

THE NORTHWEST SEAPORT ALLIANCE
MEMORANDUM

MANAGING MEMBERS
STAFF BRIEFING

Item No.	6B
Date of Meeting	January 5, 2021

DATE: December 22, 2020
TO: Managing Members
FROM: John Wolfe, CEO

SUBJECT: NWSA Commission and Staff 2020 List of Accomplishments

A. SYNOPSIS

This memo is intended to provide an overview of the major accomplishments the NWSA has achieved in 2020.

B. ACCOMPLISHMENTS

- Staff's ongoing efforts to keep the **port operational during a pandemic**; specifically, maintenance, security and operations; transitioned seamlessly into a largely remote work environment.
- Strong execution of our projects overall amidst the added complexities of COVID. **T-5** is especially dynamic in its complexity and weekly demands on the team, including COVID/WSB; Scope, schedule and budget have been effectively managed.
- Executed the **Second Lease Amendment at the West Sitcum Terminal** with SSA in support of Matson's Hawaii business relocating from Seattle to Tacoma. In addition to the 27 acres, staff renegotiated and reset the lease rate for the entire leasehold area, resulting in an additional \$4 to 5 million for the balance of the lease.
- Completion of new **Husky Terminal gate complex** at Lot F
- Executed the **3rd amendment with Yang Ming** anchoring its IPI business in our gateway for a couple more years
- Reached agreement and cemented our partnership with **TPU/Tacoma** Rail for the next 5 years, including Tacoma Rail contribution to our intermodal financial incentive program
- Anchored **UP domestic business** for another 5 years at the SIM yard
- Partnered with WWL on new auto account - **VOLVO** - which will provide an estimated \$250,000 in revenue
- Implemented an **IPI Rail Incentive program** in partnership with the BNSF targeting specific inland destinations for incremental growth. Ten (10) Ocean Carriers signed up and the program resulted in 3,718 incremental rail lifts in Q3
- Executed one-year extension of the **Foss Master License Agreement**, which resulted in 92 Temporary License Agreements in 2020 generating approximate \$740,000 in total revenue
- Executed a **License Agreement with Pacific Maritime Association** at Terminal 25 for additional labor parking resulting in approximately \$44,000 in revenue

NWSA 2020 List of Accomplishments

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- Secured 2 extra-loader container vessels from The Alliance
- **Inland Port: Minot Project** - In November the Minot Area Development Corporation launched an intermodal service from Minot, North Dakota to the NWSA.
- Organized **14 interactive Webinars** with our customers, BCOs and industry stakeholders
- Orchestrated and hosted an **in-market Vietnam webinar** focusing on connecting directly with Vietnamese importers, exporters and supply chain stakeholders.
- **Controlled expenses and capital spending** to allow home ports to have more net cash from the NWSA than the original budget. Distributable cash was down but we reduced our capital spending (excluding capital projects that rolled from 2019 into 2020).
- **Website Refresh Project** - a more customer-friendly layout, providing ability to navigate resources and download materials for reference
- Created **new commercial reports** that provide in-depth intelligence and analysis of line-of-business performance (Autos, Breakbulk, Container variance, etc.)
- Improvements to the **Annual Trade Report** including refreshes to key NWSA marketing publications and advertising campaigns (N/S Harbor Truckers' Guides, Facilities & Services Guides, transload capabilities)
- Substantial progress on **HMT reform**
- Implementation of the **Section 2106 HMT** importer payment program
- Secured **\$10.7 million Port Infrastructure Development Program grant** for Terminal 5
- Approval for the **Seattle Harbor Deepening Project** to move forward to the design phase
- Support increased funding levels for ports in **USDOT grant programs** in surface transportation authorization legislation; Supported inclusion of a new **disaster relief program for ports** and the maritime industry in legislation expected to pass this year
- **PCT / Wapato Creek Culvert repair** – received **Flood District grant** (\$931k)
- **Surplus crane** dispositions/relocations at T-46, T-5 and Husky Terminal - Completed on time and below budget
- **T-5 Tenant Stormwater Treatment** - Received and executed Department of Ecology Grant \$5 million; West Sitcum and WWS auto stormwater treatment systems meeting all required benchmarks
- **T-46 Improvement Program** - Stormwater Basin 2 completed design; Pavement Rehabilitation completed design and construction
- Prevailed on summary judgment in the **W. Sitcum litigation** on two important issues: 1) the court confirmed the limited scope of the Industrial Stormwater General Permit; and 2) the court found that the Port of Tacoma did not violate its Permit. The Port has been dismissed from the lawsuit.
- **Clean Truck Program** - In the process of scrapping 18 older polluting trucks
- **Green Gateway** – partnership with Commercial and Environmental to develop customer focused sustainability program
- SIM – 6 **Electric Trucks Grant**
- **Husky Shore Power** – Over \$2million in grant funding