



Item: 7D  
Date: 12/16/21

# World Trade Center Tacoma 2022 Personal Services Agreement

December 16, 2021  
Port of Tacoma  
Commission Meeting





## ACTION REQUESTED

Request Commission approval to delegate signing authority to the Port's Executive Director or his designee to enter into a Personal Services Agreement with the World Trade Center Tacoma (WTCT) for 2022 – 2023 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 HIGHLIGHTS

- 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 lists for 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

# TIMEFRAME

Contract length:

January 1, 2022 – December 31, 2023

# FINANCIAL SUMMARY

The Commission approved 2021 budget includes \$122,500 for the WTCT.

Distribution	Amount
WTCA franchise fee	\$12,500
WTCT & Intl Trade & Investment Program	\$110,000
<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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