

THE 2007 ECONOMIC IMPACT OF THE PORT OF SEATTLE



BY MARTIN ASSOCIATES

POS Commission Presentation

FEBRUARY 3, 2009

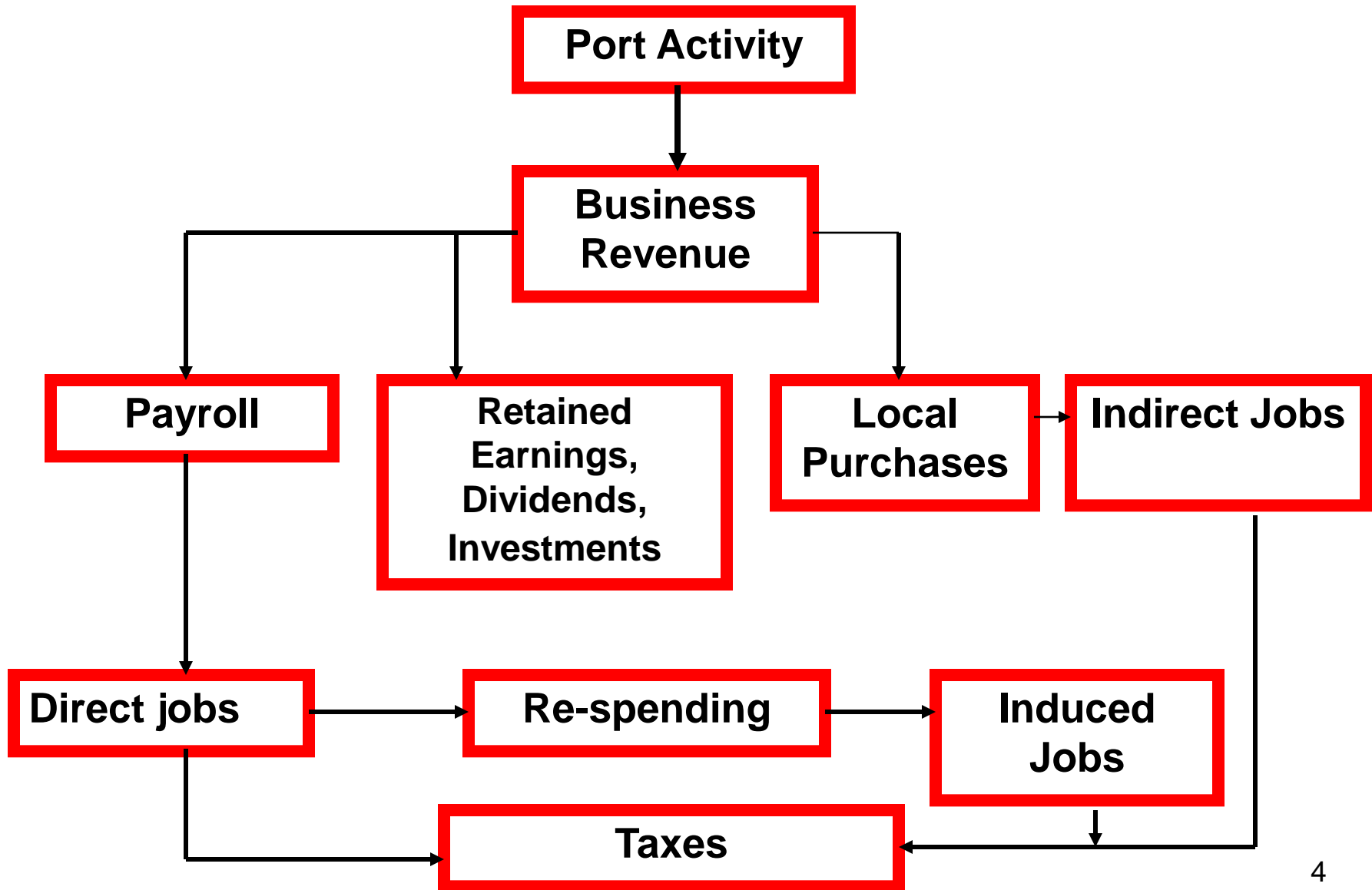
Purpose

- Measure the economic impact of the Port of Seattle:
 - Seattle Seaport:
 - Marine Cargo
 - Waterborne Passenger Activity
 - Fishermen's Terminal/Fishing Vessels Homeporting at POS Terminals
 - Marina Impacts
 - Non-Marine Cargo Real Estate Tenants
 - Sea-Tac International Airport

Purpose

- Measure the baseline impacts by operating unit
- Develop impact models that can be used for sensitivity analysis
- Compare the impacts with the 2003 impact study

Flow of Economic Impacts



Impacts Created by Port Activity

- Jobs
 - Direct
 - Induced
 - Indirect
- Wages/salaries
 - Direct
 - Re-spending
 - Indirect
- Business revenue
- Local Purchases
- Taxes

Methodology

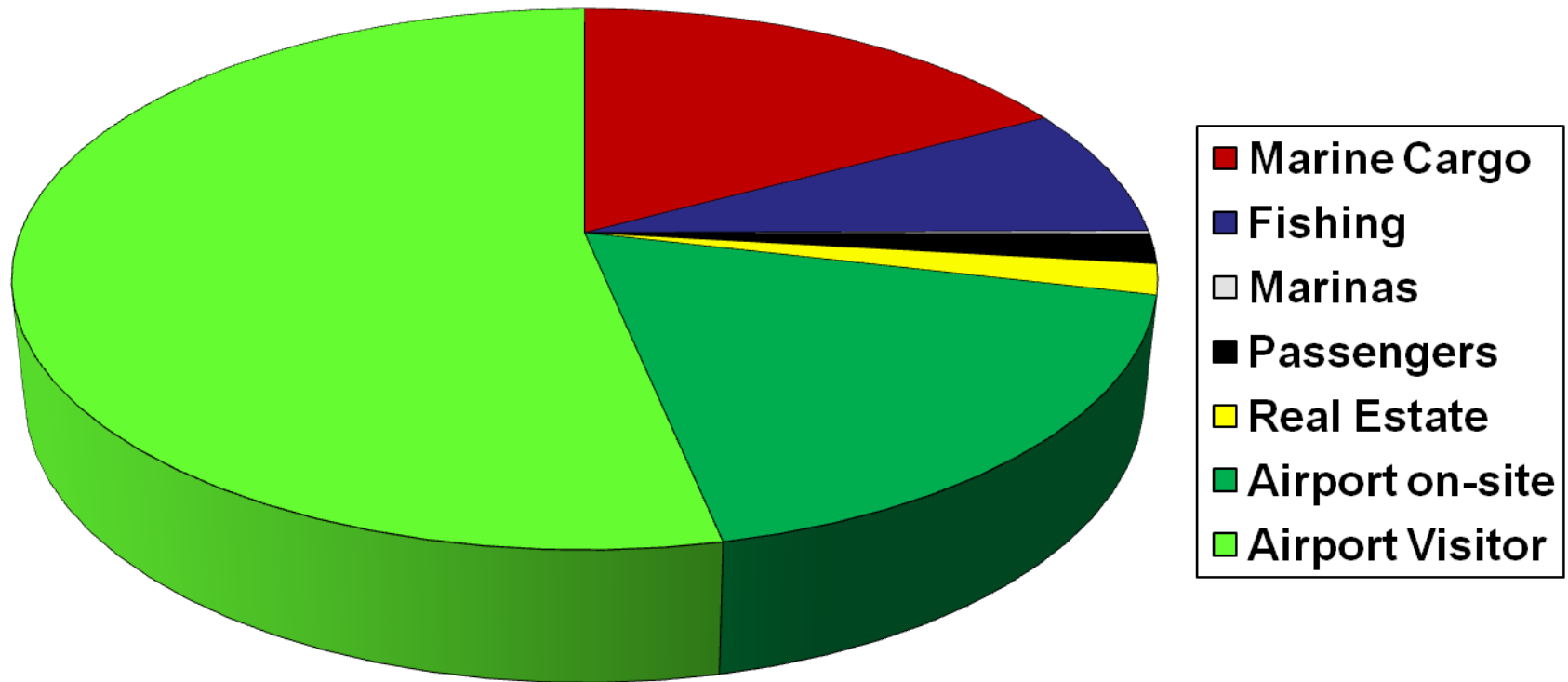
- Interviews with 929 Port tenants and service providers
- Formulation of direct impact models from interview data
- Development of Seattle induced and indirect job models
- In-terminal passenger survey (950 passengers)
- Cruise passenger survey (600 passengers and crew)

Total Port of Seattle Impacts:

- 193,986 total direct, induced and indirect jobs
- \$9.5 billion of personal income and consumption expenditures
- \$17.6 billion of business revenue
- \$1.4 billion of local purchases
- \$867.0 million of state/local taxes

Distribution of Total Jobs by Operation

TOTAL JOBS



Port of Seattle Impacts 2007

	MARINE CARGO	FISHING	MARINAS	PASSENGERS*	SEA-TAC ON-SITE	SEA-TAC VISITORS	REAL ESTATE	TOTAL
JOBS								
DIRECT JOBS	12,428	5,607	123	1,865	18,773	71,129	1,392	111,317
INDUCED	16,639	8,028	129	1,059	11,538	24,046	689	62,128
INDIRECT	<u>4,224</u>	<u>1,337</u>	<u>100</u>	<u>554</u>	<u>4,723</u>	<u>8,161</u>	<u>1,441</u>	<u>20,540</u>
TOTAL	33,291	14,972	352	3,479	35,034	103,336	3,521	193,986
INCOME (1000\$)								
DIRECT	\$637,375	\$823,477	\$4,575	\$57,825	\$778,150	\$1,380,523	\$79,575	\$3,761,500
RE-SPENDING/CONSUMPTION	\$1,972,676	\$966,679	\$14,161	\$83,633	\$1,124,504	\$858,685	\$46,034	\$5,066,373
INDIRECT	<u>\$186,731</u>	<u>\$51,845</u>	<u>\$3,887</u>	<u>\$20,472</u>	<u>\$210,203</u>	<u>\$179,990</u>	<u>\$46,689</u>	<u>\$699,817</u>
TOTAL	\$2,796,782	\$1,842,000	\$22,623	\$161,930	\$2,112,858	\$2,419,199	\$172,298	\$9,527,690
REVENUE (\$1000)	\$3,060,440	\$814,364	\$13,831	\$227,849	\$7,596,875	\$5,541,631	\$304,225	\$17,559,215
LOCAL PURCHASES (\$1000)	\$438,823	\$104,163	\$7,845	\$33,412	\$439,320	\$345,272	\$69,759	\$1,438,594
STATE AND LOCAL TAXES (\$1000)	\$254,507	\$167,622	\$2,059	\$14,736	\$192,270	\$220,147	\$15,680	\$867,020

IMPACT OF SMALL BUSINESS PROGRAM

- Port of Seattle spent \$53.6 million on services and construction contracts with local small businesses in 2007
 - 366 full-time equivalent direct, induced and indirect jobs
 - 90 jobs are with local minority and women owned businesses
 - \$16.9 million wages and salaries

Seaport Impacts



2007 Economic Impacts of Seaport Operations

- 56,255 total jobs
 - 21,695 direct
 - 26,716 induced
 - 7,845 indirect
- \$5.0 billion of wages and salaries
 - \$1.6 billion direct
 - \$3.1 billion induced and consumption
 - \$312.8 million indirect
- \$4.5 billion business revenue
- \$660.6 million local purchases
- \$457.5 million state and local taxes

Marine Cargo Methodology

- Interviews with tenants, terminal operators, service providers
- Develop operational models:
 - Surface transportation
 - Terminal operations
 - ILWU
 - Pilots/towing
- Develop induced model
 - Bureau of Labor Statistics, Consumer Expenditure Survey
 - Personal income multiplier from Bureau of Economic Analysis (BEA)

Marine Cargo Methodology

- Develop indirect model to convert expenditures into indirect jobs, income, and taxes – BEA RIMSII for Washington and King County
- Develop Sensitivity Model:
 - Cargo levels
 - Terminal productivity and operations
 - New projects – terminal, warehouse, cranes, etc
 - Carrier and terminal analysis
 - Inland modal distribution
 - Comparative analysis of alternative uses
 - Ranking of projects

2007 POS Marine Cargo Impacts

	Port of Seattle Cargo Operations
JOBS	
DIRECT	12,428
INDUCED	16,639
INDIRECT	<u>4,224</u>
TOTAL JOBS	33,291
RELATED USERS	
PERSONAL INCOME (1,000)	
DIRECT	\$637,375
INDUCED	\$1,972,676
INDIRECT INCOME	<u>\$186,731</u>
TOTAL INCOME	\$2,796,782
BUSINESS REVENUE (1,000)	\$3,060,440
LOCAL PURCHASES (1,000)	\$438,823
STATE AND LOCAL TAXES (1,000)	\$254,507

Distribution of Direct Jobs by Category, POS 2007

	DIRECT JOBS
SURFACE TRANSPORTATION	
RAIL	1,621
TRUCK	1,931
MARITIME SERVICES	
TERMINAL EMPLOYEES	444
ILWU/DOCKWORKERS	1,038
TOWING	95
PILOTS	20
AGENTS	166
SURVEYORS/CHANDLERS	492
FORWARDERS	422
WAREHOUSE	1,036
GOVERNMENT	1,770
SHIPYARDS/SHIPREPAIR	1,865
BARGE	1,017
BUNKERS	45
BANKING/INSURANCE/LAW	188
PORT OF SEATTLE	<u>282</u>
TOTALS	12,428

Totals may not add due to rounding

Distribution of Direct Jobs by Commodity, POS 2007

Commodity	Direct Jobs	1,000 Metric Tons	Jobs/1000 Tons
Containerized Cargo			
International	5,703	13,344.0	0.43
Domestic	1,332	1,900.1	0.70
Grain	468	5,333.0	0.09
Breakbulk	490	116.6	4.20
Petroleum	269	1,240.8	0.22
Liquid Bulk	26	46.7	0.56
Not Allocated	<u>4,141</u>		
Total	12,428	21,981.2	

Totals may not add due to rounding

Distribution of Direct Jobs By Place of Residence

	PERCENT	DIRECT JOBS
Auburn	1.89%	235
Bellevue	0.57%	71
Bothell	4.49%	558
Burien	0.83%	103
Des Moines	1.91%	237
Enumclaw	0.20%	25
Federal Way	5.75%	715
Issaquah	0.24%	30
Kent	2.60%	323
Kirkland	0.37%	46
Mercer Island	0.21%	26
Normandy Park	0.18%	22
Redmond	0.14%	17
Renton	1.75%	217
Sea-Tac	2.23%	277
Seattle	14.58%	1,812
Tukwila	0.24%	30
Vashon	0.05%	6
Other King	14.41%	1,791
Edmonds	1.02%	127
Everett	1.58%	196
Mountlake Terrace	0.59%	73
Other Snohomish	7.52%	935
Tacoma	5.80%	721
Other Pierce	7.01%	871
Other WA	21.05%	2,616
Other US	<u>2.79%</u>	<u>347</u>
TOTAL	100.00%	12,428

Totals may not add due to rounding

Revenue by Category, POS 2007

	REVENUE (\$1,000)
SURFACE TRANSPORTATION	
RAIL	\$1,512,956
TRUCK	\$160,481
MARITIME SERVICES	
TERMINAL EMPLOYEES	\$324,289
TOWING	\$5,399
PILOTS	\$3,851
AGENTS	\$1,747
SURVEYORS/CHANDLERS	\$113,418
FORWARDERS	\$116,859
WAREHOUSE	\$86,833
SHIPYARDS/SHIPREPAIR	\$309,562
BARGE/BUNKERS	\$413,376
BANKING/INSURANCE/LAW	\$11,669
TOTALS	\$3,060,440

Totals may not add due to rounding and excludes POS Revenue

2007 Cargo Revenue Impact by Commodity

Commodity	Direct Revenue	1,000 Metric Tons	Revenue per Ton
Containerized Cargo			
International	\$1,982,133	13,344.0	\$148.54
Domestic	\$230,348	1,900.1	\$121.23
Grain	\$197,766	5,333.0	\$37.08
Breakbulk	\$91,943	116.6	\$788.53
Petroleum	\$226,614	1,240.8	\$182.64
Liquid Bulk	\$1,642	46.7	\$35.16
Not Allocated	<u>\$329,994</u>		
Total	\$3,060,440	21,981.2	

Totals may not add due to rounding and excludes POS Revenue

Impact Of Container Operations

	Port of Seattle Container Operations 2007
JOBS	
DIRECT	7,035
INDUCED	9,407
INDIRECT	<u>3,054</u>
TOTAL JOBS	19,496
PERSONAL INCOME (millions)	
DIRECT	\$360.2
RE-SPENDING	\$1,114.9
INDIRECT INCOME	<u>\$135.0</u>
TOTAL INCOME	\$1,610.1
BUSINESS REVENUE (millions)	\$2,212.5
LOCAL PURCHASES (millions)	\$317.2
STATE AND LOCAL TAXES (millio	\$146.5

Totals may not add due to rounding

Fishing Methodology

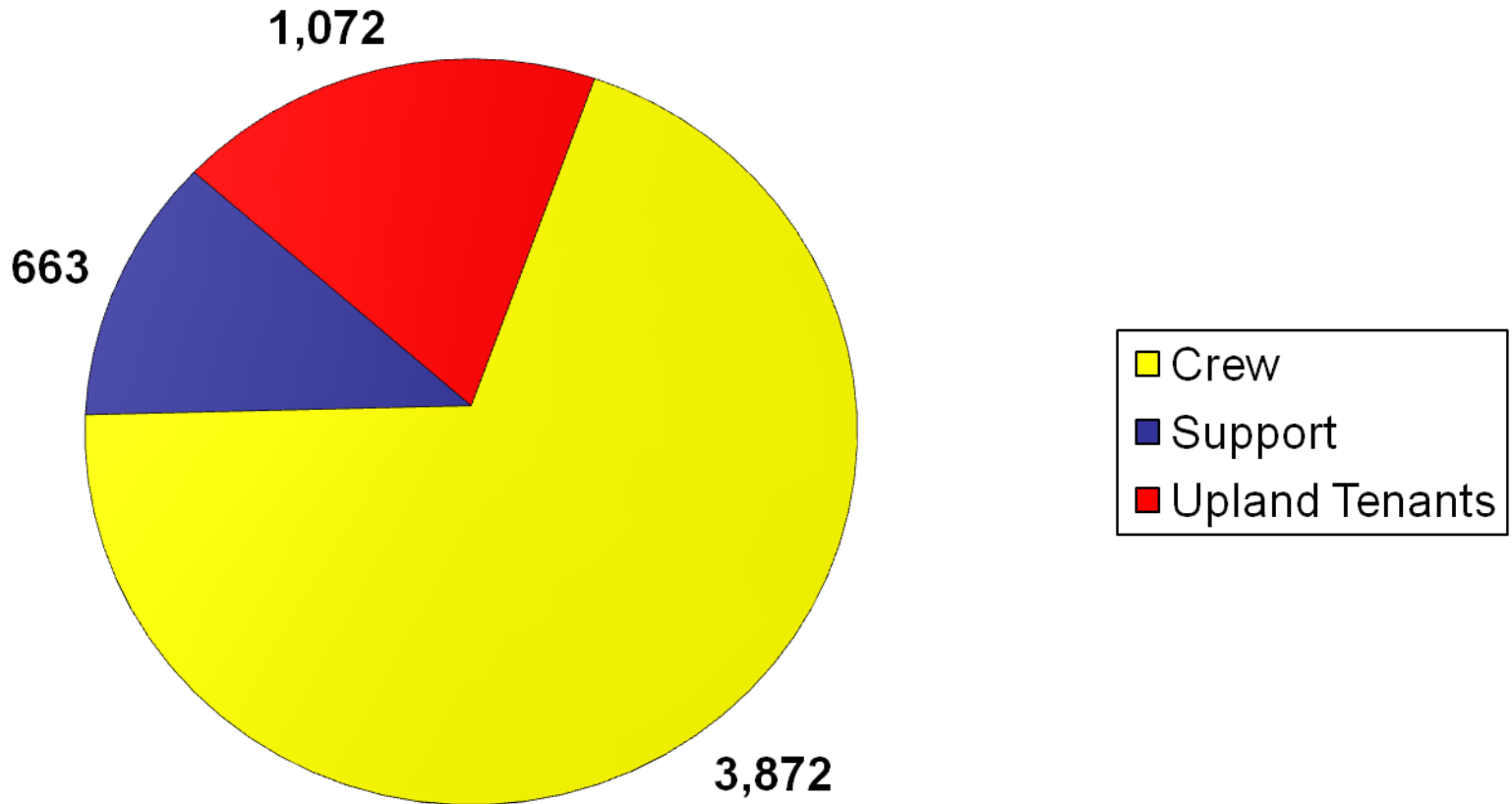
- Inventory of vessels moored at each facility, by type, provided by POS
 - Fishermen's Terminal
 - Terminal 91
 - Maritime Industrial Center
- Interviews with tenants (suppliers, boatyards, restaurants, retail, brokers, insurance, lawyers)
- Jobs to sales ratios and salaries developed from survey of suppliers, ship/boat yards, haul-out services, banking/insurance, equipment M&R
- Combined with total expenditures, by type, at each terminal

POS Fishing Activity Impact, 2007

	TERMINAL 91	FISHERMEN'S TERMINAL	MARITIME INDUSTRIAL CENTER	TOTAL FISHING
JOBS				
DIRECT JOBS	4,068	1,310	229	5,607
INDUCED	6,220	1,578	230	8,028
INDIRECT	760	536	41	1,337
TOTAL	11,047	3,424	500	14,972
INCOME (1000\$)				
DIRECT	\$647,520	\$154,675	\$21,282	\$823,477
RE-SPENDING	\$760,124	\$181,573	\$24,983	\$966,679
INDIRECT	\$30,651	\$19,732	\$1,462	\$51,845
TOTAL	\$1,438,295	\$355,979	\$47,726	\$1,842,000
REVENUE (\$1000)	\$618,383	\$179,207	\$16,774	\$814,364
LOCAL PURCHASES (\$1000)	\$56,826	\$43,868	\$3,469	\$104,163
STATE AND LOCAL TAXES (\$1000)	\$130,885	\$32,394	\$4,343	\$167,622

Totals may not add due to rounding

Direct Job Distribution - Fishing



Methodology for Recreational Boating

- Inventory of boats, by size and type at each POS marina, moored and transient:
 - Shilshole
 - Bell Harbor
 - Fishermen's Terminal
 - Harbor Island
- Interviews with tenants (yacht clubs, schools, restaurants, retail, etc.)
- Development of typical annual expenditures by type and for transient
- Development of jobs to sales ratios, revenue and income for suppliers of services from surveys

Economic Impacts of Recreational Boating Activity, 2007

SUMMARY	TOTAL
JOBS	
DIRECT JOBS	123
INDUCED	129
INDIRECT	<u>100</u>
TOTAL	352
INCOME (\$1000)	
DIRECT	\$4,575
RE-SPENDING	\$14,161
INDIRECT	<u>\$3,887</u>
TOTAL	\$22,623
REVENUE (\$1000)	\$13,831
POS REVENUE \$(1000)	\$7,780
LOCAL PURCHASES (\$1000)	\$7,845
STATE AND LOCAL TAXES (\$1000)	\$2,059

Totals may not add due to rounding

Economic Impact of Cruise Operations at the Port of Seattle



Cruise Impact Model

- Number of vessel calls
- Size of vessel
- Type and length of cruise
 - Homeport vs. Port of call
- Passenger levels
- Passenger characteristics
 - Local purchases
 - Local residents vs. out-of-town
 - Pre and post cruise behavior

Cruise Methodology

- Two sectors of the economy impacted:
 - Maritime Sector
 - Services provided to vessels
 - Interviews with cruise operators:
 - Princess Cruises
 - Holland America Line
 - Norwegian Cruise Line
 - Royal Caribbean Cruise Lines
 - Celebrity Cruises
 - Visitors Industry Sector
 - Services provided to passengers:
 - 600 passenger and crew surveys
 - Crew survey
 - Consistent with Martin Associates Seattle-Tacoma model²⁹

Economic Impact of 800,000 Passengers, 163 Homeport Calls and 24 Ports of Call in 2008

	Cruise Only	Airport	Total Seaport and Airport
JOBS			
DIRECT	1,675	280	1,955
INDUCED	953	172	1,125
INDIRECT	<u>513</u>	<u>188</u>	<u>701</u>
TOTAL	3,142	640	3,782
INCOME (\$1,000)			
DIRECT	\$52,546	\$11,601	\$64,147
RE-SPENDING/LOCAL CONSUMPTION	\$75,999	\$16,764	\$92,764
INDIRECT	<u>\$16,918</u>	<u>\$3,134</u>	<u>\$20,052</u>
TOTAL INCOME	\$145,464	\$31,498	\$176,963
REVENUE(\$1,000)			
LOCAL PURCHASES	<u>\$24,670</u>	<u>\$6,549</u>	<u>\$31,220</u>
TOTAL REVENUE	\$223,914	\$119,803	\$343,717
STATE/LOCAL TAX (\$1,000)	\$13,237	\$2,866	\$16,104

Projected Impact for 2009 POS Cruise Season

	Total Cruise	Airport	Total Seaport and Airport
JOB			
DIRECT	1,876	332	2,208
INDUCED	1,072	204	1,276
INDIRECT	<u>610</u>	<u>223</u>	<u>833</u>
TOTAL	3,558	759	4,317
INCOME (\$1,000)			
DIRECT	\$59,299	\$13,755	\$73,053
INDUCED	\$85,765	\$19,877	\$105,642
INDIRECT	<u>\$20,128</u>	<u>\$3,716</u>	<u>\$23,844</u>
TOTAL INCOME	\$165,192	\$37,347	\$202,540
REVENUE(\$1,000)	\$237,225	\$134,283	\$371,508
LOCAL PURCHASES	<u>\$29,469</u>	<u>\$7,765</u>	<u>\$37,235</u>
TOTAL REVENUE	\$266,694	\$142,049	\$408,743
STATE/LOCAL TAX (\$1,000)	\$15,033	\$3,399	\$18,431

Real Estate

- Consists of Port of Seattle Seaport Tenants that are not included in cargo, fishing, recreational boating, or cruise analysis
- Based on a survey of 291 tenants not included in other types of Seaport or Airport activity
- Development of sensitivity model to assess future land uses
- Additive with other Seaport types of business

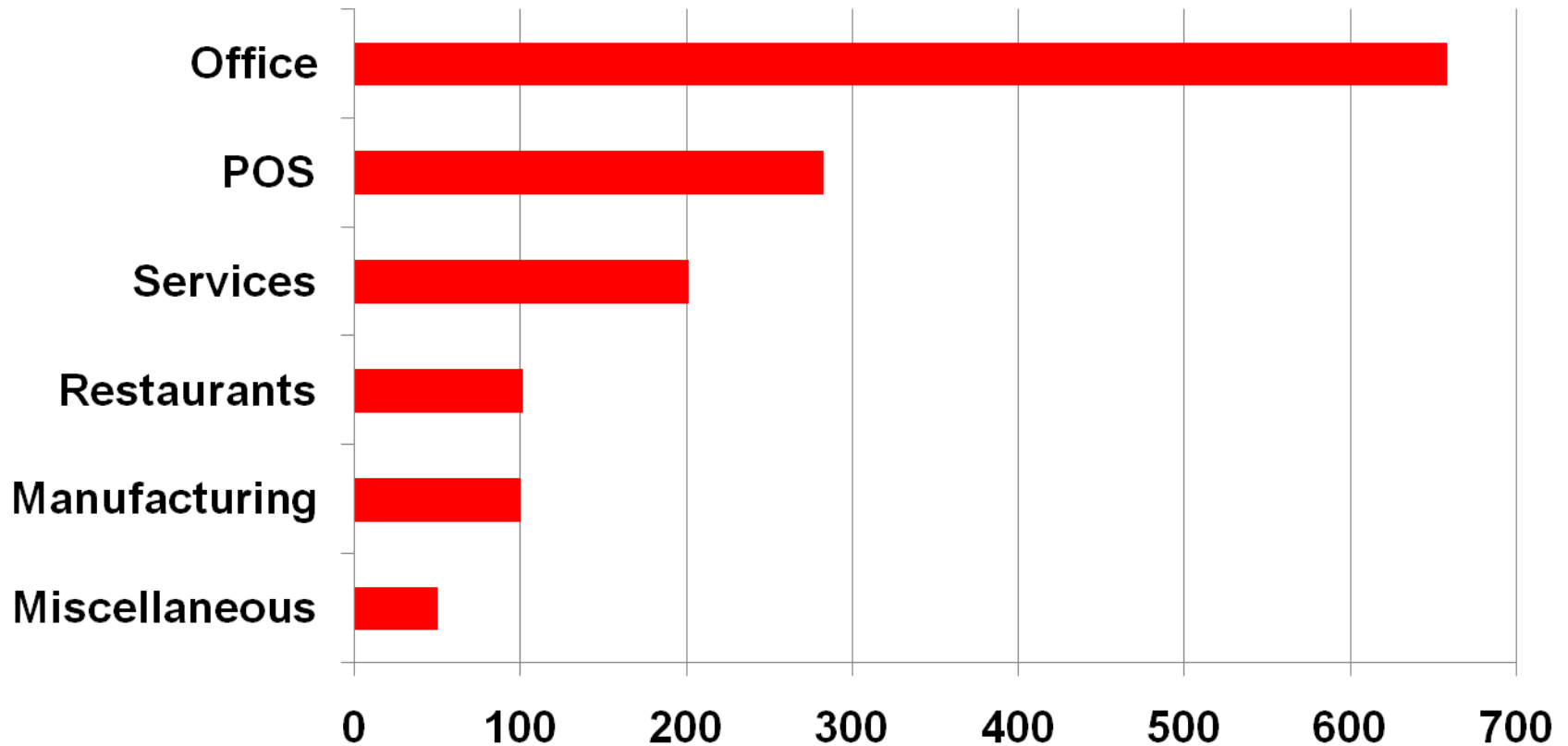
Real Estate Impacts

REAL ESTATE	
JOBS	
DIRECT JOBS	1,392
INDUCED	689
INDIRECT	1,441
TOTAL	3,521
INCOME (1000\$)	
DIRECT	\$79,575
RE-SPENDING	\$46,034
INDIRECT	\$46,689
TOTAL	\$172,298
REVENUE (\$1000)	\$304,225
LOCAL PURCHASES (\$1000)	\$69,759
STATE AND LOCAL TAXES (\$1000)	\$15,680

Totals may not add due to rounding
 Excludes activity counted in other types of Seaport business

Direct Jobs by Type of Real Estate Tenant Activity

Direct Jobs



Impacts of Sea-Tac International Airport



2007 Economic Impacts: Passenger and Air Cargo Activity

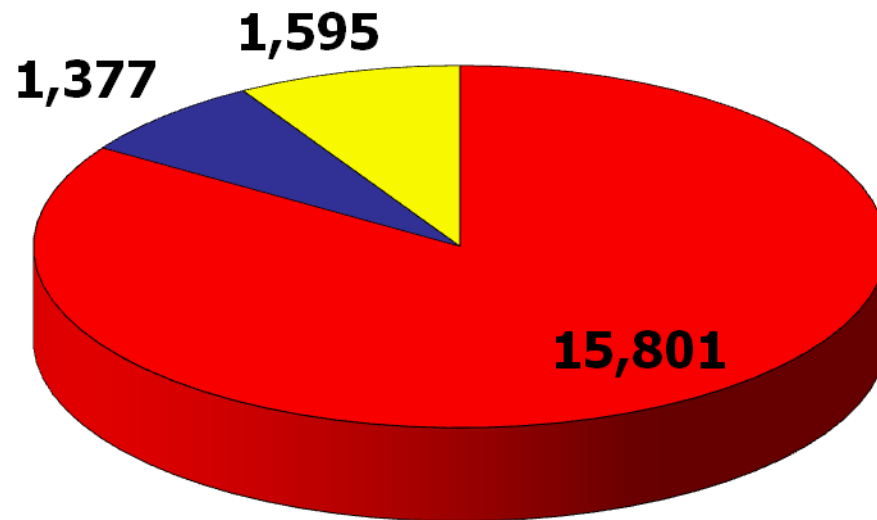
	Sea-Tac (On-Site)	Sea-Tac (Visitors)	Total
Jobs			
Direct	18,773	71,129	89,902
Induced	11,538	24,046	35,584
Indirect	<u>4,723</u>	<u>8,161</u>	<u>12,884</u>
Total	35,034	103,336	138,370
Wages/Salaries (Millions)			
Direct	\$778.1	\$1,380.5	\$2,158.7
RE-SPENDING	\$1,124.5	\$858.7	\$1,983.2
Indirect	<u>\$210.2</u>	<u>\$180.0</u>	<u>\$390.2</u>
Total	\$2,112.9	\$2,419.2	\$4,532.1
Business Revenue (Millions)	\$7,596.9	\$5,541.6	\$13,138.5
Local Purchases (Millions)	\$439.3	\$345.3	\$784.6
State/Local Taxes (Millions)	\$192.3	\$220.1	\$412.4
Aviation Taxes (Millions)	\$439.4	na	\$439.4

Totals may not add due to rounding

Distribution of Direct Jobs by Category, 2007

Job Category	Direct Jobs
Airline/Airport Services Sector	
Passenger Airlines	7,175
Catering	608
Skycaps	564
Government Agencies	1,256
Airport Administration	1,137
Retail Concessions	1,525
General Aviation/FBO's	1,403
Custodial	179
Parking	<u>146</u>
Subtotal	13,993
Freight Transportation Sector	
Freight Airlines/Couriers	912
Freight Forwarders	<u>247</u>
Subtotal	1,159
Passenger Ground Transportation Sector	
Rental Cars	821
Cabs/Buses/Limos/Vans	<u>1,205</u>
	2,026
Construction/Consulting	1,595
Total	18,773

Distribution of Direct Jobs by Type of Activity, 2007

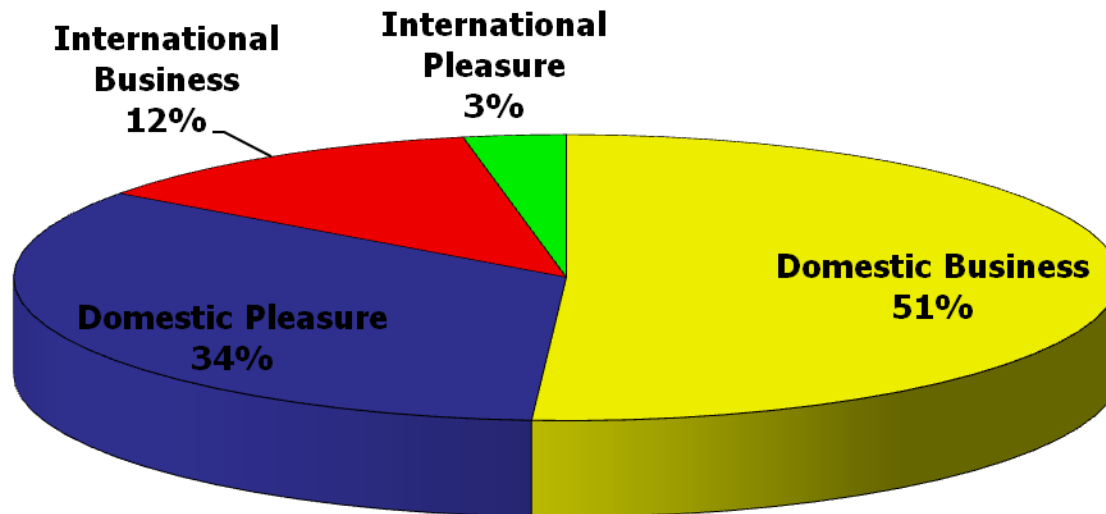


■ Passenger Activity **■ Air Freight Activity** **■ Construction Activity**

Distribution of Direct On-Site Jobs By Place of Residence

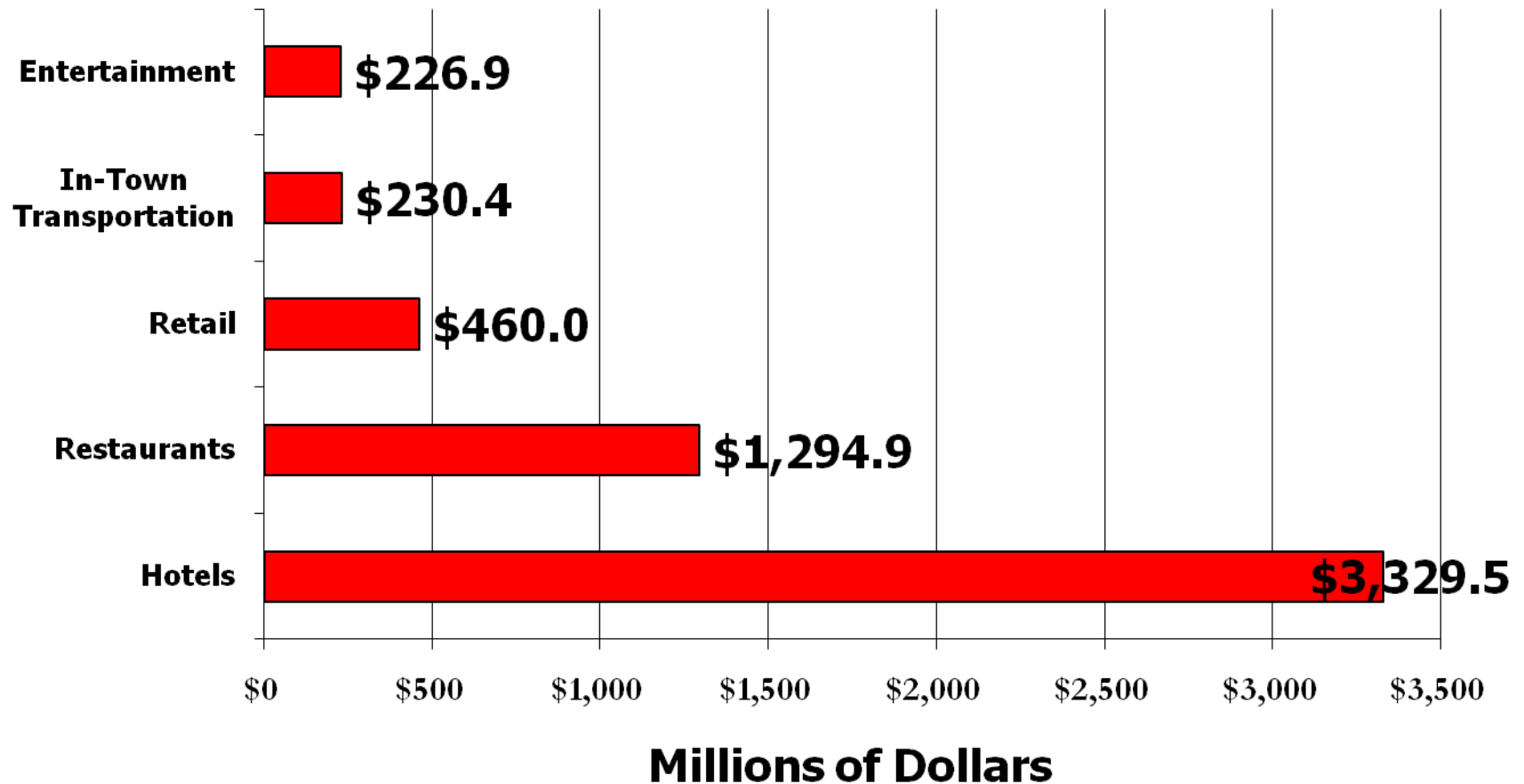
	PERCENT	DIRECT JOBS
Auburn	5.63%	1,058
Bellevue	1.41%	265
Bothell	0.46%	87
Burien	2.53%	475
Des Moines	3.03%	568
Enumclaw	0.70%	131
Federal Way	9.37%	1,759
Issaquah	1.10%	207
Kent	9.15%	1,717
Kirkland	0.66%	124
Mercer Island	0.50%	93
Normandy Park	0.93%	175
Redmond	0.61%	115
Renton	6.38%	1,197
Sea-Tac	6.61%	1,241
Seattle	17.69%	3,321
Tukwila	6.06%	1,138
Vashon	0.16%	31
Other King	3.18%	598
Edmonds	0.34%	64
Everett	0.50%	95
Mountlake Terrac	0.05%	9
Other Snohomish	1.03%	194
Tacoma	6.16%	1,155
Other Pierce	8.73%	1,639
Other WA	4.90%	920
Other US	<u>2.11%</u>	<u>396</u>
TOTAL	100.00%	18,773

7.6 Million Visitors Used Sea-Tac International Airport in 2007

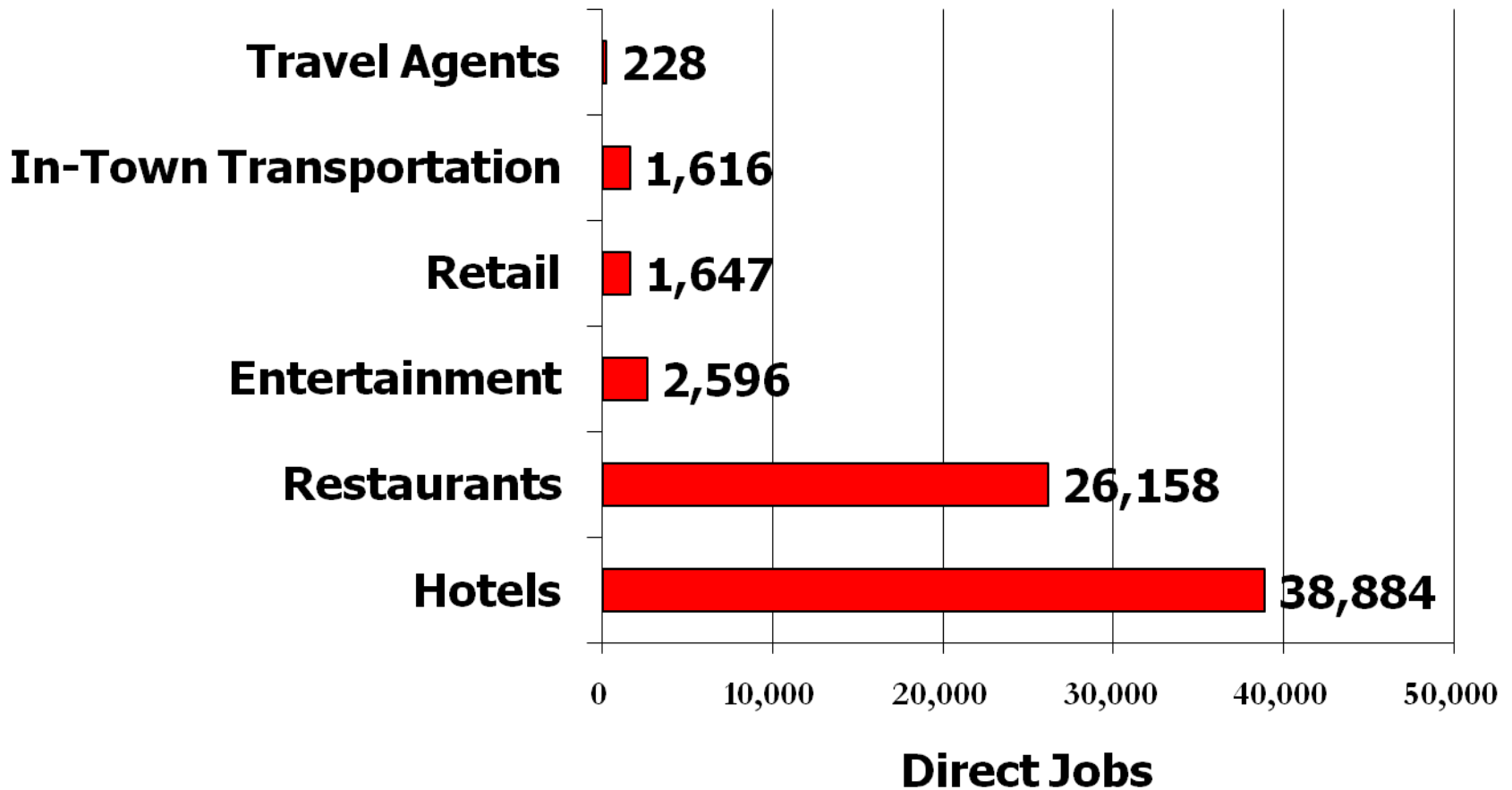


■ Domestic Business ■ Domestic Pleasure ■ International Business ■ International Pleasure

Distribution of Local Visitors' Purchases - \$5.5 Billion

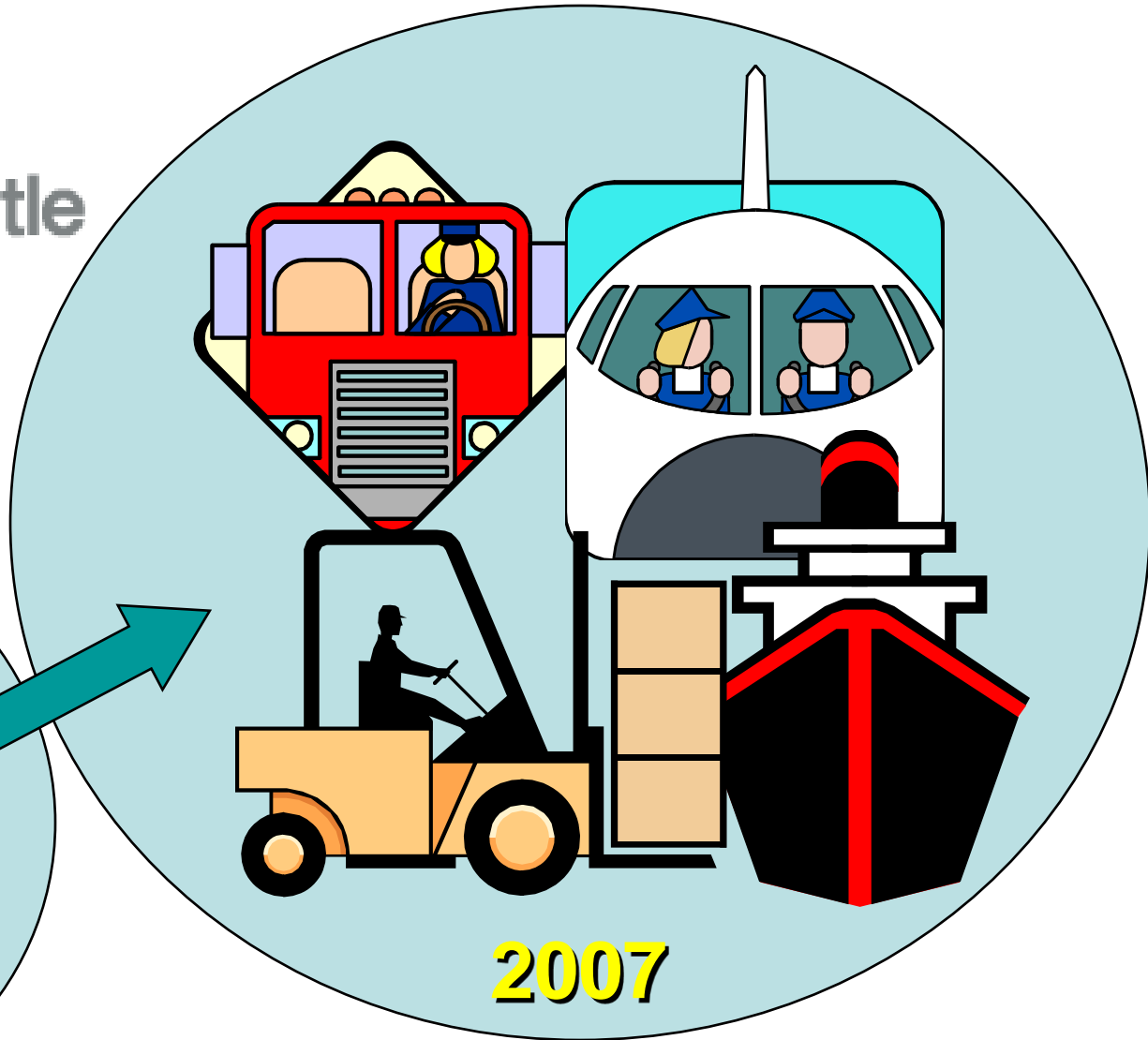
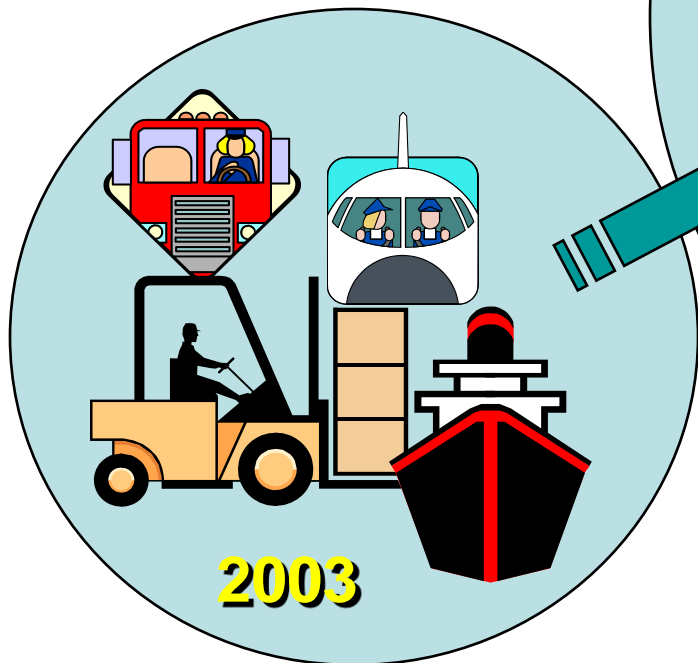


Distribution of 71,129 Direct Visitor Industry Jobs



900 passenger survey

Changes In Impacts Since 2003



Structural Changes

- Personal Earnings Multiplier
 - Specific waterborne transportation sector income multiplier now estimated by BEA
 - 1.98 in 2003 to 4.095 in 2007 (higher earnings)
 - Results in significant growth in induced jobs and re-spending impact
- Jobs to sales ratios have fallen, particularly in ship and boat yards
- Overall jobs to sales ratios have fallen for indirect jobs

Changes Since 2003

	IMPACTS	IMPACTS	CHANGE
JOBS			
DIRECT JOBS	111,317	115,835	(4,518)
INDUCED	62,128	51,679	10,449
INDIRECT	<u>20,540</u>	<u>27,319</u>	<u>(6,779)</u>
TOTAL	193,986	194,833	(848)
INCOME (MILLIONS)			
DIRECT	\$3,761.5	\$3,006.5	\$755.0
RE-SPENDING	\$5,066.4	\$3,004.9	\$2,061.5
INDIRECT	<u>\$699.8</u>	<u>\$795.9</u>	<u>(\$96.0)</u>
TOTAL	\$9,527.7	\$6,807.2	\$2,720.5
REVENUE (MILLIONS)	\$17,559.2	\$12,121.3	\$5,437.9
LOCAL PURCHASES (MILLIONS)	\$1,438.6	\$1,502.5	(\$63.9)
STATE AND LOCAL TAXES (MILLIONS)	\$867.0	\$631.8	\$235.3

Totals may not add due to rounding

Loss of direct jobs concentrated with air passengers impact on visitor industry

Operational Changes-- Seaport

- Tonnage Changes:
 - Growth in containerized cargo and grain
- Operational Changes
 - Increased share of intermodal cargo
 - 65% in 2003
 - 75% in 2007
 - Inclusion of barge based crew for Alaskan break bulk
 - Terminal productivity remained nearly the same as did charges

Changes in Seaport Cargo Tonnage

Commodity	2007	2003	Change
	1,000 Metric Tons	1,000 Metric Tons	
Containerized Cargo	15,244.1	9,790.9	5,453.2
Grain	5,333.0	3,107.7	2,225.3
Breakbulk	116.6	117.9	(1.3)
Petroleum	1,240.8	909.9	330.9
Liquid Bulk	46.7	46.8	(0.1)
Total	21,981.2	13,973.3	8,008.0

Totals may not add due to rounding

Changes in POS Cargo Driven Impacts

	Port of Seattle Cargo Operations 2007	Port of Seattle Cargo Operations 2003	CHANGE
JOBS			
DIRECT	12,428	9,681	2,747
INDUCED	16,639	5,804	10,835
INDIRECT	<u>4,224</u>	<u>2,707</u>	<u>1,517</u>
TOTAL JOBS	33,291	18,192	15,099
PERSONAL INCOME (millions)			
DIRECT	\$637.4	\$480.7	\$157
RE-SPENDING	\$1,972.7	\$471.5	\$1,501
INDIRECT INCOME	<u>\$186.7</u>	<u>\$103.2</u>	<u>\$84</u>
TOTAL INCOME	\$2,796.8	\$1,055.3	\$1,741
BUSINESS REVENUE (millions)	\$3,060.4	\$1,438.3	\$1,622
LOCAL PURCHASES (millions)	\$438.8	\$251.6	\$187
STATE AND LOCAL TAXES (millions)	\$254.5	\$104.5	\$150

Totals may not add due to rounding

Changes in Direct Jobs By Job Category

	2007 DIRECT JOBS	2003 DIRECT JOBS	CHANGE
SURFACE TRANSPORTATION			
RAIL	1,621	1,080	541
TRUCK	1,931	1,535	396
MARITIME SERVICES			
TERMINAL EMPLOYEES	444	334	110
ILWU/DOCKWORKERS	1,038	776	262
TOWING	95	59	36
PILOTS	20	22	(2)
AGENTS	166	136	30
SURVEYORS/CHANDLERS	492	161	331
FORWARDERS	422	281	140
WAREHOUSE	1,036	982	54
GOVERNMENT	1,770	1,010	760
SHIPYARDS/SHIPREPAIR	1,865	2,354	(489)
BARGE	1,017	311	706
BUNKERS/MISCELLANEOUS	45	21	24
BANKING/INSURANCE/LAW	188	188	0
PORT OF SEATTLE	<u>282</u>	<u>432</u>	<u>(151)</u>
TOTALS	12,428	9,681	2,747

Totals may not add due to rounding

Changes in Cruise Industry Impacts

- Increased number of cruise calls:
 - 99 calls in 2003
 - 187 calls in 2008

- Passengers increased from:
 - 345,000 in 2003
 - 800,000 in 2007

Comparison of POS Cruise Activity

	2008 Impacts	2003 Impacts	Change
JOBS			
DIRECT	1,955	530	1,425
INDUCED	1,125	177	948
INDIRECT	<u>701</u>	<u>365</u>	<u>337</u>
TOTAL JOBS	3,782	1,072	2,710
PERSONAL INCOME (1,000)			
DIRECT	\$64,147.0	\$13,665.7	\$50,481.3
RE-SPENDING	\$92,763.5	\$13,629.4	\$79,134.1
INDIRECT INCOME	<u>\$20,052.2</u>	<u>\$11,635.7</u>	<u>\$8,416.5</u>
TOTAL INCOME	\$176,962.7	\$38,930.8	\$138,031.9
BUSINESS REVENUE (1,000)	\$312,497.0	\$106,897.6	\$205,599.5
LOCAL PURCHASES (1,000)	\$31,219.8	\$17,039.0	\$14,180.7
STATE AND LOCAL TAXES (1,000)	\$16,103.6	\$3,815.2	\$12,288.4

Totals may not add due to rounding

Changes in Fishing Impacts

- Decline in number of fishing fleet at Fishermen's Terminal:
 - 370 ships in 2003
 - 250 ships in 2007
- Growth in factory trawlers and processors at T-91:
 - 21 vessels in 2003
 - 58 vessels in 2007
 - Increase in crew and average annual salary
- Decline in boatyard employment per dollar of expenditures
- Increase in income multiplier since 2003 – induced jobs and re-spending impact

Comparison of POS Fishing Impacts

	2007 FISHING	2003 FISHING	CHANGE
JOBS			
DIRECT	5,607	5,877	(270)
INDUCED	8,028	4,184	3,844
INDIRECT	<u>1,337</u>	<u>1,774</u>	<u>(438)</u>
TOTAL JOBS	14,972	11,836	3,136
PERSONAL INCOME (millions)			
DIRECT	\$823,476.6	\$392,243.3	\$431,233.3
RE-SPENDING	\$966,679.1	\$384,790.7	\$581,888.5
INDIRECT	<u>\$51,844.5</u>	<u>\$68,990.0</u>	<u>(\$17,145.4)</u>
TOTAL INCOME	\$1,842,000.2	\$846,024.0	\$995,976.3
BUSINESS REVENUE (millions)	\$814,363.6	\$672,008.5	\$142,355.1
LOCAL PURCHASES (millions)	\$104,163.2	\$113,712.3	(\$9,549.1)
STATE AND LOCAL TAXES (millions)	\$167,622.0	\$83,756.4	\$83,865.6

Totals may not add due to rounding

Changes in Marina Impacts

- Decline in jobs at boat yards and reduced jobs per dollar of expenditures for boat repair operations
- Closing of several service providers and restaurants at POS marinas
- Decline in 195 vessels moored at POS marinas since 2003

Comparison of POS Marina Activity

	2007 MARINAS	2003 MARINAS	CHANGE
JOBS			
DIRECT	123	315	(192)
INDUCED	129	164	(35)
INDIRECT	<u>100</u>	<u>209</u>	<u>(109)</u>
TOTAL JOBS	352	688	(336)
PERSONAL INCOME (millions)			
DIRECT	\$4,575.4	\$11,850.7	(\$7,275.3)
RE-SPENDNG	\$14,160.8	\$11,625.5	\$2,535.3
INDIRECT	<u>\$3,886.6</u>	<u>\$8,254.2</u>	<u>(\$4,367.6)</u>
TOTAL INCOME	\$22,622.8	\$31,730.4	(\$9,107.6)
BUSINESS REVENUE (millions)	\$13,831.4	\$26,109.3	(\$12,277.8)
LOCAL PURCHASES (millions)	\$7,845.4	\$11,962.7	(\$4,117.3)
STATE AND LOCAL TAXES (millions)	\$2,058.7	\$3,141.3	(\$1,082.6)

Totals may not add due to rounding

Operational Changes - SeaTac

- Growth in passenger activity:
 - 26.8 million in 2003
 - 31.3 million in 2007
 - International passengers remained about the same as in 2003
- Air cargo fell:
 - 351,418 tons in 2003
 - 319,013 tons in 2007
- Post Office non-airport activity moved off-site
- Reduced construction expenditures
 - \$95.6 million in 2003
 - \$56.3 million in 2007

Comparison of SeaTac Economic Impacts (On-site)

	2007 (On-Site)	2003 (On-Site)	Change
Jobs			
Direct	18,773	19,017	(244)
Induced	11,538	10,205	1,333
Indirect	<u>4,723</u>	<u>3,917</u>	<u>806</u>
Total	35,034	33,139	1,895
Wages/Salaries (Millions)			
Direct	\$778.1	\$762.4	\$15.7
Re-Spending	\$1,124.5	\$747.9	\$376.6
Indirect	<u>\$210.2</u>	<u>\$166.5</u>	<u>\$43.7</u>
Total	\$2,112.9	\$1,676.8	\$436.1
Business Revenue (Millions)	\$7,596.9	\$4,329.4	\$3,267.5
POS Revenue			
Local Purchases (Millions)	\$439.3	\$376.7	\$62.6
State/Local Taxes (Millions)	\$192.3	\$166.0	\$26.3
Aviation Taxes (Millions)	\$439.4	\$264.3	\$175.1

Totals may not add due to rounding

Comparison of Direct On-site Jobs by Category

Job Category	Direct Jobs 2007	Direct Jobs 2003	Change
Airline/Airport Services Sector			
Passenger Airlines	7,175	7,594	(419)
Catering	608	505	103
Skycaps	564	573	(9)
Government Agencies	1,256	1,712	(456)
Airport Administration	1,137	1,171	(34)
Retail Concessions	1,525	1,137	388
General Aviation/FBO's	1,403	445	958
Custodial	179	215	(36)
Parking	146	<u>182</u>	<u>(36)</u>
Subtotal	13,993	13,534	459
Freight Transportation Sector			
Freight Airlines/Couriers	912	712	200
Freight Forwarders	247	<u>259</u>	<u>(12)</u>
Subtotal	1,159	971	188
Passenger Ground Transportation Sector			
Rental Cars	821	874	(53)
Cabs/Buses/Limos/Vans	<u>1,205</u>	<u>906</u>	<u>299</u>
	2,026	1,780	246
Construction/Consulting	1,595	2,732	(1,137)
Total	18,773	19,017	(244)

Changes in Air Passengers

- Air visitors increased from 7.1 million to 7.6 million
 - Growth in share of domestic business travelers
 - 60% in 2007 compared to 30% in 2003
 - May reflect timing of surveys
- Change in composition of spending:
 - Increased share of total purchases made on hotels vs. restaurants
 - Hotels have a lower job per dollar of expenditure ratio than restaurants

Comparison of SeaTac Economic Impacts (Visitor Industry)

	Visitors Industry 2007	Visitors Industry 2003	Change
Jobs			
Direct	71,129	78,982	(7,853)
Induced	24,046	29,926	(5,880)
Indirect	<u>8,161</u>	<u>18,127</u>	<u>(9,966)</u>
Total	103,336	127,035	(23,699)
Wages/Salaries (Millions)			
Direct	\$1,380.5	\$1,272	\$109
Re-Spending	\$858.7	\$1,248	(\$389)
Indirect	<u>\$180.0</u>	<u>\$425</u>	<u>(\$245)</u>
Total	\$2,419.2	\$2,945	(\$526)
Business Revenue (Millions)	\$5,541.6	\$5,328	\$214
Local Purchases (Millions)	\$345.3	\$695	(\$349)
State/Local Taxes (Millions)	\$192.3	\$249	(\$57)