

# Real Estate Training Module:

## The Background

The Washington Public Ports Association has offered our membership two optional training sessions that can be added to your WPPA Spring Meeting registration. With the release of the [Port Governance and Management Guide](#) in 2022, WPPA will be working with our associate members as well as port and association staff to update and align our training modules, resources and other training programs and when appropriate, rethink them. We look forward to hearing from you about what's working and what training opportunities you would like to see from your association in the future.

The Real Estate Training Module is one of these updated modules. It will provide attendees with a comprehensive overview of real estate, land use planning, permitting, growth management and financial considerations important to managing your ports portfolio. The training will incorporate discussions of relevant tools, how to determine rates and when to use outside real estate expertise. Fundamentals like balancing your ports mission versus margin and how to build confidence into port decision making when real estate transactions turn complicated. Panelists will showcase specific real estate issues that presented a challenge and how they have managed through it including project-specific examples. Finally, tips for developing a long-range real estate plan including land banking and how to develop a strategy so that the port has the property to meet its mission well into the future will be discussed.

## Presenters:



### Amy Harding

Port of Olympia

Commissioner Amy Harding is an Olympia native and attended college and law school in Montana. She is in her first term as Port Commissioner.

Amy's work experience includes practicing law, running a small store, and currently working as a commercial real estate broker.

She is passionate about collaboration and her experiences traveling to many other countries ravaged by war have shaped her belief in collaboration as a means to creating a more just and flourishing society for all.

Amy is excited to bring experience leading a small business, serving on non-profit boards, and participating in community workgroups to the Port of Olympia, as well as a belief that community engagement and governance can be fun.

### Randy Mueller, CEO



Port of Ridgefield

[rmueller@portridgefield.org](mailto:rmueller@portridgefield.org)

Randy Mueller is the CEO at the Port of Ridgefield, where he originally started his port career as an intern back in 2007. In addition to Ridgefield, Randy also served as the CEO for the Port of Chehalis for 7 years. Prior to working in ports, he was a staffer in the state senate, a campaign consultant, and even a nightclub and special event DJ since the late 1980's. Randy has one adult daughter and lives in Ridgefield with his wife and greyhound. In his free time, he enjoys weightlifting and pub trivia competitions.



## Jennifer Wray-Keene, Executive Director

Port of Woodland  
jkeene@portofwoodland.com

Jennifer Wray-Keene began at the Port of Woodland in May 2014. Since her start, she has overseen the planning and construction of three industrial parks, dark fiber, and the planning of three marine terminal efforts. She has successfully received numerous grants totaling \$12 million. Prior to that, she was the regional economic development planner, successfully assisted members in obtaining \$10 million in state and federal grants, providing regional planning assistance, grant writing, data management and research and general world domination efforts. Jennifer received her master's degree in public administration from Portland State University and four undergraduate degrees from Eastern Oregon University.



## Lindsey Senter, CEO

Port of Chehalis  
lsenter@portofchehalis.com

Lindsey Senter is the Chief Executive Officer at the Port of Chehalis. As a mother and citizen, she takes great pride in supporting local organizations with what little time she has available. She has worked at the Economic Alliance and the Chamber of Commerce, giving her a well-rounded perspective of economic development and its role in supporting the community.



## Kyra Lise, Real Estate Development Director

Port of Seattle  
[Lise.k@portseattle.org](mailto:Lise.k@portseattle.org)

Kyra has a history of putting her real estate expertise to work. Local governments and non-profits across the country have benefitted from her experience. Kyra relocated to Portland in 2017 to work for a redevelopment authority as Director of Development & Investment working on core redevelopment strategy in partnership with the City of Portland. In 2019, Kyra joined Port of Seattle as Director of Real Estate Development and developed the ports Real Estate Strategic Plan released in August 2021.