

Item No.: 4D
Date of Meeting: 12/19/19

World Trade Center Tacoma 2020 Personal Services Agreement

December 19, 2019
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 2020 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

TIMEFRAME



Contract length:

January 1, 2020 – December 31, 2020

FINANCIAL SUMMARY

Source of funds: Funding for the contract would come from the operating budget for the Government Affairs department; specifically—the World Trade Center account. The Port has budgeted \$122,500 for 2020 for this contract.

Item	Budget Estimate	Expenditure to Date	Anticipated Future Expenditures
Franchise fee	\$12,500	\$0	\$12,500
ITIP	\$20,000	\$0	\$20,000
WTCT programs and projects	\$90,000	\$0	\$90,000
Total	\$122,500	\$0	\$122,500

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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