

# World Trade Center Tacoma 2019 Personal Services Agreement

January 24, 2019  
Port of Tacoma  
Commission Meeting



## ACTION REQUESTED

Request Commission approval to delegate signing authority to the Port's CEO or his designee to enter into a Personal Services Agreement with the World Trade Center Tacoma (WTCT) for 2019 trade services.



# BACKGROUND

State law grants public port districts to bring economic development to their community.

The Port's Local Economic Development Policy authorizes the Port to enter into contracts between the Port and organizations that promote trade and recruit/retain businesses in Pierce County.

The Port purchased the WTCT franchise license in 1979.

The Chamber is currently under contract with the WTCT Executive Committee for the administrative management of the WTCT.



# SCOPE OF WORK



- Opportunities to host inbound delegations
- Monthly activity reports including business reports
- Sponsorship benefits related to WTCT events
- Promotion at all trade mission events
- Access to the Consultant email and address for the Port use
- Twenty WTCA membership cards
- Promotion on WTCT website
- Promotion on electronic newsletter
- Minimum of \$100,000 in export-import sales and/or investment
- International Trade & Investment Program (ITIP) monthly report
- Provide a copy of the ITIP 2019 Work Plan by February 15, 2019



# TIMEFRAME

Contract length:

January 24, 2019 – December 31, 2019



# FINANCIAL SUMMARY

The Commission approved 2019 budget includes \$122,500 for the WTCT.

| Distribution                               | Amount           |
|--|------------------|
| WTCA franchise fee                         | \$12,500         |
| WTCT                                       | \$90,000         |
| International Trade and Investment Program | \$20,000         |
| <b>TOTAL</b>                               | <b>\$122,500</b> |

## ECONOMIC IMPACTS

Assist members with reducing supply chain costs

Offers worldwide electronic marketing opportunities

Connects businesses with local companies for products, and services including real estate, logistics services, travel and legal services.

Assistance with EB-5 projects



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