Rail Cargo Incentive Program

The Northwest Seaport Alliance (“NWSA”) is pleased to announce an Incentive Program designed to reward international rail cargo growth through Seattle and Tacoma (“Incentive Program”). International intermodal cargo is a critical piece of our overall cargo mix and we seek to encourage and reward those international ocean carriers that provide incremental rail cargo volume growth through the specific inland rail ramp locations identified in this program.

Qualifying rail volume is defined as net incremental international rail volume growth based on a Year over Year basis to and from the NWSA. Eligible inland rail ramp locations for the incentive include all inland IPI locations served and/or operated by BNSF and UPRR with the exception of Portland, OR. In support of the NWSA’s strategic initiative to grow services from new inland rail ramp facilities, international rail cargo volumes to and from the ramp locations in Minot, ND, Pocatello, ID, Millersburg, OR and Wallula, WA served by the Union Pacific and/or BNSF are included in the scope of this program.

Import loads, export loads and empty container repositioning rail lifts are included in Qualifying Rail Volumes. Domestic intermodal cargo moving in 53’ intermodal containers is not eligible for this program.

The Incentive Program will begin May 1, 2023, and is expected to continue through April 30, 2024.

Participation is open to those international ocean carriers who:

- Complete and agree to the terms of the Participation Agreement form, and return the signed Agreement to NWSA by April 30, 2023; and
- Are current in accounts with the NWSA, with no invoices over thirty (30) days past due, prior to any funds being distributed through the Incentive Program (“Participating Carrier”).

A Participating Carrier must exceed their total (aggregate) international volume rail lifts per six-month base period as compared to the Participating Carrier’s 2022 rail volume for the corresponding six-month period in order to qualify for the Incentive Program. As an example, May through October of 2023 will be compared to May through October of 2022. All international rail volumes in excess of the base period will receive \$50 per lift through the end of the program.

This Incentive Program is being conducted and funded by the NWSA. Any changes, extensions or termination of this Program will be the sole decision of the NWSA, notification of which will be sent to all Participating Carriers.

Thank you for your business, and we look forward to full participation by all our international ocean carrier stakeholders in the NWSA region.

A NWSA representative will be in touch with you to answer any questions you may have.

Best wishes,

Tong Zhu

The Northwest Seaport Alliance Team