

Being Your Own Agent Creating Opportunities

Port of Chehalis – WPPA Small Ports



What we will cover



Workshop Discussion

Know when to lead and when to be led



Creative Projects

How can you benefit your community



Leverage Grant Funding

How can you fund your dreams



Resources

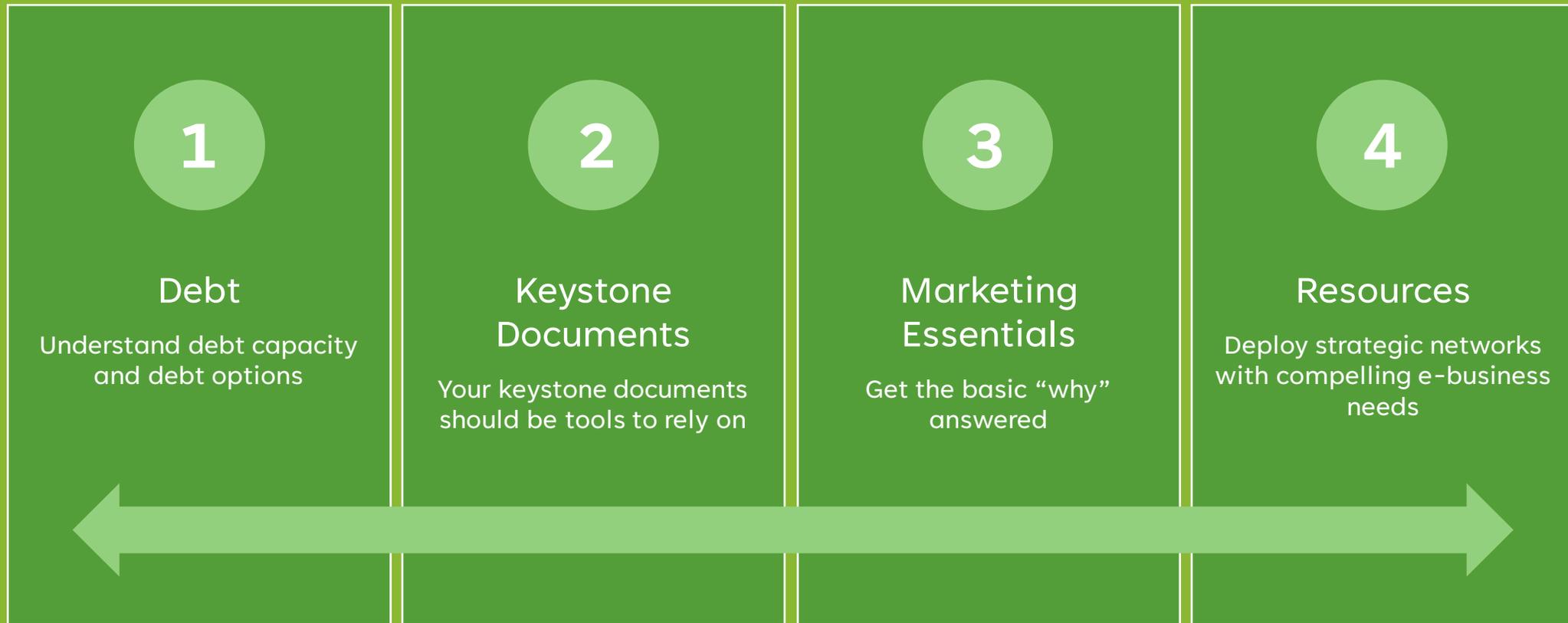
You might have to talk to other people



Workshop Discussions

Know when to lead and when to be led

Workshop Discussions



Debt

I am not a debt expert.

- Understanding your debt capacity
 - RCW 53.36.0300 Debt limits
 - What can you afford?
- Understand your debt options
 - Good debt/Bad debt



Keystone Documents

Comp Plan

Land is finite
Are you selling or leasing property your property?
What are your plans/options for each parcel?

Policy

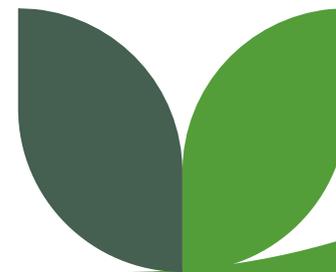
Policy = Clarity

Planning

Strategic Plan
Action Plan

Budget

Are your goals and priorities reflected in your budget?
Comp Plan / Goals/Budget should be reviewed at the same time



Marketing Fundamentals

Acquisition Plan

What type of industry are you trying to recruit and what size/shape of parcel do they typically want?

Should you use a broker?

Take inventory

What is each property's highest and best use? This should be reflected in Comp Plan.

Needs

Do you have adequate utilities?

Do you have adequate workforce?

SWOT analysis

Site assessment

Leverage Grant Funding

EDA- SW WA Grain Project

.09- SW WA Grain Project

CERB- Feasibility

Other- Legislative/other grants

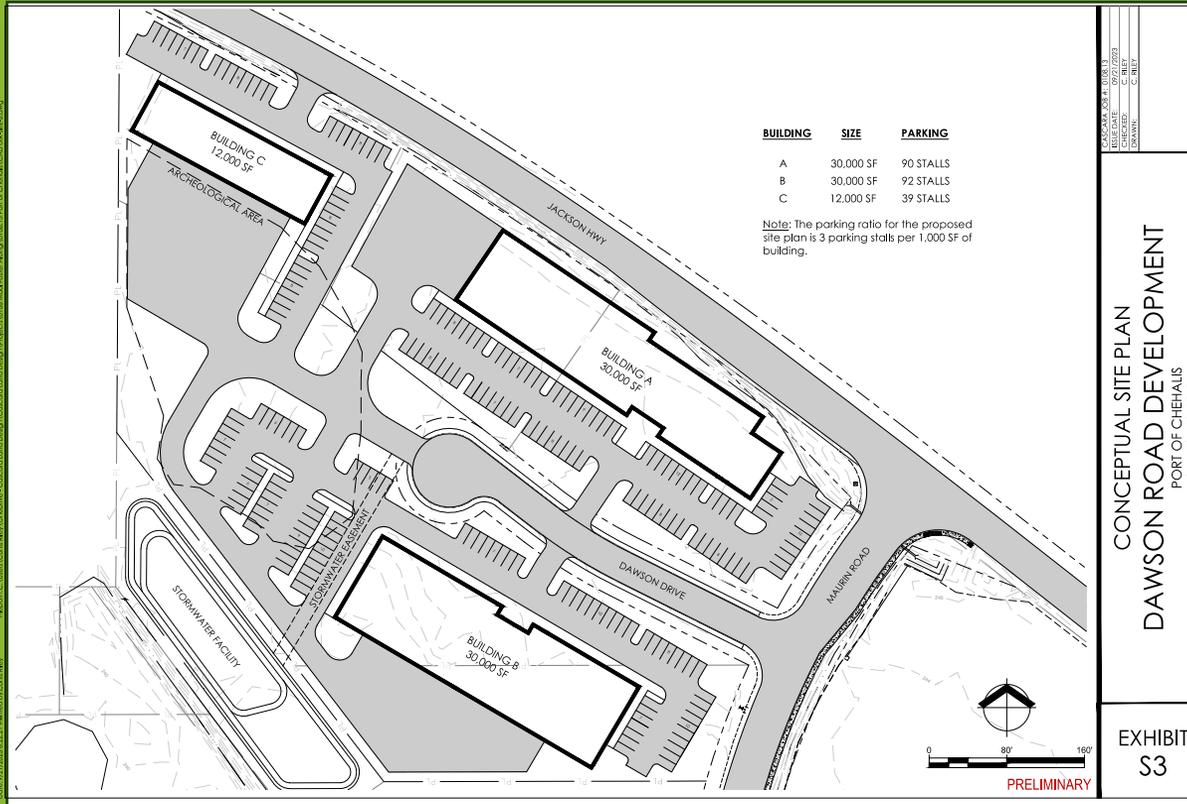
Become your own grant writer

Find other municipalities and partners

to split the cost/workload



Dawson Rd- CERB



Hired Maul Foster Alongi to create a feasibility study.

We have so far received an Existing Conditions and Market Assessment report, and we are well into a preliminary design phase for future construction.

This assessment has helped the Port determine the next steps for this parcel- 3 pre-engineered, subdividable buildings for commercial and industrial use.

BRCS- CERB

We are applying for CERB funding to do another feasibility study to verify and determine best use for the BRCS site. A portion of this site is leased by Twin Transit, which will host a hydrogen refueling station.



Creative Projects

Ask your community

Ask your partners

Look for inspiration (use the google machine)

Invest in data – hire an agency to determine feasible projects

SW WA Grain Project

- ▶ The Port completed the construction of the rail spur in 2019, utilizing a .09 grant. The design for this project is majorly completed as well thanks to another .09 grant.
- ▶ The site is currently serving the SW WA Grain Grower's Co-op, this year the Co-op planted 928 acres of malting barley and roughly 200 acres of wheat that were under contract and transloaded.
- ▶ New facility will host storage and conveyance for 600 tons of materials. This will allow us to continue supporting the expanding local grain economy while creating sustainability for local agriculture. The grain handling and storage facility will not only provide an opportunity for the Grain Pool, but it will also have the capacity to import grain for local dairies.
- ▶ The Port has been awarded a \$3.14 million grant from the EDA for the construction of this facility, utilizing a \$1.75 million dollar state appropriation requested by Rep. Orcutt and Rep. Abbarno. Congresswoman Gluesenkamp-Perez has earmarked \$3.5 million for further construction.

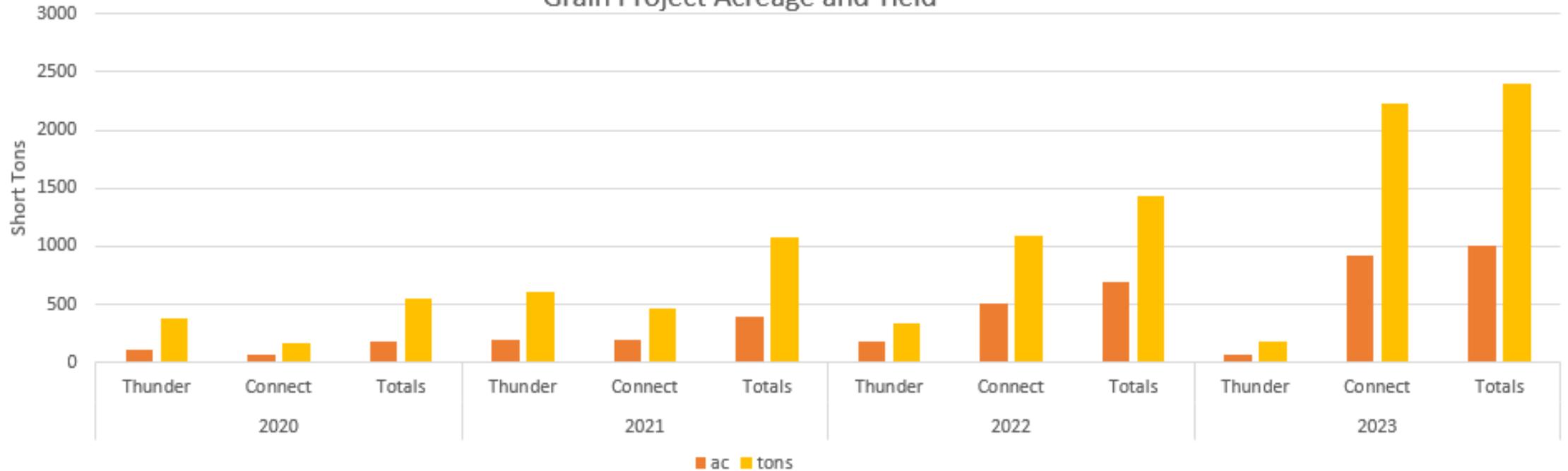




SW WA Grower's Cooperative Grain

Variety	2020				2021					2022					2023 preliminary				
	ac	lbs	tons	ton/ac	ac	lbs	tons	ton/ac	%chng	ac	lbs	tons	ton/ac	%chng	ac	lbs	tons	ton/ac	%chng
Thunder	115	771980	385.99	3.36	193.00	1214621	607.31	3.15	-6.25%	183	691560	345.78	1.89	-39.95%	72	0.00	178.00	2.47	30.84%
Connect	63	323400	161.7	2.57	198.60	938900	469.45	2.36	-7.90%	505	2170740	1085.37	2.15	-9.08%	928	0.00	2225.00	2.40	11.56%
Totals	178	547.69			391.60	1076.76				688	1431.15				1000	2403.00			

Grain Project Acreage and Yield

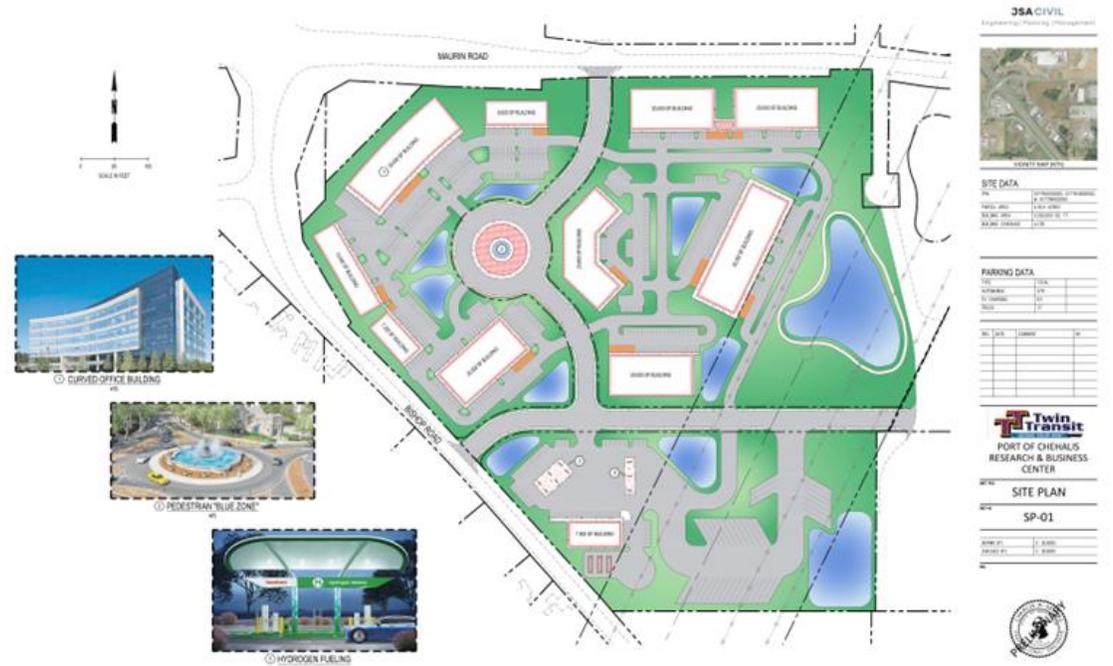


Hydrogen Refueling Station

The Port and Twin Transit have an MOU committing to collaborating to bring hydrogen to the Port of Chehalis. The Port currently leases land to Twin Transit for their future site development.

Twin Transit has sourced funding for a hydrogen refueling station with its own electrolyzer. Twin Transit intends to break ground late spring 2024.

The Port will be responsible for developing the surrounding site area, ideally to complimentary industry and create the Port of Chehalis Research & Business Park.



Resources

- Being a small port = less revenues
- Utilize MRSC & WPPA for templates to get documents started, save the lawyer fees for document reviews
- Just call people ツ(ツ)ツ



Thank you

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