



# Central / Eastern Washington Export & Tourism Roundtable Tour

April 24 to 26, 2013



Port   
of Seattle®

Where a sustainable world is headed.™



# Gateway for Agriculture Exports

## Top Agricultural Export Destinations

1 Japan

2 Canada

3 China

4 Taiwan

5 Philippines





# Export & Tourism Roundtables

## Locations:

1. Ellensburg
2. Wenatchee
3. Spokane
4. Walla Walla
5. Tri-Cities (Kennewick)
6. Yakima

## Discussion topics include:

1. How and what can the Port of Seattle do to help increase exports?
2. What are some of the operational issues facing Washington enterprises?
3. What are the current logistical challenges facing Washington exporters?
4. What policy issues are affecting our ability to export, and how can we work together to address them?
5. Are there state or federal issues that offer an opportunity to work together?

# Key Messages

1. Competitive ports and an efficient transportation system are critical for Washington agriculture export economy and jobs. All exporters were asked to support for the statewide transportation investment.
2. We must work together to ensure public policy to support our export-focused economy and create and sustain jobs in Washington state.
3. The federal Harbor Maintenance Tax puts U.S. ports at a disadvantage vis-à-vis Canadian ports. The Port is seeking to level the playing field, and all exporters were asked to communicate the need for reform to the state's congressional delegation.
4. To grow the state's export capacity, the Port must continue to develop the seaport's infrastructure and attract additional shipping lines, vessels, containers and other equipment needed by exporters.
5. The Port of Seattle has been a major funder of the Washington Tourism Alliance and now is the time for communities across the state to speak with one voice to build and maintain a long-term solution to tourism promotion funding.

# Tour of Anderson Hay & Grain

High quality Alfalfa Hay from Ellensburg  
is exported to Japan, Korea, Mid-East and China

Anderson Hay exports 140 to 180 TEUs/day



# Ellensburg Export Forum

- 28 people attended this forum. Most of the attendees were regional hay exporters, or other hay related businesses.
- Anderson Hay & Grain and Kittitas County Chamber of Commerce were our local sponsors.
- Attendees and commissioners/CEO had good discussion on some of the key issues related to hay exports.



# Wenatchee Export Forum

- 25 people attended this forum. Leading apple shippers are Stemilt, Chelan Fresh, and Gebbers Farms.
- Our local sponsors were WA Apple Commission, WA Horticulture Association, WA Growers Clearing House and Wenatchee Valley Traffic Association. Wenatchee City Mayor Frank Kuntz was also at the meeting.
- Exporters expressed their concerns on reefer shortages and the lack of Air Cargo capacity at Sea-Tac Airport for cherry exports





# Meeting with Port of Moses Lake

Steve Swanson, GM of SGL/BMW provided an general update of their manufacturing and FTZ operation (second from left)



Both commissions are interested in the application of carbon fiber its for shipbuilding.

# Spokane Export & Tourism Forum



20 people attended the roundtable. Spokane Incorporated; Spokane International Trade Alliance, Spokane SBDC, and Spokane CVB were all well represented and acted as our local sponsors. Leading exporters were Wagstaff, HotStart, and Spokane Seed. Services providers were American Container Line, Zip Trucking, IEDS Logistics and Raymont Logistics.

Commissioners and attendees discussed I-90 pass improvement and regional transportation concerns.

# Meeting with Port of Walla Walla



The Port of Walla Walla and Port of Seattle Commissions had a joint meeting, discussed cooperation in economic and tourism development.

# Walla Walla Tourism Roundtable



- Port of Seattle Tourism Development Director Jane Kilburn with Port of Seattle Commissioner John Creighton and Walla Walla Tourism Executive Director Ron Peck
- Washington Tourism Alliance is to establish a more solid funding stream now that the state no longer funds tourism promotion.
- The Port works to bring travel writers, agents and cruise industry planners to Walla Walla and other communities in the region to spur tourism growth.

# Tri-Cities Export Forum

Executive Director of Port of Pasco Jim Toomey expressed strong interest to work in partnership with the Port of Seattle in tourism and trade development.



# Yakima Export & Tourism Forum

- About 16 people attended this forum. The focus was cherry and other fruit exports from Yakima Valley.
- Our local sponsors were WA State Fruit Commission, NW horticulture Council, WA Fruit Exporters, Yakima Valley Growers-Shippers Association and Yakima Visitor and Convention Bureau.
- Attendees and commissioners had discussions about the potential impact of sport arena on the Port and the financial impact to our region when the GA moved from POS to POT.



# Summary

More than 100 leading exporters, EDC leaders, transportation associations, agricultural commissions, inland ports and trade councils attended our roundtable discussions.

The Port of Seattle is ready to lead and to support our export focused economy for Washington State.

Working together, we are the gateway to the world!

Thank you!