

THE NORTHWEST SEAPORT ALLIANCE
MEMORANDUM

MANAGING MEMBERS
ACTION ITEM

Item No. 9C
Date of Meeting April 2, 2024

DATE: March 25, 2024

TO: Managing Members

FROM: John Wolfe, CEO

Sponsor: Jason Jordan, Director, Environmental and Planning Services

Project Manager: Deirdre Wilson, Sr. Manager, Planning

SUBJECT: Interlocal Agreement (ILA) for Economic Impact Analysis

A. ACTION REQUESTED

Request Managing Members of the Northwest Seaport Alliance (NWSA) authorization for the Chief Executive Officer or their delegate to enter into an Interlocal Agreement (ILA) with the Port of Seattle and the Port of Tacoma to develop an Economic Impact Analysis.

Request Port of Seattle Commissioners authorization for the Executive Director or their delegate to enter into an Interlocal Agreement (ILA) with the Port of Tacoma and Northwest Seaport Alliance to develop an Economic Impact Analysis.

Request Port of Tacoma Commissioners authorization for the Executive Director or their delegate to enter into an Interlocal Agreement (ILA) with the Port of Seattle and Northwest Seaport Alliance to develop an Economic Impact Analysis.

B. SYNOPSIS

Staff recommend a coordinated effort to include all lines of business for the update in 2024. Consultant support will be solicited, and a Request for Proposal (RFP) has been drafted with input from all lines of business on data needed to fully evaluate economic impact.

The lines of business include real estate, commercial business, containers, autos, other cargo, commercial fishing, SEA airport, recreational marinas and vessel moorage, and cruise. We also include a new element to explore equity impacts data.

“Equity impacts” refer to an analysis of how different communities are accessing, experiencing, and benefiting from the programs and services provided by the Ports and the Alliance as well as benefitting from the economic impacts generated by their activity.

C. BACKGROUND

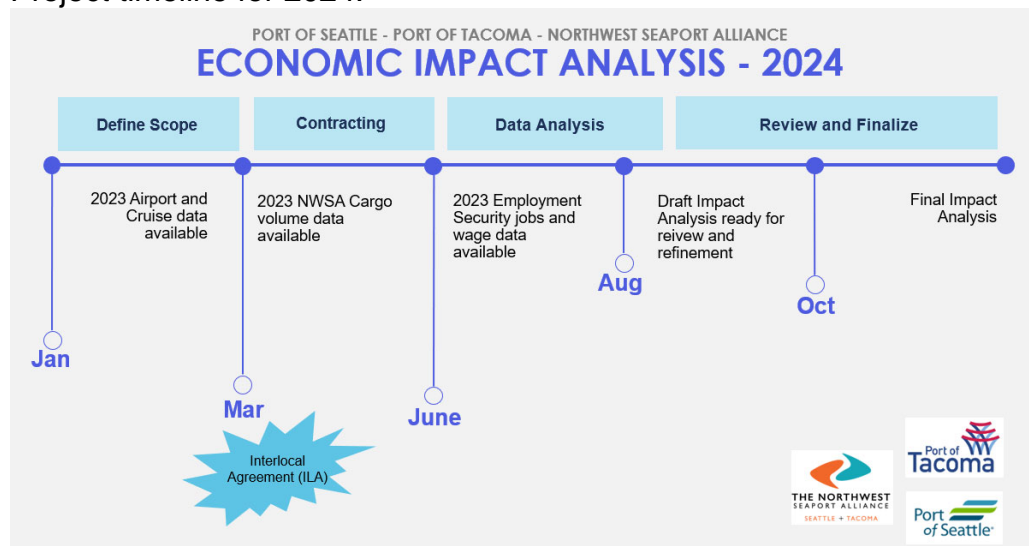
The Homeports and the Alliance have rollup information available on websites from prior economic impact analyses. Much of the information is based on 2017 data and is considered ‘stale.’ It is important in the many venues and forums the data is used that it reflects current and relevant data.

The ports and the alliance use prior results of Economic Impact Analyses in countless forms of communications, for example:

- Source of volume trends for official statements in federal bonds.
- Resource for general communications and media.
- Explains impacts and value to region across all lines of business.
- Helps to advance legislation.
- Provides content for storytelling about the ports’ value to community.
- Explains our impact on maritime industrial lands and land use.
- Information for calls with tenants about land.
- Used in marketing to customers and passengers.
- Used for arguments about cargo diversion.

The project scope includes a clear delineation of metrics for each line of business to expedite the analysis. Once the contract and scope are in place, it is estimated that a draft analysis can be completed in 3 months. One to two months would then be allowed for refinement for a total of 5 months.

Project timeline for 2024:



Moving forward, staff recommend an Economic Impact Analysis be completed every three years, similarly collaborated between the Homeports and the Alliance. We acknowledge that some lines of business will continue interim updates. This interim information will supplement the larger effort and is coordinated to avoid conflicts.

D. FINANCIAL IMPLICATIONS

Contracting will be managed by the Port of Tacoma. Each agency has budgeted for a share based generally on the amount of data requested. Approximate total project cost is \$200,000. Individual analyses for each agency would result in a higher fee.

	2024 Budgeted Amount
Port of Tacoma	\$50,000
Port of Seattle	\$150,000
Northwest Seaport Alliance	\$50,000
Total project cost	Not to exceed \$300,000

E. ATTACHMENTS TO THIS REQUEST

- Interlocal Agreement (ILA)
- Request For Proposals (RFP)
- Port of Tacoma Economic Impact Analysis summary (2017)
- Port of Seattle Economic Impact Analysis summary (2013)
- Port of Seattle – SEA Economic Impact Analysis summary (2017)
- NWSA Economic Impact Analysis summary (2017)

**INTERLOCAL AGREEMENT
BETWEEN THE PORT OF TACOMA, PORT OF SEATTLE, AND THE
NORTHWEST SEAPORT ALLIANCE REGARDING AN ECONOMIC IMPACT
ANALYSIS**

This Interlocal Agreement ("Agreement") is entered into this ** day of April 2024, by and between the Port of Tacoma and Port of Seattle, both public port districts organized under the laws of the State of Washington, and The Northwest Seaport Alliance, a Washington Port Public Development Authority pursuant to RCW 53.57, referred to herein individually as "Party" and together as "Parties", as authorized by RCW 39.34 (the Interlocal Cooperation Act) and the Port Joint Powers authority RCW 53.08.240.

RECITALS

WHEREAS, the Parties desire to jointly development an Economic Impact Analysis; and

WHEREAS, a jointly developed analysis will demonstrate comprehensive economic impacts and value across all lines of business with a special focus on measuring the impact we envision towards building a more equitable and inclusive communities; and

WHEREAS, the analysis will include local, regional, and state impacts on indirect, induced, and direct jobs; total compensation; business output; labor income; fiscal direct and secondary impacts; taxes; our equity impact, and special considerations for specific lines of business; and

WHEREAS, the Northwest Seaport Alliance, Port of Tacoma, and Port of Seattle are all committed to advancing equity, diversity, and inclusion within their organizations and communities so that they mirror - throughout the breadth of their operations and within their leadership structure - the diversity of the communities they serve, instill principles of equity into their culture, and ensure a fair and intentional distribution of opportunities with the goal of expanding economic development and quality of life for all.

WHEREAS, results of this analysis will inform volume trends for official statements in federal financial bonds; and

WHEREAS, results of this analysis will inform communications and marketing materials, and will support storytelling about the Parties' value to the community; and

WHEREAS, this analysis will be data driven and will be performed recognizing our shared commitment to diversity, equity, and inclusion; allow us to speak to our impact on equity, and

WHEREAS, results of this analysis will support grant applications and the advancement of legislation.

AGREEMENT

NOW, THEREFORE, in consideration of the mutual promises, benefits, and obligations hereinafter set forth, the Parties agree as follows:

1. **Timing.** The Parties will work together to scope and complete an Economic Impact Analysis in 2024.
2. **Future analyses.** Moving forward, the Parties will strive for joint Economic Impact Analysis updates every three years, understanding that some lines of business will need more frequent interim updates.
3. **Personal Services Contract.** Contracting for consultant support of Economic Impact Analysis will be managed by the Port of Tacoma.
4. **Financial contribution.** The Parties will each contribute staff time and will equally contribute to the cost of consultant support needed to develop a joint Economic Impact Analysis. The analysis is estimated to cost approximately \$200,000, but total cost is not to exceed \$300,000.
5. **Term of the Agreement.** The Agreement covers the time necessary to complete the Economic Impact Analysis beginning by June 31, 2024, with anticipated completion by June 31, 2025. A Personal Services Contract will be entered into by the Port of Tacoma for one year, with up to four possible one-year time extensions if agreed upon by the Parties, but may be earlier terminated by mutual agreement of the Parties.
6. **Miscellaneous.**
 - A. **Third Party Beneficiaries.** This Agreement does not create any rights, claims, or benefits inuring to any person that is not a party hereto, and it does not create or establish any third-party beneficiary hereto.
 - B. **Binding Effect.** This Agreement shall be binding upon and inure to the benefit of the Parties, and their legal representatives, successors, and permitted assigns.
 - C. **Severability.** If any provision of this Agreement shall be held to be invalid, illegal, or unenforceable, the validity, legality, and enforceability of the remaining provisions shall not in any way be affected by or impaired thereby. The Parties agree to use good faith efforts to replace such invalid or unenforceable provision of this Agreement with a valid and enforceable provision that will achieve, to the extent possible, the purposes of such invalid or unenforceable provision. If the Parties cannot reach a mutually agreeable and enforceable replacement of such invalid, illegal, or unenforceable provision, the balance of the Agreement shall be interpreted as if such provision were so excluded so as to reasonable effectuate the intent of the Parties.
 - D. **Notices.** Unless otherwise specified herein, all notices, consents, approvals, reports, designations, requests, waivers, elections, and other communication authorized or required to be given pursuant to this Agreement shall be in writing and shall be given or made (and shall be deemed to have been duly given or made upon receipt) by personal hand⁰delivery, b facsimile transmission, by electronic mail, by mailing the same in a sealed envelope, certified first-class mail, postage prepaid, return receipt requested, or by air courier guaranteeing overnight delivery, sent to the addresses on Schedule 3 of the NWSA Charters (as such may be updated by notice from time to time).

E. Usage Generally; Interpretation.

1. The captions and headings of this Agreement are for convenience of reference only and shall not affect the interpretation of this Agreement.
2. Any statute or law defined or referred to herein means such statute or law as from time to time is amended, modified, or supplemented, including by succession of comparable successor statutes.

F. Entire Agreement. This Agreement embodies the entire agreement of the Parties and supersedes all prior agreements and understandings between the Parties with respect to the subject matter herein.

G. Counterparts. This Agreement may be executed in any number of counterparts, including by electronic transmission or facsimile, each of which shall be deemed an original, but all of which shall constitute one and the same instrument.

H. Amendments. The terms and provisions of this Agreement may only be modified or amended at any time and from time to time by mutual agreement of the Parties.

I. Further Assurances. Each Party shall execute and deliver any additional documents and instruments and perform any additional acts that the Parties determine to be necessary or appropriate to effectuate and perform the provisions of this Agreement.

J. Governing Law. This Agreement shall be governed and construed in accordance with the laws of the State of Washington, without regard to the conflicts of law principles thereof. Generally, in the event of a conflict, the following sources of authority shall prevail in descending order of supremacy: (i) Washington state law and regulation, including the Port Joint Powers statute (RCW 53.08.240), the Port Development Authority, Chapter 53.57 RCW; and this Agreement; (ii) any policies of the NWSA; and (iii) any policies of the Port.

K. Costs, Fees and Expenses. Each Party shall bear any legal and other costs, fees and expenses incurred by such Party in connection with the negotiation and preparation of this Agreement and the transactions contemplated hereby.

L. Waivers. No waiver of any breach of any of the terms of this Agreement shall be effective unless such waiver is made expressly in writing and executed and delivered by the Party against whom such waiver is claimed. No waiver of any breach shall be deemed to be a further or continuing waiver of such breach or a waiver of any other or subsequent breach. Except as otherwise expressly provided herein, no failure on the part of any Party to exercise, and no delay in exercising, any right, power, or remedy hereunder, or otherwise available in respect hereof at law or in equity, shall operate as a waiver thereof, nor shall any single or partial exercise of such right, power, or remedy by such Party preclude any other or further exercise thereof, or the exercise of any other right, power, or remedy.

- M. Ratification.** Acts taken in conformity with this Agreement prior to its execution are hereby ratified and affirmed.
- N. Execution and Filing of Agreement.** Upon execution by all Parties, each such signed original shall constitute a binding Agreement upon both Parties. In accordance with RCW 39.34.040, a copy of this Agreement shall be recorded in the Office of the Pierce and King County Auditors or posted by all Parties on their respective websites. This Agreement will not take effect until it has been successfully recorded or posted in either location.
- O. Independent Municipal Governments.** The Parties hereto are independent governmental entities, and nothing herein shall be construed to limit the independent government powers, authority, or discretion of the governing bodies of each Party.
- P. Legal Obligations.** This Agreement does not relieve either Party of any obligation or responsibility imposed upon it by law.
- Q. Timely Performance.** The requirements of this Agreement shall be carried out in a timely manner according to a schedule negotiated by and satisfactory to the Parties.
- R. Records and Audit.** During the term of this Agreement, and for a period not less than six (6) years from the date of termination, records and accounts pertaining to the work of this Agreement and accounting therefore shall be kept by each Party and shall be available for inspection and audit by representatives of either Party and any other entity with legal entitlement to review said records. If any litigation, claim, or audit is commenced, the records and accounts along with supporting documentation shall be retained until all litigation, claims, or audit finding has been resolved, even though such litigation, claim, or audit continues past the six-year (6) retention period. This provision is in addition to and is not intended to supplant, alter, or amend records retention requirements established by applicable state and federal laws.
- S. Limits of Financial Obligations/Property Ownership.** Except as provided above, each Party shall finance its own conduct of responsibilities under this Agreement. No ownership of property will transfer as a result of this Agreement.
- T. Effective Date & Termination.** This Agreement shall be effective upon signature by all Parties and a copy being recorded with the respective County Auditors or posted on all Parties' web sites as authorized by RCW.39.34.040 ("Effective Date") until or unless terminated in accordance with Section 5 of this Agreement.
- U. Indemnification and Hold Harmless**
1. The NWSA releases the Port from, and shall defend, indemnify, and hold the

Port and its agents, employees, and/or officers harmless from and against all claims, demands, suits at law or equity, actions, penalties, losses, damages, or costs, of whatsoever kind or nature, made by or on behalf of the NWSA and/or its agents, employees, officers, contractors and/or subcontractors, arising out of or in any way related to the NWSA's performance of its obligations under this Agreement, unless and except to the extent the same be caused in whole or in part by the negligence or willful conduct of the Port or its agents, employees, and/or officers.

2. The NWSA shall defend, indemnify, and hold the Port and its agents, employees, and/or officers harmless from and against all claims, demands, suits at law or equity, actions, penalties, losses, damages, or costs, of whatsoever kind or nature, made by or on behalf of any third parties and/or their agents, employees, officers, contractors and/or subcontractors, arising out of or in any way related to the NWSA's performance of its obligations under this Agreement, unless and except to the extent the same be caused in whole or in part by the negligence or willful conduct of the Port or its agents, employees, and/or officers.
3. Each Party specifically assumes liability for actions brought by its own employees against the other Party and for that purpose each Party specifically waives, as respects the other Parties only, any immunity under the Worker's Compensation Act, RCW Title 51.
4. The Parties recognize that this waiver was the subject of mutual negotiation. In the event any Party incurs attorney's fees, costs, or other legal expenses to enforce the provisions of this Agreement against the other Party, all such fees, costs and expenses shall be recoverable by the substantially prevailing Party.
5. No liability shall attach to any of the Parties by reason of entering into this Agreement except as expressly provided herein.
6. The provisions of this Section V.(1)-(6) shall survive any termination or expiration of this Agreement.

< SIGNATURES ON NEXT PAGE >

PORT OF TACOMA

By: _____

Eric D. Johnson, Executive Director

Date:

Approved as to form:

By: Heather Burgess

General Counsel, Port of Tacoma

Date:

THE NORTHWEST SEAPORT ALLIANCE

By: _____

John Wolfe, Chief Executive Officer

Date:

Approved as to form:

By: _____

Dana Henderson

General Counsel, Northwest Seaport Alliance

Date:

PORT OF SEATTLE

By: _____

Steve Metruck, Executive Director

Date:

Approved as to form:

By: _____

General Counsel, Port of Seattle

Date:



**PORT OF TACOMA, NORTHWEST SEAPORT
ALLIANCE, AND PORT OF SEATTLE
REQUEST FOR PROPOSALS
NO. [CONTRACTNO]**

ECONOMIC IMPACT ANALYSIS

Issued by:
Port of Tacoma
One Sitcum Plaza
P.O. Box 1837
Tacoma, WA 98401-1837

RFP INFORMATION	
Contact:	[CM], [CMTITLE]
Email Addresses:	procurement@portoftacoma.com
Phone:	(253) XXX-XXXX
Submittal Date	[SUBMITTALDATE]
Questions Due Date	[QUESTIONDATE]

**SUBMIT ALL QUESTIONS AND PROPOSALS VIA THE PROCUREMENT PORTAL.
(LINK LOCATED ON THE LEFT SIDE OF THE PROCUREMENT WEB PAGE)**

Port of Tacoma / Northwest Seaport Alliance / Port of Seattle
Request for Proposals (RFP) [CONTRACTNO]
ECONOMIC IMPACT ANALYSIS

A. PURPOSE

The Port of Tacoma, Northwest Seaport Alliance, and Port of Seattle (the “Parties”) are soliciting proposals from firms interested in providing Economic Impact Analysis services.

The period of performance of the contract is one year from the execution of the contract, with options for renewal at the sole discretion of the Port of Tacoma, on behalf of the Parties, for a possible total of five years.

Following completion of the deliverables stated herein, subsequent updates via individual task order – such as an annual update for an individual line of business – may be requested under this contract. This contract will not exceed a total of \$300,000.

B. BACKGROUND

Port of Tacoma: Created by Pierce County citizens in 1918, the Port of Tacoma is a major center for container cargo, bulk, break-bulk, autos and heavy-lift cargo. To learn more about the Port of Tacoma, visit www.portoftacoma.com.

The Northwest Seaport Alliance: Formed in 2015, the Northwest Seaport Alliance is a marine cargo operating partnership of the ports of Tacoma and Seattle. To learn more about the NWSA, visit www.nwseaportalliance.com.

Port of Seattle: Created by King County voters in 1911, the Port of Seattle is a major center for air travel, cruise ships, container cargo, commercial moorage, and commercial business operations. To learn more about the Port of Seattle, visit www.portseattle.org.

Standard Terms and Conditions:

The contracting Standard Terms and Conditions are included in Attachment B to this RFP. By submitting a proposal, the Proposer represents that it has carefully read and agrees to be bound by the Standard Terms and Conditions. Identify during the question submittal and response period any sections you consider onerous, clarify why you consider these sections onerous, propose alternative language, and describe why it is in the Port of Tacoma’s best interests to adopt the alternative language.

Proposals submitted with altered or conditioned Terms and Conditions without prior written agreement from the Port of Tacoma will be considered non-responsive and not considered for evaluation.

Proposers submit proposals with the understanding that all contract terms and conditions are mandatory. Response submittal is an agreement to the Contract without exception. The Port of Tacoma reserves the right to negotiate changes to submitted proposals and to change the Port of Tacoma 's otherwise mandatory Contract form

during negotiations. If the Proposer is awarded a contract and refuses to sign the Contract form, the Port of Tacoma may reject the Proposer from this and future solicitations for the same work. Under no circumstances shall Proposer submit its own boilerplate terms and conditions.

C. SCOPE OF SERVICES

The selected firm will work closely with key staff members from the Port of Tacoma, the Northwest Seaport Alliance, and the Port of Seattle to refine the following list of data that will inform final project deliverables.

It is anticipated that this scope of services can be accomplished without in-person meetings. Cost of travel will not be included as part of this contract.

NORTHWEST SEAPORT ALLIANCE (NWSA)

1. Jobs impacts by marine cargo segment - direct, indirect, induced.
2. Jobs per unit of cargo (TEU, breakbulk ton, grain ton, auto unit).
3. Jobs per line business, containers, breakbulk, etc.
4. Business output impacts by marine cargo segment - direct, indirect, induced.
5. Labor income impacts by marine cargo segment - direct, indirect, induced.
6. State fiscal impacts by marine cargo segment.
7. State fiscal impacts, taxes per line of business and per unit - B&O, sales & use taxes, and other.
8. Local fiscal impacts, taxes per line of business and per unit (no more than 10 cities per county).
9. Comparison of direct and total fiscal and economic impacts between NWSA and other industries and industry clusters (no more than 3 industry clusters).
10. Average salary/compensation and comparison to state and regional average.

NWSA - containers

1. Direct total business output by activity type¹.
2. Direct total jobs by activity type.
3. Direct total labor income (and expenses if available) by activity type.
4. Costs of labor broken down by related industry groups: terminal operators, longshoremen, container operators.

¹ Activity types: Truck transportation/logistics/warehousing, Terminal ops, Rail transportation, Government, Barge and tug, Maritime support, Navigational services

5. Jobs, compensation, business output - direct, indirect, induced.
6. Metric tons of cargo handled.
7. Containerized cargo volumes - full and empty, imports, exports.
8. Containerized cargo value, import and export.
9. Containerized cargo commodities, import and export by TEU.
10. Containerized cargo import and export, by country.

NWSA - autos

1. Automobile units.
2. Direct impacts of auto imports by activity type.
3. Direct, Indirect, and Induced – jobs, compensation, and business output.

NWSA – breakbulk, logs, and other non-containerized

1. Metric tons - molasses, breakbulk, logs/lumber, and fuel.
2. Direct impacts of breakbulk by activity type.
3. Direct, Indirect, and Induced – jobs, compensation, and business output.

NWSA – real estate

1. Jobs, business output, labor income - tenants, manufacturing, services/non-industrial, construction, government, bulk ops - direct, indirect, and induced.
2. Compensation - direct, indirect, induced.
3. Average salary/compensation and comparison to state and regional average
4. State fiscal impacts, taxes per line of business and per unit – B&O, sales & use taxes, and other.
5. Local fiscal impacts, taxes per line of business and per unit (no more than 10 cities).
6. Square footage of warehouses, offices, industrial and other buildings.

NWSA (appendices)

1. Direct fiscal impacts for select counties and cities² (jobs, output, labor income).
2. Total fiscal impacts for select counties and cities (jobs, output, labor income).

² Seattle, Tacoma, Sumner, fife, Kent, Puyallup, Unincorporated Pierce Co., Auburn, Renton, Tukwila, Lakewood, Unincorporated King Co., Bellevue, Issaquah, Burien, Kirkland, Des Moines, Kenmore, Edgewood

3. State and local tax impacts for select counties and cities – state taxes, local taxes.
4. Mode distribution for imports, exports entering or leaving NWSA (truck, multiple, rail, water, pipeline).
5. US 2-way trade in kiloton for imports and exports at 25 largest origin and destinations.
6. US 2-way trade in value for imports and exports at 25 largest origin and destinations.
7. Leading US regions by NWSA market-share value, imports and exports, by percent.
8. Leading US regions by NWSA market-share weight, imports and exports, by percent.
9. Shipping costs to/from US cities.
10. Total number of domestic and international TEUs (past 5 years).
11. Value (in billions) of imports and exports, two-way trade (past 15 years).
12. NWSA share (%) and value (millions) of imports and exports by US state (also mapped by state).
13. NWSA share (%) of two-way container trade with NE Asia (past 15 years)
14. Jobs dependent on imports and exports by State (WA, OR, MN, ID, AR, IL, MT, SD, AK).
15. Containerized cargo (total and discretionary) forecast in millions of TEUs, to 2050.
16. Annual economic and fiscal impact of forecast – direct jobs, direct business output, direct state fiscal impact, and total state fiscal impact.
17. Direct value of marine cargo (container, auto, breakbulk) for North and South Harbor, jobs, business output, and labor income.

PORT OF TACOMA

Port of Tacoma

1. Jobs, business output, labor income - tenants, manufacturing, services/non-industrial, construction, government, bulk ops - direct, indirect, induced

2. Compensation - direct, indirect, induced
3. Average salary/compensation and comparison to state and regional average
4. State fiscal impacts, taxes per line of business and per unit – B&O, sales & use taxes, other
5. Local fiscal impacts, taxes per line of business and per unit (no more than 10 cities)
6. Square footage of warehouses, offices, industrial and other buildings

Port of Tacoma - autos

1. Automobile units.
2. Direct impacts of auto imports by activity type.
3. Direct, Indirect, and Induced – jobs, compensation, business output

Port of Tacoma – appendices

1. Jobs, business output, labor income - by line of business for NWSA South harbor cargo, port tenants and other business
2. Total (direct/indirect/induced) NWSA south harbor + PoT jobs, business output, labor income
3. Statewide direct and total fiscal impact by line of business

PORT OF SEATTLE

1. Jobs, business output, labor income - direct, indirect, induced by line of business³.
2. State fiscal impacts by line of business⁴, taxes by line of business and per unit.
3. Local fiscal impacts, taxes by line of business and per unit (no more than 10 cities).
4. Average salary/compensation with a comparison to state and regional average.

³ NWSA North Harbor marine cargo, SEA Airport, cruise, commercial fishing, recreational marinas and other

⁴ NWSA North Harbor marine cargo, SEA Airport, cruise, commercial fishing, recreational marinas and other

5. Impacts of capital investment plan, jobs per project or division (aviation, maritime, economic development, plus a roll up of all).

Port of Seattle – Seattle-Tacoma International Airport (SEA)

1. Jobs, total compensation, business output - direct, indirect, and induced.
2. Top six cities where airport employees live and compensation to those employees
3. Airport economic activity by city (top six).
4. Airport economic activity as share of city GDP (top six cities).
5. Employment by sector for the six cities closest to the airport (SeaTac, Burien, Des Moines, Normandy Park, Tukwila, Federal Way).
6. Airport dependent business spending.
7. On-site passenger activity.
8. Direct on-site job type⁵.
9. Visitor industry employment impact by sector - direct, indirect, induced jobs
10. Visitor spending in Seattle by category (lodging, food, entertainment, transportation, gifts, other) – Sea Tac, Burien, Tukwila, Federal Way, Des Moines, Normandy Park.
11. Employee spending at the airport.
12. Key local employers using SEA for business travel/
13. Airborne exports by sector, fiscal impacts and volume.
14. Industries supported by air cargo.
15. Personal income (direct, re-spending, indirect).
16. Domestic and international passenger and cargo destinations.
17. Projected statewide fiscal direct and secondary impacts, and aviation taxes.
18. Compound annual growth rate of passengers.

Port of Seattle - cruise

1. Passenger embarkments, disembarkments, and in-transit stops.
2. Visitor spending in Seattle and up to five other cities by category (lodging, food, entertainment, transportation, gifts, other).

⁵ Airline/airport services, airport admin/government/security, concessions/customer service, freight transportation, passenger ground transportation, construction.

3. Projected direct impact wages and revenues by economic activity of cruise operations (passenger spending, on shore staff, maritime services, maintenance, provisioning, fuel, crew spending).
4. Projected direct, indirect, induced jobs, total compensation, and business output.
5. Projected statewide fiscal direct and secondary impacts, B&O, sales and use taxes, and other.
6. Compound annual growth rate of passengers.

Port of Seattle – commercial fishing

1. Unique Alaskan fishers licensed vessels, vessel count.
2. Jobs, compensation, business output - direct, indirect, induced.
3. Statewide fiscal impacts, B&O, sales and use taxes, other.
4. Metric tons harvested by PoS customers in North Pacific fisheries.
5. Gross earnings by PoS customers in North Pacific fisheries.

Port of Seattle – recreational marinas and vessel moorage

1. Estimated direct impact jobs, business output, labor income - recreational marinas and vessel moorage/tug & barge.
2. Direct impact of recreational marinas and vessel moorage – jobs, total compensation, business output.
3. Direct impact of other - jobs, total compensation, business output.
4. Statewide fiscal impacts of recreational marinas and vessel moorage, B&O, sales & use taxes, other.

Port of Seattle – commercial business operations

1. Estimated direct impact jobs, business output, labor income - commercial tenants: retail, office, warehouses, industrial, hospitality, government, and bulk cargo ops.
2. Direct impact of commercial tenants – jobs, total compensation, business output.
3. Direct impact of commercial tenants - jobs, total compensation, business output.

4. Statewide fiscal impacts of commercial tenants, B&O, sales & use taxes, other.

Port of Seattle – Community programs

1. Estimated direct impact of programs in workforce development, and economic development, and tourism promotion.
2. Direct impact of South King County fund.
3. Direct impact of investments in the Duwamish valley.
4. Direct impact of grant program.

Port of Seattle – appendices

1. Jobs, business output, labor income - by line of business.
2. Total (direct/indirect/induced) NWSA North harbor + PoS jobs, business output, labor income.
3. Statewide direct and total fiscal impact by line of business.

PORT OF SEATTLE, PORT OF TACOMA, NWSA ROLLUP

1. Direct impact jobs, business output, labor income of PoS, PoT, NWSA
 - a. NWSA – containers, autos, breakbulk.
 - b. PoS – cruise, fishing, rec marinas, tenants and other.
 - c. PoT – tenants and other.
2. Total (direct/indirect/induced), impact jobs, business output, labor income of PoS, PoT, NWSA.
 - a. NWSA – containers, autos, breakbulk.
 - b. PoS – cruise, fishing, rec marinas, tenants & other.
 - c. PoT – tenants and other.
3. Direct and Total fiscal impact PoS, PoT, NWSA
 - a. NWSA – containers, autos, breakbulk.
 - b. PoS – cruise, fishing, rec marinas, tenants & other.
 - c. PoT – tenants and other.
4. Average annual labor income by line of business (NWSA-cargo, auto, breakbulk, PoS SeaTac, PoS cruise, PoS fishing, PoS rec marinas, PoS tenants, PoT tenants)

D. DELIVERABLES:

1. Interim data to review draft estimates and findings. Refinements may be needed for individual lines of business or by each party, but every effort will be made to do this early in the process to avoid project delay.
2. Draft technical data-rich plan for review and refinement with at least the following content:
 - a. One chapter dedicated to each: Port of Tacoma, Port of Seattle, and Northwest Seaport Alliance.
 - b. A fourth roll-up chapter for overall impacts.
 - c. A fifth chapter describing the equity impacts. “Equity impacts” refer to an analysis of how different communities are accessing, experiencing, and benefiting from the programs and services provided by the Ports and the Alliance as well as benefitting from the economic impacts generated by their activity. We would like to see a quantifiable way to measure our impact on equity year over year and to be able to look at the progress we are making. At the very least, the equity impacts chapter should provide the data broken down by race and gender (and other identities as applicable) along with a written analysis describing any identified disparities and associated conclusions. It may not be possible to collect this level of data for this entire scope, but the selected firm should work closely with the ports and Alliance to identify what is possible and desired.
3. Final plan that will help the Ports and the Alliance to articulate the economic and equity impacts of each line of business. This information will support internal and external communications and may be used as reference for legislative asks, grant applications, and financial bonds.
4. Summary in brief of key communication items in plain talk and with helpful graphics for each: Port of Tacoma, Port of Seattle, and the Northwest Seaport Alliance for public communications.
5. One-page summaries:
 - a. Rollup summary of Port of Seattle, Port of Tacoma, NWSA together – overall impact. (1)
 - b. Rollup summary for each Port of Seattle, Port of Tacoma, NWSA, individual impact. (3)
 - c. Rollup of high-level impacts as may be requested for specific lines of business such as, SEA Airport for each individual airport cities. (not more than 12).

E. PROPOSAL ELEMENTS & EVALUATION CRITERIA:

Proposals should present information in a straightforward and concise manner, while ensuring complete and detailed descriptions of the proposing Vendor (to include the prime, key team members and major sub-consultants) and the team’s ability to meet the requirements and provide the requested services of this RFP. The written proposals should be prepared in the same sequential order of proposal criteria as outlined below.

Proposals are limited to 20 numbered pages (8 ½ by 11 inch) excluding the cover letter, compensation information and all appendices. All pages shall be in portrait orientation with 1-inch margins. Font size shall be 10 point or larger. Proposals that do not follow this format may be rejected. Submittals need to be limited to **9 MB** in total size.

The cover letter shall include the RFP Title and Number, Name, Title, Email Address, Phone Number and current Address of the submitting firm’s main contact and include the following information:

- Describe any claim submitted by any client against the prime firm within the past two years related to the professional services provided by the firm or its key personnel. For purposes of this request, claim means a sum of money in dispute in excess of 10% of the firm’s fee for the services provided.
- Any real or perceived conflicts of interest for team members, inclusive of the prime, sub-consultants and key team members.

Proposals are to address, and will be evaluated upon, the following criteria:

EVALUATION

1. Qualifications20 points

- a) Identify the proposed team (to include working titles, degrees, certificates, and licenses), demonstrate the team’s experience in performing the requested services, and describe how the team meets or exceeds the required qualifications.
 - Resumes of the key individuals may be included as an appendix and are not included in the total page count. Resumes are to be limited to one single-sided, letter-size page. Resumes exceeding this limit will not be reviewed.
 - Provide an organizational chart demonstrating the relationships and hierarchy of the team described above and availability to support Port projects. Identify individuals by name, position, discipline and firm. Identify key back up personnel.
- b) The Port of Tacoma’s review team (to include members from each agency) will evaluate the experience, technical competence, and qualifications of the Key Personnel identified in their project-specific roles and responsibilities, and the overall organization of the project team. Emphasis will be placed on experience and expertise in performing work of similar scope and complexity.

2. Experience20 points

- a) Include a list of three relevant projects in the last five years, including a point of contact, contact information and brief description, for services related to the

items listed in the Scope of Services as performed by the key personnel. Only projects completed by key members of the project team will be considered.

- b) Explain the team or individual on the team's experience and understanding of equity.

3. Approach30 points

Proposals should clearly outline the team's recommended approach and methodology for:

- a) Accomplishing the Scope of Services: Clearly describe the approaches and methods that will be used to accomplish the tasks required in the scope of services. Include a summary of innovative ideas and suggestions for enhancing the scope of services.
- b) Project Management: Describe how the team will manage and coordinate the necessary disciplines required to accomplish the services requested.
- c) Describe the team's experience responding to and overall management of on-call/ task order services and describe the firm's approach for responding to the Port's request(s) for services.

4. Capacity20 points

- a) Provide approach for scheduling and for facilitating efficient and consistent progress.
- b) Approach for managing budget.
- c) Coordination & Communication: Provide a plan for communications and coordination between the project team, the portside project manager(s), and the various stakeholders.
- d) What risks that are beyond your control do you see in providing this service and how would you mitigate them?
- c) Capacity to perform the work (including any specialized services) within the time constraints identified, considering the firm's current and planned workload.

5. Compensation10 points

Present detailed information on the firm's proposed fee structure for all resources for the services proposed.

Compensation information MUST be provided separately from the proposal, in an individual PDF document.

All rates quoted shall be:

- a) Fixed, fully burdened, including, but not limited to, per diem, administrative overhead, travel, lodging, and transportation (all direct/indirect expenses included).
- b) Quoted in US Dollars.
- c) Full cost inclusive of sales tax and other government fees, taxes and charges; and

d) Valid throughout the contract period unless otherwise amended and agreed to by both parties in writing.

6. Vendor Cybersecurity Self-Evaluation (if requested)Pass/Fail

VENDOR CYBERSECURITY SELF-ASSESSMENT (Attachment E) information MUST be provided in an individual PDF document as a separately labeled attachment.

LIST OF ATTACHMENTS:

ATTACHMENT A – INSTRUCTIONS FOR PROPOSING (ATTACHED TO RFP)

ATTACHMENT B – PERSONAL SERVICES CONTRACT TEMPLATE & TERMS AND CONDITIONS (ATTACHED TO RFP)

ATTACHMENT C – COST BREAKDOWN-OFFER TEMPLATE (SEPARATE ATTACHMENT)

ATTACHMENT D – TASK ORDER TEMPLATE (ATTACHED TO RFP)

ATTACHMENT E – VENDOR CYBERSECURITY SELF-ASSESSMENT (SEPARATE ATTACHMENT)

PROCUREMENT PROCESS

SOLICITATION TIMELINE:

This is the procurement schedule for the Economic Impact Analysis RFP. The dates shown below are estimated, are provided for information only, and are subject to change at the sole discretion of the Port of Tacoma.

Issuance of RFP	[ISSUE DATE]
*Last Day To Submit Questions	[QUESTION DATE]
*Proposal packets due	[SUBMIT DATE]
Review/Shortlist	[SHORTLIST DATE]
*Oral Presentations (if required) *	[ORAL DATE]
*Best and Final (if required)	[BAFO DATE]
*Final Selection	[FINAL DATE]
*Execute Contract	[EXE DATE]

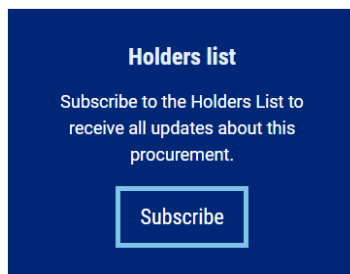
*Dates are tentative and may be subject to change.

All status updates on the above solicitation timeline will be announced on the Port of Tacoma’s website for this solicitation.

VENDOR OBLIGATION

The Invitation to Bid, Request for Proposals and Request for Qualifications can be accessed on the Port of Tacoma’s website, www.portoftacoma.com under ‘Business -> Contracting -> Procurement.’

When viewing the details page for this procurement on the Port of Tacoma’s Website firms have the option of subscribing to the Holder’s List.



By subscribing to the Holder’s List, firms will automatically be notified when new documents or changes relating to this procurement occur.

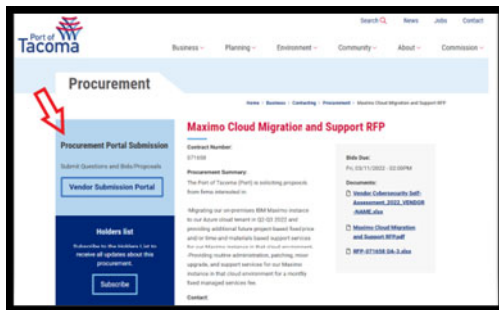
***Only those who have subscribed to the Holder’s List will receive notifications throughout the procurement process, up until a firm is selected.**

COMMUNICATION / INQUIRES

All communications are to be sent through the RFP Coordinator.

Proposers who, relative to this scope of services, contact any individuals or Commission members representing the Port of Tacoma, Northwest Seaport Alliance, or the Port of Seattle, other than the Procurement Representative listed on the solicitation may be disqualified from consideration.

Written questions about the meaning or intent of the Solicitation Documents shall only be submitted to the Procurement Department via the Procurement Portal (Portal link is accessible via this specific procurement website. See left side of page.).



Proposers who may have questions about provisions of these documents are to submit their questions by the date listed on the solicitation. The Port of Tacoma will respond to all written questions submitted by this deadline, and responses will be posted on the corresponding procurements website.

ADDENDA

The Port of Tacoma may make changes to this Solicitation. Oral or other interpretations, clarifications or submittal instructions will be without legal effect. Any information modifying a solicitation will be furnished in a formal, written addendum. If at any time, the Port of Tacoma changes, revises, deletes, increases, or otherwise modifies the Solicitation, the Port of Tacoma will issue a written Addendum to the Solicitation. Addenda will be posted to the Port of Tacoma's web site and conveyed to those potential submitters who have requested to be placed on the Holder's List.

SUBMITTAL PROCESS

Electronic Submittal:

Proposals must be received via the procurement portal on or before the date and time outlined on the front page of this proposal.

Procurement Submission Portal Instructions:

Navigate to this procurements web page (referencing the number and name) via the following link [Procurement | Port of Tacoma](#). While on the procurements page, click on the 'Procurement Submission Portal' link (located on the lefthand side of the page).

Full instructions on how to utilize the submission portal can be found on the Port of Tacoma's website, www.portoftacoma.com under 'Business -> Contracting -> Procurement'. See bold red heading above the bid search box "Bid and Question Submittal Instructions", to access the thorough instructions in PDF format.

Please submit proposal, including all separate attachments and compensation in separate Adobe Acrobat PDF format. **Submittals need to be limited to 9 MB in total size. It is the Consultant's responsibility to verify the receipt of the submittal. Electronic verification will be provided.**

***Late proposals will not be accepted by the Port of Tacoma. Proposals received after the stated date and time will not be reviewed and shall be deemed non-responsive.**

All proposals submitted shall be valid and binding on the submitting firm for a period of ninety (90) days following the submittal deadline and for any extension of time granted by the submitting firm.

EVALUATION AND AWARD PROCESS

An evaluation team, using the point method of award, will review each proposal and evaluate all responses received based upon the criteria listed herein. The Port of Tacoma may request clarifications or additional information, if needed. After the evaluation team individually scores each proposal, the scores are tallied, and the firms are ranked based on the scores.

A selection may be made based on the proposals and initial evaluation criteria alone. Alternatively, the evaluation team may create a short list of the top ranked firms and invite the short-listed firms in for interview and/or check references. Scores for reference checks and interviews will be tallied and added to the short-listed firm's initial evaluation scores. Final selection will be based on the accumulative score.

The Port of Tacoma intends to select the Proposer who represents the best value to the Port of Tacoma, Northwest Seaport Alliance, and Port of Seattle.

The Port of Tacoma reserves the right to accept or reject any or all information in its entirety or in part and to waive informalities and minor irregularities and to contract as the best interest of the Port of Tacoma may require. The POT reserves the right to reject any or all Proposals submitted as non-responsive or non-responsible.

PROCEDURE WHEN ONLY ONE PROPOSAL IS RECEIVED

In the event that a single responsive proposal is received, the Proposer shall provide any additional data required by the Port of Tacoma analyze the proposal. The Port of Tacoma reserves the right to reject such proposals for any reason.

GENERAL INFORMATION

News releases pertaining to this RFP, the services, or the project to which it relates, shall not be made without prior approval by, and then only in coordination with, the Port of Tacoma.

COSTS BORNE BY PROPOSERS

All costs incurred in the preparation of a Proposal and participation in this RFP and negotiation process shall be borne by the proposing firms.

PROTEST PROCESS

A Bidder protesting for any reason the Bidding Documents, a Bidding procedure, the Port of Tacoma's objection to a Bidder or a person or entity proposed by the Bidder, including but not limited to a finding of non-Responsibility, the Award of the Contract or any other aspect arising from or relating in any way to the Bidding shall cause a written protest to be filed with the Port of Tacoma within two (2) business days of the event giving rise to the protest. (Intermediate Saturdays, Sundays, and legal holidays are not counted as business days.) The written protest shall include the name of the protesting Bidder, the bid solicitation number and title under which the protest is submitted, a detailed description of the specific factual and legal grounds for the protest, copies of all supporting documents, evidence that the apparent low bidder has been given notice of the protest, and the specific relief requested. The written protest shall be sent by email to procurement@portoftacoma.com.

Consideration. Upon receipt of the written protest, the Port of Tacoma will consider the protest. The Port of Tacoma may, within three (3) business days of the Port of Tacoma's receipt of the protest, provide any other affected Bidder(s) the opportunity to respond in writing to the protest. If the protest is not resolved by mutual agreement of the protesting Bidder and the Port of Tacoma, the Contracts Director of the Port of Tacoma or his or her designee will review the issues and promptly furnish a final and binding written decision to the protesting Bidder and any other affected Bidder(s) within six (6) business days of the Port of Tacoma's receipt of the protest. (If more than one (1) protest is filed, the Port of Tacoma's decision will be provided within three (3), but no more than six (6) business days of the Port of Tacoma's receipt of the last protest.) If no reply is received from the Port of Tacoma during the six (6) business-day period, the protest will be deemed rejected.

Waiver. Failure to comply with these protest procedures will render a protest waived. Condition Precedent. Timely and proper compliance with and exhaustion of these protest procedures shall be a condition precedent to any otherwise permissible judicial consideration of a protest.

SMALL BUSINESS AND DISADVANTAGED BUSINESS OPPORTUNITIES

The Port of Tacoma encourages participation in all its contracts by MWBE firms certified by the Office of Minority and Women's Business Enterprises (OMWBE). Participation may be either on a direct basis in response to this solicitation/invitation or as a subcontractor to a Bidder/Proposer. However, unless required by federal statutes, regulations, grants, or contract terms referenced in the contract documents, no preference will be included in the evaluation of bids/submittals, no minimum level of MWBE participation shall be required as a condition for receiving an award and bids/submittals will not be rejected or considered non-responsive on that basis. Any affirmative action requirements set forth in federal regulations or statutes included or

referenced in the contract documents will apply. The selected firm will be required to show evidence of outreach.

PUBLIC DISCLOSURE

Proposals submitted under this Solicitation will be considered public documents and, with limited exceptions, will become public information and may be reviewed by appointment by anyone requesting to do so following the conclusion of the evaluation, negotiation, and award process. This process is concluded when a signed contract is completed between the Port of Tacoma and the selected Vendor.

If a firm considers any portion of its response to be protected under the law, the vendor shall clearly identify each such portion with words such as **CONFIDENTIAL**, **PROPRIETARY** or **TRADE SECRET** on each page for which the protection is sought. If a request is made for disclosure of such portion, the Port of Tacoma will notify the vendor of the request and allow the vendor not less than ten (10) days to seek a protective order from the Courts or other appropriate remedy and/or waive the claimed confidentiality. Unless such protective order is obtained and provided to the Port of Tacoma by the stated deadline, the Port of Tacoma will release the requested portions of the proposal. By submitting a response, the vendor assents to the procedure outlined in this paragraph and shall have no claim against the Port of Tacoma on account of actions taken under such procedure.

PERSONAL SERVICES AGREEMENT NO. [CONTRACTNO]

TITLE: Port of Tacoma, Northwest Seaport Alliance, and Port of Seattle Economic Impact Analysis

Consultant: [VENDOR], [VENDORADD]

CONTRACT OWNER: [PM] PROJECT NO./G/L NO.: [PROJECTNO]/[G/L]

THIS AGREEMENT is made and entered into by and between the Port of Tacoma (*hereinafter referred to as the **Port***) [VENDOR] (*hereinafter referred to as the **Consultant***) for the furnishing of the Economic Impact Analysis (*hereinafter referred to as the **Project***).

The Port and Consultant mutually agree as follows:

SCOPE OF WORK

[SOW]

DELIVERABLES

[DELIVERABLES]

COMPENSATION

[AMOUNT]

TERM

The term of the Agreement shall be from the date of execution through...

AGREED

This agreement is expressly conditioned upon the Terms and Conditions attached ...

[ENTITY]

[CONSULTANT]

By

By

[CM]

Date

[VENDORSIGN]

Date

[CMTITLE]

[VENDORTITLE]

Insert current Terms & Conditions

10 font in 2 columns

POT/NWSA RFP

POT/NWSA Legal

POT/NWSA IT

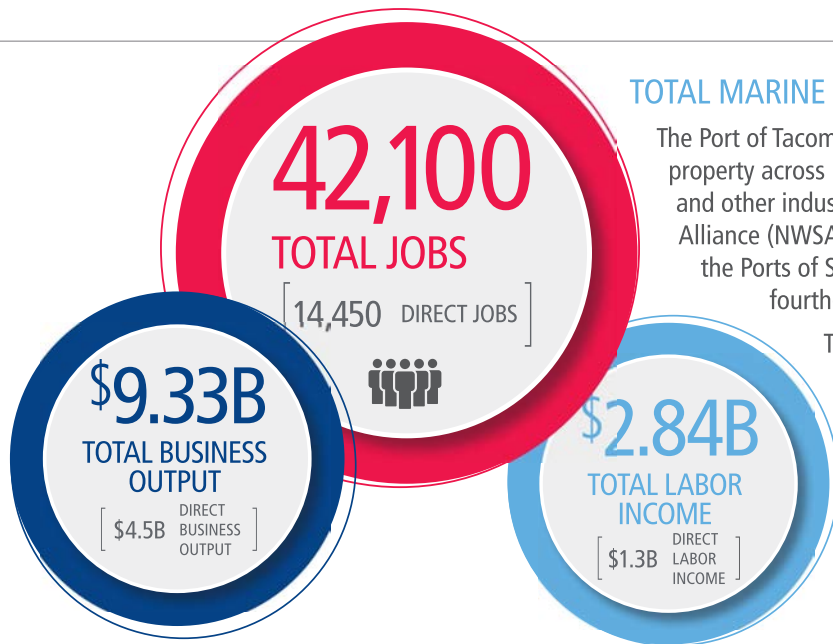
ATTACHMENT D – TASK ORDER TEMPLATE



2017 DATA

ECONOMIC IMPACT PORT OF TACOMA & SOUTH HARBOR NWSA

TOTAL MARINE AND INDUSTRIAL ECONOMIC IMPACT



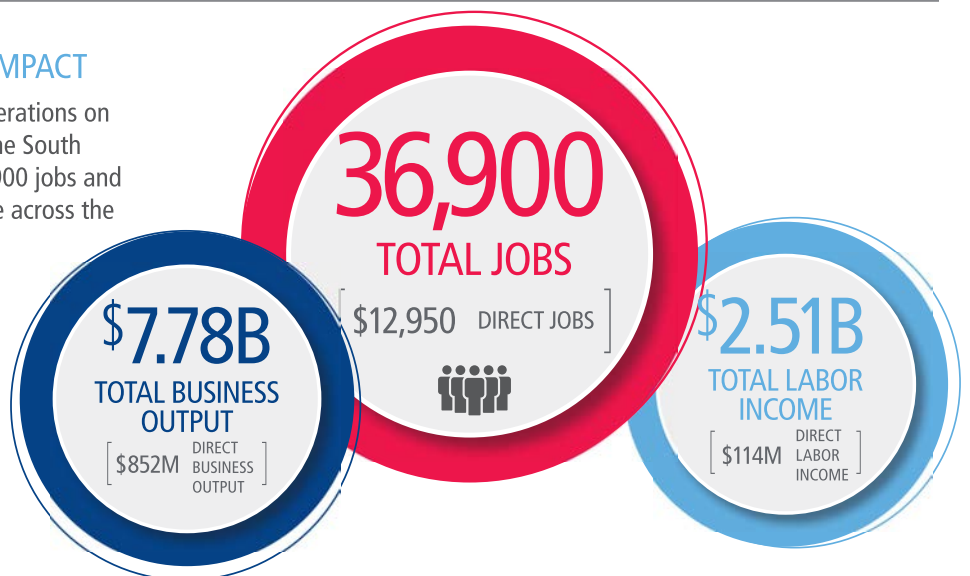
The Port of Tacoma has more than 2,700 acres of real estate property across Pierce County on which both marine cargo and other industrial tenants operate. The Northwest Seaport Alliance (NWSA) oversees the marine cargo operations at both the Ports of Seattle and Tacoma, and together, they form the fourth-largest container gateway in North America.

The combined economic impact of NWSA-licensed properties in Tacoma's harbor and Port of Tacoma industrial leases amounts to more than 42,000 jobs and \$2.84 billion in labor income across the Washington state economy.

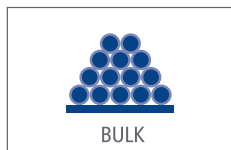
Read about the NWSA's total economic impact at nw.sa.com/economic-impact

MARINE CARGO ECONOMIC IMPACT

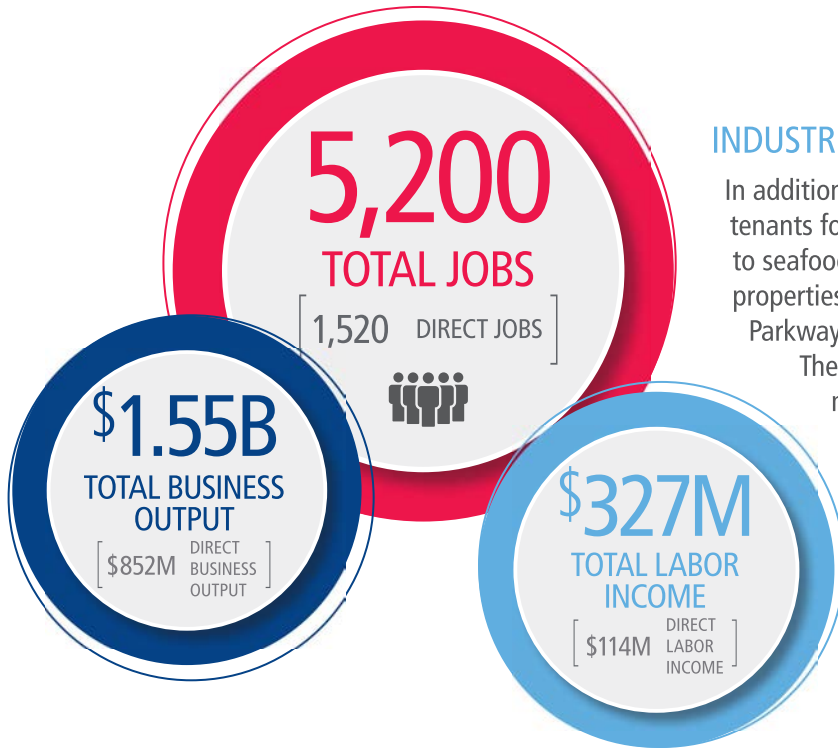
The Port of Tacoma's marine cargo operations on NWSA-licensed properties comprise the South Harbor of the NWSA and support 36,900 jobs and more than \$2.5 billion in labor income across the Washington state economy.



SOUTH HARBOR NWSA CARGOES INCLUDE:



*All NWSA automobile imports pass through South Harbor terminals and have significant economic impacts across the region.

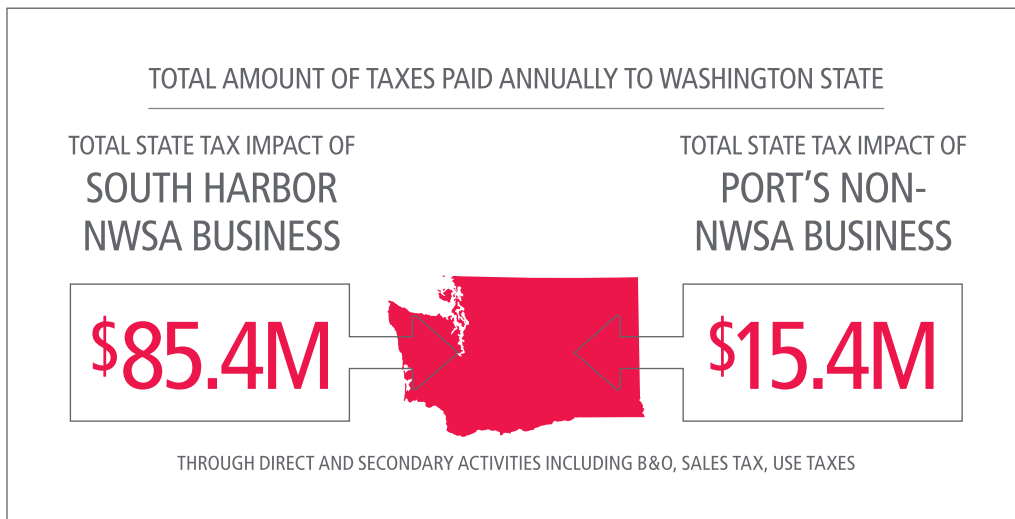
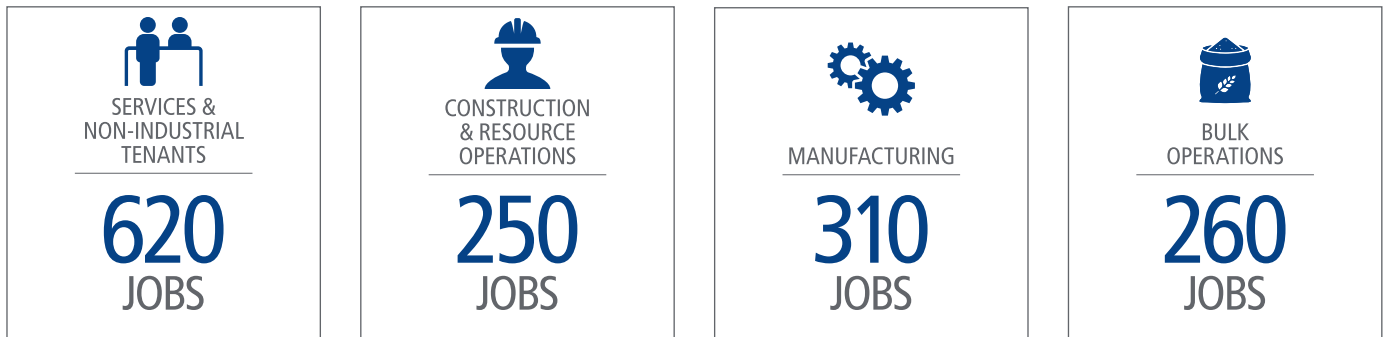


INDUSTRIAL ECONOMIC IMPACT (NON-NWSA)

In addition to marine cargo, the Port of Tacoma leases space to tenants for industrial uses ranging from boat manufacturing to seafood processing. These are on non-NWSA licensed properties. It also oversees a grain terminal along Schuster Parkway and leases office space at the Fabulich Center.

These industrial uses contribute 5,200 jobs, nearly \$327 million in labor income and \$1.6 billion in business output to the state's economy in Pierce County and beyond.

JOBS INCLUDE:



Every job directly related to cargo movement supports an additional 2.5 jobs in the state—that's higher than aerospace and more than twice as high as the agriculture and food processing sectors.

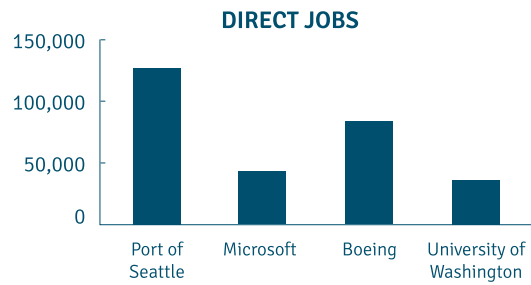


The Port of Seattle's Economic Impact

The Port of Seattle is one of the Pacific Northwest's leading economic engines. From fishermen and longshore workers to hay growers in Central Washington, and from shops in tourist destinations like Pike Place Market to corporate giants like Microsoft and Boeing, the port touches nearly every aspect of the economy.

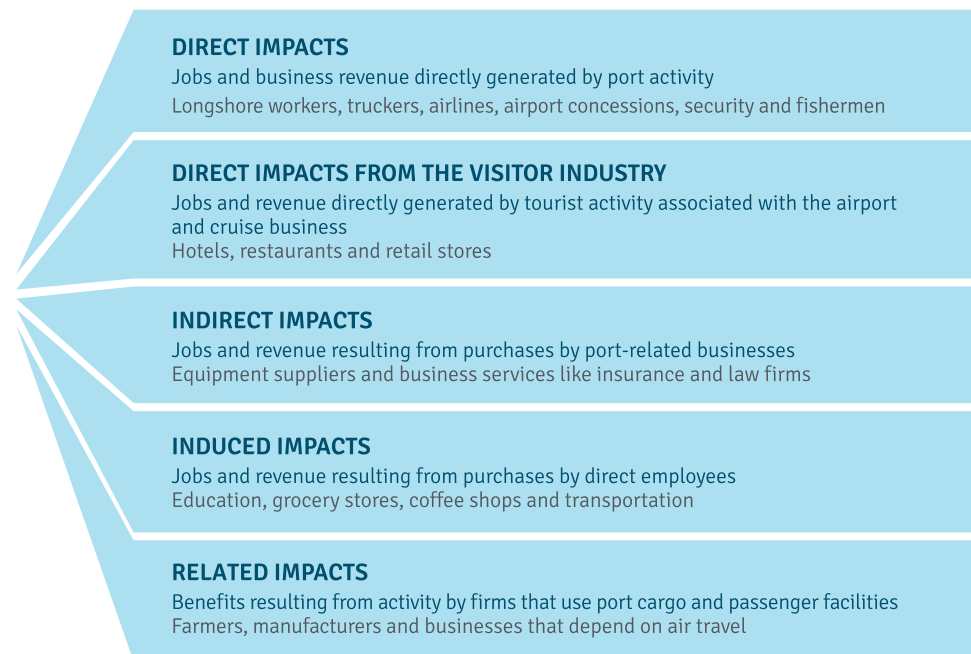
The port retained Martin Associates to measure the port's economic contribution based on business activity data collected in 2013. The report demonstrates that the port is a strong driving force for sustainable regional prosperity. It shows that marine cargo activity, fishing, cruise operations, recreational boating, port real estate tenants and Seattle-Tacoma International Airport combine to generate the following:

- 216,271 jobs, including 129,744 direct jobs
- \$9.6 billion in personal income
- \$19.8 billion in business revenue
- \$894.4 million in state and local taxes



WHAT IS THE PORT'S IMPACT ON THE ECONOMY?

Representative examples





Marine cargo activity is a key contributor to the Northwest's economy.

AIRPORT

In addition to creating 109,542 direct jobs and other indirect and induced benefits, Sea-Tac Airport serves a broader function that enables other economic sectors to thrive in the Pacific Northwest.

Today's global economy allows employers to place their operations nearly anywhere, and first-class airports are essential for global businesses that need efficient travel connections to customers, suppliers and partners worldwide. As an example of Sea-Tac's contribution to the success of Northwest businesses, about 3,000 Microsoft employees fly through the airport each week.

The airport is a pillar of Washington's tourism sector, ranked as the state's fourth largest industry in terms of GDP produced. Sea-Tac is a gateway for tourist activity across the entire state, including several rural counties where tourism is especially important to local economies.

Sea-Tac also is the Northwest's primary air cargo gateway. Certain industries, including some considered to be leading sectors of modern economies, need access to air cargo facilities to maximize competitiveness. In 2013, there were 119,685 manufacturing, agricultural and other jobs related to outbound air cargo shipments from Sea-Tac.

SEAPORT MARINE CARGO

The port's marine cargo operations are a cornerstone for a region-wide economic cluster related to trade, transportation and logistics. Port cargo facilities created 8,902 direct jobs in 2013, including longshoremen, truckers, and jobs with railroads, freight forwarders, government agencies and shipyards.

Yet the economic significance of port facilities extends beyond the transportation sector to industries as diverse as agriculture, aerospace, retail, seafood and industrial machinery. The Seattle seaport connects our region's farmers and manufacturers to world markets, and it is one of the reasons why Washington ranks among the nation's top exporting states.

In addition to the seaport's direct, indirect and induced job impacts, 175,664 Washington jobs are related to cargo moving via the port's marine terminals. This cargo represents \$47.4 billion of economic activity, accounting for 11.6 percent of our state's Gross Domestic Product (GDP).

Beyond its impacts on the Northwest economy, the Seattle seaport is a trade gateway of national importance. Most of Seattle's import cargo is destined for the Midwest and points east. Seattle also provides critical connections from the U.S. mainland to Alaska and Hawaii.

Snapshot: 2013 MARINE CARGO IMPACTS

- 23,409 jobs, including 8,902 direct jobs
- \$2 billion in personal income
- \$1.8 billion in business revenue
- 175,664 related jobs



Sea-Tac Airport contributes to economic growth by serving as gateway of choice for domestic and global travel and commerce.

Snapshot: 2013 AIRPORT IMPACTS*

- 171,796 jobs, including 109,924 direct jobs
- \$6.1 billion in personal income
- \$16.3 billion in business revenue
- 119,685 related jobs

*Airport snapshot figures reflect impacts also included in the cruise snapshot, but port-wide totals were adjusted to avoid double counting. For more explanation, see tables I-1, II-9 and IV of the full report.

CRUISE

Port investments to establish Seattle as a thriving cruise homeport paid off handsomely for our region. Since welcoming its first homeport ship in 2000, Seattle evolved into the market leader for Alaska cruising and now is the largest cruise port on the U.S. West Coast.

In 2013, the port's two cruise terminals at Pier 66 and Pier 91 served 187 vessel calls and 870,994 passengers. In 2015, these figures are expected to rise to 192 ship calls and 895,055 passengers. Each time a homeport cruise ship docks, it contributes \$2.5 million to the local economy. An industry with a broad impact, the cruise business creates the following:

- Jobs in the maritime service sector including pilots, tugs, dockworkers and other firms serving cruise vessels while in port
- Visitor industry impacts (most cruise passengers spend at least one night in the area before or after their voyage, generating benefits for hotels, restaurants, attractions and other businesses that cater to tourists)
- Opportunities for those who make and grow Northwest products

To maximize the economic benefits of the cruise industry, the port encourages cruise lines to consider local sourcing of supplies and services, and encourages passengers to extend their vacations throughout Washington state.

Snapshot: 2013 CRUISE IMPACTS

- 3,404 jobs, including 1,741 direct jobs
- \$176 million in personal income
- \$408 million in business revenue



Millions of cruise passengers visit Seattle each year.



Seattle fishing facilities support jobs.



Commercial assets such as Bell Harbor Marina serve the community.

FISHING

Seattle is home of the North Pacific fishing fleet, which includes the vessels that operate in the Gulf of Alaska. Seafood caught in Alaskan waters accounts for about 56 percent of the U.S. commercial fishery harvest volume.

Most of the Seattle-based fleet is moored at three port properties. Fishermen's Terminal and the Maritime Industrial Center provide moorage for hundreds of commercial fishing vessels and work boats. Terminal 91 is home to the large catcher/processors and the cold storage facilities used for freezing, processing and distribution of the catch.

While the fishing takes place in Alaskan waters, Washington residents occupy 28 percent of all U.S. jobs created by the Alaska seafood industry, and most major seafood processors are headquartered in Puget Sound. Port facilities help anchor the industry here in our region.

Port fishing facilities in Seattle support 8,253 direct jobs with an average wage of nearly \$82,000. Direct jobholders include:

- Fishing fleet crew members
- Employees of firms providing support services such as shipyards, insurance brokers, lawyers and suppliers of fishing gear and electronic equipment
- Jobs in upland areas of the terminals with the retail, restaurant, office and landside fish processing services

Snapshot: 2013 FISHING IMPACTS

- 16,089 jobs, including 8,253 direct jobs
- \$1.3 billion in personal income
- \$915 million in business revenue

REAL ESTATE:

The Port of Seattle manages a number of commercial and industrial properties in King County with an eye toward achieving positive return on the public's investment, and generating long-term, region-wide economic benefit and job creation. Occupancy rates at port commercial properties are above the Seattle market average and above target.

These properties are unique because of their proximity to airport and seaport transportation facilities. The port seeks to develop and manage these properties in a way that creates and maximizes synergy with other port business lines.

For example, the port leased property south of Sea-Tac Airport to a developer for construction of Des Moines Creek Business

Park, which is expected to create an estimated 1,600 permanent jobs in South King County and construction jobs during the build out. It will include flexible-use, manufacturing, office, distribution and industrial business park buildings designed for business tenants who will benefit from proximity to the airport.

Among other assets the port owns are facilities serving harbor cruise businesses; recreational moorage facilities at Shilshole Bay Marina, Bell Harbor Marina, Harbor Island and Fishermen's Terminal; and hospitality facilities such as the World Trade Center and Bell Harbor International Conference Center.

Snapshot: 2013 REAL ESTATE IMPACTS

- 2,385 jobs, including 1,306 direct jobs
- \$150 million in personal income
- \$475 million in business revenue

CREATING BROAD-BASED, COMMUNITY BENEFITS



Where a sustainable world is headed.™

ASSOCIATED JOBS AND DOLLARS SHOW HOW THE PORT OF SEATTLE HELPS DRIVE THE ECONOMY	
	Total Port of Seattle
Jobs	
Direct	129,774
Induced	53,148
Indirect	33,379
Total jobs	216,271
Personal income (\$1,000)	
Direct	\$4,179,088
Re-spending/local consumption	\$4,318,856
Indirect	\$1,125,916
Total	\$9,623,860
Business revenue (\$1,000)	\$19,812,907
Local purchases (\$1,000)	\$2,267,896
State/local taxes (\$1,000)	\$894,415
Aviation taxes (\$1,000)	\$547,191

Note: Totals may not sum due to rounding

THE PORT OF SEATTLE GENERATED MORE THAN \$894 MILLION IN STATE AND LOCAL TAXES IN 2013.



The Port of Seattle’s Century Agenda envisions adding 100,000 new jobs in King County through economic growth.

Providing equal access to opportunity

The Port of Seattle’s Office of Social Responsibility (OSR) supports the port’s job creation and economic development efforts in the communities we serve. OSR programs help ensure that port activities are conducted within a framework of equity, inclusion and equal access to economic opportunity. OSR’s small business program helps small and disadvantaged businesses participate in port procurement and contracting opportunities. OSR also supports workforce development programs, such as quality job training, job placement and pre-apprenticeship assistance, and other education, career development and community initiatives. During 2014, OSR programs served 7,044 community members and 952 small businesses and nonprofit organizations.

Supporting environmental sustainability and quality of life

Another way economic activity at the port generates a return for the public is by helping to fund environmental programs, parks and other public amenities. Our industry-leading environmental programs significantly reduced the impacts of seaport and airport operations on the environment, resulting in cleaner air and water and the creation of over 200 acres of wetlands and wildlife habitat. The port cleaned up contaminated

properties and returned them to productive uses as commercial, habitat and public access sites. In addition, a thriving port industry helps the port develop and maintain more than 60 acres of port-owned parks, bike and pedestrian trails, fishing piers and boat launches.

Improving the regional transportation system

Efficient regional transportation is a priority for the port, which collaborates with partner agencies to develop transportation systems that are critical to the region’s long-term vitality. In addition to investing billions of dollars in port-owned infrastructure during the past decade, the port committed over \$330 million more to other jurisdictions’ road projects to enhance the regional transportation system.

PORT OF SEATTLE COMMISSIONERS
 Tom Albro
 Stephanie Bowman
 Bill Bryant
 John Creighton
 Courtney Gregoire
CHIEF EXECUTIVE OFFICER
 Ted J. Fick

Port of Seattle
 P.O. Box 1209
 Seattle, WA 98111-1209
 206.787.3000
 www.portseattle.org

Photography, Don Wilson
 The Port of Seattle operates under the State of Washington’s Public Disclosure Act. To obtain public records visit, <http://bit.ly/pr-requests> or call 206.787.4141.

BENEFITING OUR COMMUNITY



SEATTLE-TACOMA INTERNATIONAL AIRPORT

Committed to our neighbors

Sea-Tac Airport greatly enhances our region and state by connecting business, trade and leisure travelers with the rest of the globe. At the same time, the Port of Seattle—as airport operator—strives to conduct business in a way that respects neighboring communities. We are committed to building programs that benefit our closest neighbors through matching grants, economic development and jobs, workforce development, green practices and safety.

PORT GRANT PROGRAMS



ECONOMIC DEVELOPMENT PARTNERSHIP PROGRAM

More than \$197,000 in matching funds for projects in the following cities:

Recipients:

- Burien,
- Des Moines
- Federal Way
- Normandy Park
- SeaTac
- Tukwila

Examples:

- \$48,000 for signage to create a walkable Burien
- \$65,000 to recruit & retain business in Federal Way



AIRPORT COMMUNITY ECOLOGY FUND

Over \$85,000 in small matching grants for projects such as:

- Marine education, beach etiquette and coast stewardship
- Volunteer-led habitat restoration work parties
- Community garden and healthy food access projects
- Plastics and litter reduction awareness programs
- Stormwater education for youth
- Invasive weed removal in Saltwater State Park



SEA-TAC AIRPORT

OVER **\$16.3 BILLION** IN REGIONAL ECONOMIC IMPACT



The airport generates about **172,000 jobs**



More than **\$2.8 billion** in direct earnings



More than **\$565 million** in state and local taxes.



CONSTRUCTION = MORE JOBS

HOTELS

Hotels in cities around the airport are adding rooms to meet growing air traveler demand. The room inventory is expected to go from the current 8,000 **to over 9,800 by late 2019**.

LAND REDEVELOPMENT

The Port partnered with area cities and developers on the following projects that will help boost local economies and provide employment:

BURIEN

A business park development on 26 acres north of the airport that is expected to support up to 800 jobs

DES MOINES

An 87-acre business park south of the airport that will anchor 3,500 jobs, with tenants such as the Federal Aviation Administration regional office

SEATAC

Two proposed light industrial buildings with supporting warehouse functions, expected to support over 400 jobs



CREATING OPPORTUNITIES

HIGH SCHOOL INTERNSHIP PROGRAM

- Since 2015, the Port quadrupled the number of its paid high school summer interns to a total of 83, and worked with other organizations to place about a dozen more.

HIGHLINE PUBLIC SCHOOLS PARTNERSHIP

Following are some of the ways the Port contributes to education locally:

- Events that highlight careers in engineering, public safety, information technology and the skilled trades
- The Environmental Challenge for Raisbeck Aviation High School's sophomores, which includes Port staff teaching curriculum at the high school
- The Seattle-Tacoma International Airport Golf Tournament, which so far raised **more than \$1 million and funded over 50 college scholarships**



Port recognizes Seattle-Tacoma International Airport Scholarship recipients



NOISE PROGRAMS

To date, the Port invested about \$400 million in mitigation efforts in communities most affected by aircraft noise at Sea-Tac. Mitigation can include insulation, doors and ventilation modifications.

This mitigation was the outcome of the 1985 Part 150 Noise Study approved by the Federal Aviation Administration. Since then, there were three study updates, in 1993, 2002 and 2014.

The latest noise remedy boundary was set in 2014, and is the basis for new programs including insulation and voluntary acquisition.

MITIGATION COMPLETED:



9,400 single family homes



5 condominium complexes



14 buildings - Highline College buildings



8 schools - Highline Public Schools

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Port of Seattle
P.O. Box 1209
Seattle, WA 98111





THE NORTHWEST
SEAPORT ALLIANCE

ECONOMIC IMPACT OF THE NORTHWEST SEAPORT ALLIANCE

The marine cargo operating partnership between the Ports of Seattle and Tacoma

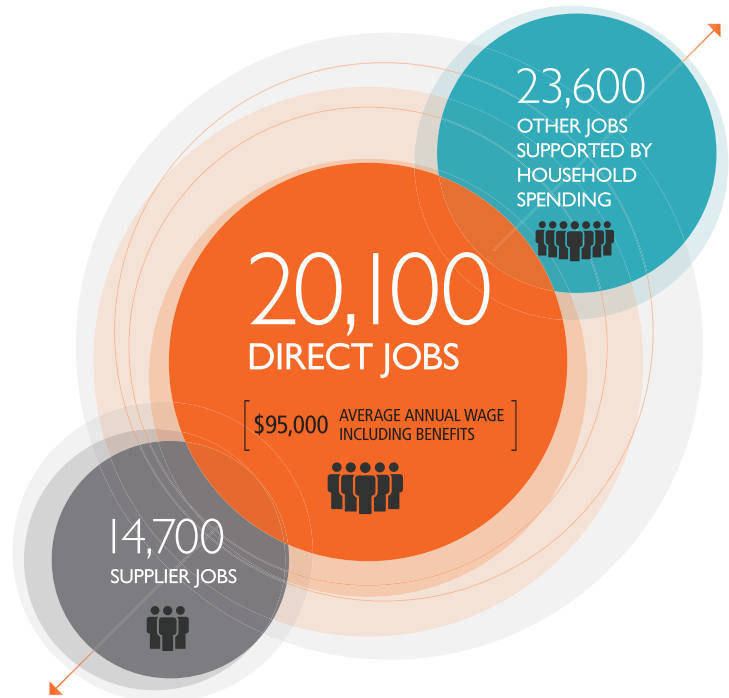
2017 DATA

58,400

FAMILY WAGE JOBS
SUPPORTED BY NWSA
ACROSS WASHINGTON STATE



Every direct job supports an additional 1.9 jobs: that's higher than aerospace and more than twice as high as agriculture and food processing.



DIRECT JOBS INCLUDE:



\$12.4B

ECONOMIC IMPACT IN
WASHINGTON STATE



2017, IN BILLIONS

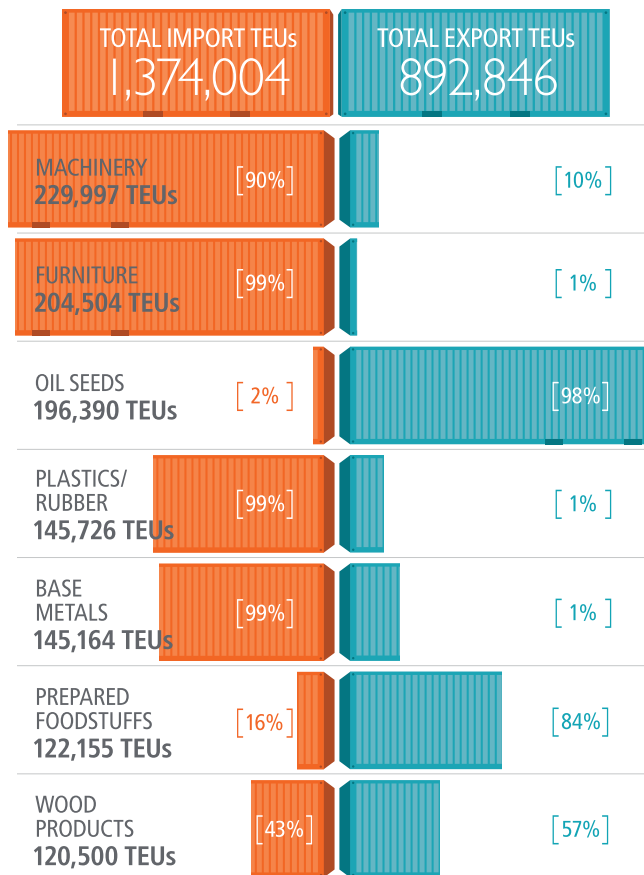
ECONOMIC IMPACT OF THE NORTHWEST SEAPORT ALLIANCE

2017 DATA



95% OF CARGO TONNAGE HANDLED THROUGH THE NWSA IS CONTAINERIZED

TOP CONTAINERIZED COMMODITIES SHIPPED:

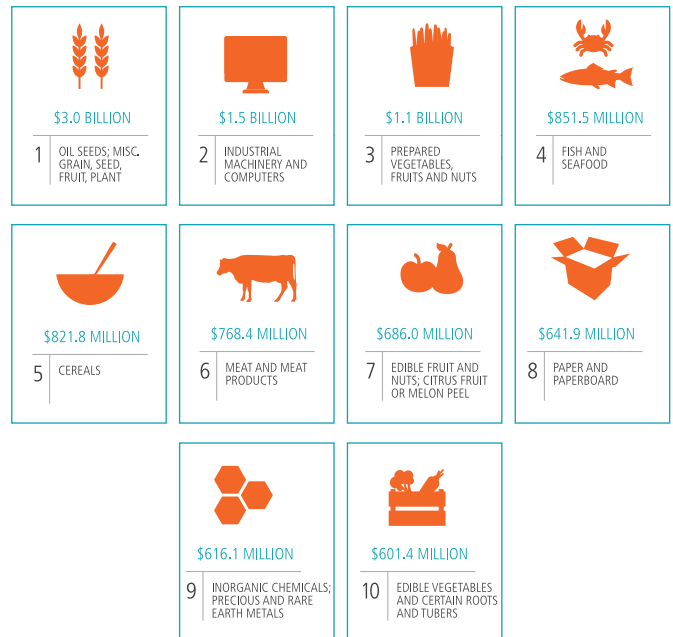


THE NWSA IS THE FOURTH LARGEST CONTAINER GATEWAY IN NORTH AMERICA

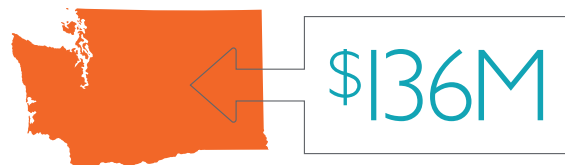
TOP TRADING PARTNERS ARE CHINA, JAPAN, SOUTH KOREA, TAIWAN, VIETNAM AND HONG KONG

NWSA BRINGS WASHINGTON STATE PRODUCTS TO BUYERS ACROSS THE GLOBE

\$17B TOP EXPORT COMMODITIES
[\$16,959,875,271]



TOTAL STATE TAX IMPACT OF THE NWSA



INCLUDING B&O, SALES TAX, USE TAXES

Item No.: 9C
Date of Meeting: April 2, 2024

2024 Economic Impact Analysis Interlocal Agreement



**THE NORTHWEST
SEAPORT ALLIANCE**
SEATTLE + TACOMA

Presenter Name: Deirdre Wilson, AICP
Presenter Title: Sr. Manager, Planning


1

ACTIONS REQUESTED

Request authorization from the NWSA Managing Members for the Chief Executive Officer or their delegate to enter into an Interlocal Agreement (ILA) with the Port of Seattle and the Port of Tacoma to develop an Economic Impact Analysis.

Request Port of Seattle Commissioners authorization for the Executive Director or their delegate to enter into an Interlocal Agreement (ILA) with the Port of Tacoma and Northwest Seaport Alliance to develop an Economic Impact Analysis.

Request Port of Tacoma Commissioners authorization for the Executive Director or their delegate to enter into an Interlocal Agreement (ILA) with the Port of Seattle and Northwest Seaport Alliance to develop an Economic Impact Analysis.



THE NORTHWEST
SEAPORT ALLIANCE
SEATTLE + TACOMA

Slide 2

2

Background

- The Ports and the Alliance have information available on public websites from prior analyses. Our current information is 6 to 10 years old and is considered ‘stale.’
- Results of Economic Impact Analyses are used countless forms of communications:
 - Volume trends for official statements in federal bonds
 - General communications and media
 - Storytelling about the Ports’ value to community
 - Explains our dependence on maritime industrial lands
 - Marketing to customers and passengers
 - Arguments about cargo diversion
 - Legislation



Slide 3

3

Scope

Lines of business include:

- Real estate
- Commercial business
- Containers
- Autos
- Other cargo
- Commercial fishing
- SEA airport
- Recreational marinas and vessel moorage
- Cruise

New element to explore equity impacts data:

- “Equity impacts” refer to an analysis of how different communities are accessing, experiencing, and benefiting from the programs and services provided by the Ports and the Alliance as well as benefiting from the economic impacts generated by their activity.



Slide 4

4

Financial Implications

- Contracting will be managed by the Port of Tacoma.
- Each agency has budgeted for a share based generally on the amount of data requested. 2024 budgeted amount:
 - Port of Tacoma - \$50,000
 - Port of Seattle - \$150,000
 - Northwest Seaport Alliance - \$50,000
- We anticipate the project to cost approximately \$200,000.
- Total project cost will not to exceed \$300,000.



Slide 5

5

Alternatives Considered

- Individual line of business and agency Economic Impact Analysis updates were considered.
- Recommended Action: Collaboration on an Economic Impact Analysis including all lines of business.
 - Costs less and could take less time than individual analyses.
 - Industrial land uses overlap, and discerning uses could be challenging for individual lines of business.
- Consultant support would be solicited with a Request for Proposal (RFP), and we anticipate completion in Q4 2024.



Slide 6

6

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Slide 7