

## Seaport Alliance: What They Are Saying

"Ensuring the continued competitiveness of the seaports of the Ports of Seattle and Tacoma is a top priority as we look for ways to enhance job creation and spur economic growth here in Washington State, and I'm pleased that today's announcement will make an important contribution to this effort."

U.S. Senator Patty Murray (D-WA)

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"I applaud the Ports of Seattle and Tacoma for working together on a strong partnership for economic development," Cantwell said. "Washington State's ports are hubs for jobs and economic growth. This decision is important for keeping the Puget Sound as a competitive environment for jobs and economic development."

U.S. Senator Maria Cantwell (D-WA)

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"I applaud the announcement that the Port of Seattle and the Port of Tacoma will work even closer together in the Seaport Alliance. With increasing global competition, it just makes sense for both major container ports in Puget Sound to work together. Port competitiveness is an issue I have been working on since the 1970s and I look forward to this mutually-beneficial partnership. When we work together, there are public benefits. The next step is to reform the Harbor Maintenance Tax to provide the tools to be competitive with our neighbors to the north."

Congressman Jim McDermott

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"The ports of Seattle and Tacoma are taking an important step towards a collaborative, regional operating model. As their recently released joint economic impact study shows, these two ports are major drivers of our economy. Their activities benefit their local economies and support trade throughout the state, from advanced manufacturing to agriculture. While details of the joint operating model for their marine cargo terminals are still to be worked out, I am encouraged that the ports share the goal of managing their cargo facilities in the best interest of the region and the state as a whole. The Seaport Alliance is a laudable example of how competitors can come together to act in the larger public interest."

Governor Jay Inslee

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"This is great news for the Central Puget Sound region, and the 48,000 jobs supported by marine cargo operations at both ports. Combining the strengths of two outstanding ports will make our gateway stronger and more competitive with other West Coast ports."

"This is a bold move, a win for each community and a boost to our entire state's international competitiveness.

"I've long urged these port leaders to find a collaborative solution and I congratulate both port commissions on their leadership."

Former Governor Christine Gregoire

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"This is a very positive step. The two ports found themselves in a position that wasn't sustainable. I think the solution they've crafted is commendable. This puts a sharp focus on the need for the state to come up with a plan to invest in infrastructure."

Eric Johnson, Executive Director, Washington Public Ports Association

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"The Washington Council on International Trade commends the Port of Seattle and Port of Tacoma for their collaboration and leadership in forming a Seaport Alliance. With growing competition from Canadian ports and increasing pressures from a rapidly changing shipping industry, it is critical that our state's two largest container ports work together to strengthen our region's maritime gateway.

"You have shown vision, courage and creativity. You've shown tremendous leadership. We feel a strong sense of responsibility for helping you make this successful."

Eric Schinfeld, President, Washington Council on International Trade

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"Congratulations to the leadership of Port of Seattle and Port of Tacoma on their proposed joint operations agreement for marine cargo. Working together, the two Ports will become the third largest container shipping port in North America. The alliance represents true regional leadership."

Josh Brown, Executive Director, Puget Sound Regional Council

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"Cooperative economic development is the best way to produce a more prosperous and successful Puget Sound region, and I welcome this unprecedented agreement between the state's two largest container ports."

Dow Constantine, King County Executive

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"The ports of Tacoma and Seattle are key drivers for our local and regional economies, and they face intense competition from other North American ports. Our regional success is contingent upon thriving ports – both of them. I'm cautiously optimistic that this alliance will be a step toward improved

economic prosperity for the region, though I am highly interested in the details that remain to be worked out."

Pat McCarthy, Pierce County Executive

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"We see the Alliance as a significant and advantageous step forward. We all know the NW is in competition for scarce federal resources for dredging and port infrastructure. The Alliance should give both ports a stronger voice in this arena.

Collaborative management of the terminals in both ports should be able to alleviate some of the congestion we're now experiencing. In recent years rather than relieve congestion, we've managed to move the congestion from one waterway/terminal to another. If cargo can't move out of the terminal and port in a timely manner, and ship movements are delayed due to waterway congestion our regional competitiveness is harmed. As the Alliance moves forward to reach its goals hopefully this situation will be successfully addressed."

Capt. Jonathan Ward, President, Puget Sound Pilots

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"I fully support the efforts of the Ports of Seattle and Tacoma to improve cooperation. A clear strategy to improve the Pacific Northwest gateway should help align various levels of government to pull in the same direction including funding for transportation improvements in our region, such as State Routes 167 and 509, two incomplete freight routes that hamper port truck traffic. A fully coordinated effort and prioritized investments are key if we are to reverse the market share loss both ports have been experiencing from competitors to our north."

Mike Moore, Vice President, Pacific Merchant Shipping Association

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"Our region benefits greatly from a healthy trade economy. Today's announcement by the ports of Seattle and Tacoma is an example of effective governance and cooperation helping to pave the path for our region's economic vitality. We congratulate everyone with the ports of Seattle and Tacoma on this important milestone."

Joe Sprague, senior vice president of external relations for Alaska Air Group.

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"Having the two ports not fighting over business is in the best long-term interest for everyone. Having both ports busy is important. Right now it is an underutilized public investment."

John Cahill, President, Pac-Rim Building Supply

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"We are cautiously optimistic. We are in favor of anything that makes us stronger and brings jobs to the region."

Dan McKisson, ILWU Local 19

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"I'm optimistic that together we wield a bigger stick and bigger carrot. I'm optimistic that if this is done right, we can grow cargo volumes through the region."

Dean McGrath, President, ILWU Local 23

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"The cities of Tacoma and Seattle have a strong, proud maritime history and our ports provide thousands of family-wage jobs. If the Puget Sound region is serious about our ability to compete in the dynamic global economy, we must use our assets and political capital to form partnerships such as the Seaport Alliance. This is a smart business decision."

Marilyn Strickland, Tacoma Mayor

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"Competitive pressures in the global marine cargo industry are extreme, and getting more so. Puget Sound is largely a pass-through area for marine cargo which means the Port of Tacoma and the Port of Seattle are particularly vulnerable. Shipping lines are consolidating and rival ports in Canada and Southern California are investing to increase their capacity in order to take cargo from Puget Sound. The widening of the Panama Canal presents an additional serious challenge.

The goal of the Seaport Alliance is to ensure that the Port of Tacoma and the Port of Seattle grow market share and local jobs in both communities. The Alliance is a bold step designed to facilitate strategic investments and business decisions that address true market realities. This is the right goal. The due diligence phase has just begun and we look forward to participating to ensure that the final agreement provides the best possible mechanism to achieve the goal. We encourage all business and civic leaders to participate as well."

Bruce Kendall, President & CEO, Economic Development Board for Tacoma-Pierce County

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"The Seaport Alliance is great news! I applaud both gateway ports for making our region even more competitive."

Tom Pierson, President and CEO, Tacoma-Pierce County Chamber of Commerce

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