

START OF TRANSCRIPT

[00:00:28] GOOD MORNING. THIS IS COMMISSION
[00:00:31] PRESIDENT FRED FELLEMAN CONVENING THE
[00:00:32] REGULAR MEETING OF OCTOBER 12, 2021.
[00:00:34] THE TIME IS 1030. WE'RE MEETING
[00:00:38] REMOTELY TODAY VIA TEAMS TO COMPLY WITH
[00:00:40] SENATE CONCURRENT RESOLUTION 8402 AND
[00:00:44] IN ACCORDANCE WITH GOVERNOR INSLEE
[00:00:46] PROCLAMATION 2028. PRESENT WITH ME
[00:00:49] TODAY. OUR COMMISSIONERS BOWMAN, CHO AND
[00:00:52] STEINBRUECK. WE ARE CURRENTLY GATHERED
[00:00:54] ON THE EXECUTIVE SESSION LINE AWAITING
[00:00:55] THE OPENING OF THE PUBLIC MEETING WILL
[00:00:58] IMMEDIATELY RECESS INTO THE EXECUTIVE
[00:01:00] SESSION TO DISCUSS TWO ITEMS REGARDING
[00:01:02] LITIGATION OR POTENTIAL LITIGATION OR
[00:01:05] LEGAL RISK PER RCW 42.30.110.1 (i)
[00:01:10] FOR APPROXIMATELY
[00:01:12] 60 MINUTES AND WE'LL RECONVENE INTO
[00:01:15] PUBLIC SESSION AT NOON. WE'LL NOW GO
[00:01:18] OVER TO THE EXECUTIVE SESSION. THANK
[00:01:21] YOU. THIS IS COMMISSION PRESIDENT FRED
[00:01:24] FELLEMAN. RECONVENING THE REGULAR MEETING
[00:01:26] OF OCTOBER 12, 2021. THE TIME IS TWELVE
[00:01:30] ONE. WE'RE MEETING REMOTELY TODAY VIA
[00:01:32] TEAMS TO COMPLY WITH SENATE CONCURRENT
[00:01:34] RESOLUTION 8402 AND IN ACCORDANCE
[00:01:37] WITH GOVERNOR INSLEE PROCLAMATION 2028.
[00:01:40] PRESENT WITH ME TODAY OUR COMMISSIONER
[00:01:43] CHO AND STEINBRUECK, COMMISSION
[00:01:46] PRESIDENT. YES. PAGE FOUR.
[00:01:52] WE'RE RECONVENING THE REGULAR MEETING.
[00:01:58] OH, I'M SORRY. GO AHEAD. MY FAULT.
[00:02:02] APOLOGIES FOR
[00:02:06] ONCE. IT'S NOT ME PRESENT
[00:02:10] WITH ME TODAY. OUR COMMISSIONERS STEINBRUECK
[00:02:14] AND CHOW. WE EXPECT COMMISSIONERS
[00:02:16] BOWMAN AND CALKINS TO JOIN US SHORTLY.
[00:02:19] I'LL ASK THE CLERK TO DO A ROLL CALL OF
[00:02:21] ALL COMMISSIONERS TO ENSURE EVERYONE IS
[00:02:23] ON THE LINE. CLERK HART. THANK YOU,
[00:02:27] MR. COMMISSION PRESIDENT. BEGINNING WITH
[00:02:28] COMMISSIONER BOWMAN. I DON'T BELIEVE
[00:02:31] IT'S JOINED US YET. MR. CALKINS, WE ARE
[00:02:35] STILL WAITING TO JOIN HERE.
[00:02:37] THANK YOU. COMMISSIONER. COMMISSIONER CHO
[00:02:40] THAT'S IT. THANK YOU, COMMISSIONER
[00:02:43] STEINBRUECK. I AM HERE. THANK YOU.
[00:02:45] COMMISSIONER FELLEMAN. PRESENT. THANK YOU.
[00:02:48] WE HAVE FOUR COMMISSIONERS IN
[00:02:50] ATTENDANCE AND EXPECTING COMMISSIONER
[00:02:51] BOWMAN TO JOIN SHORTLY. THANK YOU.
[00:02:55] THANK YOU, MR. WELCOME. TODAY'S MEETING
[00:02:59] IS STRUCTURED FOR OUR VIRTUAL FORMAT.
[00:03:02] WE'VE MADE SPECIAL ARRANGEMENTS TO
[00:03:04] PROVIDE FOR REMOTE PARTICIPATION FOR ALL
[00:03:06] OF OUR STAFF AND COMMISSIONERS. LATER
[00:03:08] WE'LL TAKE PUBLIC COMMENT FROM PEOPLE
[00:03:10] WHO ARE PARTICIPATING BY TEAMS AND WHO
[00:03:12] HAVE SIGNED UP TO SPEAK. ALL VOTES TODAY
[00:03:15] WILL BE TAKEN BY THE ROLL CALL METHODS.
[00:03:16] SINCE ALL COMMISSIONERS ARE

[00:03:18] PARTICIPATING REMOTELY, THAT MEANS FOR
[00:03:20] EACH VOTE, THE CLERK WILL CALL EACH
[00:03:22] COMMISSIONERS NAME. COMMISSIONERS ON THE
[00:03:24] TEAMS CALL WILL THEN MAKE SURE THEY'RE
[00:03:27] UNMUTE AND THEN ANSWER YES OR NO TO BE
[00:03:29] EQUITABLE. WE'LL ASK ALL COMMISSIONERS
[00:03:31] TO SPEAK IN TURN AND WAIT TO BE
[00:03:33] RECOGNIZED BEFORE SPEAKING AS MUCH AS
[00:03:34] POSSIBLE. WE'RE MEETING ON THE ANCESTRAL
[00:03:37] LANDS AND WATERS OF THE COSALISH,
[00:03:39] PEOPLE WITH WHOM WE SHARE A COMMITMENT
[00:03:41] TO STEWARD THESE NATURAL RESOURCES FOR
[00:03:43] FUTURE GENERATIONS. AND THIS MEETING IS
[00:03:46] BEING DIGITALLY RECORDED AND MAY BE
[00:03:48] VIEWED OR HEARD AT ANY TIME ON THE PORT
[00:03:50] WEBSITE AND MAY BE REBROADCAST BY KING
[00:03:53] COUNTY TELEVISION. PLEASE STAND OR JOIN
[00:03:56] ME US FOR THE PLEDGE OF ALLEGIANCE. I
[00:04:00] PLEDGE THE AGENT TO THE FLAG OF THE
[00:04:02] UNITED STATES OF AMERICA AND TO THE
[00:04:04] REPUBLIC FOR WHICH IT STANDS, ONE NATION
[00:04:07] UNDER GOD, INDIVISIBLE WITH LIBERTY AND
[00:04:10] JUSTICE FOR ALL.
[00:04:13] NOW MOVING ON TO THE FIRST ITEM OF
[00:04:15] BUSINESS TODAY IS THE APPROVAL OF THE
[00:04:17] AGENDA. COMMISSIONERS, PLEASE UNMUTE
[00:04:20] YOURSELVES. I'M GOING TO ASK EACH
[00:04:22] COMMISSIONER IN TURN IF THEY HAVE ANY
[00:04:24] MOTIONS TO REARRANGE THE ORDER OF THE
[00:04:26] DAY. AND IF YOU DO, I'LL ASK FOR A
[00:04:28] SECOND. PLEASE RESPOND WITH THE CLERK.
[00:04:30] CALL YOUR NAME. IF YOU HAVE NO CHANGES,
[00:04:32] JUST SAY NONE. CLERK HART, PLEASE CALL
[00:04:35] THE ROLL FOR CHANGES IN THE AGENDA.
[00:04:37] THANK YOU, MR. COMMISSION PRESIDENT.
[00:04:39] JUST TO NOTE THAT EXECUTIVE DIRECTOR
[00:04:41] METRUCK IS TRYING TO GET INTO THE
[00:04:42] MEETING. HE'S HAVING SOME DIFFICULTY
[00:04:44] WITH HIS TEAM. SO HE'LL BE JOINING US
[00:04:46] HERE SHORTLY FOR CHANGES TO THE AGENDA
[00:04:48] BEGINNING WITH COMMISSIONER STEINBRUECK
[00:04:49] TODAY. OH, BOY. I GET TO GO FIRST. NO
[00:04:52] CHANGES. THANKS. THANK YOU,
[00:04:55] COMMISSIONER CHO. NO CHANGES. THANK YOU.
[00:04:58] THANK YOU, COMMISSIONER CALKINS.
[00:05:01] NONE FOR ME. THANK YOU, COMMISSIONER
[00:05:04] BOWMAN.
[00:05:10] COMMISSIONER BOWMAN, FOR CHANGES TO THE
[00:05:12] AGENDA.
[00:05:15] COMMISSIONER FELLEMAN FOR CHANGES TO THE
[00:05:18] AGENDA. NO CHANGES.
[00:05:23] WE'LL CALL FOR COMMISSIONER BOWMAN ONE
[00:05:25] MORE TIME FOR CHANGES TO THE AGENDA.
[00:05:29] PERHAPS WE'RE STILL HAVING TEAMS
[00:05:32] CHALLENGES. BUT COMMISSIONER STEINBRUECK
[00:05:34] WAS GIVEN THE HONOR OF GOING FIRST
[00:05:37] BECAUSE HE WAS THE ONE THAT WORE A SPORT
[00:05:39] COAT. OKAY, SO NOW THE AGENDA IS
[00:05:42] APPROVED AND WE HAD THIS UP. WE NEED
[00:05:46] TO GO THROUGH THE ROLL TO APPROVE THE
[00:05:48] AGENDA. WE HAD NO CHANGES TO THE AGENDA,
[00:05:50] MR. COMMISSION PRESIDENT. OKAY, SO VERY
[00:05:53] GOOD. I'LL CALL THAT ROLE BEGINNING WITH

[00:05:55] COMMISSIONER STEINBRUECK. NO CHANGES FOR
[00:05:58] APPROVAL TO THE YES. THANK YOU,
[00:06:01] COMMISSIONER CHO FOR
[00:06:05] THE AGENDA. THANK YOU, COMMISSIONER
[00:06:07] CALKINS. AYE. THANK YOU,
[00:06:10] COMMISSIONER BOWMAN. AYE. THANK YOU,
[00:06:13] COMMISSIONER FELLEMAN. AYE. THANK YOU.
[00:06:16] YOU HAVE FIVE YESSES AND ZERO NOS. THE
[00:06:19] AGENDA THEN IS APPROVED. NEXT ON OUR
[00:06:22] AGENDA IS THE EXECUTIVE DIRECTORS
[00:06:23] REPORT. I HOPE EXECUTIVE DIRECTOR METRUCK
[00:06:26] HAS BEEN ABLE TO JOIN US.
[00:06:29] LET ME CHECK HERE, SIR. I HAVE
[00:06:34] NO UPDATES. WELL, I SHOULD GIVE A QUICK
[00:06:37] INTRODUCTION ANYWAY, BECAUSE LAST FRIDAY
[00:06:39] WAS I DO SEE HIM. I'M HERE.
[00:06:43] PRESIDENT FELLEMAN. SORRY ABOUT THAT. I
[00:06:45] AM HERE, BUT NOW IT LOOKS LIKE MY CAMERA
[00:06:47] IS NOT WORKING. ALRIGHT. WELL, I'D LIKE
[00:06:50] TO SAY A FEW WORDS BEFORE OUR HAND AS
[00:06:51] USUAL IN THAT JUST THIS PAST FRIDAY WAS
[00:06:55] THE APPROXIMATION OF THE OFFICIAL
[00:06:58] PROCLAMATION BY PRESIDENT BIDEN OF
[00:07:00] INDIGENOUS PEOPLE STAYING IT'S THE FIRST
[00:07:03] TIME THE PRESIDENT HAS RECOGNIZED THIS
[00:07:05] DAY. AND WE BEGIN THE MEETING EVERY
[00:07:06] MEETING WITH THIS RECOGNITION OF THE
[00:07:09] FACT THAT WE ARE OPERATING ON THE LANDS
[00:07:11] AND WATERS OF OUR FIRST NATIONS IN
[00:07:14] WASHINGTON STATE AND THAT WE ENCOURAGE
[00:07:16] EVERYONE THIS TIME TO RECOGNIZE OUR
[00:07:19] INDIGENOUS PEOPLE THAT MAKE OUR COUNTRY
[00:07:22] GREAT AND DIVERSE AS WELL AS THE FACT
[00:07:25] THAT JUST I'D LIKE TO RECOGNIZE THAT WE
[00:07:27] WERE HONORED BY THE PRESENCE OF THE
[00:07:30] WHITE HOUSE IS A CHIEF OF THE COUNCIL
[00:07:33] FOR ENVIRONMENTAL QUALITY,
[00:07:36] BRENDA MALLORY. AND SHE CAME TO OBSERVE
[00:07:40] AT VARIOUS PROGRAMS THAT WE DO WITH THE
[00:07:43] COMMUNITY SPECIFICALLY THERE IN THE
[00:07:45] DUWAMISH. AND WE'RE ABLE TO ALSO TOUR
[00:07:48] THIS PHENOMENAL RESTORATION PROGRAM. WE
[00:07:50] HAVE GOING ON A T 117 AND AND
[00:07:54] ALL THE WORK THAT'S GOING ON AROUND THE
[00:07:56] SUPER FUN PROGRAM. AND SHE WAS PART OF A
[00:08:00] BROAD TOUR THAT SHE WAS MAKING OF
[00:08:01] ACTUALLY A TRIBAL COUNTRY VOTED YAKIMA
[00:08:05] NISQUALLY AND UP HERE IN PUGET SOUND, SO IT WAS
[00:08:08] VERY MUCH A RECOGNITION OF THE TRIBAL
[00:08:11] SOVEREIGN INTERESTS HERE IN WASHINGTON
[00:08:13] STATE AS WELL. AND THEN LOOKING AHEAD TO
[00:08:15] SATURDAY, WE HAVE ORCA RECOVERY MONTHS
[00:08:19] OR ORCA RECOVERY DAY, WHICH IS A
[00:08:23] TIME AT THE CONSERVATION DISTRICTS
[00:08:26] AROUND THE WASHINGTON, CALL FOR THE
[00:08:28] RESTORATION OF HABITAT REDUCTION,
[00:08:30] STORMWATER POLLUTION AND EDUCATE THE
[00:08:33] PUBLIC ABOUT THINGS THAT THEY CAN DO TO
[00:08:35] HELP RECOVER OUR ENDANGERED ORCA WHICH
[00:08:38] MAKE THEIR USUAL FORAYS INTO PUGET SOUND
[00:08:41] AT THIS TIME OF YEAR, LIKELY PURSUING
[00:08:44] THE CHUM SALMON THAT ARE RUNNING TO OUR
[00:08:46] NATAL STREAMS. AND WE HAVE THREE OF THE

[00:08:50] THREE CALVES WE EXPECT. I HAVE THREE
[00:08:53] PREGNANT FEMALES IN THIS POPULATION,
[00:08:55] WHICH IS VERY ENCOURAGING IF PEOPLE WANT
[00:08:57] TO FOLLOW THEIR FORRES, YOU CAN GO TO ORCA.NET
[00:09:02] OR SOUND.NET AND AND SEE WHERE AND OR LISTEN
[00:09:07] TO WHERE THEY ARE AND REPORT A
[00:09:09] SIGHTING IF YOU SEE THEM, BUT OF COURSE
[00:09:12] DO NOT GO AND GIVE THEM SPACE SO THAT WE
[00:09:15] CAN LET THESE BABIES BE BORN AND THRIVE.
[00:09:18] HOPEFULLY AS THIS POPULATION IS ONLY A
[00:09:21] NUMBERS OF 73 INDIVIDUALS. HAVING SAID
[00:09:24] THAT EXECUTIVE METRUCK, PLEASE GIVE US
[00:09:27] YOUR REPORT,
[00:09:31] COMMISSIONER. PRESIDENT FELLEMAN, THANK
[00:09:33] YOU. GOOD AFTERNOON, COMMISSIONERS. I'D
[00:09:36] LIKE TO BEGIN WHERE MARCH JUST AS
[00:09:38] PRESIDENT FILMAN DID, ACKNOWLEDGING
[00:09:41] INDIGENOUS PEOPLE'S DAY, WHICH WAS
[00:09:43] CELEBRATED YESTERDAY OCTOBER 11.
[00:09:45] ALTHOUGH DAYS ACKNOWLEDGED AND
[00:09:47] CELEBRATED ANNUALLY, WE MUST NOT LET
[00:09:49] THIS HOLIDAY ABSOLVE US FROM THE GUILT
[00:09:51] DUE TO COLONIALISM. INSTEAD, WE SHOULD
[00:09:53] USE THE STAY TO ACKNOWLEDGE THE HARMFUL
[00:09:55] IMPACTS OF COLONIALISM HERE IN THE
[00:09:57] UNITED STATES. INDIGENOUS PEOPLE HAVE
[00:09:59] STEWARDED THESE LANDS SINCE TIME
[00:10:01] IMMEMORIAL AND ARE INCREASINGLY LIFTING
[00:10:03] THEIR CULTURE IN COMMUNITIES IN WAYS
[00:10:05] THAT NOT ONLY BENEFIT WASHINGTON STATES,
[00:10:08] 29 FEDERALLY RECOGNIZED TRIBES, BUT ALSO
[00:10:10] OUR ENTIRE PACIFIC NORTHWEST REGION. WE
[00:10:12] MUST USE THIS COMMEMORATION AS A
[00:10:14] REMINDER OF THE TRADITION OF RESPONSIBLE
[00:10:16] ENVIRONMENTAL STEWARDSHIP AND HONOR THE
[00:10:18] CONTRIBUTIONS OF INDIGENOUS PEOPLES
[00:10:20] EVERYWHERE. HERE AT THE PORT OF SEATTLE,
[00:10:22] OUR NATIVE AMERICAN COMMITTEE EMPLOYEE
[00:10:26] RESOURCE GROUP ENGAGE IN PROGRAMMING AND
[00:10:28] ACTIVITIES THROUGHOUT THE YEAR.
[00:10:29] CURRENTLY THROUGH OUR OFFICE OF EQUITY
[00:10:32] DIVERSITY INCLUSION, MANY OF OUR
[00:10:33] EMPLOYEES ARE CURRENTLY PARTICIPATING IN
[00:10:35] A BOOK CLUB READING ON THE INDIGENOUS
[00:10:37] PEOPLE'S HISTORY OF THE UNITED STATES.
[00:10:41] TURNING OUR ATTENTION TO OUR EFFORTS
[00:10:44] BATTLING AGAINST THE COVID VIRUS, I WANT
[00:10:47] TO REPORT GOOD PROGRESS TOWARDS OUR GOAL
[00:10:49] OF ENSURING EVERYONE AT THE PORT HAS
[00:10:51] BEEN VACCINATED AGAINST COVID-19 BY
[00:10:54] NOVEMBER 15. EXCEPT FOR THOSE WITH
[00:10:56] RELIGIOUS MEDICAL EXEMPTIONS. WE ALSO
[00:10:59] CONTINUE TO ENGAGE WITH OUR LABOR
[00:11:00] PARTNERS TO NEGOTIATE THE IMPACTS OF
[00:11:02] THIS DECISION. IN JUST TWO WEEKS, 55% OF
[00:11:05] THE PORT EMPLOYEES HAVE SUBMITTED PROOF
[00:11:07] OF VACCINATION. THAT NUMBER IS GROWING.
[00:11:10] ABOUT 80 EMPLOYEES TO DATE ARE SEEKING
[00:11:12] EXEMPTIONS, WHICH WE ARE REVIEWING TO
[00:11:14] SEE IF THEY CAN BE ACCOMMODATED. AS I
[00:11:19] HAVE SAID COVID IS NOW BECOMING A
[00:11:21] DISEASE OF THE UNVACCINATED. ALTHOUGH
[00:11:23] THE RATE OF NEW CASES IS SLOWING

[00:11:25] SOMEWHAT, THE NUMBER OF NEW CASES AND
[00:11:27] DEATHS HERE AND ACROSS THE COUNTRY IS
[00:11:29] VERY SAD AND DISCOURAGING BECAUSE WE
[00:11:31] KNOW THE STEPS TO STOP THE SPREAD OF THE
[00:11:33] VIRUS. THE PORT IS NOT IMMUNE. SO FAR.
[00:11:36] THIS YEAR WE'VE HAD 106 COVID CASES
[00:11:38] AMONG PORT EMPLOYEES IN 138 AMONG
[00:11:41] TENANTS AND CONTRACTORS, 29 EMPLOYEES
[00:11:44] ARE CURRENTLY IN QUARANTINE. OUR GOAL IS
[00:11:47] TO HAVE EVERYONE FULLY VACCINATED BY
[00:11:48] NOVEMBER 15. LAST WEEK APPROVED AN
[00:11:52] EXTENSION TO DECEMBER 27, BUT ONLY IF AN
[00:11:55] EMPLOYEE GETS AT LEAST ONE DOSE OF THE
[00:11:57] VACCINE BY NOVEMBER 15 AND STATES THAT
[00:12:00] INTEND TO BECOME FULLY VACCINATED BY
[00:12:02] DECEMBER 27. THEY MAY NOT RETURN TO WORK
[00:12:05] UNTIL THEY ARE FULLY VACCINATED, BUT
[00:12:07] THEY MAY TAKE LEAVE OR LEAVE WITHOUT
[00:12:08] PAY. WE INTEND TO TERMINATE EMPLOYEES WHO
[00:12:11] TAKE NO STEPS TOWARDS BEING FULLY
[00:12:13] VACCINATED BY NOVEMBER 15 UNLESS THEY
[00:12:16] ARE GRANTED AN EXEMPTION AND
[00:12:17] ACCOMMODATION AS LEADERS. THAT IS OUR
[00:12:20] OBLIGATION TO DO EVERYTHING WE CAN TO
[00:12:21] PROTECT THE HEALTH AND SAFETY OF A
[00:12:23] WORKFORCE IN THE COMMUNITY. I HER
[00:12:25] REPEATEDLY EMPLOYEE CONCERNS ABOUT
[00:12:27] RETURNING TO WORK AND RISKING EXPOSURE
[00:12:29] TO SOMEONE WITH THE VIRUS OR REMAIN
[00:12:32] STEADFAST. MY DECISION TO REQUIRE THAT
[00:12:33] EVERY EMPLOYEE EXCEPT THOSE WITH LIMITED
[00:12:36] EXEMPTIONS, WILL BE TO BE FULLY
[00:12:38] VACCINATED AGAINST COVID AS A CONDITION
[00:12:40] OF EMPLOYMENT HERE AT THE PORT. I AM
[00:12:43] EQUALLY CERTAIN THAT THE PORT WILL
[00:12:44] CONTINUE TO BE FULLY OPERATIONAL AND
[00:12:46] WILL CARRY OUT OUR RESPONSIBILITIES TO
[00:12:47] SERVE THE PUBLIC IN OUR CUSTOMERS.
[00:12:49] AGAIN, I RANGE EVERY EMPLOYEE TO GET
[00:12:51] VACCINATED. IF YOU HAVEN'T DONE SO, DO
[00:12:53] IT FOR YOURSELF, YOUR FAMILY AND YOUR
[00:12:55] COWORKERS, AND THANK YOU COMMISSIONERS
[00:12:57] FOR YOUR SUPPORT IN THIS EFFORT.
[00:12:59] NOW I'D LIKE TO TAKE THE OPPORTUNITY TO
[00:13:02] ADDRESS SOME COMMENTS MADE AT A PREVIOUS
[00:13:04] COMMISSION MEETING AROUND THE CHAIRS
[00:13:06] THAT WERE DISPOSED OF OR MISSING REMOVED
[00:13:09] FROM THE SOUTH 160 STREET TNC LOT.
[00:13:13] WE REVIEWED THE VIDEO FOOTAGE AND IT
[00:13:15] DIDN'T LEAVE ANY FINDINGS ON THE REMOVAL
[00:13:17] OF THE CHAIRS OR WHO DID IT. HOWEVER,
[00:13:18] WE'RE PLEASED TO REPORT THAT WHAT
[00:13:20] STARTED AS AN UNFORTUNATE INCIDENT CAN
[00:13:22] END UP AS A WIN FOR TNC DRIVERS IN THE
[00:13:24] PORT. SINCE WE WERE WORKING TO REPLACE
[00:13:26] THE CHAIRS WITH OUTDOOR BENCHES THAT ARE
[00:13:27] UNIFORM AND MORE AESTHETICALLY PLEASING.
[00:13:30] WHILE THIS LOCATION IS INTENDED TO BE A
[00:13:32] SHORT TERM WAITING AREA, WE THINK IT'S
[00:13:34] APPROPRIATE TO PROVIDE SEATING WHERE THE
[00:13:36] CHAIRS USED TO BE MOVING ON TODAY TO
[00:13:40] TODAY'S COMMISSION MEETING, I LIKE TO
[00:13:41] HIGHLIGHT A FEW ITEMS ON THE CONSENT

[00:13:44] AGENDA IS AN AUTHORIZATION TO PROVIDE
[00:13:46] PORTABLE RESTROOMS FOR COMMERCIAL
[00:13:47] OPERATORS IN THE TRAVELING PUBLIC AT SEA
[00:13:50] AS WELL AS SANITATION FACILITIES. THIS
[00:13:53] AUTHORIZATION INCLUDES A CONTRACT FOR
[00:13:55] REGULAR SERVICING AS WELL AS FLEXIBILITY
[00:13:58] TO INCREASE THE NUMBER OF PORTABLE
[00:13:59] RESTROOMS AT AREAS WITHIN THE SCOPE OF
[00:14:01] WORK AND OTHER AREAS AS NEEDED. ALSO ON
[00:14:04] THE CONSENT AGENDA IS A RENEWAL OF THE
[00:14:06] INNER LOCAL AGREEMENT WITH A SOUTH
[00:14:08] CORRECTIONAL FACILITY, WHICH WILL
[00:14:10] IMPROVE EFFECTIVENESS AND EFFICIENCY FOR
[00:14:12] OUR PORT POLICE OFFICERS. THERE'S ALSO
[00:14:15] AN AUTHORIZATION FOR CRITICAL WORK TO
[00:14:16] REPLACE OUR EXISTING HOT WATER TANKS AT
[00:14:19] THE SOUTH SATELLITE WITH NEW ENERGY
[00:14:21] EFFICIENT SEMI ON DEMAND HOT WATER
[00:14:23] TANKS. FINALLY, WE'LL SHARE OUR PROPOSED
[00:14:26] MARITIME AND ECONOMIC DEVELOPMENT
[00:14:28] DIVISION OPERATING BUDGETS AND THE
[00:14:30] CAPITAL INFRASTRUCTURE PLAN AS WELL. I
[00:14:34] WILL HAVE MORE TO SAY ABOUT THOSE DURING
[00:14:36] THAT DURING THE MEETING. SO WITH THAT
[00:14:37] COMMISSIONERS THAT COMPLETE MY WORKS.
[00:14:39] THANK YOU. THANK YOU. EXECUTIVE METRUCK.
[00:14:43] I FORGOT THERE WAS ONE OTHER IMPORTANT
[00:14:46] MILESTONE TO ACKNOWLEDGE. AND THAT IS
[00:14:49] COMMISSIONER STEINBRUECK BIRTHDAY
[00:14:51] TOMORROW. SO CAN HAPPY BIRTHDAY,
[00:14:53] COMMISSIONER STEINBRUECK. YOU'RE ON TOP OF
[00:14:56] THINGS, PRESIDENT FELLEMAN. THANK YOU SO
[00:14:58] MUCH. THIS IS WHAT YOU GET FOR GOOD.
[00:15:00] STEP IN THE HOUR GLASS OR SO ARE THE
[00:15:03] DAYS OF OUR LIVES. VERY GOOD THEN.
[00:15:06] MR. PRITCHARD, DO WE HAVE ANY COMMITTEE
[00:15:10] REPORTS? THANK YOU. COMMISSION PRESENT
[00:15:14] FELLEMAN WE HAVEN'T HAD ANY COMMITTEE
[00:15:17] MEETINGS IN THE LAST TWO WEEKS AND SO
[00:15:19] LAST MEETING, BUT WE DO HAVE AN AVIATION
[00:15:20] COMMITTEE SCHEDULED FOR OCTOBER 21 AND
[00:15:23] WE WILL REVIEW INITIAL RESPONSES FROM
[00:15:25] THE WIDE ARRIVAL PROJECT THAT WAS PUT
[00:15:28] OFF TILL NOVEMBER 9 AND GET AN UPDATE ON
[00:15:31] PLANNING FOR THE AIRPORT DINING AND
[00:15:32] RETAIL MASTER PLAN EFFORT,
[00:15:35] SUSTAINABILITY, ENVIRONMENT AND CLIMATE
[00:15:38] COMMITTEE, FORMERLY KNOWN AS ENERGY
[00:15:39] SUSTAINABILITY. WE'LL MEET ON OCTOBER 19
[00:15:42] TO DISCUSS THE C ONE BUILDING
[00:15:43] SUSTAINABLE FRAMEWORK EVALUATION,
[00:15:45] SINGLE USE PLASTIC REDUCTION IN AIRPORT
[00:15:48] ZERO MISSION CRUISE VEHICLES VESSELS,
[00:15:50] AND AN UPDATE ON THE POS GHG ORDER IN
[00:15:53] MARITIME CLIMATE ACTION PLAN THAT
[00:15:55] CONCLUDES MY REPORT. THANK YOU.
[00:15:57] DID YOU REFER TO SINGLE USE CRUISE
[00:16:01] VESSELS? NO.
[00:16:03] SORRY. THAT WAS IF I WENT TOO FAST OVER
[00:16:06] THAT, THEY'RE LOOKING TO A REDUCTION OF
[00:16:08] SINGLE USE PLASTIC. OKAY, VERY GOOD.
[00:16:11] THEN I DIDN'T THINK THAT'S WHAT YOU ARE
[00:16:13] SAYING. SO ANYWAY, UNLESS THERE'S ANY

[00:16:16] FURTHER COMMENTS BY MY COLLEAGUES ON
[00:16:19] COMMITTEE ACTIVITIES, I'D LIKE TO MOVE
[00:16:22] ON TO THE PUBLIC COMMENT PROCESS.
[00:16:26] THE COMMISSION ACCESS PUBLIC COMMENTS
[00:16:29] FOR THOSE WHO SIGNED UP RELATED THE PORT
[00:16:33] MATERIALS. HE ALSO ACCEPTING WRITTEN
[00:16:36] MATERIALS PROVIDED TO THE CLERK INCLUDED
[00:16:38] IN TODAY'S RECORD. THE CLERK HAS A LIST
[00:16:41] OF THOSE PREPARED TO SPEAK. AND FOR
[00:16:44] THOSE THAT WHEN THE CLERK CALLS YOUR
[00:16:46] NAME, WE'LL OPEN THE LINE AND COMMENTS.
[00:16:49] WE'LL HAVE TO UNMUTE THEMSELVES. THEN
[00:16:51] PLEASE REPEAT YOUR NAME FOR THE RECORD.
[00:16:53] AND IF YOU'RE ON TEAM MEETING AND ARE
[00:16:56] ALSO STREAMING THE MEETING, PLEASE MUTED
[00:16:58] THE VIDEO STREAM TO AVOID FEEDBACK,
[00:17:01] PLEASE NOTE THERE WILL BE A SHORT TIME
[00:17:03] LEG ON THE VIDEO STREAM. TOM TIME WILL
[00:17:05] BE LIMITED TO TWO MINUTES PER PERSON.
[00:17:07] AND IF ANYBODY IS SIGNED UP JUST TODAY
[00:17:10] FOR THIS THING, PLEASE REMEMBER TO STATE
[00:17:14] YOUR NAME AND SPELL IT FOR THE RECORD
[00:17:16] CLERK. HART, WOULD YOU PLEASE CALL THE
[00:17:19] FIRST SPEAKER? THANK YOU. OUR FIRST
[00:17:21] SPEAKER IS SADIA BORAM.
[00:17:28] SADIA. IF YOU'RE ON THE PHONE, START SIX
[00:17:31] TO UNMUTE. HELLO,
[00:17:34] EVERYONE. YOU HEAR ME? WE CAN. YES.
[00:17:38] THANK YOU. OKAY. THANK YOU FOR HAVING
[00:17:40] ME. MY NAME IS SADI WILSON. I AM A
[00:17:43] GENERAL. I HAVE WORKED AT THE
[00:17:47] INPUT FOR THE LAST SEVEN YEARS. WHEN I
[00:17:50] THINK OF COMING INTO WORK, I AM FILLED
[00:17:53] WITH THIS FIRST BECAUSE OF THE HARD WORK
[00:17:55] THAT IS AHEAD OF. I CLEANED THE NORTH
[00:17:58] SATELLITE ALONG BESIDE MY COWORKER. THE
[00:18:01] AREA USED TO BE PARTIALLY CONSTRUCTED
[00:18:04] AND SINCE IT IS COMPLETION THE AREA IS
[00:18:07] LONGER AND THEY DID NOT ADD ANY MORE
[00:18:10] WORKERS TO HELP. ADDITIONALLY, I USED TO
[00:18:13] CLEAN FIVE BATHROOM AND NOW I CAN [inaudible 00:18:21]
[00:18:19] THE WORKLOAD HAS TAKEN A
[00:18:21] HEAVY TOLL ON MY BODY [inaudible00:18:24]
[00:18:24] IT HAS EVER AFFECTED MY ABILITY
[00:18:28] TO MY [inaudible] AT THE AIRPORT.
[00:18:32] IT'S MY REQUEST THAT THE PORT OF SEATTLE DO
[00:18:35] SOMETHING ABOUT THE STUFF SO THAT
[00:18:37] WORKERS CAN REMAIN SAFE BOTH MENTAL AND
[00:18:41] PHYSICAL. IN THE END WE ALL WENT TO
[00:18:44] CLEAN AIRPORT AND THEN THE
[00:18:47] ALL WANT A CLEANER AIRPORT AND THE JOB
[00:18:51] CAN ONLY BE ACHIEVED WITH MORE WORKERS.
[00:18:54] THANK YOU. THANK YOU,
[00:18:57] TARA. WHAT'S THE NEXT ONE?
[00:19:02] SORRY, I HAD TO GET TO MY NEW OUR NEXT
[00:19:05] SPEAKER IS DAMIAN JAMES.
[00:19:09] DAMIAN, IF YOU'RE ON THE PHONE STAR 6 TO
[00:19:12] USE AND IF WE HAVE SOME AS WELL.
[00:19:17] HELLO. I'M HERE. HI,
[00:19:20] DAMIAN. THANK YOU. HELLO? YES. MY NAME
[00:19:24] IS DAMIEN JONES. I'VE BEEN WORKING WITH
[00:19:28] WE ENTERPRISES FOR ABOUT FOUR MONTHS
[00:19:31] SINCE JULY 1. I HAVE BEEN A JANITOR AT

[00:19:34] THE AIRPORT SINCE 2004. THE RECENT
[00:19:37] CHANGES IN THE WORK OR WITH THE PAST
[00:19:40] MONTHS HAVE CREATED AN UNSAFE WORKING
[00:19:42] ENVIRONMENT FOR WAYNE WORKERS AS WELL AS
[00:19:45] PREVENTED US FROM PROVIDING A CLEAN AND
[00:19:47] SAFE ENVIRONMENT FOR AIRPORT CUSTOMERS.
[00:19:49] ORIGINALLY, WE HAD TWO PEOPLE CLEANING
[00:19:52] TEN GATES AND THE TRAIN LEVEL.
[00:19:54] NOW WE HAVE TWO PEOPLE CLEANING 20
[00:19:57] GATES, THE TRAINING LEVEL AND THE FOOD
[00:19:59] COURT, WHICH IS DOUBLE WHAT WE USED TO
[00:20:01] CLEAN. ADDITIONALLY,
[00:20:03] RESTAURANTS HAVE BEEN ADDED. A LOT MORE
[00:20:07] RESTAURANTS HAVE BEEN ADDED FOR US TO
[00:20:08] CLAIM SO THE WOMEN'S RESTROOM,
[00:20:11] THEY HAVE GOTTEN A LITTLE BIT OF EXTRA
[00:20:13] HELP, BUT ONLY FOR FIVE DAYS. THE REST
[00:20:15] OF THE DAY, TWO DAYS WHEN THE WOMAN IS
[00:20:17] OFF, WE'RE STILL IN THE SAME STRESSFUL
[00:20:20] CONDITION. THE MEN HAVE YET TO
[00:20:23] RECEIVE ANY ADDITIONAL HELP FOR THE
[00:20:25] WORKLOAD, AND BECAUSE OF THAT, THEY TAKE
[00:20:29] PRIDE IN THE WORK IN THEIR SKIP THEIR
[00:20:31] BREAK SOMETIMES AND LUNCH PERIODS HAVE
[00:20:34] BEEN A PUSH BACK FURTHER. THEY SHOULD
[00:20:35] BE. SO BASICALLY,
[00:20:40] WE'RE JUST ASKING THE PORT OF SEATTLE
[00:20:42] FOR HELP TO INCREASE THE WORKERS THAT
[00:20:45] WE HAVE IN THE WORK. THE WORKLOAD
[00:20:49] ON NO SATELLITE. THANK YOU FOR YOUR
[00:20:51] TIME. THANK YOU, DAMIAN.
[00:20:55] THE PORT. OUR NEXT SPEAKER, PLEASE.
[00:20:57] YES. OUR NEXT SPEAKER IS JORDAN VAN
[00:20:59] POST.
[00:21:03] HI TO HEAR
[00:21:07] ME. THIS IS JORDAN. WE CAN HEAR YOU.
[00:21:09] THANK YOU. THANK YOU,
[00:21:16] JORDAN. NOW WE CAN'T HEAR YOU.
[00:21:26] JORDAN.
[00:21:30] HERE WE GO. CAN I START OVER? YES,
[00:21:34] PLEASE. OKAY. THANK YOU FOR YOUR GOOD
[00:21:36] WORDS, COMMISSIONERS AND PORT DIRECTOR
[00:21:39] METRUCK IN YOUR OPENING STATEMENTS
[00:21:41] REGARDING INDIGENOUS PEOPLES DAY AND
[00:21:43] FOCUSING AWARENESS IN THE PLATE OF THE
[00:21:45] ORCAS AS THE 2021 CRUISE SEASON DRAWS TO
[00:21:48] A CLOSE. WE'VE LOST AT LEAST TWO MORE
[00:21:50] SOUTHERN RESIDENT ORCAS THE CLIMATE
[00:21:53] EMERGENCY CONTINUES TO ACCELERATE WITH
[00:21:55] WILDFIRES GROWING IN BOTH SIDES AND
[00:21:57] INTENSITY. ATLANTIC HURRICANES, GLOBAL
[00:22:00] FLOODS AND DROUGHTS CONTINUE TO WORSEN,
[00:22:02] AND MANY IN THE WORKING CLASS, AS WE
[00:22:04] JUST HEARD, ARE FEELING THE PINCH OF A
[00:22:06] COVID ECONOMY. THIS COMMISSION, LIKE ANY
[00:22:09] PUBLICLY ELECTED BODY, HAS A MORAL
[00:22:11] RESPONSIBILITY TO PROTECT THE COMMON
[00:22:13] GOOD. AND YET IT CONTINUES TO TO SUPPORT
[00:22:16] THE CRUISE INDUSTRY'S CLIMATE WRECKING,
[00:22:18] PUBLIC HEALTH, ENDANGERING WATER AND AIR
[00:22:21] POLLUTING BUSINESS MODEL WHILE THE WEB
[00:22:23] OF LIFE UNRAVELS IN ALL CORNERS OF THE
[00:22:26] GLOBE, INCLUDING HERE IN THE SAILOR SEA.

[00:22:28] FURTHERMORE, IT DISREGARDS THE RIGHTS OF
[00:22:31] NATURE, PROMOTING A CRUISE INDUSTRY WITH
[00:22:33] FAR REACHING HARM ON OUR PLANET THAT
[00:22:35] MILLIONS OF SPECIES DEPEND UPON FOR
[00:22:37] LIFE. YES, YOU CAN CLAIM TO BE FOLLOWING
[00:22:40] YOUR CENTURY OLD CHARTER AND RELEVANT
[00:22:42] ENVIRONMENTAL STATUTES, BUT IT IS NOT
[00:22:45] ENOUGH. WE ARE LOSING THIS OPPORTUNITY
[00:22:47] TO HEAL THE PLANET VIA CLEVER FICTIONS.
[00:22:49] WE TELL OURSELVES THAT WE CAN HAVE ZERO
[00:22:52] EMISSION SHIPS LONG AFTER IT WILL
[00:22:54] MATTER, OR THAT WE NEED TO KEEP HOT DOG
[00:22:56] AND ICE CREAM VENDORS ALONG THE
[00:22:58] WATERFRONT IN BUSINESS INSTEAD OF
[00:23:00] ENCOURAGING A JUST TRANSITION. WHAT WE
[00:23:02] REALLY NEED IS A LIVABLE PLANET. I'D
[00:23:05] LIKE TO CLOSE WITH A FEW MOMENTS OF
[00:23:07] SILENCE AS WE LISTEN TO THE VOICES OF
[00:23:09] THOSE WHO HAVE NEVER HAD A SEAT AT THE
[00:23:11] TABLE.

[00:23:29] [recording of Orca call]

[00:23:36] THANK YOU. THANK YOU FOR
[00:23:39] THOSE WHO DIDN'T KNOW THAT'S THE CALL OF
[00:23:42] A KILLER WHALE. OUR NEXT SPEAKER,
[00:23:45] PLEASE. YES. OUR NEXT SPEAKER IS IRIS
[00:23:48] ANTMAN. CAN YOU HEAR ME?
[00:23:52] WE CAN. IRIS. THANK YOU. GOOD AFTERNOON,
[00:23:56] COMMISSIONERS AND PORT STAFF. MY NAME IS
[00:23:59] IRISH ANTMAN, AND I'M SPEAKING IN FAVOR.
[00:24:03] SORRY. HEARING THE WALLS IS VERY
[00:24:05] EMOTIONAL AND I'M SPEAKING IN FAVOR OF A
[00:24:08] CRUISE FREE SALISH SEA. THIS YEAR'S
[00:24:11] SHORTENED CRUISE SEASON IS COMING TO AN
[00:24:13] END AND MANY PEOPLE ARE RELIEVED BY
[00:24:15] THIS. CRUISE SHIPS TRULY ARE SEA
[00:24:18] MONSTERS. I AM HEARTBROKEN BY THE LACK
[00:24:21] OF UNDERSTANDING OR CARE FOR THE WORLD
[00:24:24] THAT CONTINUES TO FACILITATE THIS KIND
[00:24:27] OF VACATIONING AND TRAVELING. I
[00:24:29] UNDERSTAND PEOPLE WANT TO SEE THE
[00:24:31] INCREDIBLE BEAUTY OF THE ALASKAN
[00:24:34] GLACIERS, BUT THE ACT OF CRUISING THERE
[00:24:36] IN THESE MASSIVE OIL FUELED SHIPS IS
[00:24:39] PART OF THE CAUSE OF GLACIAL MELTING.
[00:24:42] TALK ABOUT COGNITIVE DISSONANCE.
[00:24:45] THE CLIMATE CRISIS IS A CODE RED FOR
[00:24:48] HUMANITY AND ALL OTHER LIVING BEINGS. I
[00:24:51] WOULD LIKE FOR US TO TAKE A MOMENT OF
[00:24:53] SILENCE IN HONOR OF THE ORCAS, SALMON
[00:24:57] AND PEOPLE WHO HAVE DIED THIS YEAR AS A
[00:25:00] RESULT OF CRUISE SHIP TRAVEL CLERK
[00:25:15] HART, I THINK WE CAN GO TO THE NEXT
[00:25:16] SPEAKER, PLEASE. ACTUALLY, I WOULD LIKE
[00:25:19] TO FINISH MY STATEMENT. THANK YOU.
[00:25:21] RESEARCH ON WIND AND ELECTRICITY TO
[00:25:24] POWER LARGE SHIPS IS UNDER WAY. I'M
[00:25:27] ASKING YOU TO STOP CRUISING UNTIL NEW
[00:25:30] TECHNOLOGY IS AVAILABLE TO POWER SHIFTS.
[00:25:34] GREENHOUSE GAS EMISSIONS AND GLOBAL
[00:25:36] WARMING ARE KILLING THE PLANET. WHAT
[00:25:39] WILL IT TAKE FOR YOU TO FACE THIS
[00:25:41] REALITY? AND MAKE THE HARD CHOICES THAT
[00:25:43] ARE NEEDED. PLEASE DO THE RIGHT THING.

[00:25:45] THANK YOU. THANK YOU.
[00:25:49] I APOLOGIZE FOR CUTTING YOU OFF. CLEAR
[00:25:52] CART. THE NEXT SPEAKER, PLEASE. YES.
[00:25:55] OUR LAST SPEAKER SIGNED UP TODAY IS
[00:25:57] STACEY OAKS.
[00:26:05] STACY, IF YOU'RE ON THE TELEPHONE, IT
[00:26:07] STAR 6 TO MUTE.
[00:26:09] THANK YOU. MY NAME IS STACEY OAKS, AND I
[00:26:12] WANT TO REMIND YOU THAT A BUDGET IS A
[00:26:14] MORAL DOCUMENT AND A CRISIS DEMANDS
[00:26:16] ACTION. IT'S ALL WELL AND GOOD TO BE
[00:26:18] CREATING BETTER EMISSIONS TARGETS. BUT
[00:26:20] ARE WE BACKING THOSE TARGETS UP WITH
[00:26:22] CONCRETE PLANS OF HOW TO GET THERE WITH
[00:26:24] A BUDGET THAT FUNDS THE ACTIONS NEEDED
[00:26:26] AT THE SCALE THE CRISIS DEMAND? ARE WE
[00:26:28] COMMITTING TO THE TARGETS WITH THE PORT
[00:26:30] OF SEATTLE ACTING AS ONE BODY WITH CLEAR
[00:26:32] PURPOSE? OR IS THE PORT WORKING ON A
[00:26:34] GOAL WITH ONE HAND ONLY TO DESTROY AND
[00:26:35] MAKE USELESS ALL THAT WORK WITH THE
[00:26:37] ACTIONS OF THE OTHER HAND BOASTING ABOUT
[00:26:39] MEETING 2030 CLIMATE GOALS EARLY TO AN
[00:26:42] UNWITTING PUBLIC AUDIENCE. WHILE THE
[00:26:43] TRUTH OF THE MATTER IS THAT OVERALL
[00:26:45] EMISSIONS ARE RISING, HIDING BEHIND
[00:26:47] LANDLORD STATUS TO ESCAPE RESPONSIBILITY
[00:26:49] FOR THE EMISSIONS OF SHIPS AND
[00:26:50] AIRPLANES. YET LANDLORD HOLD THE POWER
[00:26:52] TO CHARGE TENANTS FOR DAMAGES, TO NOT
[00:26:54] RENEW LEASES, TO ENACT CODES OF CONDUCT
[00:26:56] TO A LIMIT NUMBER OF TENANTS. INSTEAD,
[00:26:57] THE BATTLE CRIES EXPAND THE AIRPORT,
[00:26:59] EXPAND CARGO, EXPAND, CRUISE. THESE
[00:27:02] EXPANSION CONQUESTS CANNOT EXIST IN THE
[00:27:04] SAME REALITY AS WANTING TO BE THE
[00:27:06] GREENEST PORT IN NORTH AMERICA WITH
[00:27:07] REDUCING THE HEALTH IMPACTS OF NOISE
[00:27:09] POLLUTION FOR NE AIRPORT COMMUNITIES WAS
[00:27:11] PLAYING A ROLE IN REGIONAL ORCA
[00:27:12] RECOVERY. ALL THE MITIGATION EFFORTS
[00:27:14] AVAILABLE CANNOT OUTWEIGH THE IMPACT THE
[00:27:16] FOSSIL FUELS USED IN THE AIRLINE FLIGHTS
[00:27:18] WE ALREADY HAVE. YET WE'RE EXCITEDLY
[00:27:21] TALKING ABOUT EXPANSION OF MORE SHORE
[00:27:23] POWER, SOLAR POWERED ELEVATORS USING
[00:27:25] GREY WATER TWICE SWITCHING FUELS FOR
[00:27:27] DEBUNKED SOLUTIONS LIKE LNG CANNOT
[00:27:29] EXCUSE ADDING ANY ADDITIONAL CRUISE SHIP
[00:27:31] SAILINGS IN THE SALISH SEA. THE UTTER
[00:27:33] MADNESS OF BEING AN EXISTENTIAL CRISIS
[00:27:35] LARGELY CAUSED BY FOSSIL FUELS. YET
[00:27:37] PROMOTING A FORM OF LEISURE FORUM THAT
[00:27:39] USES 30 TO 50 GALLONS OF FUEL FOR EVERY
[00:27:41] SINGLE MILE TRAVEL IS A ON ON TOP OF THE
[00:27:45] FOSSIL FUEL DAMAGE. THIS IS AN INDUSTRY
[00:27:46] THAT DUMPS COUNTLESS TONS OF SEWAGE,
[00:27:48] GARBAGE AND ENGINE WASTE IN OUR
[00:27:50] WATERWAYS. YET WE TALK OF THE SAME
[00:27:52] PEOPLE EMBRACING THIS DESTRUCTION.
[00:27:54] TALKS OF ORCA RECOVERY THE BEAUTY OF THE
[00:27:56] PACIFIC NORTHWEST AND BEING A LEADER ON
[00:27:57] CLIMATE. WHEN YOU PUT TOO MUCH AIR IN A

[00:27:59] BALLOON, TOO MUCH EXPANSION, IT POPS,
[00:28:02] LEAVING YOU WITH NOTHING BUT A MESS. WE
[00:28:04] NEED TO STOP EXPANDING ALL GREENHOUSE
[00:28:06] GAS INTENSIVE OPERATIONS BEFORE IT'S TOO
[00:28:08] LATE. THANK YOU. THANK YOU.
[00:28:12] SPACE. DO WE HAVE ANY FOLKS WHO HAVE
[00:28:15] WRITTEN COMMENTS THAT YOU COULD
[00:28:18] SUMMARIZE A PART? WE DO NOT HAVE ANY
[00:28:20] WRITTEN COMMENTS TODAY. MR. COMMISSION
[00:28:22] PRESIDENT, DO YOU MAYBE WANT TO CALL FOR
[00:28:24] ANYONE ON THE LINE WHO HAS NOT SIGNED UP
[00:28:27] TO SPEAK? DO WE HAVE
[00:28:30] ANY OTHER SPEAKERS HEARING?
[00:28:36] NONE. THIS CONCLUDES OUR SIGN UP FOR
[00:28:38] TODAY. AND WE WILL THEN ASK
[00:28:42] THERE'S NO FURTHER COMMENTS TO BE
[00:28:44] SUMMARIZE. SO WE'LL MOVE ON TO THE
[00:28:47] CONSENT AGENDA. ITEMS ON THE CONSENT
[00:28:50] AGENDA ARE CONSIDERED ROUTINE AND WILL
[00:28:52] BE ADOPTED BY ONE MOTION. ITEMS REMOVED
[00:28:55] FROM THE CONSENT AGENDA WILL BE
[00:28:56] CONSIDERED SEPARATELY IMMEDIATELY AFTER
[00:28:58] ADOPTION OF THE REMAINING CONSENT
[00:29:00] AGENDA. ITEMS I'VE HEARD OF NO ITEMS TO
[00:29:03] BE PULLED TODAY. SO AT THIS TIME, THE
[00:29:05] CHAIR WILL ENTERTAIN A MOTION TO APPROVE
[00:29:08] THE CONSENT AGENDA. ITEMS EIGHT A,
[00:29:12] EIGHT, B, EIGHT C 8D
[00:29:17] IS NOT ASSIGNED. EIGHT E, EIGHT F
[00:29:20] AND EIGHT G.
[00:29:24] SECOND, WE HAVE A SECOND. VERY GOOD.
[00:29:27] THE MOTIONS BEEN MOVED. AND SECONDED,
[00:29:30] COMMISSIONERS, PLEASE SAY YES OR NO WHEN
[00:29:33] YOUR NAME IS CALLED CLERK HART. THANK
[00:29:35] YOU. BEGINNING WITH COMMISSION
[00:29:37] STEINBRUECK. YES. THANK YOU.
[00:29:39] COMMISSIONER CHO HI.
[00:29:42] THANK YOU, COMMISSIONER CALKINS. HI.
[00:29:45] THANK YOU, .COMMISSIONER BOWMAN I DO
[00:29:49] BELIEVE WE LOST. COMMISSIONER BOWMAN IS
[00:29:51] ALSO HAVING TECHNICAL DIFFICULTIES.
[00:29:53] UNLESS SHE IS ON THE TELEPHONE, IT WOULD
[00:29:56] BE STAR SIX TO UNMUTE. I THINK
[00:30:00] SHE'S TRYING TO RECONNECT. SO I'LL LET
[00:30:02] YOU KNOW WHEN WE GET HER BACK INTO THE
[00:30:03] MEETING. WE ARE HAVING SOME TEAMS
[00:30:06] TECHNICAL DIFFICULTIES TODAY FOR SEVERAL
[00:30:08] FOLKS. COMMISSION PRESIDENT FELLEMAN FOR
[00:30:12] PEOPLE OF CONSENT AGENDA. YES.
[00:30:14] THANK YOU. YOU HAVE FOUR YESSSES FOR THIS
[00:30:17] ITEM. OKAY, SO PAST
[00:30:22] MOVING ON TO THE AGENDA.
[00:30:25] THERE ARE NO NEW BUSINESS ITEM SITTING.
[00:30:27] SO WE WILL MOVE DIRECTLY TO ITEM ELEVEN
[00:30:30] PRESENTATIONS AND STAFF REPORTS. CLERK
[00:30:34] HART, WILL YOU PLEASE READ THE FIRST
[00:30:35] ITEM INTO THE RECORD? WILL THEN HEAR
[00:30:37] FROM EXECUTIVE DIRECTOR METRUCK TO
[00:30:39] INTRODUCE THEM? YES. SHORT TITLES TODAY.
[00:30:41] THIS IS ITEM ELEVEN A, THE MARITIME HIGH
[00:30:44] SCHOOL UPDATES. THANK YOU,
[00:30:47] CLERK HART. COMMISSIONERS. GOOD
[00:30:50] AFTERNOON. IN MARCH 2020, AT THE ONSET

[00:30:53] OF THE PANDEMIC, YOU PASSED MOTION 2025
[00:30:57] SUPPORTING RECOMMENDATIONS IN A CHANGING
[00:30:59] TIDE TO ALIGN THE PORT CENTURY AGENDA
[00:31:02] GOAL TO USE OUR INFLUENCE AS AN
[00:31:04] INSTITUTION TO PROMOTE WORKFORCE
[00:31:05] DEVELOPMENT AND FURTHER DEVELOPMENT OF A
[00:31:07] MARITIME AND OCEAN SCIENCES HIGH SCHOOL.
[00:31:10] THE MARITIME SECTOR IS A PILLAR OF OUR
[00:31:13] STATE'S ECONOMY, BUT THE WORKFORCE GAP
[00:31:15] AND THE SILVER TSUNAMI THREATENS A
[00:31:17] SECTOR NOW, JUST OVER A YEAR AND A HALF
[00:31:20] LATER, WE SEE THIS CONCEPT COME INTO
[00:31:21] FRUITION WITH THE MARITIME HIGH SCHOOL
[00:31:23] WELCOMING ITS INAUGURAL FRESHMAN CLASS
[00:31:25] THROUGH ITS DOORS. HERE TO SHARE
[00:31:27] PROGRESS ON THE STRATEGIC PLAN. AND AN
[00:31:29] UPDATE ON THE MARITIME HIGH SCHOOL IS
[00:31:31] SENIOR COMMISSION SPECIALIST LEEANNE
[00:31:34] SCHIRATO. LEEANNE? HI.
[00:31:41] GOOD AFTERNOON, COMMISSIONERS. AN
[00:31:43] EXECUTIVE DIRECTOR METRUCK FOR THE
[00:31:45] RECORD. I' LEEANNE SCHIRATO, SENIOR
[00:31:47] COMMISSION SPECIALIST FOR THE PORT OF
[00:31:49] SEATTLE COMMISSION. TODAY WE WILL BE
[00:31:51] PRESENTING AN UPDATE ON ONE OF MY
[00:31:53] FAVORITE TOPICS, THE MARITIME HIGH
[00:31:55] SCHOOL. IF YOU HAD AN OPPORTUNITY TO SEE
[00:31:57] THIS SUNDAY SEATTLE TIMES ARTICLE A
[00:31:59] COUPLE OF WEEKS AGO, YOU MAY HAVE READ
[00:32:01] THAT THE MARITIME HIGH SCHOOL IS ALSO
[00:32:03] QUICKLY BECOMING A FAVORITE TOPIC FOR
[00:32:04] MANY OTHERS IN THE REGION. BEFORE WE
[00:32:07] DIVE IN. I LIKE TO SHARE A BRIEF VIDEO.
[00:32:10] AUBREE, CAN YOU PLEASE PAY THE VIDEO FOR
[00:32:13] US IN
[00:32:23] DUWAMISH VALUES AND THE SURROUNDING
[00:32:25] COMMUNITIES. THERE ARE LOTS OF STUDENTS
[00:32:27] IN PUBLIC SCHOOL, JUST LIKE ME.
[00:32:31] WHAT IF THERE WAS A NEW WAY FOR US TO
[00:32:33] LEARN, NOT JUST AT OUR DESKS, BUT BEYOND
[00:32:36] THE WALLS OF THE CLASSROOM?
[00:32:39] A WAY THAT SHOWS US HOW TO USE THE
[00:32:40] THINGS WE LEARN IN OUR LIVES, OUTSIDE OF
[00:32:42] SCHOOL AND IN OUR FUTURE CAREERS, A WAY
[00:32:45] TO CONNECT WITH OUR ENVIRONMENT AND EACH
[00:32:48] OTHER, A WAY TO WORK WITH OUR HANDS AND
[00:32:52] OUR MINDS, TO BUILD A BRIGHTER FUTURE,
[00:32:55] NOT JUST FOR OURSELVES BUT FOR THE WHOLE
[00:32:58] COMMUNITY AND GENERATIONS TO COME.
[00:33:00] WHAT IF THERE WAS A WAY TO DO ALL THAT
[00:33:03] AT SCHOOL? WELL,
[00:33:07] AT MARITIME HIGH SCHOOL, THERE IS A WAY.
[00:33:10] IN FACT, THE POSSIBILITIES ARE ENDLESS.
[00:33:14] MARITIME SPECIES ARE AS VAST AS AN
[00:33:17] EXPENSIVE AS THE OCEAN. IMAGINE MARINE
[00:33:20] SCIENCE PROJECT THAT ALLOW US TO WORK
[00:33:21] WITH THE WORLD AROUND US. CLIMATE
[00:33:24] SCIENCE PROJECTS WHERE WE GATHER
[00:33:25] IMPORTANT DATA THAT SUPPORT SOLUTIONS TO
[00:33:28] IMPORTANT PROBLEMS LIKE STORMWATER
[00:33:30] RUNOFF. IMAGINE ENGINEERING PROJECTS
[00:33:33] WHERE WE WORK TOGETHER TO DESIGN,
[00:33:35] BUILD, OR EVEN REPAIR A BOAT. IMAGINE

[00:33:39] ALL OF US WORKING TOGETHER TO RAISE THE
[00:33:42] SAILS AND HIT THE OPEN SEA. IMAGINE NEW
[00:33:45] WAYS TO SOLVE PROBLEMS THAT ACTUALLY
[00:33:48] MAKE PROBLEM SOLVING SEEMED KIND OF FUN.
[00:33:52] PROJECTBASED LEARNING. WE'RE NOT JUST
[00:33:54] WORKING TOGETHER. WE'RE BUILDING A
[00:33:57] COMMUNITY FROM SHOREBASED MARINE
[00:34:00] SCIENCE, LIKE STUDYING MICROPLASTICS AND
[00:34:01] WETLAND RESTORATION TO BOAT BASED
[00:34:04] PROJECTS LIKE WORKING ON ENGINES AND
[00:34:05] RADAR SYSTEMS. STUDENTS AT MARITIME HIGH
[00:34:08] SCHOOL ARE CAPABLE OF ANYTHING. I KNOW
[00:34:12] IT WILL TAKE LOTS OF HARD WORK TO
[00:34:14] ACHIEVE ALL OF MY GOALS, AND THERE WILL
[00:34:16] BE UPS AND DOWNS ALONG THE WAY. BUT I
[00:34:18] KNOW I CAN PERSEVERE. MAYBE I'LL BE
[00:34:21] A COLLEGE STUDENT STUDYING MARINE
[00:34:23] ENGINEERING, MAYBE A CAPTAIN AT THE HELM
[00:34:26] OF MY OWN SHIP, MAYBE A COMMUNITY LEADER
[00:34:29] SHARING WHAT I'VE LEARNED WITH OTHERS.
[00:34:31] IMAGINE BREAKING GENERATIONAL CYCLES AND
[00:34:34] SAILING FORWARD INTO AN INNOVATIVE
[00:34:37] FUTURE BECAUSE ANYTHING IS POSSIBLE AS
[00:34:39] LONG AS YOU CAN IMAGINE IT BURN. AT
[00:34:41] MARITIME HIGH SCHOOL, WE MOVE BEYOND
[00:34:44] IMAGINATION AND INTO REALITY. WE MOVE ON
[00:34:49] AND INTO THE NATURAL WORLD, WHICH GIVES
[00:34:51] LIFE TO EVERYTHING WE DO. WE MOVE BEYOND
[00:34:54] WAS CONVENTIONAL AND INTO WHAT'S
[00:34:56] POSSIBLE WHEN
[00:35:13] TANGIBLE SKILL SETS MEET REAL LIFE
[00:35:15] OPPORTUNITIES, ANYTHING AS POSSIBLE. AT
[00:35:19] MARITIME HIGH SCHOOL, WE VALUE INCLUSION
[00:35:21] AND CHAMPION EQUITY. AND TOGETHER WE
[00:35:24] BUILD COMMUNITY WHERE EVERYONE IS.
[00:35:26] WELL, EVERYONE.
[00:35:43] THANK YOU. LAND. DESPITE THE AUDIO
[00:35:45] CHALLENGE, I HEARD IT'S A GREAT VIDEO.
[00:35:48] THANK YOU. I'LL GIVE EVERYBODY A
[00:35:52] MINUTE TO GRAB A KLEENEX, AND I WON'T
[00:35:54] JUDGE YOU. THAT VIDEO GETS ME EVERY
[00:35:55] TIME, AND I'VE SEEN IT A LOT.
[00:35:58] OKAY, SO FIRST, I'LL TALK A LITTLE BIT
[00:36:01] ABOUT HOW THE PORT HAS SUPPORTED THE
[00:36:03] MARITIME HIGH SCHOOL. THE NEXT YOU'LL
[00:36:06] HEAR SOME PRINCIPAL TREMAINE HOLLOWAY AND
[00:36:09] ONE OF HIS STUDENTS, KAYLIE GRAN. THEN
[00:36:12] YOU'LL HEAR FROM THE REST OF THE TEAM.
[00:36:13] BERNARD FROM HIGHLINE, STEPHANIE FROM
[00:36:16] THE NORTHWEST MARITIME CENTER AND JAKE
[00:36:18] BED, ALSO FROM THE NORTHWEST MARITIME
[00:36:20] CENTER. ALL THESE FOLKS ARE AT THE HEART
[00:36:23] OF THIS PROJECT, AND IT'S TRULY BEEN AN
[00:36:25] HONOR AND A PRIVILEGE TO WORK WITH THEM
[00:36:26] ON THIS EFFORT. SO A BRIEF HISTORY.
[00:36:30] IN 2019, WE HELD A
[00:36:33] STAKEHOLDER SUMMIT WITH NEARLY 100
[00:36:35] REPRESENTATIVES FROM INDUSTRY,
[00:36:37] EDUCATION, GOVERNMENT COMMUNITY. IN
[00:36:39] 2020, EXECUTIVE DIRECTOR METRUCK
[00:36:42] MENTIONED WE PUBLISHED THE CHANGING
[00:36:43] TIDE, WHICH WAS THE CASE STATEMENT FOR
[00:36:45] MARITIME HIGH SCHOOL. SOON AFTER WE

[00:36:49] PASSED MOTION SUPPORTED THE CASE
[00:36:50] STATEMENT THAT THAT
[00:36:54] ALIGNS WITH OUR CENTURY AGENDA GOALS AND
[00:36:57] LATER IN ENTERED INTO A CONTRACT WITH
[00:36:59] THE NORTHWEST MARITIME CENTER IN THE
[00:37:00] AMOUNT OF \$49,999.
[00:37:03] IN MARCH OF THIS YEAR, WE ENTERED INTO
[00:37:06] \$125,000 INTERLOCAL AGREEMENT WITH
[00:37:09] HIGHLINE PUBLIC SCHOOLS. BOTH OF THESE
[00:37:12] AGREEMENTS HAVE SERVED TO SUPPORT THE
[00:37:13] TRANSITION OF LEADERSHIP OF THE MARITIME
[00:37:15] HIGH SCHOOL FROM THE PORT OF SEATTLE TO
[00:37:16] HIGHLINE PUBLIC SCHOOLS. AND NOW I'D
[00:37:19] LIKE TO INTRODUCE THE LEADER PART OF THE
[00:37:22] HEART OF THE MARITIME HIGH SCHOOL
[00:37:23] FOUNDING PRINCIPAL, TREMAINEHOLLOWAY TO
[00:37:26] ME. THANKS SO MUCH. LEANNE MEETINGS,
[00:37:30] EVERYONE. AFTERNOON, BOARD AGAIN. MY
[00:37:33] NAME IS TREMAINE HOLLOWAY, AND I HAVE
[00:37:34] THE PRIVILEGE AND HONOR OF SERVING AS
[00:37:36] FOUNDING PRINCIPAL FOR MARITIME HIGH
[00:37:38] SCHOOL. ETERNALLY GRATEFUL FOR THIS
[00:37:40] POSITION AND THIS ROLE. ONE OF THE
[00:37:42] AMAZING THINGS ABOUT BEING IN THIS ROLE
[00:37:44] IS I GET AN OPPORTUNITY TO INTERACT WITH
[00:37:47] SOME OF THE MOST DYNAMIC YOUTH THAT I'VE
[00:37:50] EVER HAD A CHANCE TO MEET WITH. OUR
[00:37:52] YOUTH ARE BEAUTIFUL, BRIMMING AND BRIGHT
[00:37:55] AND BRILLIANT, AND THEY'RE BOOMING WITH
[00:37:57] PROMISE. AND SO I HAVE A PERSON HERE
[00:37:59] TODAY, ONE OF OUR STUDENTS TO GIVE THAT
[00:38:02] PERSPECTIVE OF WHAT THEY'VE BEEN
[00:38:03] ACTUALLY EXPERIENCING HERE AT MARITIME
[00:38:06] HIGH SCHOOL. SO WITHOUT FURTHER ADO, I
[00:38:08] WOULD LIKE TO INTRODUCE YOU ALL TO
[00:38:10] KAYLIE GRAN. I CHOSE
[00:38:14] A TIME BECAUSE I WANTED TO DO SOMETHING
[00:38:15] IN MARINE BIOLOGY. I'M NOT EXACTLY SURE
[00:38:18] YET, BUT I KNOW I WANT TO BE AROUND
[00:38:20] BOATS AND WATER, AND I ALSO LIKE THAT
[00:38:22] IT WAS A PROJECT BASED SCHOOL AND THERE
[00:38:25] WAS NO GRAIN, NO GRADES AND IT SAYS A
[00:38:27] LOT SMALLER SCHOOL, SO I'M ABLE TO GET A
[00:38:29] LOT MORE PERSONAL AND SUPPORT FOR
[00:38:32] MYSELF. THE LEARNING EXPERIENCES HAVE
[00:38:34] BEEN DIFFERENT BECAUSE WE'VE ALREADY
[00:38:36] BEEN ABLE TO GO OUT IN THE FIELD IN THE
[00:38:38] FIRST MONTH OF SCHOOL AND NOT SIT IN THE
[00:38:40] CLASSROOM AND DO TESTS AND ASSIGNMENTS.
[00:38:42] AND I'VE LEARNED A LOT ABOUT SOUTH PARK
[00:38:46] COMMUNITY AND ALL OTHER PLACES ALONG THE
[00:38:49] DORMS. I'VE ALSO GOT TO DO RESTORATION
[00:38:51] WORK AND HELP RESTORE THE SHORELINE
[00:38:53] ALONG THE DUWASMISH. I'M LOOKING FORWARD TO
[00:38:56] THIS YEAR TO BE ABLE TO GO OUT IN THE
[00:38:58] FIELD AND DO ALL AND EXPLORE ALL OF
[00:39:00] THESE NEW PLACES AND WORK IN GETTING TO
[00:39:02] WORK ON BOATS AND MEETING ALL THESE NEW
[00:39:04] PLACES IN SEATTLE. SO THANK YOU, PORT OF
[00:39:08] SEATTLE COMMISSION FOR DREAMING BIG AND
[00:39:10] TAKING A BIG CHANCE ON SOMETHING NEW AND
[00:39:12] I HOPE YOU CONTINUE TO SUPPORT MARY
[00:39:14] TIME. I'M VERY HAPPY AND GRATEFUL I GET

[00:39:16] TO ATTEND THE SCHOOL AND WORK ON THE
[00:39:17] THANK YOU CLASS
[00:39:25] PART OF THEIR SYSTEM. WELL, THANKS.
[00:39:29] THANKS. SO MUCH KAYLIE FOR THOSE WORDS.
[00:39:31] AGAIN, IT'S NOT EVERY DAY WE GET AN
[00:39:33] OPPORTUNITY TO HEAR FROM OUR STUDENTS.
[00:39:35] SO I WANTED TO MAKE SURE THAT YOU HAD
[00:39:36] THIS CHANCE TO MEET KALE AND HERE
[00:39:39] DIRECTLY FROM SOMEONE WHO IS HAVING THIS
[00:39:41] IMPACT JUST BASED OFF OF WHAT YOU HAVE
[00:39:43] DONE. SO THANK YOU ONCE AGAIN, PORT OF
[00:39:45] SEATTLE COMMISSIONERS FOR DOING THIS
[00:39:48] WORK BECAUSE OF YOU, OUR STUDENTS, LIKE
[00:39:51] KAYLIE CAN ACTUALLY FLOURISH AT OUR
[00:39:53] SCHOOL. SO THANK YOU SO MUCH FOR THIS
[00:39:55] WORK. AND NOW I WANT TO INTRODUCE, I
[00:39:58] BELIEVE BERNARD KOONTZ, EXECUTIVE DIRECTOR OF
[00:40:00] TEACHING AND LEARNING, IS HERE. HE'S
[00:40:01] GOING TO KIND OF TAKE US THROUGH A
[00:40:03] COUPLE OF SLIDES NEXT UP ON TO YOU,
[00:40:06] BERNARD.
[00:40:09] AND PLEASE UNMUTE YOURSELF,
[00:40:15] BERNARD, YOU'RE MUTED.
[00:40:19] OKAY. I GOT THE RIGHT BUTTON. THANKS,
[00:40:22] EVERYBODY. SO MY NAME IS BERNARD US.
[00:40:24] I'M AN EXECUTIVE DIRECTOR HERE WITH
[00:40:26] HIGHLAND PUBLIC SCHOOLS, AND I'VE BEEN
[00:40:27] REALLY INVOLVED WITH GETTING THIS
[00:40:28] PROGRAM LAUNCHED OVER THE COURSE OF THE
[00:40:30] LAST, REALLY, LIKE, TWO YEARS. AND I
[00:40:33] REALLY JUST WANTED TO KIND OF HIGHLIGHT
[00:40:35] THE SPEED AT WHICH THIS HAS HAPPENED.
[00:40:36] ESTABLISHING NEW PUBLIC SCHOOLS DOESN'T
[00:40:38] HAPPEN QUICKLY. AND THIS ONE HAS
[00:40:39] HAPPENED VERY FAST. IT WAS ABOUT TWO
[00:40:42] YEARS AGO THIS MONTH THAT I WALKED INTO
[00:40:44] A ROOM AND MET SOME OF YOU THAT ARE WITH
[00:40:47] US TODAY IN MANY OTHERS THAT HAD COME
[00:40:50] TOGETHER TO REALLY FOCUS ON THIS IDEA
[00:40:53] AND CELEBRATE A REPORT THAT HAD COME OUT
[00:40:55] AND REALLY NEEDED TO SET A A PATH MOVING
[00:40:59] FORWARD. SO THAT'S THAT PICTURE THAT YOU
[00:41:00] SEE THERE OF WHAT HAPPENED WITH THE
[00:41:03] SUMMIT IN OCTOBER 2019. AND THEN JUST
[00:41:05] TWO YEARS LATER, WE LAUNCHED AND WE
[00:41:07] OPENED. AND IT WAS ABOUT A YEAR AGO THAT
[00:41:09] WE KIND OF LOOKED AT OURSELVES AND SAID,
[00:41:11] CAN WE DO THIS THIS YEAR? CAN WE MAKE
[00:41:13] THIS HAPPEN THIS YEAR? AND WE DECIDED,
[00:41:16] YES, WE'RE GOING TO GO FOR IT. WE'RE NOT
[00:41:19] GOING TO LET THE PANDEMIC GET IN THE WAY
[00:41:20] OF DOING WHAT'S RIGHT FOR OUR COMMUNITY,
[00:41:22] WHAT'S RIGHT FOR OUR KIDS. AND WE'VE
[00:41:24] RALLIED AND WE'VE MADE IT HAPPEN. AND
[00:41:26] WE'VE GOT KIDS LEARNING THIS YEAR. AND
[00:41:28] WHAT'S REALLY COOL ABOUT THE FACT THAT
[00:41:30] WE HAVE KIDS LEARNING THIS YEAR WITH US
[00:41:31] IS THEY ARE ALSO PLANNING WITH US.
[00:41:33] THEIR FAMILIES ARE PLANNING WITH US SO
[00:41:34] THAT OUR PROGRAM IS TRULY BASED AND
[00:41:37] ROOTED IN THE COMMUNITY WITH OUR
[00:41:39] AUTHENTIC STUDENT AND COMMUNITY VOICE
[00:41:40] RIGHT ALONGSIDE OUR OTHER INDUSTRY AND

[00:41:43] COMMUNITY PARTNERS THAT ARE SUCH AN
[00:41:44] IMPORTANT PART OF THE STORY.
[00:41:48] WE'LL GO TO THE NEXT SLIDE HERE.
[00:41:51] AND, OF COURSE, A BIG PART OF THAT STORY
[00:41:53] OF GETTING COMMUNITY SUPPORT IS FROM YOU
[00:41:56] IN THE PORT OF SEATTLE THAT HAVE BEEN
[00:41:59] INSPIRATIONAL AND INSPIRING AND
[00:42:02] CHALLENGING TO US TO PUT OUT THAT
[00:42:05] CHALLENGE. WE, AS A SCHOOL SYSTEM, NEED
[00:42:07] TO RESPOND. AND YOU PUT OUT THAT
[00:42:09] CHALLENGE, WHICH YOU'VE ALSO COME WITH A
[00:42:10] TREMENDOUS AMOUNT OF SUPPORT OF HOW TO
[00:42:12] DO THAT. AND SOME OF THAT'S COME THROUGH
[00:42:15] SOME OF THE SCOPE OF WORK THAT WE'VE
[00:42:18] BEEN CHARGED TO DO AND THAT WE HAVE AN
[00:42:20] AGREEMENT TO WORK ON. AND SO THERE'S A
[00:42:22] LOT OF THINGS THAT HIGHLINE HAS BEEN
[00:42:23] DOING AND REALLY ROLLED UP OUR SLEEVES
[00:42:26] OVER THE COURSE OF THE LAST YEAR TO
[00:42:28] REALLY IN A BIG WAY. SO THOSE ARE THINGS
[00:42:31] LIKE GOING FROM THE CONCEPT OF A PROJECT
[00:42:33] BASED SCHOOL TO THE REALITY OF WHAT THAT
[00:42:35] LOOKS LIKE, FIGURING OUT HOW TO REACH
[00:42:37] OUT TO OUR COMMUNITY, TALK TO STUDENTS
[00:42:39] AND FAMILIES TO MAKE SURE THAT WE HAVE
[00:42:41] PRESENT REPRESENTATIVE STUDENT BODY THAT
[00:42:44] WE'RE SUPPORTING AND REALLY DEVELOPING
[00:42:46] THOSE PARTNERSHIPS AND, OF COURSE,
[00:42:49] HIRING STAFF AND BRINGING THEM ON BOARD
[00:42:51] AS WELL. AND WE DON'T DO THIS WORK
[00:42:53] ALONE. OF COURSE, HIGHLAND PUBLIC
[00:42:55] SCHOOLS IS REALLY EXCITED TO PARTNER
[00:42:57] WITH A NUMBER OF DIFFERENT AGENCIES,
[00:42:58] AND I'M GOING TO ASK MY PARTNER,
[00:43:02] JAKE, TO TALK A LITTLE BIT ABOUT HIS
[00:43:04] ORGANIZATIONS ROLE IN HIS GREAT WORK.
[00:43:07] YEAH. GOOD MORNING, COMMISSIONERS
[00:43:08] ELECTIVE DIRECTOR. I COULDN'T BE MORE
[00:43:11] EXCITED TO BE HERE. FIRST OF ALL, THIS
[00:43:12] HAS BEEN A DREAM FOR A LOT OF US FOR A
[00:43:14] LONG TIME. AND THE FACT THAT YOU KICKED
[00:43:16] IT OFF AND GET INVESTED IN BOTH THE
[00:43:18] HIGHLINE PUBLIC SCHOOLS AND THE
[00:43:19] NORTHWEST MARITIME CENTER, OUR ROLE IS A
[00:43:21] LITTLE DIFFERENT. I'VE RUN THIS ANALOGY
[00:43:24] PASS. ANYWAY, I THINK WE'RE THE JELLY TO
[00:43:25] THEIR PEANUT BUTTER AND THAT WE'RE
[00:43:27] REALLY HERE TO SHOW UP AND ADD THE
[00:43:29] MARITIME EXPERIENCES. WE WORK WITH
[00:43:30] SCHOOLS AND GETTING KIDS ON THE WATER
[00:43:32] AND REALLY ENGAGE BEFORE IN THE
[00:43:35] BEGINNING, IT WAS REALLY ABOUT SCOPING
[00:43:37] THE WORK IT WAS ABOUT COMING UP WITH HOW
[00:43:39] ARE WE GOING TO PULL THIS OFF AND WHAT I
[00:43:40] THOUGHT WAS GOING TO BE TWO YEARS,
[00:43:42] WHICH TURNED INTO ONE YEAR. THANK YOU,
[00:43:43] BERNARD. AND THEN FIGURING OUT WHAT
[00:43:46] THOSE EXPERIENCE WOULD COST, HOW WE CAN
[00:43:48] COME UP WITH A FUNDRAISING PLAN,
[00:43:50] BECAUSE THE THING WE KNOW FOR SURE FROM
[00:43:51] OUR EXPERIENCE AND FROM OUR FIELD SCAN
[00:43:54] OF THESE NATION BEST IN CLASS
[00:43:55] EXPERIENCES, THAT IT IS GOING TO TAKE

[00:43:57] SOMETHING MORE THAN REGULAR STATE
[00:43:59] FUNDING FOR THESE COMPELLING EXPERIENCES
[00:44:03] TO GET STUDENTS NOT JUST ENGAGED AND
[00:44:04] EDUCATED BUT EXCITED ABOUT MARITIME AS A
[00:44:07] CAREER PATH. SO THAT'S THE WAY WE SHOW
[00:44:08] UP, BECAUSE WE NEED TO COME UP WITH A
[00:44:09] PLAN AND THEN START EXECUTING ON THAT
[00:44:11] FUNDRAISING. THEN ALSO BECAUSE OF OUR
[00:44:14] GYM, WE'RE HERE TO HELP WITH THE SCHOOL
[00:44:17] STAFF TO HELP DESIGN THE EXPERIENCES AND
[00:44:19] THEN PULL THEM OFF AND DO THINGS LIKE
[00:44:21] GET STUDENTS ON THE WATER OWN BOATS,
[00:44:23] THE THINGS THAT ARE IMPORTANT FOR
[00:44:25] MARITIME SCHOOLS TO HAVE. BUT SCHOOL
[00:44:28] DISTRICTS ARE WISE ENOUGH NOT TO DO
[00:44:30] THOSE THINGS THEMSELVES. SO THAT'S WHY
[00:44:31] WE'RE HERE AND THAT'S SOME OF THE WORK
[00:44:32] WE'LL BE TALKING ABOUT LATER OR NEXT, I
[00:44:35] GUESS. SO WHEN
[00:44:42] YOU DESIGN A SCHOOL THAT IS MARITIME
[00:44:44] BASED AND STUDENT CENTERED IN EQUITY
[00:44:46] DRIVEN, IT BRINGS UP A FEW THINGS AROUND
[00:44:48] WHO IS OUR COMMUNITY AND WHO ARE WE
[00:44:52] ACCOUNTABLE TO? AND WHEN I THINK ABOUT
[00:44:55] MARITIME HIGH SCHOOL, IT'S ABOUT BEING
[00:44:57] ACCOUNTABLE TO OUR MARITIME INDUSTRY AND
[00:45:00] OUR PARTNERS THERE. IT'S ABOUT BEING
[00:45:01] ACCOUNTABLE TO THE STATE BOARD OF
[00:45:04] EDUCATION THAT SAYS THIS IS WHAT OUR
[00:45:05] STUDENTS NEED TO LEARN WHEN THEY'RE IN
[00:45:07] HIGH SCHOOL. AND THEN IT'S ALSO ABOUT
[00:45:09] BEING ACCOUNTABLE TO OUR MARATHON HIGH
[00:45:11] SCHOOL LEARNERS AND THEIR FAMILIES. AND
[00:45:13] SO ONE OF THE FIRST THINGS THAT WE DID
[00:45:15] AROUND THAT PIECE IS PULLED TOGETHER AN
[00:45:18] ADVISORY BOARD THAT REPRESENTS MARITIME
[00:45:21] INDUSTRY AND EDUCATION REPRESENTATIVES
[00:45:24] AND COMMUNITY REPRESENTATIVES FROM THE
[00:45:26] REGION. AND WE DID THAT WORK OVER THE
[00:45:28] LAST YEAR AND HAD SEVERAL MEETINGS WITH
[00:45:30] OUR ADVISORY BOARD THAT HELPED GUIDE US
[00:45:33] IN THE DIRECTION OF THE SCHOOL. WE THEN
[00:45:37] WELCOMED OUR MARITIME HIGH SCHOOL
[00:45:39] LEARNERS IN SEPTEMBER OF 2021. AND PART
[00:45:43] OF THE WORK THAT'S BEEN HAPPENING. THE
[00:45:45] NEXT SLIDE, PLEASE,
[00:45:49] IS THE CURRICULUM DEVELOPMENT, THE
[00:45:52] PROJECT BASED LEARNING THAT'S HAPPENING
[00:45:53] AT MARITIME HIGH SCHOOL. SO PART OF THE
[00:45:57] DEVELOPMENT OF RELATIONSHIPS WITH
[00:45:59] MARITIME INDUSTRIES THAT WE'VE PULLED
[00:46:01] TOGETHER PROJECT DESIGN, WORK GROUPS.
[00:46:03] AND SO THOSE ARE ABOUT 25 OR 30 PEOPLE
[00:46:06] WHO ARE IN THE MARITIME INDUSTRY WHO ARE
[00:46:08] HELPING US MAP OUT THE CONTENT
[00:46:11] KNOWLEDGE, THE SKILLS AND THE
[00:46:12] DISPOSITIONS AND HABITS OF OUR LEARNERS
[00:46:15] WITHIN THE AREAS OF VESSEL OPERATIONS,
[00:46:18] VESSEL DESIGN AND MAINTENANCE, ON
[00:46:21] POLICY, RE RESOURCES AND RESEARCH. AND
[00:46:24] WHAT DID I LEAVE OUT AND MARINE
[00:46:25] CONSTRUCTION? AND SO THESE INDIVIDUALS
[00:46:27] AND PROFESSIONALS HAVE BEEN REALLY

[00:46:30] FOUNDATIONAL IN HELPING US UNDERSTAND
[00:46:33] WHAT IS IT FROM A MARITIME INDUSTRY
[00:46:36] PERSPECTIVE THAT OUR STUDENTS NEED TO
[00:46:38] KNOW AND LEARN AND DO BY THE TIME
[00:46:42] THAT THEY HAVE MOVED FROM TENTH GRADE TENTH
[00:46:43] GRADE, GRADE TO 11TH GRADE, SO ON AND SO
[00:46:47] FORTH UNTIL THEY HAVE WALKED ACROSS THAT
[00:46:48] STAGE AND GRADUATED. SO THEY'RE HELPING
[00:46:51] US IDENTIFY WHAT THOSE CONTENT SKILLS
[00:46:54] ARE OR THOSE CONTENT KNOWLEDGE AND
[00:46:56] SKILLS AND DISPOSITIONS ARE. AND THEY'RE
[00:46:58] ALSO HELPING BRING THESE PROJECTS TO
[00:47:00] LIFE AS PARTNERS IN THE FIELD AS WELL.
[00:47:16] I'M SORRY.
[00:47:21] YEAH, JUST TO STOP THE PRESENTATION
[00:47:25] REALLY QUICKLY, THE AUDIO IS BREAKING UP
[00:47:27] FOR ME ANYWAY. IS EVERYBODY ELSE
[00:47:29] EXPERIENCING THE SAME? OKAY.
[00:47:35] ALRIGHT. IF YOU WANT TO GIVE THAT
[00:47:37] ANOTHER SHOT, WE ARE HAVING SOME
[00:47:38] DIFFICULTIES TODAY. IF OUR TRUSTED
[00:47:41] PRINCIPLE COULD MAYBE TURN OFF YOUR
[00:47:44] VIDEO, YOUR AUDIO WOULD PERHAPS IMPROVE,
[00:47:47] THAT COULD BE HELPFUL.
[00:47:53] IT'S STILL NOT WORKING VERY WELL FOR ME.
[00:47:56] BERNARD, ARE YOU ABLE TO JUMP IN ON THIS
[00:47:58] ONE? I'M SORRY ABOUT THAT. THANK
[00:48:00] YOU FOR TRYING. YEAH, I CAN ABSOLUTELY
[00:48:03] JUMP IN HERE. AND IF TREMAINE, YOU MIGHT
[00:48:05] COME BACK ON, YOU JUMP RIGHT IN. SO
[00:48:09] WE'RE PLEASED.
[00:48:11] WE'RE PLEASED THAT WE WERE ABLE TO HAVE
[00:48:14] A ROBUST ENROLLMENT SEASON THAT OPENED
[00:48:16] LAST JANUARY. WE OPENED UP A LOT OF
[00:48:18] DIFFERENT WAYS TO REACH OUT TO FAMILIES.
[00:48:20] WE DID SOME LIVE EVENTS, SEVERAL ZOOM
[00:48:22] EVENTS, AND AS SOON AS FAMILIES WERE
[00:48:23] INTERESTED IN STUDENTS WERE INTERESTED.
[00:48:25] THERE WAS A LOT OF FOLLOW UP WITH THEM
[00:48:27] TO HELP THEM UNDERSTAND WHAT THE SCHOOL
[00:48:29] IS ABOUT AND HELP THEM MAKE A GOOD
[00:48:30] DECISION TO COME ON IN AND ENTER THE
[00:48:32] SCHOOL SO THAT WAS A LOT OF THE WORK
[00:48:33] THAT TOOK PLACE THIS LAST SPRING. WE
[00:48:36] HAVE AROUND 35 STUDENTS THAT ARE IN THE
[00:48:38] PROGRAM RIGHT NOW. AND OF COURSE, OUR
[00:48:40] GOAL AND PLAN IS TO SCALE IT UP TO 100
[00:48:43] STUDENTS STARTING NEXT YEAR. BUT FOR A
[00:48:46] FIRST YEAR LAUNCH, WE'RE REALLY PLEASED
[00:48:47] WITH THOSE NUMBERS. WE HAD PROBABLY
[00:48:49] ABOUT 50 OR SO STUDENTS OVERALL THAT
[00:48:52] WE'RE INTERESTED ENOUGH TO TURN AN
[00:48:53] APPLICATION REAL PLEASED WITH THE
[00:48:56] NUMBERS THAT WE HAVE COMING IN SO FAR.
[00:48:58] WE ALSO HIRED WE HIRED TWO FULL TIME
[00:49:00] TEACHERS TO LAUNCH THE PROGRAM, AND OF
[00:49:03] COURSE, OUR PARTNERS IN NORTHWEST
[00:49:04] MARITIME CENTER HAVE ALSO BEEN MAKING
[00:49:07] SURE THAT THEY HAVE THE STAFF TO
[00:49:09] ROBUSTLY SUPPORT THE PROGRAM. SO WE DO
[00:49:12] HAVE STAFF HIRED AND ON BOARD AND
[00:49:14] STUDENTS ENROLLED, AND WE'VE ALREADY GOT
[00:49:16] PLANS ROLLING FOR WHAT THAT ENROLLMENT

[00:49:17] IS GOING TO LOOK LIKE, REALLY JUST
[00:49:19] COMING AROUND THE CORNER HERE IN A FEW
[00:49:20] MONTHS. A BIG PART OF THE PROJECT, OF
[00:49:23] COURSE, HAS BEEN MAKING SURE THAT AS WE
[00:49:26] CREATE THIS FANTASTIC OPPORTUNITY FOR
[00:49:28] STUDENTS THAT IT IS ATTRACTIVE TO AND
[00:49:31] ACCESSIBLE TO SOME OF OUR STUDENTS AND
[00:49:33] FAMILIES WHO TYPICALLY DON'T EXPERIENCE
[00:49:36] AS MANY OF THE BENEFITS OF PUBLIC
[00:49:40] EDUCATION AND OUR DISPROPORTIONALLY
[00:49:42] IMPACTED BY VARIOUS THINGS THEY GET IN
[00:49:45] THE WAY OF A GOOD PUBLIC EDUCATION. SO
[00:49:47] IN ORDER TO DO THAT, WE REALLY HAVE
[00:49:49] FOCUSED ON TRYING TO MAKE SURE THAT OUR
[00:49:51] STUDENT BODY AND OUR STAFF REPRESENTS
[00:49:53] OUR COMMUNITY. AND RIGHT NOW WE'RE AT
[00:49:55] ABOUT 50% OF OUR STAFF AND OUR STUDENTS
[00:49:58] ARE PEOPLE OF COLOR. AND SO WE'RE REALLY
[00:50:01] PLEASED WITH THOSE NUMBERS. AND WE KNOW
[00:50:02] THAT THERE'S ROOM TO GROW IN THAT HERE
[00:50:05] IN HIGHLINE, THAT 50% DOESN'T MATCH OUR
[00:50:07] COMMUNITY. SO WE'D LIKE TO SEE THAT
[00:50:10] THOSE NUMBERS INCH UP QUITE A BIT MORE.
[00:50:13] SO WE HAVE SOME STRATEGIES IN PLACE TO
[00:50:15] DO THAT AND ARE LOOKING FORWARD TO THAT
[00:50:17] WORK THAT WILL BE COMING AHEAD.
[00:50:21] HIT THE NEXT SLIDE. ALRIGHT.
[00:50:24] I THINK THIS ONE I THINK THIS SLIDE IS
[00:50:26] ME TOO. FRIENDS JUMP IN.
[00:50:29] YEAH, THIS IS ME. OKAY. SO THE WORK
[00:50:33] AHEAD, AS I MENTIONED BEFORE, WE LOOKED
[00:50:36] AT EACH OTHER ABOUT A YEAR AGO AND SAID,
[00:50:38] LET'S DO THIS. LET'S MAKE THE SCHOOL
[00:50:39] HAPPEN NOW. BUT THE SCHOOL IS NOT FULLY
[00:50:42] PLANNED AND THAT IS ON PURPOSE. WE KNOW
[00:50:45] THE BIG PIECES. WE KNOW THE BIG PILLARS
[00:50:47] OF THE SHAPE OF THE SCHOOL, BUT WE GOT A
[00:50:50] LOT OF WORK TO DO AND TO CONTINUE TO DO
[00:50:51] TO REALLY REFINE THOSE STRUCTURES,
[00:50:53] BUILD OUT THE 10TH GRADE PROGRAM AND
[00:50:56] ALSO REALLY START TO SCOPE OUT THE 11TH
[00:50:58] AND 12TH GRADE PROGRAM IN MORE DETAIL.
[00:51:00] SO REALLY, WHAT'S GOING ON THIS YEAR?
[00:51:02] IS THERE'S A LOT OF MOVING FROM CONCEPT
[00:51:05] TO REALITY AND FIGURING OUT EXACTLY WHAT
[00:51:07] THOSE RELATIONSHIPS ARE AND GOING
[00:51:09] FROM TALKING ABOUT RELATIONSHIPS TO
[00:51:10] SIGNING PEOPLE UP FOR SPECIFICALLY WHAT
[00:51:12] THOSE EXPERIENCES ARE GOING TO BE.
[00:51:14] WE'RE GOING FROM TALKING TO PARTNERS TO
[00:51:16] ACTUALLY MAKE AN AGREEMENT WITH PARTNERS
[00:51:17] TO DO THINGS SO THAT'S HAPPENING A TON.
[00:51:20] ONE OF THE AREAS HERE TO REALLY
[00:51:21] HIGHLIGHT, I THINK, IS OUR WORK THAT
[00:51:23] WE'RE GOING TO BE MOVING TOWARDS IN
[00:51:25] TERMS OF RAMPING KIDS UP TO BEING ABLE
[00:51:27] TO DO LONGER TERM INTERNSHIPS. SO THIS
[00:51:30] YEAR THAT MIGHT LOOK LIKE SOME JOB
[00:51:32] SHADOWING. IT MIGHT LOOK LIKE SOME
[00:51:33] SHORTTERM GROUP EXPERIENCES AND
[00:51:35] DIFFERENT WORKPLACES NEXT YEAR FOR THE
[00:51:37] 10TH GRADE YEAR, THAT MIGHT LEAVE ITSELF
[00:51:39] INTO EXPERIENCES THAT LAST A COUPLE OF

[00:51:41] WEEKS. AND SO WE'RE GOING TO GRADUALLY
[00:51:42] BUILD STUDENTS UP IN THEIR CAPACITY UP
[00:51:44] AT THE SAME TIME, WE'RE BUILDING THE
[00:51:46] CAPACITY OF OUR PARTNERS TO ENSURE THAT
[00:51:48] THEY WILL BE IDENTITY SAFE ENVIRONMENTS
[00:51:50] FOR OUR YOUNG PEOPLE TO BE IN. AND
[00:51:52] TOGETHER WE'RE GOING TO BUILD THAT
[00:51:54] SAFETY. WE'RE GOING TO BUILD THAT
[00:51:55] EXPERIENCE. WE'RE GOING TO BUILD
[00:51:56] CAPACITY SO THAT IN THE 11TH AND 12TH
[00:51:58] YEAR, IN 11TH AND 12TH GRADE YEAR, THEY
[00:52:00] CAN DO THOSE LONGER, MORE IN DEPTH
[00:52:02] INTERNSHIPS THAT ARE GOING TO LEAD TO A
[00:52:04] LOT OF DEEP LEARNING THAT'S GOING TO
[00:52:06] PREPARE THEM FOR COLLEGE, IF THAT'S THE
[00:52:07] PATH THEY CHOOSE AND ALSO IS GOING TO
[00:52:09] ENGAGE THE KIND OF LEARNING THEY NEED TO
[00:52:11] DO THAT. THEY CAN GRADUATE WITH A CAREER
[00:52:13] READY CERTIFICATE AT THE END OF 12TH
[00:52:16] GRADE. WE GOT A LOT OF WORK AHEAD.
[00:52:18] WE'RE REAL EXCITED ABOUT IT. A LOT OF
[00:52:20] MOVING PIECES THERE, BUT DEFINITELY A
[00:52:23] LOT MORE WORK TO DO THIS YEAR AND BEYOND
[00:52:25] WITH THE PLANNING AND DEVELOPMENT OF THE
[00:52:27] SCHOOL MUSEUM
[00:52:33] TOUR ALWAYS EXIT THROUGH THE GIFT SHOP.
[00:52:36] BUT PROGRAM TOUR IS ALWAYS TALK ABOUT
[00:52:38] FUNDRAISING. AT THE END, PART OF THE
[00:52:41] WORK OF THE MARITIME CENTER IS TO RAISE
[00:52:43] THE MONEY FOR THE FIRST BIT OF THIS FOR
[00:52:46] THIS, CALLING IT START UP CAPITAL. WE
[00:52:48] KNOW THAT THE PROGRAMS ARE GOING TO BE
[00:52:50] MORE EXPENSIVE THAN STUDENT OF FUNDING
[00:52:52] FROM THE STATE. AND WE ALSO KNOW THAT
[00:52:54] IT'S VITALLY IMPORTANT FOR THE SCHOOL TO
[00:52:58] HAVE THESE FIRST FOUR YEARS, JUST HAVE
[00:53:00] THE MONEY TO EXPERIMENT AND ALSO TO MAKE
[00:53:02] THE STUDENT EXPERIENCE SO COMPELLING.
[00:53:04] THAT IS JUST AN OBVIOUS CHOICE, AN
[00:53:05] ASPIRATIONAL CHOICE FOR ANYONE WHO WANTS
[00:53:07] TO ARRIVE, THAT THIS IS MARITIME IS
[00:53:09] FANTASTIC AND FUND THE LEARNING. THERE
[00:53:10] IS INCREDIBLE ONE. AND THE STUDENTS THAT
[00:53:13] HAVE SET UP IN YEAR ONE, THEY TOOK A
[00:53:15] RISK ON US, RIGHT? THEY HAD GOOD FAITH
[00:53:16] AND WE WANT TO SUPPORT THAT RISK AND TO
[00:53:18] MAKE SURE THAT THEY HAVE A COMPELLING
[00:53:19] EDUCATION ALL THE WAY THROUGH. SO WE'VE
[00:53:22] DEVELOPED A FIRST PLAN, REALLY HAVE
[00:53:24] CREATING A FUNDING MODEL FOR THE FIRST
[00:53:26] FIVE YEARS OF THIS PROGRAM THAT PLATO IS
[00:53:29] OUT AT ABOUT AN EXTRA \$4,000 PER YEAR
[00:53:32] PER STUDENT ON TOP OF THE 10,000 PER
[00:53:34] YEAR PER SE AS A STATE FUNDS. AND THAT'S
[00:53:36] BASED ON BOTH OUR EXPERIENCE WITH SOME
[00:53:38] OF OUR SCHOOL PARTNERSHIPS, ALSO WITH
[00:53:39] SOME BEST IN CLASS FIELD CAMP LIKE THE
[00:53:42] HARBOR SCHOOL IN NEW YORK CITY THAT SOME
[00:53:43] OF YOU MIGHT HAVE HEARD OF. AND WE'RE
[00:53:45] DEVELOPING THE PLANS AFTER THAT AS WELL.
[00:53:48] BUT FIRST, WE'RE FOCUSING ON AT FIRST
[00:53:50] FOUR YEARS, FIVE YEARS. EXCUSE ME. AND I
[00:53:54] CAN'T REALLY ANNOUNCE IT YET, BUT WE'RE

[00:53:56] IN THE LEADERSHIP GIFT PHASE, AND IN THE
[00:53:58] COMING COUPLE OF DAYS, THREE DAYS,
[00:53:59] WE'LL BE ABLE TO ANNOUNCE ABOUT \$3
[00:54:02] MILLION IN LEADERSHIP GIFTS FOR THIS.
[00:54:04] SO WHEN YOU THINK ABOUT YOUR INVESTMENT
[00:54:07] AND SORT OF SEED MONEY, CATALYST MONEY,
[00:54:09] YOU'VE UNLOCKED THIS GREATER VISION
[00:54:11] TOWARDS A GREATER GOAL OF AROUND SEVEN
[00:54:13] AND A HALF MILLION DOLLARS INSTRUMENTAL.
[00:54:15] SO IT WAS FANTASTIC. AND DON'T WORRY,
[00:54:17] WE'LL BE COMING BACK FOR YOUR SUPPORT
[00:54:18] FOR THE ONGOING STUFF AS WELL. BUT JUST
[00:54:20] REFER NOW BACK IN YOUR SUCCESS. ON TOP
[00:54:23] OF THAT, WE'RE ALREADY IDENTIFYING WHAT
[00:54:25] THE EVENTUAL FACILITY NEED WILL BE. AND
[00:54:28] WE'RE WORKING WITH MASON ARCHITECTS TO
[00:54:31] DO SOME REALLY PRELIMINARY PLANNING
[00:54:32] AROUND WHAT'S THE SCOPE SCALE, SO WE CAN
[00:54:35] AT LEAST PUT SOME DIMENSION AROUND WHERE
[00:54:37] IT SHOULD BE AND HOW MUCH THE CAMPAIGN
[00:54:39] IS GOING TO BE TO CREATE THE EVENTUAL
[00:54:40] SCHOOL. SO THAT'S ALL THE STUFF THAT'S
[00:54:42] ALSO GOING ON. FANTASTIC WORK. THANK YOU
[00:54:45] ALL AT THE END OF OUR PRESENTATION.
[00:54:52] THANK YOU, TEAM. OH, COMMISSIONER,
[00:54:55] YOU'RE MUTED LEEANNE.
[00:55:00] IF YOU WERE GOING TO CONCLUDE BEFORE WE
[00:55:02] ASK CLERK HART TO, I WOULD
[00:55:05] ASSUME COMMISSIONER CALKINS WOULD WANT
[00:55:07] TO SAY A THING OR TWO.
[00:55:11] THANK YOU, FRED. YEAH. IT'S JUST SO
[00:55:15] EXCITING TO HEAR FROM THE LEADERSHIP OF
[00:55:18] MARITIME HIGH SCHOOL. AND IN PARTICULAR,
[00:55:21] I WANTED TO SHARE MY FIRST EXPERIENCE
[00:55:24] GETTING TO MEET WITH STUDENTS. I WAS ONE
[00:55:28] OF THE LOCAL MARITIME LEADERS
[00:55:31] WHO CAME TO SPEAK TO THE MARITIME HIGH
[00:55:34] SCHOOL CLASSES, AND I WAS
[00:55:36] EXTRAORDINARILY IMPRESSED WITH THE
[00:55:38] QUALITY OF INQUIRY WITH THE RANGE OF
[00:55:42] INTEREST THAT THEY HAD THE REAL CONCERN
[00:55:44] FOR THE NATURAL ENVIRONMENT. THAT SEEMED
[00:55:46] TO DRIVE A LOT OF THE QUESTIONS. AND FOR
[00:55:49] ME, THAT'S WHERE WHAT I KEEP COMING BACK
[00:55:51] TO IS THIS IS REALLY JUST ABOUT THE
[00:55:53] STUDENTS AND WANTING TO CREATE THAT KIND
[00:55:56] OF SPACE FOR THESE KIDS WHO HISTORICALLY
[00:55:58] HAVE NOT HAD ACCESS TO EDUCATIONAL
[00:56:00] JUSTICE. IT HAS
[00:56:04] BEEN A TREMENDOUS EFFORT BY THE
[00:56:06] PRESENTERS YOU'VE SEEN TODAY AND ALL OF
[00:56:09] THE PEOPLE WHO HAVE BEEN WORKING BEHIND
[00:56:10] THE SCENES FROM THE FOLKS WHO ARE ON THE
[00:56:13] VERY INITIAL CALLS IN WHICH WE WERE ABLE
[00:56:17] TO KIND OF STRUCTURE A FAIRLY NEBULOUS
[00:56:20] IDEA TO WHEN THE PORT OF SEATTLE REALLY
[00:56:23] TURNED THIS INITIATIVE OVER TO HIGHLAND
[00:56:24] SCHOOLS IN THE NORTHWEST MARITIME
[00:56:26] CENTER. YOU KNOW, IT WAS A VERY GRAND
[00:56:32] IDEA, AND THEY HAVE TURNED IT INTO A
[00:56:34] REFINED AND VERY CONCRETE INSTITUTION
[00:56:37] THAT I THINK IS GOING TO FOR GENERATIONS
[00:56:41] EDUCATE STUDENTS HERE IN OUR AREA IN AN

[00:56:43] AREA WHERE THEY'RE GOING TO COME OUT
[00:56:45] WITH OPPORTUNITIES AND CAREERS THAT ARE
[00:56:47] DURABLE AND WELL COMPENSATED, AND THAT
[00:56:51] WILL HELP TO GROW THE REGION AT LARGE.
[00:56:53] AND SO I ALSO WANT TO SAY THANK YOU TO
[00:56:55] ALL THE COMMISSIONERS FOR CONTINUING TO
[00:56:57] SUPPORT THIS FROM A VERY FLEDGLING IDEA
[00:57:00] TO UNTIL AND CONTINUING THROUGH THIS
[00:57:04] PERIOD OF OUR FIRST CLASS GOING THROUGH
[00:57:06] MARITIME HIGH SCHOOL, I THINK WITHOUT
[00:57:10] THE PORT SUPPORT, THERE'S NO DOUBT THIS
[00:57:12] IDEA WOULD NOT HAVE SET SALE.
[00:57:16] AND SO WITH THAT, I'LL LEAVE
[00:57:19] IT UP TO THE OTHERS FOR QUESTIONS. BUT
[00:57:21] THANK YOU ALL FOR YOUR PRESENTATION
[00:57:22] TODAY. THANK YOU,
[00:57:25] COMMISSIONER CALKINS, AND FOR YOUR
[00:57:27] LEADERSHIP AND KICKING IT OFF. CLERK
[00:57:30] HART, WOULD YOU CALL THE ROLL FOR
[00:57:33] QUESTIONS? WELL, THE BEGINNING WITH
[00:57:35] COMMISSIONERS STEINBRUECK. WELL, GREAT.
[00:57:37] JUST TO FIRST ADD MY ENORMOUS
[00:57:42] THANKS AND CONGRATULATIONS AND
[00:57:44] PARTICULARLY TO YOU, COMMISSIONER
[00:57:46] CALKINS, FOR YOUR UNSWERVING
[00:57:49] DETERMINATION TO SEE THE LAUNCH OF THIS
[00:57:52] SHIP AND IT HAS BEEN LODGED. SO
[00:57:55] CONGRATULATIONS TO YOU, THE HIGHLINE
[00:57:58] SCHOOL DISTRICT, STUDENTS AND FACULTY.
[00:58:00] THIS IS REALLY A GREAT SEND OFF HERE AT
[00:58:03] THIS POINT. AND I'M EXCITED TO HEAR
[00:58:07] ABOUT THE CONTINUED BUILD MOMENTUM WITH
[00:58:10] STAKEHOLDER SUPPORT, BECAUSE I THINK WE
[00:58:12] HAVE A LARGE ENOUGH MARITIME
[00:58:17] INDUSTRY HERE WITH MANY
[00:58:21] BUSINESSES THAT COULD HELP JOIN IN
[00:58:23] SUPPORTING THIS EFFORT. AND IT'S REALLY
[00:58:26] INVESTING IN THE LONG TERM IN THE FUTURE
[00:58:29] OF OUR YOUTH TO BECOME MARINERS. MY SON
[00:58:32] JUST RECENTLY JOINED MARITIME ACADEMY.
[00:58:34] HE'S HE DIDN'T HAVE THE OPPORTUNITY IN
[00:58:37] HIGH SCHOOL TO SIGN UP FOR MARITIME
[00:58:39] CURRICULUM, BUT HE'S NOW 26 AND
[00:58:43] HAS SIGNED A FULL TIME ENROLLMENT IN THE
[00:58:45] COMMUNITY COLLEGE MARITIME ACADEMY. I'M
[00:58:48] VERY EXCITED FOR HIM. HE WANTS TO BE AN
[00:58:50] ENGINEER. I DO HAVE A QUESTION FOR
[00:58:54] SOMEONE HERE WHO PERHAPS CAN ASK MAYBE
[00:58:56] IT'S TO THE SCHOOL DISTRICT. I THINK
[00:58:59] THERE WILL BE GROWING INTEREST ALL OVER
[00:59:02] THE REGION FOR STUDENTS INTERESTED
[00:59:08] IN PARTICIPATING. OBVIOUSLY, THERE'S
[00:59:10] CAPACITY ISSUES, THERE LIMITATIONS, BUT
[00:59:13] WILL IT BE POSSIBLE AT SOME POINT TO
[00:59:15] ACCEPT ENROLLMENT FROM STUDENTS OUTSIDE
[00:59:19] OF THE HIGH LINE SCHOOL DISTRICT WHO
[00:59:23] MAY WANT TO ATTEND? YEAH, ABSOLUTELY.
[00:59:26] THAT'S ABSOLUTELY PART OF THE PLAN. WE
[00:59:29] HAVE CLOSE TO HALF OF OUR STUDENTS RIGHT
[00:59:31] NOW ACTUALLY ARE FROM OUTSIDE OUR
[00:59:33] BOUNDARIES. SO THE SCHOOL IS VERY MUCH
[00:59:35] DESIGNED WITH THAT IN MIND. GREAT.
[00:59:38] WELL, THAT'S GOOD TO HEAR. I'LL SPREAD

[00:59:41] THE WORD. THE OTHER PART OF MY CONCERN
[00:59:44] HERE IS THE ISSUE OF ACCESS AND
[00:59:47] TRANSPORTATION. I DON'T KNOW THAT
[00:59:51] THERE'S PARTICULARLY GOOD TRANSIT
[00:59:52] SERVICE AND FOR THE FUTURE SITING
[00:59:57] OF A PERMANENT SCHOOL, I HOPE THAT THE
[00:59:59] ACCESS ISSUE WILL BE SERIOUSLY EXAMINED
[01:00:02] TO MAKE IT AS EASY AS POSSIBLE,
[01:00:06] RECALLING THAT THE STUDENTS AT THE
[01:00:11] NEW YORK HARBOR SCHOOL. WELL, THEY HAVE
[01:00:14] A LONG JOURNEY TO GET THERE, INCLUDING A
[01:00:16] FERRY TRIP, WHICH I THINK SORT OF ADDS
[01:00:18] TO THE EXCITEMENT OF DAILY TRIPS TO AND
[01:00:21] FROM THE SCHOOL. BUT I THINK IT'S AN
[01:00:24] IMPORTANT EQUITY ISSUE AS WELL. SO I
[01:00:27] JUST RAISED THAT.
[01:00:29] THANK YOU, COMMISSIONERS STEINBREUCK. I
[01:00:32] SEE MS. SCHIRATO HAS HER HAND UP. I JUST
[01:00:35] WANTED TO COMMENT TO THE IDEA OF THIS
[01:00:38] SCHOOL, COMMISSIONER STEINBRUECK, JUST SO
[01:00:41] YOU KNOW, THAT PORT OF TACOMA IS ALSO NOW
[01:00:44] LOOKING INTO REPLICATING THIS AND HAVE
[01:00:46] BEGUN CONVERSATIONS WITH SCHOOL
[01:00:48] DISTRICTS AND FOLKS DOWN THERE. AND I
[01:00:50] RECENTLY WAS AT THE PORT CONFERENCE,
[01:00:53] AND I SPOKE A LITTLE BIT ABOUT THIS
[01:00:54] TOPIC, AND I HAD AT LEAST TEN DIFFERENT
[01:00:57] FOLKS FROM DIFFERENT PORTALS TO ME AND
[01:00:58] ASK FOR MORE INFORMATION ABOUT IT AND
[01:01:00] ARE REALLY INTERESTED ABOUT IT. SO IT
[01:01:01] HAS HAD A LITTLE BIT OF A DOMINO EFFECT.
[01:01:04] WANTED TO SHARE THAT. THANK YOU. YEAH,
[01:01:06] THAT'S EXCITING.
[01:01:09] THANK YOU. THANK YOU. COMMISSIONER STEINBRUECK
[01:01:12] MOVE ONTO COMMISSIONER CHO. I DON'T
[01:01:15] HAVE ANY QUESTIONS. I JUST WANT TO
[01:01:16] COMMEND EVERYONE FOR THE TERRIFIC WORK
[01:01:18] HERE. YOU REALLY CHALLENGE THE NOTION
[01:01:20] THAT GOVERNMENT IS SLOW AND BE A CREDIT.
[01:01:22] YOU SET UP THIS INSTITUTE RECORD TIME.
[01:01:26] I THINK IT'S EXTREMELY IMPRESSIVE WHAT
[01:01:28] HAS MANIFESTED, YOU KNOW, QUITE FRANKLY,
[01:01:31] DURING A PANDEMIC. LET'S BE HONEST. YOU
[01:01:34] KNOW, AS MY COLLEAGUES KNOW AT THE
[01:01:37] COMMISSION DID THIS LISTENING TOUR FOR
[01:01:40] EQUITABLE COVER, TRYING TO FIGURE OUT
[01:01:42] WHAT WE NEED TO DO IS A PORT IN ORDER TO
[01:01:44] REACH AN EQUITABLE RECOVERY. AND THE
[01:01:46] SINGLE BIGGEST AND MOST FREQUENT
[01:01:50] THING THAT WE WERE TOLD TO FOCUS ON IS
[01:01:53] WORKFORCE DEVELOPMENT. AND I THINK THIS
[01:01:57] IS A TREMENDOUS EXAMPLE OF HOW WE CAN
[01:02:00] CREATE A PIPELINE FOR THE FUTURE OF THE
[01:02:02] MARITIME INDUSTRY. I KNOW THAT'S THE
[01:02:04] PURPOSE OF THIS. AND I DON'T SEE THE
[01:02:06] IDEA PRECEDED THE PANDEMIC, BUT POST
[01:02:10] PANDEMIC, I THINK WE JUST NEED TO DOUBLE
[01:02:13] DOWN ON THESE EFFORTS IN TERMS OF
[01:02:16] GETTING THE YOUTH BOOK TO MARITIME
[01:02:18] INDUSTRIES. AND SO I'M VERY EXCITED TO
[01:02:20] SEE THE GROWTH OF THIS INSTITUTION
[01:02:24] AS YOU ADD CLASSES EVERY YEAR. AND I'M
[01:02:27] REALLY LOOKING FORWARD TO CONTINUING TO

[01:02:30] SUPPORT THE SCHOOL. THANKS SO MUCH.
[01:02:33] I MIGHT COMMENT QUICKLY TO SAY THANK
[01:02:36] YOU, SAM, FOR POINTING THAT OUT BECAUSE
[01:02:38] IT WAS TRULY THE WILLINGNESS OF THAILAND
[01:02:41] SCHOOL DISTRICT TO SAY, RATHER THAN
[01:02:44] LOOKING AT THE PANDEMIC RELATED CONCERNS
[01:02:47] AROUND EDUCATION AS A CHALLENGE, THEY
[01:02:50] SAW IT AS AN OPPORTUNITY TO SAY,
[01:02:52] LISTEN, PEOPLE ARE LOOKING AT EDUCATION
[01:02:54] DIFFERENTLY. LET'S TAKE THIS MOMENT.
[01:02:55] AND INSTEAD OF PUTTING THE BRAKES ON,
[01:02:57] LET'S HIT THE ACCELERATOR AND DO THIS
[01:03:00] PROJECT IN THE MIDST OF IT AND USE THIS
[01:03:02] MOMENT FOR INNOVATION. AND I CREDIT
[01:03:04] BERNARD, WHO'S BEEN SPEAKING WITH US
[01:03:06] TODAY WITH A TON OF LEADERSHIP IN THAT
[01:03:09] NOT ALL HEROES WERE A CASE BERNARD, BUT
[01:03:11] YOU CERTAINLY DESERVE THAT TITLE. OKAY.
[01:03:17] THANK YOU. AND I SEE ANOTHER HAND
[01:03:21] UP HERE. MR. BEATTIE.
[01:03:26] YEAH. TO ADD TO RYAN'S
[01:03:30] COMMENT ABOUT PEOPLE BEING IMPRESSED BY
[01:03:32] THE SCHOOL MOVIE. AND I WOULD SAY FROM
[01:03:34] THE FUNDING SIDE, BECAUSE YOU'RE ALL
[01:03:35] POLITICIANS, YOU SHOULD KNOW THAT
[01:03:37] THROUGH THE PANDEMIC, PEOPLE HAVE BEEN
[01:03:38] FLOCKING TOWARDS THIS AS OH, GOOD. IT'S
[01:03:41] A GOOD NEWS STORY. IT'S SOMETHING WE CAN
[01:03:43] DO THAT'S POSITIVE TO COME TOGETHER.
[01:03:44] THIS IS WHAT I NEEDED IN MY LIFE TO
[01:03:46] SUPPORT THE TEMPERATURE WE'RE GETTING
[01:03:49] FROM THE FUNDING COMMUNITY. AND THIS IS
[01:03:51] A COMMUNITY IN GENERAL IS LIKE, HUNGRY
[01:03:53] FOR A GOOD NEWS STORY LIKE THIS. SO
[01:03:54] CONGRATULATIONS. AND THANK YOU.
[01:03:59] THANK YOU. I'M SORRY. MY MIC CUT OUT
[01:04:02] THERE. CAN YOU GUYS HEAR ME? PERFECT.
[01:04:04] THANK YOU. MOVING TO COMMISSIONER
[01:04:06] BOWMAN. THANK YOU.
[01:04:09] AN APOLOGIES. MY TEAM'S APP IS NOT
[01:04:12] WORKING YET AGAIN TODAY, SO I JUST HAVE
[01:04:14] TO BE ON THE PHONE. FIRST OF ALL, I WANT
[01:04:17] TO ANY COMPLIMENTS TO I THINK, THE
[01:04:20] DYNAMIC DUO TEAM OF COMMISSIONER CALKINS
[01:04:24] AND LEEANNE SCHIRATO FOR A
[01:04:27] WORKING THROUGH THIS FOR THE LAST FOUR
[01:04:29] YEARS. I KNOW YOU WERE BOTH PAIRED
[01:04:31] TOGETHER. RYAN, WHEN YOU FIRST GOT ON
[01:04:33] THE COMMISSION, THIS IS SOMETHING THAT
[01:04:35] YOU PUSH VERY HARD FOR. I APPRECIATE HOW
[01:04:38] UNWAVERING YOU SPEND IN YOUR SUPPORT AND
[01:04:41] ALSO YOUR WILLINGNESS. I THINK WITH A
[01:04:44] LOT OF SUPPORT FROM LEEANNE AND OTHERS TO
[01:04:45] LOOK AT A DIFFERENT WAY TO ACCOMPLISH
[01:04:48] THE SAME GOAL. I KNOW THAT THIS IS THE
[01:04:50] MARITIME HIGH SCHOOL, AS IT STANDS
[01:04:52] TODAY, IS DIFFERENT THAN MAYBE WHAT YOU
[01:04:54] FIRST ENVISIONED, BUT THE OUTCOME IS THE
[01:04:57] SAME TO BE ABLE TO ENABLE STUDENTS,
[01:05:00] PARTICULARLY IN THE AREA THAT HAVE NOT
[01:05:02] HAD THOSE OPPORTUNITIES TO BE ABLE TO
[01:05:03] UNDERSTAND THE GREAT CAREERS THAT THEY
[01:05:06] CAN HAVE IN OUR INDUSTRY. SO JUST HUGE

[01:05:09] KUDOS TO YOU AND ALSO TO THE FOLKS AT
[01:05:12] HIGHLINE. THANK YOU FOR STEPPING UP ON
[01:05:14] THIS. OTHER SCHOOL DISTRICTS HAVE THE
[01:05:17] OPPORTUNITY. AND AS ALWAYS, HIGHLINE
[01:05:19] STANDS OUT A GIANT AMONG SCHOOL
[01:05:23] DISTRICTS AND YOUR WILLINGNESS TO
[01:05:25] INNOVATE TO STEP INTO NEW SPACES. AND
[01:05:27] YOU JUST HAVE TREMENDOUS LEADERSHIP
[01:05:29] THROUGHOUT THE DISTRICT. SO I'M
[01:05:31] PERSONALLY THRILLED THAT THE SCHOOL IS
[01:05:33] IN HIGHLINE. AND AGAIN, WELL, IT DOES
[01:05:36] SEEM THAT IT'S A BIT FAR FROM OUR MAIN
[01:05:39] BODIES OF WATER. I THINK ACTUALLY, IT
[01:05:41] PROVIDES THAT CONNECTION FOR STUDENTS IN
[01:05:44] THE SOUTH END THAT AREN'T THINKING ABOUT
[01:05:46] MARITIME CAREERS WHEN THEY WAKE UP EVERY
[01:05:48] DAY. SO THIS IS A GREAT CONNECTION, SO
[01:05:50] REALLY, NO QUESTIONS, JUST A LOT OF
[01:05:53] THINGS AND A LOT OF CONGRATULATIONS.
[01:05:55] THANK YOU, COMMISSIONER BOWMAN,
[01:05:57] COMMISSIONER. FELLEMAN. AND YOU'RE
[01:06:00] MUTED, SIR.
[01:06:03] MAYBE BY THE TIME OF THE END OF MY
[01:06:05] PRESIDENCY, I'LL GET THAT STRAIGHT. SO I
[01:06:08] DO WANT TO EXTEND MY CONGRATULATIONS AS
[01:06:10] WELL. AND DEFINITELY THE TAG TEAM OF
[01:06:13] CALKINS AND SCHIRATO IS A PHENOMENAL SKILL
[01:06:18] SET TO PUT TOGETHER. I WAS DELIGHTED TO
[01:06:20] BE ABLE TO INTRODUCE JAKE TO THE TEAM.
[01:06:22] AND YOU GUYS HAVE JUST MADE WHAT AN
[01:06:25] INCREDIBLE TAG HIM. IF NOBODY'S SEEN
[01:06:28] JAKE'S FACILITY OUT IN PORT TOWNS IN THE
[01:06:30] NORTHWEST MARITIME CENTER, QUITE THE
[01:06:33] EXTRAORDINARY BUILDING AND COMMUNITY
[01:06:36] ASSET FOR THE PORT TOWNS IN WORLD.
[01:06:39] I WAS REALLY MOVED BY KALIE'S COMMENTS
[01:06:43] ABOUT SORT OF LIKE KNOWING THAT SHE
[01:06:46] WANTED TO BE BY THE WATER AND ON BOATS,
[01:06:48] BUT NOT QUITE SURE WHAT TO DO WITH IT.
[01:06:51] THAT WAS EXACTLY MY EXPERIENCE. I KNEW
[01:06:54] IF MY CAREER WAS GOING TO REQUIRE ME TO
[01:06:57] BE NEAR THE WATER AND WITH BOATS, THAT
[01:06:59] WAS A PREREQUISITE TO MY HAPPINESS. AND
[01:07:02] IT TOOK A WHILE. WHOEVER THOUGHT I'D BE
[01:07:04] A PORT COMMISSIONER, BUT KNOWING THAT,
[01:07:06] YOU KNOW, THAT WILL BE A GREAT THING.
[01:07:09] AND HAVING THE EXPOSURE OF A HIGH SCHOOL
[01:07:12] LIKE THIS SHOWS YOU THE DIVERSITY OF
[01:07:15] APPLICATIONS FOR YOUR INTEREST. AND I
[01:07:18] DON'T KNOW THAT I'D RECOMMEND GOING THE
[01:07:20] ROUTE OF BEING A POOR COMMISSIONER, BUT
[01:07:22] ANY ROUTE THAT YOU CHOOSE IS A GREAT
[01:07:25] ONE. AND I REALLY APPRECIATE THE HIGH
[01:07:27] SCHOOL FOR BEING ABLE TO DO THAT. AND
[01:07:30] I'M THINKING THAT THE PANDEMIC SHOWING
[01:07:33] HOW FAST A CONTAGION CAN SPREAD THROUGH
[01:07:36] A COMMUNITY MIGHT HAVE PROVIDED THE
[01:07:38] EXAMPLE FOR THE EXPEDITED NATURE OF THE
[01:07:41] PROGRAM GETTING OFF THE GROUND AS
[01:07:43] QUICKLY AS IT DID. SO, HAVING SAID THAT,
[01:07:45] CONGRATULATIONS TO YOU ALL AND LOOK
[01:07:47] FORWARD TO YOUR FUTURE SUCCESS AND
[01:07:50] OUR ONGOING SUPPORT FOR THE EFFORT.

[01:07:56] ARE THERE ANY OTHERS WHO HAVEN'T SPOKEN?
[01:07:59] I DON'T THINK SO. I DO NOT SEE ANY
[01:08:01] ADDITIONAL HANDSET. DOES ANYBODY
[01:08:04] ELSE? THEN I WILL THANK YOU AGAIN FOR
[01:08:08] YOUR PROGRAM AND WE'LL MOVE ON TO OUR
[01:08:11] NEXT PRESENTATION. THANK YOU,
[01:08:13] COMMISSIONER. THANK YOU.
[01:08:16] THANKS.
[01:08:19] OUR NEXT STEP IS OUR FINAL PRESENTATION
[01:08:22] AND WE JUST HAVE OUR SECOND BUDGET
[01:08:25] DISCUSSION FOR THE DAY. STARTING OFF IN
[01:08:28] THE STUDY SESSION THIS MORNING ABOUT
[01:08:31] AVIATION WILL NOW MOVE ON TO ARE
[01:08:38] BRIEFING ON WITH REGARDS TO MARITIME.
[01:08:40] YES, AND I CAN GO AHEAD AND READ THIS
[01:08:42] INTO THE RECORD, PLEASE. THANK YOU.
[01:08:45] THIS IS ITEM ELEVEN. B IS THE 2022
[01:08:48] MARITIME AND EDD OPERATING AND CIP
[01:08:50] BUDGETS BRIEFING EXECUTIVE
[01:08:55] DIRECTOR OR MUTED.
[01:08:59] OH, WE STILL CAN'T HEAR YOU.
[01:09:04] NOPE. STILL NOT. STEVE,
[01:09:08] ifinaudible 01:09:10] THINK
[01:09:10] YOU'RE PROBABLY GOING TO HAVE TO LEAVE
[01:09:11] THE MEETING AGAIN AND COME BACK IN IF
[01:09:13] YOU CAN'T REESTABLISH A WAIT. GO AHEAD.
[01:09:15] CAN YOU HEAR ME NOW? WE CAN. YES.
[01:09:18] WONDERFUL. IT JUST SOMETHING
[01:09:21] TODAY AND I HAD TO SWITCH COMPUTERS AND
[01:09:23] EVERYTHING. ALL RIGHT. COMMISSIONERS
[01:09:26] WERE PLEASED TO PRESENT THE 2022
[01:09:28] MARITIME AND ECONOMIC DEVELOPMENT
[01:09:30] DIVISION BUDGET. THE COVID PANDEMIC WAS
[01:09:32] HARD ON ALL OUR LINES OF BUSINESS IN THE
[01:09:35] MARITIME DIVISION WAS NO EXCEPTION.
[01:09:38] I'M VERY PROUD OF HOW MARITIME MANAGING
[01:09:41] DIRECTOR STEPHANIE JONE-STEBBINS AND HER
[01:09:43] TEAM MANAGED THE SIGNIFICANT BUDGET
[01:09:45] CHALLENGES. THEY WERE INCREDIBLY FOCUSED
[01:09:48] ON SUPPORTING OUR CUSTOMERS AND BUSINESS
[01:09:50] PARTNERS. IT WAS TOUGH ON EVERYONE, BUT
[01:09:53] MOST OF OUR BUSINESSES ARE STILL WITH US
[01:09:55] TODAY AND LOOKING FORWARD TO A STRONG
[01:09:58] RECOVERY, THOUGH NOT AT 2020 LEVELS.
[01:10:00] YET WE SEE IMPROVED REVENUES THROUGH OUR
[01:10:02] COMMERCIAL FISHING, BOATING, GRAIN,
[01:10:05] REAL ESTATE AND CRUISE OPERATIONS. MOST
[01:10:08] SIGNIFICANTLY, WE CAN ALL BE ENCOURAGED
[01:10:09] BY THE RECOVERY OF THE CRUISE INDUSTRY
[01:10:11] IN SEATTLE. THAT TOOK A HUGE TEAM EFFORT
[01:10:14] AMONG STAKEHOLDERS, INCLUDING THE PORT,
[01:10:16] THE CRUISE LINES, PUBLIC HEALTH
[01:10:18] AUTHORITIES, LABOR AND MANY OTHERS. THE
[01:10:21] INDUSTRY DID A TREMENDOUS JOB RESPONDING
[01:10:23] TO THE CHALLENGES OF COVID,
[01:10:24] DEMONSTRATING THAT THEY COULD KEEP THEIR
[01:10:26] PASSENGERS SAFE WHILE CONTINUING TO
[01:10:28] PROVIDE AN OUTSTANDING CRUISE
[01:10:30] EXPERIENCE. MANY ARE LOOKING AT US AS A
[01:10:33] MODEL SUCCESS FOR 2022. WE ARE PLANNING
[01:10:37] A REBOUND IN REVENUE, A GOOD CONTROL OF
[01:10:39] EXPENSES, AND GREAT PROGRESS ON CAPITAL
[01:10:43] PROJECTS. THE PANDEMIC DEALT EVERYONE A

[01:10:45] SETBACK, BUT I KNOW THE TEAM IS FOCUSED
[01:10:47] ON IMPROVING THE DIVISIONS RETURN ON
[01:10:49] INVESTMENT THE ECONOMIC DEVELOPMENT
[01:10:52] DIVISION IS ON THE FRONT LINES OF THE
[01:10:54] PORT EFFORTS TO PROMOTE REGIONAL
[01:10:56] ECONOMIC RECOVERY AS WELL. THE DIVISION
[01:10:59] MANAGES OUR PORTFOLIO OF REAL ESTATE
[01:11:01] ASSETS, MANAGING THE DEVELOPMENT OF
[01:11:03] PROPERTY TO ACHIEVE OUR GOALS OF
[01:11:04] SUPPORTING THE PORT INDUSTRY AND
[01:11:06] CREATING NEW JOBS ACROSS THE BOARD. I'M
[01:11:08] PROUD OF OUR EFFORTS TO SUPPORT THE PORT
[01:11:11] TENANTS SURVIVE THROUGH THE COVID
[01:11:13] DOWNTURN ECONOMIC DIVISION. MANAGING
[01:11:16] DIRECTOR DAVE MCFADDEN AND HIS DEDICATED
[01:11:18] TEAM MANAGE A WIDE RANGE OF PROGRAMS TO
[01:11:21] SUPPORT MARITIME INNOVATION AND VITALITY
[01:11:23] AND FOSTERING SMALL BUSINESSES AND
[01:11:25] TOURISM ACROSS THE STATE. WE ARE SAYING
[01:11:27] GOOD PROGRESS IN DELIVERING SEVERAL
[01:11:29] LARGE CAPITAL PROJECTS AS WELL. EVEN
[01:11:31] WITH DELAYS CAUSED BY THE COVID
[01:11:34] PANDEMIC, WE'RE HAPPY TO SEE A REBOUND
[01:11:36] IN REVENUES AS OUR REGION'S ECONOMY
[01:11:39] TURNS BACK UPWARDS. ONE OF THE ECONOMIC
[01:11:42] DEVELOPMENT MOST IMPORTANT ROLES IS
[01:11:43] OPENING THE DOORS HERE AT THE PORT FOR
[01:11:45] MINORITY AND WOMEN OWNED BUSINESSES. A
[01:11:47] NEW PROGRAM THIS YEAR IS AIMED AT
[01:11:50] INVESTING IN REGIONAL SMALL BUSINESS
[01:11:51] INITIATIVES. TO HELP BIPOC
[01:11:54] ENTERPRISES. DAVE AND HIS TEAM ARE
[01:11:57] WORKING TO BETTER UNDERSTAND THE
[01:11:58] BARRIERS TO WIN THE UTILIZATION AT THE
[01:12:00] PORT TO HELP US BREAK DOWN THOSE
[01:12:01] OBSTACLES AND EXPAND OPPORTUNITIES
[01:12:03] THROUGHOUT THE COMMUNITY. I'LL NOW TURN
[01:12:05] IT OVER. THE PRESENTATION OVER TO
[01:12:07] STEPHANIE JONES STEVENS, MANAGING
[01:12:09] DIRECTOR OF THE MARITIME DIVISION, AND
[01:12:10] DAVE MCFADDEN, MANAGING DIRECTOR OF
[01:12:13] ECONOMIC DEVELOPMENT, AND KELLY UPON,
[01:12:15] DIRECTOR OF SEAPORT FINANCE AND BUDGET.
[01:12:17] TO TELL YOU MORE ABOUT THEIR PROPOSED
[01:12:19] BUDGETS. WITH THAT, STEPHANIE, THANKS
[01:12:22] VERY MUCH, STEVE. AND THANKS,
[01:12:24] COMMISSIONERS. AND I WILL SAY, WHAT A
[01:12:27] GREAT SEGUE TO TALK ABOUT THE MARITIME
[01:12:28] BUDGET. THAT WAS REALLY INSPIRATIONAL
[01:12:30] PRESENTATION FROM THE MARITIME HIGH
[01:12:33] SCHOOL. AND I WILL TELL YOU, I FEEL VERY
[01:12:35] HONORED TO BE ON THE ADVISORY BOARD
[01:12:37] ALONG WITH A NUMBER OF OTHER FOLKS HERE.
[01:12:39] SO I THINK WE HAVE A PRESENTATION THAT
[01:12:42] SHOULD BE COMING UP. THERE WE GO. THANK
[01:12:44] YOU SO MUCH. SO I WANT TO TALK TODAY
[01:12:47] ABOUT THE 2022 BUDGET FOR
[01:12:51] THE THE MARITIME DIVISION. NEXT SLIDE,
[01:12:53] PLEASE. I AND COMMISSIONERS,
[01:12:57] YOU HAVE IT'S AN ITERATIVE PROCESS. SO
[01:13:00] WE'VE TALKED TO YOU BEFORE IN GENERAL
[01:13:03] TERMS ABOUT THE BUDGET, RECEIVED SOME
[01:13:05] GUIDANCE. AND NOW WE'RE HERE WITH OUR

[01:13:07] PRELIMINARY OPERATING BUDGET BRIEFING,
[01:13:09] AND THEN, OF COURSE, WE'LL BE BACK NEXT
[01:13:11] MONTH FOR FIRST READING AND THEN
[01:13:13] EVENTUALLY ADOPTION. NEXT SLIDE.
[01:13:17] SO I WANT TO START WITH THIS SLIDE THAT
[01:13:20] SHOWS KIND OF HOW ALL OF THE PORT,
[01:13:24] HOW ALL OF OUR KIND OF STRATEGIES,
[01:13:28] OBJECTIVES, AND OUR DIVISION BUDGETS
[01:13:31] CASCADE DOWN. THIS IS HOW OUR ANNUAL
[01:13:34] BUDGET SECOND FROM THE BOTTOM THERE
[01:13:36] CIRCLE AND YELLOW RELATES REALLY TO OUR
[01:13:40] OVERALL CENTURY AGENDA AND GUIDANCE SET
[01:13:42] BY THE COMMISSION. ESPECIALLY, I THINK
[01:13:44] WHEN TO DRAW YOUR ATTENTION TO THE
[01:13:47] CENTURY AGENDA OBJECTIVES. ON THE RIGHT
[01:13:50] HAND SIDE, BOTH THREE, FOUR AND FIVE
[01:13:53] RESPONSIBLY INVEST IN ECONOMIC GROWTH OF
[01:13:56] THE REGION AND ALL ITS COMMUNITIES. BE
[01:13:58] THE GREENEST, MOST ENERGY EFFICIENT PORT
[01:14:00] IN NORTH AMERICA AND BE A MODEL FOR
[01:14:02] EQUITY. DIVERSITY, INCLUSION ARE REALLY
[01:14:04] ESPECIALLY IMPORTANT TO US AS WE CREATE
[01:14:08] OUR PLANS GOING FORWARD. NEXT SLIDE,
[01:14:11] PLEASE. AND AS
[01:14:15] WE LOOK AT MORE SPECIFICALLY, THOSE
[01:14:18] CENTURY AGENDA GOALS AND THEN HOW WE
[01:14:20] DEVELOP OUR DEPARTMENT INITIATIVES AND
[01:14:22] KEY METRICS. THIS IS JUST A FEW OF THEM
[01:14:24] THAT ARE HIGHLIGHTED HERE REALLY, AS WE
[01:14:28] LOOK AT INVESTING, RESPONSIBLY AND
[01:14:30] ECONOMIC GROWTH OF THE REGION, WE'RE
[01:14:32] ESPECIALLY FOCUSED ON DELIVERY OF OUR
[01:14:34] CAPITAL BUDGET AND WE'LL BE
[01:14:37] MEASURING COMPLETION OF OUR OVERALL
[01:14:41] CAPITAL BUDGET, BUT ALSO SPECIFICALLY
[01:14:44] THE MARITIME INNOVATION CENTER. WE LOOK
[01:14:47] AT OUR CRUISE OPERATIONS AND DEVELOPMENT
[01:14:49] AND SPECIFICALLY LOOKING AT HOW
[01:14:53] WE ARE ABLE TO OUTREACH TO OTHER
[01:14:55] BUSINESSES, ESPECIALLY WOMEN AND
[01:14:56] MINORITY OWNED BUSINESSES AND ENGAGE
[01:14:59] THEM IN OUR CRUISE BUSINESS. CREATE
[01:15:01] OPPORTUNITIES. AND THEN, OF COURSE, IN
[01:15:04] SELLING SHORT POWER AT 66, A PROJECT A
[01:15:07] NEAR AND DEAR TO MY HEART. AND THEN
[01:15:10] FINALLY WE HAVE A NUMBER OF METRICS
[01:15:11] AROUND ENVIRONMENTAL SUSTAINABILITY
[01:15:13] LOOKING AT RENEWABLE ENERGY, GREENHOUSE
[01:15:16] GAS AND STORMWATER. NEXT SLIDE KELLY,
[01:15:20] THIS IS A GRAPHIC I USE TO SHOW HOW
[01:15:23] THE MARITIME STRATEGIES ALL FIT TOGETHER
[01:15:26] ON THE BASE OF THE PYRAMID ARE REALLY
[01:15:29] THE FOUNDATION OF WHAT WE HAVE TO DO.
[01:15:30] DAY FOR OUR DAY TO DAY OPERATIONS, GO
[01:15:34] HOME SAFELY AT THE END OF THE DAY.
[01:15:35] THINK ABOUT RESILIENCY TO ANY NUMBER OF
[01:15:38] THINGS. FINANCIAL SUSTAINABILITY AND
[01:15:41] CUSTOMER SERVICE. MOVING UP THE PYRAMID
[01:15:43] REALLY START TO BE MORE OF A FUTURE
[01:15:47] FOCUSED STRATEGIES. MY STRONG BELIEF IS
[01:15:50] THAT FOR THE MARITIME BUSINESS TO BE
[01:15:53] SUCCESSFUL IN THE FUTURE, WE REALLY NEED
[01:15:55] TO BE A SUSTAINABLE BUSINESS, BE AN

[01:15:58] EQUAL BUSINESSES WHERE ANYONE IN OUR
[01:16:00] COMMUNITY CAN ENVISION BEING PART OF IT
[01:16:02] AND BE INNOVATIVE. ALL THOSE WILL LEAD
[01:16:04] TO FAMILY WAGE JOBS IN THE OCEAN
[01:16:06] ECONOMY. LAST YEAR WE'RE REALLY FOCUSED
[01:16:08] AT THE BASE OF THE PYRAMID ON OUR
[01:16:11] FINANCIAL SUSTAINABILITY AND ON KEEPING
[01:16:14] OUR CUSTOMERS AND STAFF SAFE. AS WE
[01:16:17] COME INTO RECOVERY, WE'RE REALLY
[01:16:19] BEGINNING TO LOOK MORE FORWARD, FOCUSED
[01:16:21] AGAIN, ESPECIALLY AROUND EQUITY AND
[01:16:24] SUSTAINABILITY. NEXT SLIDE, PLEASE.
[01:16:28] TO THAT, I WANT TO TALK ABOUT OUR
[01:16:32] STRENGTHS, WEAKNESSES, OPPORTUNITIES AND
[01:16:34] THREATS FOR THE MARITIME BUSINESS AS WE
[01:16:38] STARTING WITH MORE EXTERNALLY FOCUSED
[01:16:41] THOUGHTS ABOUT WHAT ARE OPPORTUNITIES
[01:16:43] AND WHAT ARE THREATS. WE REALLY HAVE AN
[01:16:46] OPPORTUNITY. THERE'S A NUMBER OF THINGS,
[01:16:48] BUT WHAT I'VE JUST HIGHLIGHTED ONE,
[01:16:50] WHICH IS THE OPPORTUNITY TO MOVE TOWARDS
[01:16:52] EQUITY AND SUSTAINABILITY IN OUR CRUISE
[01:16:55] BUSINESS IN PARTNERSHIP WITH OUR CRUISE
[01:16:58] CUSTOMER. I THINK THERE'S A REAL
[01:17:00] OPPORTUNITY NOW WITH THE FOCUS
[01:17:03] SPECIFICALLY AROUND EQUITY AND ALSO
[01:17:05] ATTENTION TO CLIMATE CHANGE
[01:17:07] SUSTAINABILITY TO MAKE VERY MEANINGFUL
[01:17:09] CHANGE ON THE THREAT SIDE. AGAIN,
[01:17:12] A NUMBER OF THINGS HERE, BUT WHAT I
[01:17:14] WOULD REALLY HIGHLIGHT TO SUMMARIZE IS
[01:17:16] THAT WE ARE IN RECOVERY, BUT WE ARE NOT
[01:17:19] YET RECOVERED. AS WE WERE GOING THROUGH
[01:17:21] THIS WHOLE BUDGET PROCESS, I KEPT
[01:17:23] FEELING LIKE WE HAVE 1FT ON THE
[01:17:24] ACCELERATOR AND 1FT ON THE BREAK BECAUSE
[01:17:27] WE'RE REALLY TRYING TO DO THE THINGS WE
[01:17:29] NEED TO PROMOTE ECONOMIC RECOVERY AND DO
[01:17:32] OUR COMPLETE OUR MISSION TOWARDS THAT.
[01:17:35] BUT AT THE SAME TIME, WE'RE NOT FULLY
[01:17:37] RECOVERED. WE STILL HAVE FINANCIAL
[01:17:39] CONSTRAINTS. SO WE'RE REALLY TRYING TO
[01:17:40] BALANCE THOSE THINGS. NEXT SLIDE,
[01:17:42] PLEASE. WHEN WE LOOK INTERNALLY
[01:17:46] AT THE PORT THINKING ABOUT OUR STRENGTH
[01:17:48] AND WEAKNESS, OF COURSE, AN OVERALL
[01:17:51] STRENGTH, I WANT TO SAY, IS OUR PORT
[01:17:54] TEAMS AND OUR PORT STAFF. WHAT I'VE
[01:17:56] HIGHLIGHTED ON THIS SLIDE IS SOMETHING A
[01:17:59] LITTLE DIFFERENT, WHICH IS THE
[01:18:00] COMPETITIVE ADVANTAGE OF OUR PHYSICAL
[01:18:02] ASSETS IN EACH OF OUR BUSINESSES. WE
[01:18:04] REALLY DO HAVE A
[01:18:08] REAL ADVANTAGE. IT OUR NATURALLY DEEP
[01:18:10] WATER PORT, OUR PROXIMITY TO ALASKA,
[01:18:14] OUR FRESHWATER FACILITIES FOR THE
[01:18:16] FISHING FLEET. THERE'S A WHOLE RANGE OF
[01:18:20] WAYS IN WHICH THOSE PHYSICAL ASSETS ARE
[01:18:23] REAL COMPETITIVE ADVANTAGE FOR US. AND
[01:18:25] YOU WILL SEE A PRIORITY IN STEWARDING
[01:18:27] AND MAINTAINING THOSE ASSETS IN OUR
[01:18:29] OPERATING BUDGET. AND THEN FINALLY, ON
[01:18:32] THE WEAKNESS SIDE, I WILL SAY WE HAVE A

[01:18:34] REAL LACK OF PLANNING RESOURCES THAT
[01:18:36] CREATES INEFFICIENCIES IN OUR CAPITAL
[01:18:38] PLAN. RIGHT NOW, WE HAVE A
[01:18:42] ONE PERSON PLANNING TEAM, AND WE HAD
[01:18:45] PLANNED TO BUILD THAT UP PRIOR TO COVID
[01:18:48] AND PUT THAT ON HOLD. AND YOU WILL NOW
[01:18:50] SEE THAT AS A REALLY IMPORTANT PART OF
[01:18:52] OUR OVERALL CAPITAL PLAN.
[01:18:54] BUT RIGHT NOW I WOULD IDENTIFY THAT AS A
[01:18:57] WEAKNESS. NEXT SLIDE, PLEASE.
[01:19:01] SO I'M GOING TO TALK A LITTLE BIT ABOUT
[01:19:05] OUR BUDGET DRIVERS AND THEN TURN IT OVER
[01:19:07] TO KELLY. WHEN WE LOOK AT THE THINGS
[01:19:09] THAT REALLY DROVE CREATION OF OUR
[01:19:12] OPERATING BUDGET, THERE ARE REALLY THREE
[01:19:14] MAIN AREAS. ONE IS SUPPORTING A GROWING
[01:19:17] CAPITAL PLAN. WE DELIVER THE NORTHWEST
[01:19:21] SEA PORT ALLIANCE CAPITAL PLAN AS WELL
[01:19:23] AS THE PORT OF SEATTLE CAPITAL PLAN FOR
[01:19:25] MARITIME ECONOMIC DEVELOPMENT AND AND
[01:19:30] OUR CORPORATE DIVISIONS. WE SEE SPENDING
[01:19:32] IS AT A RECORD HIGH. THERE WILL BE MORE
[01:19:35] INFORMATION ABOUT THAT LATER. SO WE
[01:19:36] REALLY NEED AND NOT ONLY ARE WE SPENDING
[01:19:39] MORE, BUT ALL OF THOSE PROJECTS ARE AT
[01:19:43] INCREASED COMPLEXITY, ESPECIALLY WHEN WE
[01:19:45] THINK ABOUT THINGS LIKE ENVIRONMENTAL
[01:19:47] PERMITTING. SO YOU WILL SEE IN OUR
[01:19:50] OPERATING BUDGET INCREASE, ESPECIALLY IN
[01:19:54] A NUMBER OF PEOPLE, TO ADDRESS THE
[01:19:57] ABILITY TO DELIVER THAT CAPITAL PLAN.
[01:19:59] ALSO, YOU WILL SEE A FOCUS ON
[01:20:01] MAINTAINING OUR ASSETS. WE DO HAVE A
[01:20:04] BACKLOG OF WORK ORDERS FROM COVID-19.
[01:20:06] THERE WERE TIMES WHEN WE EITHER BECAUSE
[01:20:08] WE CUT SPENDING OR BECAUSE THERE WAS A
[01:20:11] TIME WHEN IT WASN'T SAFE TO HAVE WORKERS
[01:20:12] IN THE FIELD. WE DO HAVE WORK TO CATCH
[01:20:15] UP ON, AND YOU WILL SEE SOME INCREASED
[01:20:17] STAFFING AND OUR MAINTENANCE TEAM. AND
[01:20:19] THEN FINALLY, IN THE AREA OF
[01:20:20] SUSTAINABILITY, BOTH SUPPORTING OUR
[01:20:22] SUSTAINABILITY FRAMEWORK AND
[01:20:24] INCORPORATING SUSTAINABILITY MORE
[01:20:26] BROADLY IN ALL OUR BUSINESSES. WE HAVE
[01:20:28] SOME PROPOSED ADDITIONAL STAFF IN THAT
[01:20:31] AREA. I JUST WANT TO SAY ONE LAST THING
[01:20:34] YOU SEE AT THE BOTTOM OF THE RIGHT HAND
[01:20:36] SLIDE EVALUATING A LONGER TERM NOI
[01:20:40] TARGET PRIOR TO COVID, WE HAD SET A
[01:20:44] LONG TERM GOAL OF POSITIVE NOI AFTER
[01:20:48] DEPRECIATION BY 2024.
[01:20:52] SO THAT WOULD BE FOR THE WHOLE DIVISION.
[01:20:54] THAT DOESN'T MEAN EVERY SINGLE BUSINESS
[01:20:56] IN THE MARITIME DIVISION WOULD BE A NET
[01:20:59] POSITIVE. BUT SOME BUSINESSES LIKE
[01:21:01] CRUISE AND GRAIN WOULD SUPPORT OTHERS
[01:21:05] LIKE FISHING, THAT WE SUPPORT
[01:21:10] AS A PUBLIC AGENCY. WITH THE IMPACT
[01:21:14] OF COVID, WE ARE IN THE PROCESS OF
[01:21:16] RETHINKING THAT TARGET, AND YOU'LL HEAR
[01:21:19] MORE ABOUT THAT IN THE FUTURE. BUT WITH
[01:21:21] THE CHANGES THAT WE'VE SEEN AT THIS

[01:21:23] POINT IN TIME THAT WE NEED TO REEVALUATE
[01:21:26] THAT TARGET. WITH THAT, I'M GOING TO
[01:21:28] TURN THIS OVER TO KELLY UPON, OUR
[01:21:31] DIRECTOR OF MARITIME FINANCE. THANKS.
[01:21:35] AND LET ME PAUSE FOR A QUESTION HERE.
[01:21:38] ACTUALLY, I REMEMBER THE COMMISSIONER
[01:21:40] WANTED TO PAUSE FOR QUESTIONS. I DO NOT
[01:21:43] SEE ANY HANDS RAISED CURRENTLY. MR.
[01:21:45] COMMISSION PRESIDENT, I JUST
[01:21:49] YOU HAVE THAT ONE COMMENT THAT SAYS WAS
[01:21:54] A THREAT COMMISSIONER SENSITIVITY TO THE
[01:21:57] PUBLIC. I THINK I UNDERSTAND WHAT YOU
[01:22:00] MEAN, BUT IT WAS A CURIOUS WORDING.
[01:22:03] DO YOU WANT TO ELABORATE ON THAT?
[01:22:06] CAN WE GO BACK AND LOOK AT THAT SLIDE?
[01:22:09] I THOUGHT THAT WAS NOT COMMISSION, BUT
[01:22:12] OUR ORGANIZATIONAL SEND ACTIVITY
[01:22:16] TO PUBLIC OPINION AND IMPACT PORT
[01:22:19] EFFICIENCY. YEAH, WELL, I THINK THAT IS
[01:22:23] I THINK JUST WHAT IT SAYS. THERE'S TIMES
[01:22:27] WHEN THERE IS WHEN THERE ARE
[01:22:30] CONCERNS AND WE TAKE THE TIME TO THINK
[01:22:34] ABOUT WHAT THOSE CONCERNS MEAN. AND THAT
[01:22:36] DOES SLOW DOWN. AND THAT DOES NOT MEAN
[01:22:38] THAT I DISAGREE IN ANY WAY WITH
[01:22:39] LISTENING TO LISTENING
[01:22:42] TO PUBLIC COMMENTARY OR PUBLIC CONCERNS.
[01:22:45] BUT WHEN WE TAKE TIME TO BE THOUGHTFUL,
[01:22:49] IT CAN SLOW US DOWN. MAYBE I'LL JUST
[01:22:51] LEAVE IT AT THAT. I APPRECIATE
[01:22:54] THAT. AND IT DOES SUPPORT YOUR POSITION
[01:22:57] ON EXTENDING THE NOI THE.
[01:23:01] BUT I THINK ALSO EFFICIENCY IS LIKE
[01:23:04] TAKING THE LONG TERM, RIGHT. BRINGING
[01:23:05] THE PUBLIC ALONG FOR THE RIDE. I THINK
[01:23:08] IT MAY BE ULTIMATELY MORE EFFICIENT DOWN
[01:23:11] THE ROAD, BUT ANYWAY, I JUST THOUGHT IT
[01:23:13] WAS AND THERE WAS A VERY CANDID,
[01:23:15] ACTUALLY, INCLUSION, BECAUSE IT IS AN
[01:23:17] IMPORTANT CONSIDERATION. SO THANK YOU
[01:23:19] FOR THAT. YEAH. THANK YOU. THANKS FOR
[01:23:22] HIGHLIGHTING THAT. AND THERE ARE NO
[01:23:24] ADDITIONAL HANDS AT THIS TIME. MR.
[01:23:25] COMMISSION PRESIDENT. OKAY, THEN.
[01:23:28] MOVING ON. THANKS,
[01:23:31] STEPHANIE. AND COMMISSIONERS AT JUST
[01:23:33] OVER \$59 MILLION, REVENUE IS UP 13.9
[01:23:37] MILLION FROM 2021. BASICALLY IN LINE
[01:23:40] WITH 2019, WE ARE DOWN 3.8 MILLION
[01:23:44] FROM THE PRE PANDEMIC 2020 BUDGET.
[01:23:47] GIVEN THE DRASTIC AUSTERITY MEASURES IN
[01:23:49] 2020 ACTUALS AND 2021 BUDGET, WE WILL
[01:23:53] BE USING THIS 2020 BUDGET AS A MEASURING
[01:23:56] STICK FOR OUR 2022 EXPENSE. BUDGETS,
[01:23:59] LIKE WHICH WAS PRESENTED FOR THE
[01:24:02] AVIATION DIVISION AND CENTRAL SERVICES
[01:24:04] FROM THEIR EXPENSES ARE PIER
[01:24:08] OR ABOUT ANNUALLY. NEXT SLIDE, PLEASE.
[01:24:14] THIS CHART SHOWS REVENUES RETURNING
[01:24:18] TO JUST BELOW HISTORIC TREND WITH CRUISE
[01:24:20] PLANNED AT 75% OF SCHEDULED SAILINGS
[01:24:23] AND OCCUPANCY GREEN. THE GREEN TERMINAL
[01:24:27] IS EXPECTING A TOP FIVE LEVEL YEAR IN

[01:24:29] VOLUMES AND A RETURN OF RATE INCREASES
[01:24:31] FOR MORTGAGE AND PACKAGE AND OUR
[01:24:33] MARINES. NEXT SLIDE, PLEASE.
[01:24:38] HERE'S A BREAKOUT OF MARITIME EXPENSES.
[01:24:41] THE TWO KEY DRIVERS HERE ARE EFT
[01:24:43] INCREASES, PRIMARILY IN SUPPORT
[01:24:46] SERVICES, WHICH WE'LL GO OVER LATER
[01:24:48] ALONG WITH INCREASED ALLOCATION OF
[01:24:50] CENTRAL SERVICES. NEXT SLIDE,
[01:24:54] PLEASE. THIS IS
[01:24:57] A ROLL UP OF THE MARITIME DIVISION
[01:25:00] PROFIT LOSS STATEMENT HIGHLIGHTED HERE
[01:25:02] IS THE RETURN TO OPERATING PROFIT IN
[01:25:04] 2022. PRIOR TO THE PANDEMIC PROFIT
[01:25:09] COVERED ABOUT 50 OF DEPRECIATION
[01:25:13] OR CAPITAL INVESTMENT COSTS WE
[01:25:16] ARE COVERING IN 2022 AND
[01:25:19] WOULD BE COVERING ABOUT WITH A FULL
[01:25:23] CRUISE SEASON AND THIS REALLY SHOWS HOW
[01:25:25] MUCH CRUISE SUPPORTS THE DIVISION WIDE
[01:25:27] INVESTMENTS. NEXT SLIDE PLEASE.
[01:25:32] AT A HIGH LEVEL, WE WILL BE
[01:25:36] GOING THROUGH A SERIES OF TRENDING
[01:25:37] SLIDES FOR EACH OF THE BUSINESS LINES,
[01:25:40] FOLLOWED BY SLIDES ON THE SERVICE
[01:25:42] GROUPS, THEN FINISH UP WITH FTES.
[01:25:45] WE HAVE FURTHER INFORMATION IN THE
[01:25:47] APPENDIX ALONG WITH ADDITIONAL SUMMARIES
[01:25:49] AND UNDERLYING DETAILS OUT ON THE
[01:25:51] SHAREPOINT SITE, WHICH I BELIEVE
[01:25:53] COMMISSION STAFF HAS PROVIDED YOU WITH
[01:25:55] THE LINK. THIS SLIDE IS THE MARITIME
[01:25:58] DIVISION. ROLL UP. THE BLACK LINE
[01:26:00] REPRESENTS REVENUE WITH A STACK BAR
[01:26:03] SHOWING EXPENSES WITH DIRECT IN GREEN
[01:26:06] SUPPORT SERVICES IN LIGHT BLUE, CENTRAL
[01:26:09] SERVICES IN DARK BLUE AND DEPRECIATION
[01:26:11] AND GRAY. YOU SEE EXPENSES RETURNING TO
[01:26:14] TREND AFTER FLAT TO NEGATIVE GROWTH IN
[01:26:17] 2000 AND 22,021 FROM HEAVY COST SAVING
[01:26:20] MEASURES. ONCE FULLY RECOVERED FROM
[01:26:22] COVID, WE EXPECT REVENUE TO RETURN OR
[01:26:24] POSSIBLY EXCEED TREND. NEXT SLIDE
[01:26:28] PLEASE. HERE IS A LOOK
[01:26:32] AT CRUISE, SAILINGS AND PASSENGER
[01:26:34] TRENDS. THE BLUE SHADED AND DOTTED LINE
[01:26:36] REPRESENT THE RISK RESERVE TAKEN IN
[01:26:39] PASSENGERS AND SAILINGS FOR 2022.
[01:26:42] NEXT SLIDE YOU
[01:26:46] SEE, EVEN WITH THE COVID RISK RESERVE
[01:26:48] CRUISES PROFITABLE IN 2022.
[01:26:52] NEXT SLIDE PLEASE.
[01:26:58] MOVING ON TO RECREATIONAL MARINAS,
[01:27:01] FISHING AND COMMERCIAL OPERATIONS. WHAT
[01:27:04] REALLY STANDS OUT IS THE CONTINUED
[01:27:05] DEMAND AT THE FACILITIES, IN PARTICULAR
[01:27:08] RECREATIONAL BOATING AS AN OUTLET FOR
[01:27:10] SOCIAL DISTANCING DURING THE PANDEMIC.
[01:27:14] NEXT SLIDE PLEASE FOR
[01:27:18] 2022. WE HAVE RECREATIONAL BOATING WITH
[01:27:21] A RATE INCREASE. NEXT SLIDE
[01:27:25] PLEASE.
[01:27:28] IN ELLIOTT BAY FISHING AND COMMERCIAL

[01:27:31] OPERATIONS. WE'VE RECENTLY LOST OR AND
[01:27:34] ARE LOSING SOME INCREMENTAL REVENUE WITH
[01:27:36] REDUCTIONS AT NORTH TERMINAL 46 FROM
[01:27:40] COMPLETION OF THE TUNNEL PROJECT IN 2019
[01:27:42] AND COVID RELATED EVENTS,
[01:27:44] STAGING AND SECURITY REVENUE SUCH AS
[01:27:47] ROCK AND ROLL MARATHON, THE LUMINES
[01:27:49] LIGHTING SHOW AND NORTHWEST CHOCOLATE
[01:27:52] VEGETABLE. THERE IS AN OUTSIDE NUMBER OF
[01:27:55] JOBS SUPPORTED BY THIS BUSINESS LINE.
[01:27:57] NEXT SLIDE PLEASE SHIP
[01:28:01] CANAL, FISHING AND OPERATIONS IS SEEING
[01:28:03] A 3% RATE INCREASE FOR THE FISHING FLEET
[01:28:07] AND 5% FOR THE RECREATION AND COMMERCIAL
[01:28:10] VESSELS. THE BIG TERMINAL HERE IS
[01:28:12] FISHERMAN'S TERMINAL REPRESENTS THE BULK
[01:28:14] OF THIS BUSINESS LINE. NEXT SLIDE
[01:28:17] PLEASE. MARITIME PORTFOLIO MANAGEMENT
[01:28:21] HAS BEEN RELATIVELY STEADY, BUT WE'LL
[01:28:23] SEE A BIG UPTICK IN REVENUE FROM 2023 TO
[01:28:26] 2025 WITH THE TRAMMEL-CROW
[01:28:29] CROW GROUND LEASE TERMINAL 106 PHASING
[01:28:32] UP TO OVER \$3 MILLION ANNUALLY.
[01:28:36] NEXT SLIDE PLEASE.
[01:28:40] CONTINUED STRENGTH AT THE GREEN TERMINAL
[01:28:43] AFTER HER OFF CHALLENGES 2019 TO
[01:28:47] MID 2020. WE'VE SEEN A SIGNIFICANT
[01:28:50] INCREASE IN DEMAND AT THE GRAIN TERMINAL
[01:28:52] FOR DEMAND FOR FEED STOCK.
[01:28:56] NEXT SLIDE,
[01:29:00] NEXT, WE WILL BE MOVING ON TO THE
[01:29:03] SERVICE GROUPS. THE FINANCIAL
[01:29:05] INFORMATION WILL SHOW THE TOTAL
[01:29:08] DEPARTMENT COSTS. THESE COSTS WILL BE
[01:29:10] DIRECTLY CHARGED AND ALLOCATED TO BOTH
[01:29:12] CAPITAL PROJECTS AND EACH OF THE
[01:29:15] DIVISIONS, INCLUDING MARITIME ECONOMIC
[01:29:18] DEVELOPMENT, STORM WATER UTILITY,
[01:29:20] NORTHWEST SEAPORT ALLIANCE AND EVEN
[01:29:22] AVIATION. IN SOME CASES,
[01:29:25] MARINE MAINTENANCE GREW FROM 20
[01:29:29] BUDGET ALMOST EXCLUSIVELY FROM PAYROLL
[01:29:31] EXPENSE, WITH REPRESENTATIVE LABOR GOING
[01:29:33] UP FIVE ANNUALLY ALONG WITH ADDITIONAL
[01:29:36] STAFF. NEXT SLIDE PLEASE.
[01:29:42] WATERFRONT PROJECT MANAGEMENT, WHICH WAS
[01:29:44] FORMERLY SEAPORT PROJECT MANAGEMENT,
[01:29:47] SAW THE BIGGEST INCREASE, WHICH IS
[01:29:49] REALLY TIED TO THE GROWTH AND THE
[01:29:50] CAPITAL PROGRAM. AGAIN, PAYROLL IS THE
[01:29:53] PRIMARY DRIVER IN THE INCREASE.
[01:29:56] NEXT SLIDE, PLEASE.
[01:30:00] MARITIME ENVIRONMENT AND SUSTAINABILITY
[01:30:03] INCREASE FROM THE 20 BUDGET, WITH
[01:30:07] PAYROLL AND NEW AND UNFROZEN FDS OFFSET
[01:30:11] BY A HIGHER PROPORTION OF SPIN GOING TO
[01:30:13] CAPITAL AND SUPER FUN TYPE OF WORK.
[01:30:18] NEXT SLIDE, PLEASE.
[01:30:21] MARITIME SECURITY CAN MOSTLY CONSIST OF
[01:30:24] SECURITY STAFF FROM AMERICAN GUARD
[01:30:26] SERVICES. YOU SEE TERMINAL 46, BOTH THE
[01:30:30] NORTHWEST SEA PORT ALLIANCES, TWO THIRDS
[01:30:32] AND THE PORT OF SEATTLE ONE THIRD

[01:30:34] REPRESENT THE BIGGEST DEPLOYMENT. NEXT
[01:30:37] SLIDE, PLEASE.
[01:30:40] HERE IS THE BREAKOUT OF NEW FTES AND
[01:30:43] UNFROZEN ONES. THE UNFROZEN ONES WERE
[01:30:46] BASICALLY APPROVED IN THE 2020 BUDGET
[01:30:48] BUT NOT FUNDED DUE TO COVID. AS YOU SEE,
[01:30:51] THEY ALIGN WITH OUR KEY BUDGET AND
[01:30:53] PLANNING DIRECT GIVES TO SUSTAINABLY,
[01:30:55] IMPROVE AND MAINTAIN PORT PROPERTIES.
[01:30:58] NEXT SLIDE, PLEASE.
[01:31:02] AND IN THIS SLIDE WE HAVE THE WALK TO
[01:31:05] 275.5 PROPOSED FTES.
[01:31:12] NEXT SLIDE, PLEASE.
[01:31:16] AND THE STORM WATER UTILITY BUDGET
[01:31:20] IS RELATIVELY STRAIGHTFORWARD, WITH
[01:31:22] REVENUE INCREASING DUE TO 4.6% ADOPTED
[01:31:26] RATE INCREASE AND SOME ADDITIONAL
[01:31:28] ACREAGE RECOGNIZED. MOST OF THIS WAS
[01:31:30] BRIEF TO YOU LAST MONTH. NEXT SLIDE,
[01:31:34] PLEASE. THIS IS
[01:31:38] THE LIST OF THE ASSOCIATED CAPITAL
[01:31:41] PROJECTS IN THE STORM WATER UTILITY PLAN
[01:31:44] AND NEXT SLIDE.
[01:31:48] OKAY. I THINK THAT'S IT FOR THE MARITIME
[01:31:51] DIVISION COMMISSION.
[01:31:57] YES. WOULD YOU LIKE ME TO RUN TO THE
[01:31:58] ROLE, PLEASE? I'LL BEGIN WITH COMMISSIONER
[01:32:01] STEINBRUECK, I'M SORRY IF MY ATTENTION
[01:32:05] WAS DISTRACTED. DID YOU COVER THE
[01:32:07] MARINAS? YES,
[01:32:11] YOU DID.
[01:32:14] WELL, I RECALL THAT
[01:32:18] SOME MARINAS ARE SUBSIDIZING
[01:32:22] THE OTHER MARINAS IN A WAY, AND THAT
[01:32:24] SOME BASICALLY PAY THE OPERATING AND
[01:32:28] MAINTENANCE WITH SOME EXCESS AND SOME
[01:32:31] ARE WAY UNDER IN TERMS OF REVENUES WITH
[01:32:34] REGARD TO WHAT THE COSTS ARE.
[01:32:38] AND I'M THINKING SPECIFICALLY OF THE
[01:32:41] BELL HARBOR MARINA. WHAT CAN
[01:32:45] BE DONE ABOUT THAT TO TURN THAT PICTURE
[01:32:47] AROUND? YEAH. THANKS, COMMISSIONER.
[01:32:50] THAT'S A GREAT QUESTION. AND WE DID NOT
[01:32:52] GET INTO THAT LEVEL OF DETAIL ON THE
[01:32:55] MARINA. WE HAVE EVALUATED KIND OF WHAT
[01:32:59] WHAT DIFFERENT ALTERNATIVES MAY BE BOTH
[01:33:01] IN TERMS OF INCREASING REVENUES AND
[01:33:03] DECREASING COST. AND WE HAVE A LOT A
[01:33:06] NUMBER OF CONSTRAINTS THERE BECAUSE OF
[01:33:07] THE GRANT AND PERMIT OBLIGATIONS FOR
[01:33:11] WHEN WE FIRST BUILT THAT AS A PUBLIC
[01:33:12] ACCESS AND THE SMALL SIZE OF IT. AND ON
[01:33:16] THE OTHER HAND, HOW MUCH WE CAN
[01:33:17] REALISTICALLY RAISE OUR RATES. WHAT I
[01:33:20] WOULD PROPOSE TO DO, COMMISSIONER, IS TO
[01:33:22] BRING THAT TO A WATERFRONT COMMITTEE,
[01:33:25] WHICH YOU YOURSELF SERVE ON AND HAVE A
[01:33:28] MORE DETAILED DISCUSSION WITH
[01:33:29] COMMISSIONERS SO THAT WE COULD REALLY
[01:33:30] TALK ABOUT AND RECEIVE A STEPHANIE,
[01:33:34] I WOULD APPRECIATE THAT. AND I THINK
[01:33:36] THAT WE'VE GOT TO DIRECT MORE ATTENTION
[01:33:39] THERE. MY BASIC SORT OF SENSE IS

[01:33:43] THAT THE MARINA IS TOO SMALL TO BE
[01:33:45] ECONOMICALLY VIABLE AND WITH SHORT TERM
[01:33:50] MORTGAGE THERE, WHICH OFTEN GOES EMPTY
[01:33:54] DURING THE OFF SEASON, IS EVEN LESS
[01:33:56] SUSTAINABLE. SO I THINK SOME CLOSE
[01:33:59] EXAMINATION AS TO WHAT OPTIONS MIGHT BE
[01:34:02] AVAILABLE TO IMPROVE THE FINANCIAL
[01:34:06] PICTURE WITH REGARD TO THAT SPECIFIC
[01:34:09] MARINA. AND IT MAY BE WE NEED TO COMPARE
[01:34:11] ALL OF THE MARINA IN TERMS OF HOW
[01:34:14] THEY'RE DOING WITH REGARD TO OPERATING
[01:34:16] AND MAINTENANCE AND LONG TERM CAPITAL
[01:34:18] REPLACEMENT COSTS AS WELL.
[01:34:20] DEPRECIATION. OKAY. THANK YOU.
[01:34:23] VERY GOOD. THANK YOU.
[01:34:24] THANK YOU COMMISSIONER.STEINBRUECK
[01:34:26] COMMISSIONER CHO, THANKS FOR THE PRESENTATION.
[01:34:29] I ACTUALLY DON'T HAVE ANY
[01:34:30] QUESTIONS AT THIS TIME. THANK YOU,
[01:34:32] COMMISSIONER CHO. COMMISSIONER CALKINS.
[01:34:35] NONE FOR ME EITHER. THANK YOU,
[01:34:38] COMMISSIONER BOWMAN. HI. I WAS
[01:34:41] TAKING ON THE RECREATIONAL SIDE THE
[01:34:44] INCREASE IN WHAT IS THAT BASED ON? SO WE
[01:34:49] DO A RATE STUDY TO LOOK AT RATES
[01:34:53] AT MARINAS AROUND THE SOUND AND EVALUATE
[01:34:57] WHERE WE SHOULD BE WITHIN THAT. AND I
[01:35:00] CAN CERTAINLY GET YOU MORE DETAIL ON
[01:35:02] THAT. OUR MARKETING TEAM DOES
[01:35:06] THAT WORK? BUT I'M HAPPY TO GET YOU MORE
[01:35:07] INFORMATION. OKAY. YEAH, THAT WOULD BE
[01:35:10] GREAT, STEPHANIE. AND THEN I GUESS MY
[01:35:12] OTHER QUESTION RELATED TO THAT IS, DO
[01:35:15] YOU KNOW, OFF THE TOP OF YOUR HEAD WHAT
[01:35:16] THE INCREASES HAVE BEEN FOR THE LAST
[01:35:18] COUPLE OF YEARS? I DO REMEMBER IT WAS
[01:35:20] SOMEWHERE AROUND THAT. SORRY,
[01:35:23] COMMISSIONER. I WAS SO EAGER TO ANSWER.
[01:35:25] THERE WAS NO INCREASE LAST YEAR AND
[01:35:28] THE YEAR BEFORE, I BELIEVE IT WAS IT
[01:35:34] WAS ALSO. BUT I WILL HAVE TO CONFIRM
[01:35:37] WHAT THE 20 RATE INCREASE WAS. I DO KNOW
[01:35:40] IN 21, WE DID NOT INCREASE RATES. I
[01:35:44] THINK 2020 WAS 5%, AND WE DID HAVE ONE
[01:35:48] YEAR WHERE WE HAD RUN IT FLAT FOR A LONG
[01:35:51] TIME IN THE EARLY 2010, AND WE DID HAVE
[01:35:54] ONE YEAR WHERE WE PLAYED A LITTLE CATCH
[01:35:55] UP AND I THINK RAISED IT SIX YEARS AGO.
[01:36:00] COMMISSIONER, WE CAN GIVE YOU THE DATA
[01:36:04] FOR THE PAST YEARS AND LOOK AT MAYBE
[01:36:06] ADDITIONAL INFORMATION RELATED TO THAT.
[01:36:09] THAT'D BE GREAT. THANK YOU. AND I GUESS
[01:36:12] RELATED TO THAT. DO WE HAVE ANY SORT OF
[01:36:15] PROGRAMS WE TAKE INTO CONSIDERATION ANY
[01:36:17] OF OUR RECREATIONAL VOTERS THAT ARE
[01:36:20] LOWER INCOME? AND I KNOW THAT WE ALL
[01:36:22] HAVE AN ASSUMPTION THAT IF YOU OWN A
[01:36:24] BOAT THAT YOU ARE NOT LOW INCOME, BUT
[01:36:25] THAT'S NOT ACTUALLY TRUE. I THINK
[01:36:27] COMMISSIONER FELLEMAN WILL BACK ME UP
[01:36:30] ON THAT. SO I JUST HAVE HEARD FROM
[01:36:33] SEVERAL OF OUR BOAT OWNERS THAT TRULY
[01:36:35] FEEL LIKE THEY'RE BEING PRICED OUT OF

[01:36:37] BEING ABLE TO HAVE A VESSEL.
[01:36:41] AND I KNOW THAT OUR RATES ARE COMPARABLE
[01:36:43] TO THE PRIVATELY HELD MARINAS AROUND
[01:36:46] KING COUNTY. I DON'T ARGUE WITH THAT.
[01:36:48] BUT JUST YEAR AFTER YEAR OF INCREASES,
[01:36:51] AGAIN, IF YOU'RE ON THE LOWER END OF THE
[01:36:54] INCOME SPECTRUM, COULD JUST PRICE IT OUT
[01:36:56] OF EVEN WANTING TO DO IT AT ALL. SO I
[01:36:58] JUST WONDER IF WE HAVE ANY SORT OF
[01:37:00] CONSIDERATIONS FOR THAT. PERHAPS THE
[01:37:03] NUANCE OF THAT IS WHETHER THE OUR LIVER
[01:37:05] BOARDS GETTING THE SAME 5% INCREASE AS
[01:37:08] EVERYBODY ELSE'S, SO THAT THE RATES
[01:37:12] GO UP ACROSS THE BOARD. THE LIVE-A-BOARD
[01:37:16] RATE IS A SEPARATE THING, AND THERE IS
[01:37:19] ACTUALLY A WAY FOR LIVE-A-BOARD IF
[01:37:23] THEY, FOR INSTANCE, ARE THE DOCK CAPTAIN
[01:37:25] THEN THAT LIVE-A-BOARD FEE IS WAIVED.
[01:37:28] AND THAT MAY BE AN EXCELLENT TOPIC TO
[01:37:31] TALK ABOUT AT THE WATERFRONT AND
[01:37:32] INDUSTRIAL LANDS COMMITTEE AT THE
[01:37:34] MOMENT, SALMON BAY MARINA,
[01:37:36] WHICH IS WHERE THE
[01:37:37] VAST MAJORITY OF OUR BOATS ARE, IS BREAK
[01:37:40] EVEN. IT DOES NOT EARN A PROFIT. IT IS
[01:37:43] JUST BREAK EVEN. AND AT THIS POINT MY
[01:37:46] FEELING HAS BEEN THAT WOULD NOT BE A USE
[01:37:50] THAT WE WOULD SUBSIDIZE EVEN IF IT'S A
[01:37:53] BOAT OWNERS, EVEN IF THEY ARE NOT THE
[01:37:55] WEALTHY ONES TO ENVISION IS NOT WHERE
[01:37:57] THE PORTS SUBSIDY SHOULD BE. BUT I AM
[01:37:59] HAPPY TO DISCUSS THAT FURTHER IN THE
[01:38:01] WATERFRONT AND INDUSTRIAL LANDS
[01:38:03] COMMITTEE. OUR ATTEMPT HAS BEEN NOT TO
[01:38:05] BUILD A PROFIT AND USE OR RECREATIONAL
[01:38:09] BOATING TO SUPPORT OTHER BUSINESSES,
[01:38:11] BUT JUST HAVE THAT BREAK EVEN AND COVER
[01:38:13] ITS OWN COST. THAT HAS BEEN OUR GOAL FOR
[01:38:15] THE VERY REASON THAT YOU MENTIONED.
[01:38:17] COMMISSIONER BOWMAN. THANK YOU. GREAT.
[01:38:20] THANKS, STEPHANIE. AND IN THEORY, I
[01:38:23] AGREE WITH THAT. I'M JUST ALSO WONDERING
[01:38:25] IF THERE IS. I'M NOT TALKING ABOUT A
[01:38:27] VAST PROGRAM FOR FOLKS, BUT ARE
[01:38:30] THERE TWO OR THREE OR FIVE VOTERS THAT
[01:38:34] COULD USE A LITTLE LESS OF AN INCREASE
[01:38:35] IN 5% A YEAR? I MEAN, AT SOME POINT YOU
[01:38:37] JUST PRICE PEOPLE OUT. AND I GUESS WHAT
[01:38:40] I'M THINKING OF THE YOUTH COMING INTO
[01:38:42] THE SAILING PROGRAM, THOSE INVOLVED,
[01:38:44] AGAIN, NOT THE LARGER YACHT TYPE BOATS,
[01:38:47] BUT MORE OF THE TRADITIONAL SAIL BOAT,
[01:38:49] SO WE CAN TALK ABOUT IT OFFLINE. I JUST
[01:38:51] WAS HOPING THAT THAT MIGHT BE A
[01:38:53] CONSIDERATION, A SMALL PROGRAM. THANK
[01:38:56] YOU. THANK YOU, CHRISTIAN. THANK YOU,
[01:38:58] COMMISSIONER BOWMAN. COMMISSIONER
[01:38:59] FELLEMAN, IT WAS KIND OF INTERESTING
[01:39:03] THAT THERE'S SO MUCH INTEREST IN THE
[01:39:05] RECREATIONAL BOATING WORLD, SO I
[01:39:07] CERTAINLY HAVE SOME OF THAT, TOO. SO I
[01:39:09] WAS JUST SO THERE IS ACROSS ALL
[01:39:14] THE MARINAS. THAT'S THE CASE, BECAUSE IT

[01:39:17] STRIKES ME THAT SOME MARINAS ARE MORE
[01:39:20] DESIRABLE OR HIGHER DEMAND THAN OTHERS,
[01:39:21] ALTHOUGH WE PROBABLY HAVE WHAT OCCUPANCY
[01:39:25] IS THERE A VARIATION YOU CAN DESCRIBE?
[01:39:28] YEAH. SO THE RATES ARE DIFFERENT AT THE
[01:39:32] DIFFERENT MARINA, BUT THE INCREASES ARE
[01:39:35] THE SAME, SO SOME OF THEM START LOWER
[01:39:37] THAN OTHERS. AND INCIDENTALLY, WE DO
[01:39:39] HAVE MONTHLY MORTGAGE FOR NINE MONTHS OF
[01:39:41] THE YEAR AT BELL HARBOR. IT'S ONLY
[01:39:44] DURING THOSE PEAK MONTHS WHERE WE HAVE
[01:39:46] ONLY GUEST MORTGAGE, SO THE RATES ARE
[01:39:50] DIFFERENT. WE DO HAVE A WAITING LIST AT
[01:39:52] ALL OF OUR MARINAS. I WILL SAY THAT DOES
[01:39:56] NOT ALWAYS TRANSLATE INTO 100% OCCUPANCY
[01:40:00] BECAUSE IT TAKES TIME WHEN ONE LEAVES
[01:40:02] BEFORE ANOTHER COMES, BUT THAT'S
[01:40:03] ACTUALLY CONTINUALLY SHORTENING THE
[01:40:07] DISTANCE BETWEEN ONE METAL LEAVING AND
[01:40:09] FILLING THAT SLOT IS AN ONGOING FOCUS OF
[01:40:12] OUR CONTINUOUS PROCESS IMPROVEMENT
[01:40:14] EFFORTS. I WAS IMPRESSED BY QUITE
[01:40:18] HOW MUCH REVENUE PROPORTIONALLY.
[01:40:22] I MEAN, I DON'T KNOW IT'S NET PROFIT OR
[01:40:25] NET GAIN, BUT THE PROPORTION
[01:40:29] OF RECREATIONAL VOTING TO THE OVERALL
[01:40:31] PORTFOLIO WAS NOT TRIVIAL. I MEAN, THAT
[01:40:34] IS CORRECT. SO THAT WAS LIKE ON SLIDE
[01:40:37] NINE. IT'S LOOKING LIKE IT'S
[01:40:44] COMPARABLE TO CRUISE, AND IT DIDN'T
[01:40:47] SHOW THE DIP CRUISE. IT'S ACTUALLY NOT.
[01:40:52] IT IS LESS THAN CRUISE
[01:40:57] FOR JUST RECREATIONAL BOATING, BUT FOR
[01:40:59] ALL OF OUR MARITIME OPERATIONS. SO
[01:41:01] FISHING AND RECREATION TOGETHER AND
[01:41:04] CRUISE THEY ARE THERE ABOUT EVEN. WHICH
[01:41:07] IS ONE REASON WHY, DURING COVID WE HAVE
[01:41:10] THIS DIVERSITY OF PORTFOLIO AND CRUISE WAS
[01:41:13] REALLY HIT. BUT OUR OTHER BUSINESSES
[01:41:15] WERE WE'RE VERY, VERY STEADY. I THINK
[01:41:18] ONE THING TO REMEMBER, THOUGH, IS THAT
[01:41:20] WE HAVE A WHOLE IT TAKES A LOT OF US TO
[01:41:23] OPERATE THOSE BUSINESSES EFFECTIVELY.
[01:41:25] WE HAVE A LOT OF FOLKS OUT AT SCHOOL AND
[01:41:27] FISHERMAN'S TERMINAL ON TERMINAL 91.
[01:41:29] OPERATING THOSE FACILITIES IS A LOT THAT
[01:41:32] GOES INTO IT. SO OUR EXPENSES ARE ALSO
[01:41:34] HIGHER THERE. SO WHEN IT COMES WHEN YOU
[01:41:37] NET IT OUT, OUR UPSIDE INCOME IS MUCH
[01:41:40] HIGHER FROM CRUISE, BUT IN TERMS OF JUST
[01:41:42] REVENUE IN THE DOOR, THEY'RE ABOUT EVEN.
[01:41:45] OKAY, WELL, SO IN THAT SLIDE NINE,
[01:41:47] THOUGH, IF RICK MARINE
[01:41:52] IS AND FISHING ARE LUMPED TOGETHER,
[01:41:55] THAT STRIKES ME IS THAT THAT SHOULDN'T
[01:41:57] BE THE CASE, RIGHT? I THINK SO. THIS
[01:42:00] GREEN BAR RUNNING ACROSS MARITIME
[01:42:03] REVENUE BY BUSINESS GROUP. I GUESS IT'S
[01:42:06] FISHERMAN'S TERMINAL WHERE THE LINE
[01:42:09] BLURS TO BEING ABLE TO EXTRACT FISHING
[01:42:13] FROM THE RECREATION AT THIS POINT. BUT I
[01:42:16] THINK THEY ARE TRULY DIFFERENT ANIMALS,
[01:42:19] SO TO SPEAK. WE CAN CERTAINLY SHOW

[01:42:22] THEM SEPARATELY. IT'S REALLY
[01:42:25] ORGANIZATIONALLY. THEY ALL REPORT UP TO
[01:42:28] ONE ONE DIVISION UP TO KENNY LYLES
[01:42:31] BECAUSE THERE'S A WHOLE SIMILARITIES AND
[01:42:35] DIFFERENCES. BUT WHEN WE'RE OPERATING
[01:42:36] FACILITIES, WE AND WE
[01:42:40] HAVE SOME CROSSOVER AT SALMON BAY
[01:42:42] MARINA, WE HAVE RECREATIONAL VESSELS.
[01:42:45] FISHERMAN'S TERMINAL. WE HAVE THEM IN
[01:42:46] THE OFF SEASON, THE SUMMER.
[01:42:50] NO, I UNDERSTAND THAT.
[01:42:53] BUT I MEAN, IN TERMS OF LIKE STRATEGIES
[01:42:56] OF INCREASING BUSINESS, YOU KNOW,
[01:42:59] BOATING IN THE PANDEMIC WAS SEEING
[01:43:03] A BOOM, AS WAS DISCUSSED. WHEREAS DUE
[01:43:07] TO THOSE PESKY KILLER WHALES, WE NOW SEE
[01:43:09] THE THEY SHOULD HAVE TROLL FISHERY IN
[01:43:12] ALASKA BEING CURTAILED AS A RESULT
[01:43:16] OF THE KILLER WHALE FORGING NEEDS.
[01:43:20] AND YOU PUT IN ONE OF YOUR SWAT
[01:43:22] CONCERNS, CLIMATE CHANGE AND CLIMATE
[01:43:26] CHANGE ON FISHING IS A SERIOUS
[01:43:28] CONSIDERATION. AND THE TROLL FISHERIES
[01:43:31] AS THE LATEST, I BELIEVE OF THOSE BEING
[01:43:34] CONCERNED FROM WHAT I'M SEEING IS EVEN
[01:43:36] OUR GREAT FACTORY TRAWLERS. THE FISH
[01:43:39] STOCKS MAY BE SUSTAINED, BUT THEY'RE
[01:43:41] GOING TO BE IN ALASKA. YOU'RE NOT IN
[01:43:44] ALASKA, BUT IN RUSSIA, SO THEY MAY BE
[01:43:48] SUSTAINABLE STOCKS, BUT THEY JUST
[01:43:49] WOULDN'T BE AVAILABLE TO US VOTES. SO
[01:43:51] ANYWAY, TO ME, THOSE ARE CONSIDERATIONS
[01:43:53] THAT ARE CLEARLY DIFFERENT THAN THAN
[01:43:58] THAT OF RECREATION BORDER AND JUST COME
[01:44:01] TO THINK OF IT, IS THAT COMMERCIAL OP
[01:44:04] SITUATION ALSO THAT WOULD INCLUDE 91.
[01:44:06] SO ARE WE LUMPING RECREATIONAL
[01:44:10] BOATING AND FACTORY TROLLERS? WELL,
[01:44:13] WHEN WE SAY WE'RE LUMPING, WE OPERATE
[01:44:15] THEM VERY DIFFERENTLY. WE HAVE DIFFERENT
[01:44:17] TEAMS DOING IT. THEY DO COLLABORATE. WE
[01:44:20] ARE SHOWING IT THE SAME ON THIS GRAPH,
[01:44:22] AND WE ARE VERY HAPPY TO BREAK IT OUT.
[01:44:24] AND OKAY,
[01:44:27] ON SLIDE ELEVEN, IF YOU WANT TO LOOK AT
[01:44:30] IT DIFFERENTLY AS WELL. OKAY. I WAS JUST
[01:44:32] THINKING ABOUT, OH, FISHERMAN'S TERMINAL
[01:44:35] AND WRECK MARINE IS I COULD SEE THAT
[01:44:37] BEING MERGED. BUT THE REASON WHY THAT
[01:44:39] LINE IS SO BIG IS MORE LIKELY FOR 91.
[01:44:42] RIGHT. ACTUALLY, KELLY, IF YOU COULD GO
[01:44:44] TO THE SLIDE THAT SHOWS ALL THE
[01:44:46] RECREATIONAL MARINAS AND COMMERCIAL OPS,
[01:44:50] I THINK SLIDE ELEVEN WOULD
[01:44:53] PROBABLY BE THE MOST ACCURATE ONE TO
[01:44:55] SHOW THAT. AND SLIDE
[01:45:00] 15, PLEASE. SO,
[01:45:05] COMMISSIONER, THE SLIDE ON THE UPPER
[01:45:07] LEFT HAND SIDE SHOWS THE THREE DIFFERENT
[01:45:11] BUSINESS UNITS THAT THAT
[01:45:15] MAKE UP OUR RECREATION MARINES AND
[01:45:17] COMMERCIAL OPERATION DEPARTMENT.
[01:45:20] I GUESS SO IN THE DARK BLUE IS

[01:45:23] RECREATIONAL VOTING.
[01:45:27] THE GREEN IS FISHERMAN'S
[01:45:30] TERMINAL AND THE KIND OF LIGHTER BLUE IS
[01:45:34] 91. AND YOU CAN SEE THAT WE LOST
[01:45:38] THE KEY VESSEL THERE, AND OUR REVENUES
[01:45:42] FROM THAT ARE ACTUALLY SMALLER THAN THE
[01:45:45] OTHERS. WE'RE REALLY WORKING ON BUILDING
[01:45:46] THAT BACK UP, BUT THAT'S ACTUALLY HOW
[01:45:48] THEY BREAK OUT FOR RECREATIONAL MARINE
[01:45:51] AND COMMERCIAL OPERATIONS. WOW.
[01:45:55] SO THAT'S THE RESULT OF ONE VOTE LEAVING
[01:45:58] THAT REVENUE. IT'S ACTUALLY A COUPLE OF
[01:46:01] THINGS. IT WAS ALSO ONE BOAT LEAVING.
[01:46:03] AND THEN IT WAS THE WASHINGTON
[01:46:05] DEPARTMENT OF TRANSPORTATION LEASE AT
[01:46:07] THE NORTH END OF 46. SO THERE WERE A FEW
[01:46:09] THINGS THAT HAPPENED THERE OVER A COUPLE
[01:46:11] OF YEARS. THAT'S A SIGNIFICANT LOSS
[01:46:16] IN THE COMMERCIAL FISHING SIDE OF
[01:46:17] THINGS. ALRIGHT. I WAS
[01:46:21] JUST WONDERING ALSO, IN TERMS OF
[01:46:25] MEASURING CRUISE ON A PER CAPITA BASIS,
[01:46:29] YOU SHOW THE NUMBERS OF CRUISE
[01:46:32] PASSENGERS VERSUS CRUISE CRUISE CALLS,
[01:46:36] AND THEY'RE PRETTY DIRECTLY CORRELATED.
[01:46:39] BUT IN TERMS OF PROFITABILITY OR
[01:46:43] REVENUE, ARE YOU TRACKING,
[01:46:47] YOU KNOW, LIKE YOU HAVE ON
[01:46:50] PAGE 13 CRUISE SAILINGS AND PASSENGERS.
[01:46:55] SO THAT'S JUST THE NUMBERS. AND THEN I'M
[01:47:00] JUST WONDERING, ARE WE LOOKING AT
[01:47:03] BECAUSE OBVIOUSLY OVER TIME THE SHIPS
[01:47:05] ARE GETTING BIGGER. BUT HOW DOES THAT
[01:47:08] TRANSLATE INTO DOLLARS
[01:47:11] PER PERSON? I MEAN, I CAN EXPLAIN THIS
[01:47:15] ONE IF YOU LIKE, YOU'RE GETTING A HEAD
[01:47:18] TAX, RIGHT. CORRECT. WELL,
[01:47:21] THERE'S A DOCKAGE FEE, WHICH IS THE
[01:47:24] LENGTH OF THE VESSEL AND A PASSENGER
[01:47:26] FEE, WHICH IS THE PORT PASSENGER FEE.
[01:47:29] AND THEY'RE DIFFERENT. THERE'S THREE
[01:47:31] MAIN AGREEMENTS, CARNIVAL CRUISE LINES,
[01:47:33] NORWEGIAN CRUISE LINES, AND THEN A
[01:47:35] STANDARD TARIFF. AND WE
[01:47:40] DO BUNDLE THE RATES. WE KIND OF LOOK AT
[01:47:42] AN AVERAGE SO OFTENTIMES. I DON'T THINK
[01:47:44] WE'VE DONE IT. WE DIDN'T DO IT THIS LAST
[01:47:46] YEAR BECAUSE THE NUMBERS WERE TOO
[01:47:49] ERRATIC, BUT TYPICALLY IN A NORMAL YEAR
[01:47:52] WILL BUNDLE THE RATES TOGETHER AND SORT
[01:47:54] OF COMBINE IT ALL INTO ONE SO THAT WE
[01:47:57] CAN BUILD THEM ONE RATE. BUT WE CHARGE
[01:48:00] THE LENGTH OF THE VESSEL AND IT'S ALL
[01:48:02] BASED ON THE LENGTH OF THE VESSEL AND
[01:48:04] PIER PASSENGERS COMING ON. AND SO
[01:48:07] PASSENGER DOWNS TWICE COMING OFF AND
[01:48:09] GOING ON AND COMING OFF. BUT I
[01:48:13] MEAN, YOU HAVE THESE DIFFERENT
[01:48:14] AGREEMENTS BETWEEN DIFFERENT LINES, SO I
[01:48:17] WOULD ASSUME DIFFERENT PROFITABILITY
[01:48:19] BASED ON THESE DIFFERENT AGREEMENTS. I
[01:48:23] MEAN, AGAIN, WHEN WE'RE TALKING ABOUT
[01:48:26] MOVING FORWARD, INCREASING REVENUE, I

[01:48:28] KNOW YOU'VE BEEN DOING A GREAT JOB 17
[01:48:30] AND MAKING IT MORE AND MORE COST
[01:48:33] COMPETITIVE BUT, I MEAN, IT WOULD
[01:48:36] BE KIND OF INTERESTING TO SEE HOW IT
[01:48:38] BREAKS OUT. I MEAN, OBVIOUSLY, 66 IS THE
[01:48:40] LONG TERM LEASE, BUT YOU STILL HAVE I
[01:48:43] WOULD ASSUME YOU COULD DO A KIND OF
[01:48:47] A SIMILAR CONTROLLING FOR PER CAPITA
[01:48:50] KIND OF ANALYSIS FOR ANY GIVEN YEAR.
[01:48:53] HOW 66 DOES, YOU KNOW, CONTROLLING FOR
[01:48:56] CALLS. BUT IT'S LIKE, HOW DOES THE
[01:48:59] HEADCOUNT COMPARE PER TERMINAL?
[01:49:02] I MEAN, IS THAT LIKE, CONFIDENTIAL
[01:49:05] INFORMATION, OR IS THAT SOMETHING THAT
[01:49:07] IT WOULD NOT BE CONFIDENTIAL?
[01:49:11] BUT THERE'S TWO VESSELS AT 91 AND ONE,
[01:49:14] TWO BURST AT 91, ONE AT 66.
[01:49:18] SO IN GENERAL, WE'VE GOT ABOUT TWICE AS
[01:49:20] MANY CUSTOMERS IN A TYPICAL YEAR GOING
[01:49:23] THROUGH 91 THAN WE DO AT 66. AND WE
[01:49:26] DEFINITELY DO LOOK AT OUR
[01:49:30] REVENUES TRACK WITH PASSENGERS. THEY'RE
[01:49:33] VERY DIRECTLY CORRELATED, AND WE'RE
[01:49:36] HAPPY TO BREAK THAT DOWN FURTHER. I
[01:49:39] THINK WHAT THIS SLIDE IS SHOWING IS THAT
[01:49:41] WE WELL, THAT WASN'T YOUR QUESTION. SO I
[01:49:44] DON'T NEED TO GO FURTHER INTO THAT
[01:49:46] UNLESS THERE IS A QUESTION. OKAY. WELL,
[01:49:49] I ASSUME, OF COURSE WE'RE BEING WE'RE
[01:49:52] GETTING REVENUE PER PASSENGER. I JUST
[01:49:55] WOULD ASSUME THAT BASED
[01:49:58] ON THESE DIFFERENT AGREEMENTS, THAT THE
[01:50:00] PIER PASSENGER PRICE MIGHT VARY
[01:50:03] SOMEWHAT. BYE. THANK YOU. THAT'S
[01:50:07] CORRECT. IT'S NOT A HUGE DIFFERENCE,
[01:50:09] BUT THEY DO. OKAY, GREAT. AND THEN THE
[01:50:13] FINAL THING IS THE ALLIANCE SECURITY
[01:50:15] COSTS. CAN YOU JUST REMIND ME HOW THAT
[01:50:19] PENCIL THAT IT WAS BECAUSE OF OUR DEAL
[01:50:24] WITH THE CHANGING 46 LEASE AGREEMENT?
[01:50:28] REMIND ME WHY? BECAUSE THAT WAS A
[01:50:30] SIGNIFICANT SPIKE IN EXPENSE, RIGHT.
[01:50:35] KELLY, CAN YOU SPEAK TO THAT ONE? IT
[01:50:38] WASN'T THAT MUCH OF A SPIKE IN EXPENSE.
[01:50:42] WE ACTUALLY, SINCE FIVE IS GETTING
[01:50:45] FILLED UP, THE OVERALL EXPENSES IS LESS
[01:50:48] BECAUSE WE PROVIDE SERVICE AT TERMINAL
[01:50:50] FIVE. AND SINCE THEY GOT A TENANT PLAN
[01:50:54] FOR NEXT YEAR, WE WERE PROVIDING LESS
[01:50:56] SERVICE OUT THERE.
[01:51:00] THING TO KNOW, COMMISSIONER, IS THAT
[01:51:04] THERE'S A NUMBER OF PLACES WHERE WE SHOW
[01:51:09] BUDGET THAT YOU'RE SEEING HERE THAT ARE
[01:51:12] NOT ONLY MARITIME. AND FOR INSTANCE,
[01:51:15] IF YOU LOOK ON MARINA OFFICE
[01:51:18] AND THE CENTRAL HARBOR, MAYBE SOME
[01:51:22] OF THESE MIGHT BE BORN BY, FOR INSTANCE,
[01:51:24] ECONOMIC DEVELOPMENT DIVISION OR NSA.
[01:51:27] IT GETS TOO CONFUSING WHEN WE SHOW IT
[01:51:28] BOTH WAYS. SO WHAT WE'RE DOING IS KIND
[01:51:31] OF SHOWING YOU THE OVERALL BUDGET
[01:51:33] BECAUSE THE COMMISSION NEEDS TO
[01:51:35] AUTHORIZE THAT FROM THE KIND OF

[01:51:37] ORIGINATING DEPARTMENT LIKE THE SAME.
[01:51:39] IT WOULD BE TRUE FOR THE ENVIRONMENTAL
[01:51:41] TEAM AND THE MAINTENANCE TEAM, THE PORT,
[01:51:44] BECAUSE WE'RE MATRIX THEY SUPPORT THE
[01:51:46] WHOLE, FOR INSTANCE, PIER 69,
[01:51:49] THIS SECURITY WOULD SUPPORT PIER 69.
[01:51:52] AND SO THOSE COSTS MAY ULTIMATELY SHOW
[01:51:54] UP SOMEPLACE ELSE, BUT WE SHOW THEM IN
[01:51:57] THEIR ORIGINATING DEPARTMENT FOR EASE OF
[01:52:01] COMMISSIONER UNDERSTANDING. OKAY, WELL,
[01:52:05] THAT WAS SUPPOSED TO BE EASY. ALRIGHT.
[01:52:07] ANYWAY, I GUESS I GUESS A 46, I GUESS
[01:52:09] IT'S NOT A SPIKE. IT'S JUST THE LARGEST
[01:52:11] OF THE EXPENSES FOR SECURITY, AND THAT'S
[01:52:15] AN NSA PORTION. AND SO
[01:52:18] WE ARE PAYING THE SECURITY FOR THE NSA
[01:52:22] PORTION, AND THEY PAY US BACK FOR THAT,
[01:52:24] AND THEY PAY US BACK HALF OF THAT,
[01:52:27] RIGHT? NOT EXACTLY.
[01:52:32] NSA PAYS TWO THIRDS, AND WE PAY ONE
[01:52:35] THIRD OUT OF 46 BECAUSE WE AGREED FOR
[01:52:37] THAT WHOLE CRUISE LEASE THE CRUISE SET
[01:52:39] UP. THEN WE WOULD DO IT. SO THAT'S HOW
[01:52:42] IT WORKS. I KNEW IT WAS GOING TO BE
[01:52:44] COMPLICATED, BUT THAT CLARIFIES IT FOR
[01:52:46] ME. THANK YOU VERY MUCH. SO IF THERE'S
[01:52:49] NO OTHER QUESTIONS, WE CAN GO ON TO MR.
[01:52:51] MCADAM'S PRESENTATION. I ASSUME LET ME
[01:52:54] JUST TAKE 1 SECOND TO COMMEND KELLY AND
[01:52:56] HIS TEAM ON SOME GREAT GRAPHICS THAT
[01:52:59] HAVE ALLOWED US TO HAVE THESE ROBUST
[01:53:01] CONVERSATIONS BECAUSE THEY'RE MAKING THE
[01:53:03] DATA MORE VISIBLE. SO THANKS, KELLY.
[01:53:06] GREAT WORK. THANK YOU, MR. COMMISSION
[01:53:10] PRESIDENT. I DO NOT SEE ANY ADDITIONAL
[01:53:11] HANDS UP AT THIS TIME IF YOU WOULD LIKE
[01:53:13] TO PROCEED, PLEASE.
[01:53:17] OKAY. SO SO
[01:53:22] NEXT SLIDE, PLEASE.
[01:53:25] OKAY. AND THE ECONOMIC DEVELOPMENT
[01:53:28] DIVISION IS OPERATING ON PRETTY MUCH A
[01:53:30] SIDELINE. AS MARITIME DIVISION MANAGING
[01:53:32] DIRECTOR DAVE MCFADDEN WILL GIVE YOU A
[01:53:34] QUICK OVERVIEW OF THE DRIVERS AND
[01:53:36] ALIGNMENT OF THE PRIORITIES. I WILL TAKE
[01:53:38] YOU THROUGH THE NUMBERS, AND THEN DAVE
[01:53:40] WILL SPEAK TO SOME OF THE KEY
[01:53:42] INITIATIVES AND INVESTMENTS. MANAGING
[01:53:44] DIRECTOR DAVE MEN. THANK YOU. AND GOOD
[01:53:47] AFTERNOON, COMMISSIONERS AND EXECUTIVE
[01:53:49] DIRECTOR METRUCK. LET'S GO TO THE NEXT
[01:53:51] SLIDE, PLEASE. I THINK JUST SHOWS OUR
[01:53:54] ALIGNMENT WITH THE CENTURY AGENDA. YOU
[01:53:56] SEE THE GOALS IN THE CENTURY AT THE END
[01:53:58] OF THE LAB. THIS IS JUST SIMILAR TO WHAT
[01:53:59] STEPHANIE AND AVIATION SHOWED. WE'RE
[01:54:02] DRILLING DOWN, AND HOPEFULLY OUR ANNUAL
[01:54:04] BUSINESS PLANS AND BUDGETING SHOWS THAT
[01:54:06] ALIGNMENT. NEXT SLIDE, PLEASE.
[01:54:11] AND REALLY, THIS DEMONSTRATES A DEEPER
[01:54:14] DIVE INTO THAT ALIGNMENT WHERE YOU SEE
[01:54:17] THE CENTURY AGENDA GOALS ON THE LEFT AND
[01:54:19] YOU START SEEING OUR DEPARTMENT

[01:54:21] INITIATIVES AND RESPONSIBILITIES. AND
[01:54:24] FINALLY ON THE WE'RE LOOKING FOR, WHICH
[01:54:28] IS FOR TOURISM, PASSENGER EMPLOYMENT
[01:54:31] INCREASES, MOVING THE NEEDLE FOR WENDY
[01:54:34] AND DISADVANTAGED BUSINESS ENTERPRISE
[01:54:37] UTILIZATION AT THE PORT IN TERMS OF REAL
[01:54:40] ESTATE, WHAT ARE WE DOING IN TERMS OF
[01:54:41] ACQUISITIONS, DEVELOPMENT, ENERGY
[01:54:44] EFFICIENCY GOALS, OCCUPANCY, THINGS OF
[01:54:47] THAT NATURE. AND THEN IN OUR
[01:54:49] PARTNERSHIPS, WE'RE LOOKING AT HOW MANY
[01:54:51] BUSINESSES RECEIVED TANGIBLE ASSISTANCE
[01:54:54] FOR MARITIME INNOVATION, WHAT'S THE
[01:54:57] NUMBER OF EMERGING COMPANIES WE'RE
[01:54:59] SUPPORTING AND WHAT'S THEIR TRAJECTORY?
[01:55:01] SO THOSE ARE SOME OF THE THINGS THAT WE
[01:55:03] ALIGN WITH. LET'S GO TO THE NEXT SLIDE
[01:55:05] I THINK IT'S BACK TO YOU, KELLY.
[01:55:08] NO. STILL WITH ME. I DO HAVE SOME SWOT
[01:55:10] ANALYSIS. JUST START WITH THE STRENGTHS.
[01:55:13] I THINK WE HEARD AT THE LISTENING
[01:55:16] SESSIONS EARLIER THIS YEAR THAT OUR
[01:55:18] GRANT PROGRAMS BUILD POWERFUL
[01:55:20] PARTNERSHIPS THAT ARE WELL RECEIVED OUT
[01:55:22] IN THE COMMUNITY. WE CERTAINLY HAVE A
[01:55:26] DIVERSE SET OF PROPERTIES, AND THEY'RE
[01:55:27] VERY ATTRACTIVE, MANY OF WHICH ARE RIGHT
[01:55:29] ON THE WATERFRONT. ON THE WEAKNESS SIDE,
[01:55:34] POLICIES AND REGULATIONS DO IMPACT OUR
[01:55:37] EFFICIENCY AND COMPETITIVENESS. I THINK
[01:55:40] STEPHANIE EARLIER MENTIONED WE ARE
[01:55:42] BASING SOME CAPITAL AND STAFFING
[01:55:45] CONSTRAINTS. AS MUCH AS WE LIKE THE
[01:55:47] LOOKS OF OUR PROPERTIES, THEY ARE
[01:55:49] CHALLENGED. THEY'RE USUALLY BE SET WITH
[01:55:51] BROWNFIELDS FOR SOILS AND OTHER
[01:55:53] CHALLENGES THAT ADD COMPLEXITY AND
[01:55:55] TYPICALLY COST TO OUR REAL ESTATE
[01:55:57] DEVELOPMENT. SO THOSE ARE THINGS THAT WE
[01:55:59] HAVE TO WORK THROUGH. I IN TERMS OF
[01:56:01] OPPORTUNITIES, I FEEL LIKE WE'RE GROWING
[01:56:05] AND BECOMING MORE RECOGNIZED AS A GLOBAL
[01:56:07] LEADER OR MARITIME INNOVATION. I THINK
[01:56:09] WE HAVE THE OPPORTUNITY TO REALLY
[01:56:11] FURTHER SCALE OUR WOMB INITIATIVES.
[01:56:13] THIS IS A POINT OF DISCUSSION AT THE
[01:56:16] GREATER SEATTLE PARTNERS REGIONAL
[01:56:19] ECONOMIC RECOVERY PLAN AND THE NEED TO
[01:56:21] REALLY FOCUS ON THE TRAJECTORY OF WOMEN
[01:56:24] MINORITY BUSINESS ENTERPRISES. I THINK
[01:56:27] ANOTHER OPPORTUNITY WE HAVE IS JUST WE
[01:56:29] HAVE A HOT INDUSTRIAL MARKET THAT'S
[01:56:33] VERY IMPORTANT TO US. WE'RE STRONG
[01:56:35] INDUSTRIAL PLAYER, AND THAT GIVES WINS
[01:56:38] TO OUR SALE. THE THREATS, THOUGH
[01:56:41] CERTAINLY FRAGMENTATION OF RECOVERY
[01:56:44] EFFORTS. THERE'S A TREMENDOUS AMOUNT OF
[01:56:46] RESOURCES FLOWING IN FROM BEDROOM AND
[01:56:49] STATE. THE QUESTION BECOMES, ARE WE
[01:56:50] WORKING TOGETHER? ARE WE LEVERAGING EACH
[01:56:53] OTHER'S RESOURCES AND PARTNERSHIPS? AND
[01:56:56] I ALSO REALLY COULDN'T AGREE WITH
[01:56:58] STEPHANIE WHAT SHE SAID EARLIER IN

[01:57:01] RECOVERY, BUT NOT RECOVERED. I THINK
[01:57:03] THERE'S STILL A LOT OF ECONOMIC
[01:57:05] UNCERTAINTY OUT THERE AND IT AFFECTS OUR
[01:57:07] REAL ESTATE. OUR LABOR AVAILABILITY OR
[01:57:09] WMBE AVAILABILITY AFFECTS OUR
[01:57:11] DEPARTMENT AND DIVISION ACROSS THE PORT.
[01:57:14] SO THOSE ARE SOME OF THE CONTEXT. LET'S
[01:57:16] GO TO THE NEXT SLIDE. THAT'S BACK TO
[01:57:18] KELLY. THANKS, DAVE.
[01:57:22] HERE IS THE ROLL UP FOR THE ECONOMIC
[01:57:24] DEVELOPMENT DIVISION. WITH THE RETURN OF
[01:57:26] 75% OF CONFERENCE AND EVENT CENTER
[01:57:29] VOLUMES, REVENUE AND EXPENSES ARE
[01:57:31] LOOKING CLOSER TO PRE PANDEMIC LEVELS.
[01:57:33] SOME KEY ECONOMIC DEVELOPMENT DIVISION
[01:57:36] BUDGET DRIVERS INCLUDE ECONOMIC
[01:57:38] RECOVERY, INCREASED EQUITY, DIVERSITY
[01:57:41] AND INCLUSION, TARGETED FUNDING TO HELP
[01:57:43] RESTART REGIONAL TOURISM AND MOVING
[01:57:46] FORWARD WITH THE MARITIME INNOVATION.
[01:57:49] DAVE WILL PROVIDE MORE DETAILS ON THESE
[01:57:52] AND OTHER COMMUNITY PROGRAMS LATER IN
[01:57:54] THE PRESENTATION. NEXT SLIDE, PLEASE.
[01:58:00] FOR REVENUE JUST LIKE CRUISE AND
[01:58:02] MARITIME, YOU SEE THE DIRECT COVID
[01:58:04] IMPACT OF CONFERENCE AND EVENT CENTER TO
[01:58:06] ECONOMIC DEVELOPMENT DIVISION REVENUES.
[01:58:09] SIMILARLY, COLUMBIA HOSPITALITY IS
[01:58:12] EXPECTING A RETURN TO ABOUT CAPACITY TO
[01:58:17] A LESSER DEGREE. COVID IS IMPACTING
[01:58:20] CONCESSION REVENUES AT BELL STREET
[01:58:22] GARAGE AS WELL AS WELL AS SOME
[01:58:25] SUNSETTING RESTRICTIONS WHICH HAVE KEPT
[01:58:27] THE PORT FROM INCREASING RENT ON LEASE
[01:58:30] RENEWALS. NEXT SLIDE, PLEASE.
[01:58:35] OVERALL EXPENSES ARE BELOW 2020 BUDGET,
[01:58:39] WITH INCREASES IN BOTH ECONOMIC
[01:58:42] DEVELOPMENT INVESTMENTS, INCLUDING THE
[01:58:44] REMAINING \$350,000 IN WASHINGTON TOURISM
[01:58:48] ALLIANCE AND ARE MAINTENANCE COSTS.
[01:58:52] THESE COSTS ARE OFFSET PARTIALLY BY
[01:58:56] LOWER CENTRAL SERVICES ALLOCATION.
[01:58:59] NEXT SLIDE, PLEASE.
[01:59:04] HERE IS THE HISTORIC TREND. YOU SEE A
[01:59:07] RETURN OF CONFERENCE AND EVENT CENTER
[01:59:11] BOOKINGS AND AN INCREASE IN THE SLICE OF
[01:59:14] DIAGONALS OF WHAT YOU SEE IN THE
[01:59:16] DIAGONAL STRIPE PROGRAM EXPENSES FROM
[01:59:19] THE ECONOMIC RECOVERY INVESTMENTS.
[01:59:22] NEXT SLIDE, PLEASE.
[01:59:25] IN THE EDD PORTFOLIO MANAGEMENT TREND,
[01:59:29] GROWTH AND DIRECT EXPENSES ROUGHLY EQUAL
[01:59:32] THAT IN REVENUE. WHAT YOU ARE SEEING IS
[01:59:35] SLIGHTLY LOWER THAN HISTORIC MARGINS AT
[01:59:37] THE CONFERENCE CENTERS IS VARIABLE.
[01:59:39] COSTS LIKE FOOD AND LABOR HAVE INCREASED
[01:59:42] SIGNIFICANTLY SINCE 2019.
[01:59:47] NEXT SLIDE PLEASE. MANAGING DIRECTOR
[01:59:50] DAVE MCFADDEN WILL NOW WALK YOU THROUGH THE ECONOMIC DEVELOPMENT PROGRAMS. THANK
[01:59:55] YOU. KELLY IS OF OUR DIVERSITY AND
[01:59:58] CONTRACTING DEPARTMENT. WE CONTINUE TO
[02:00:01] MAKE PROGRESS WITH THOSE EFFORTS. I
[02:00:03] THINK EARLIER THIS YEAR, ME AND

[02:00:05] HIGHLIGHTED WE INVESTED 75 PLUS MILLION
[02:00:08] OF OUR PORT SUPPLY CHAIN DOLLARS ON
[02:00:10] WMBE BUSINESSES. THIS REPRESENTS ABOUT
[02:00:12] 10.9% OF OUR OVERALL SPEND, AND WE ALSO
[02:00:16] SUPPORTED OVER 300 WMBE BUSINESSES LAST
[02:00:19] YEAR. THIS IS GREAT PROGRESS, BUT OUR
[02:00:22] MOMENTUM IS SLOWING A BIT, AND PART OF
[02:00:24] OUR PLAN FOR NEXT YEAR ARE TO CONDUCT A
[02:00:26] STUDY TO IDENTIFY AND REMOVE BARRIERS TO
[02:00:29] WIN THE UTILIZATION. WE'LL CONTINUE OUR
[02:00:32] ROBUST OUTREACH AND TRAINING EFFORTS.
[02:00:33] OVER 800 SMALL BUSINESSES AND
[02:00:35] STAKEHOLDERS HAVE ATTENDED OUR BASIC AND
[02:00:37] ADVANCED PORT THEN SEMINARS. WE ALSO
[02:00:40] ORGANIZED OUR FIRST WMBE ACCELERATOR
[02:00:43] PROGRAM. THIS YEAR. IT PROVIDED ADVANCED
[02:00:46] TRAINING WORKSHOPS AND MENTORSHIP FOR
[02:00:48] TEN PROMISING WINRY FIRMS INTERESTED IN
[02:00:51] SCALING THEIR OPERATIONS AND WORKING ON
[02:00:53] FOR PROJECTS. LET'S GO TO THE NEXT
[02:00:55] SLIDE. WE PLAN TO CONTINUE THAT
[02:00:59] ACCELERATOR IN 2022, AND I WANT TO TAKE
[02:01:03] YOUR EYES JUST THE TOP THREE LINES WE'RE
[02:01:05] PARTNERS AND THE IMPLEMENTATION OF THE
[02:01:07] SOUTH KING COUNTY FUND AND THE
[02:01:10] ACCELERATORS FUNDED OUT OF THAT, ALONG
[02:01:12] WITH OUR OUTREACHING ASSISTANCE, WE DO
[02:01:14] VIA HIGHLINE IN OUR ADVANCED PORT GEN
[02:01:17] CLASSES. THE ONLY OTHER NOTE I WANT TO
[02:01:19] CALL OUT HERE IS YOU'LL NOTE AN AIRPORT
[02:01:21] DBE WORKSHOP. WE WANT TO ORGANIZE AND
[02:01:24] HOST A DB TRAINING AND OPPORTUNITY EVENT
[02:01:27] IN PARTNERSHIP WITH FAA PRIMES GENERAL
[02:01:31] AVIATION AIRPORTS AND INTERNATIONAL
[02:01:33] AIRPORTS WITHIN THE FUTURE SOUND REGION
[02:01:35] IN CONJUNCTION WITH THE UPCOMING A
[02:01:39] CONFERENCE. AND SO LET'S GO TO THE NEXT
[02:01:42] SLIDE, PLEASE. IN TERMS
[02:01:45] OF TOURISM, I THINK RON
[02:01:48] PATIER CONTINUING DOING A GOOD JOB OF
[02:01:51] ADVANCING TOURISM LAST FRIDAY, I THINK WE
[02:01:54] SHARED AN UPDATE ON THE WASHINGTON
[02:01:57] TOURISM ALLIANCE RECOVERY INITIATIVE.
[02:01:59] WE'RE MAKING PROGRESS THERE. IT
[02:02:01] CONTINUES TO UNFOLD ANY OF THE
[02:02:04] HIGHLIGHTS OVER THE LAST COUPLE OF
[02:02:06] MONTHS WAS RAMPED UP A TRAVEL PUBLICITY
[02:02:09] CAMPAIGN AND STARTED AN ADVERTISING
[02:02:11] CAMPAIGN TO START REGENERATING NORTH
[02:02:14] AMERICAN AIR MARKET SERVING SEA.
[02:02:17] ALSO STEPPING UP EFFORTS TO CONNECT WITH
[02:02:19] TRAVEL TRADE INDUSTRY PROFESSIONALS,
[02:02:21] THE HOTELS TOO OR OPERATORS,
[02:02:23] DESTINATION MARKETING ORGANIZATIONS AND
[02:02:26] OTHER PROFESSIONALS THAT CAN BRING
[02:02:28] TRAVELERS TO OUR COMMUNITIES. THESE
[02:02:31] EFFORTS ARE HELPING THE INDUSTRY
[02:02:32] RECOVER. ALTHOUGH IT'S STILL TOO EARLY
[02:02:35] TO QUANTIFY THE RETURN ON THE PORT
[02:02:37] INVESTMENT IN THIS INITIATIVE, WE'LL
[02:02:40] ALSO CONTINUE TO IMPLEMENT AND
[02:02:43] ADMINISTER TOURISM GRANTS. BOTH OUR
[02:02:45] SPOTLIGHT AIRPORT ADVERTISING AND

[02:02:47] TOURISM MARKETING GRANTS HAVE BEEN WELL
[02:02:50] RECEIVED BY COMMUNITY ACROSS THE STATE.
[02:02:52] WE'VE INVESTED \$1.6 MILLION IN THOSE
[02:02:56] PROGRAMS OVER THE LAST SIX YEARS, AND WE
[02:02:58] HANDED OUT 22 TOURISM GRANTS THIS YEAR.
[02:03:03] THE BIG THING I WANTED TO REALLY TELL IS
[02:03:06] THAT WE PLAN TO ORGANIZE AND HOST A
[02:03:09] STATEWIDE CONFERENCE ON SUSTAINABLE
[02:03:11] TOURISM WITH THE WTA. NEXT YEAR.
[02:03:14] INTEREST IN SUSTAINABLE TOURISM IS
[02:03:16] GROWN, AND THE RELATED NEED TO PROMOTE
[02:03:19] RESPONSIBLE TOURISM IS VERY IMPORTANT.
[02:03:22] THIS EVENT WILL BRING INDUSTRY AND
[02:03:24] COMMUNITY PARTNERS TOGETHER AROUND AN
[02:03:26] IMPORTANT OPPORTUNITY AND TOPIC FOR
[02:03:28] WASHINGTON TOURISM INDUSTRY. ADDITION.
[02:03:31] RON AND PATTY WILL CONTINUE TO PROMOTE
[02:03:34] CRUISE AND STAY OPTIONS IN OUR KEY
[02:03:37] INTERNATIONAL LEISURE MARKETS. OF UK,
[02:03:40] IRELAND, MAINLAND EUROPE AND AUSTRALIA
[02:03:43] AND NEW ZEALAND. GO TO THE NEXT SLIDE
[02:03:47] ON THE REAL ESTATE
[02:03:50] FRONT. WE'RE GOING TO CONTINUE TO
[02:03:53] REDEVELOP PORT PROPERTIES. WE JUST
[02:03:56] ISSUED AN RFP FOR THE DEVELOPMENT OF THE
[02:03:58] ADORING CREEK WEST PROPERTY AT THE
[02:04:00] AIRPORT, AND WE'RE ALSO MAKING PROGRESS
[02:04:03] WITH OUR DEVELOPER TRAIL PRO ON THE
[02:04:05] REDEVELOPMENT OF THE T 106 WAREHOUSE ON
[02:04:10] A CAPITAL PROJECT. I'LL TELL A LITTLE
[02:04:13] MORE ON THIS LATER, BUT WE ARE MAKING
[02:04:14] PROGRESS WITH BOTH THE MINK AND OUR TEAM
[02:04:16] 91 UP ONE CAPITAL PROJECTS AND
[02:04:21] THE NEW THING I WANTED TO REALLY SHARE
[02:04:23] AND MAKE SURE YOU KNEW OF IS THAT WE ARE
[02:04:25] NOW WORKING WITH NSA AND WE JUST KICKED
[02:04:28] OFF A STUDY TO LOOK AT POTENTIAL
[02:04:31] ACQUISITIONS AND PARTNERSHIPS THAT CAN
[02:04:32] SUPPORT NORTH HARVARD GROWTH AND
[02:04:34] OPERATIONS. WE SHOULD COMPLETE THIS
[02:04:37] ANALYSIS BY Q TWO OF NEXT YEAR, BUT
[02:04:40] THAT'S WHAT WE'VE GOT GOING ON THE
[02:04:41] DEVELOPMENT FRONT. IN TERMS OF MANAGING
[02:04:44] OUR PROPERTIES, WE'RE GOING TO CONTINUE
[02:04:46] TO STRIVE TO MAINTAIN HIGH OCCUPANCY
[02:04:48] MELINDA MILLER AND TOM HAVE DONE A GREAT
[02:04:50] JOB OVER THE LAST FEW YEARS, SO KEEPING
[02:04:52] THAT OCCUPANCY HIGH SINCE I'VE BEEN AT
[02:04:55] THE PORT, IT'S ALWAYS BEEN AT ABOUT FOUR
[02:04:57] TO FIVE. THAT'S ESPECIALLY GOOD
[02:05:02] DURING THE PANDEMIC. WE'LL ALSO CONTINUE
[02:05:06] MONO TENANT TENANT IN OUR RELIEF
[02:05:08] PROGRAM. THE GOOD NEWS HERE IS THAT 27
[02:05:11] OF 39 TENANTS HAVE PAID OFF THEIR
[02:05:14] OBLIGATIONS AND ARE CAUGHT BACK UP.
[02:05:15] WE'RE STILL WORKING WITH TWELVE OTHER
[02:05:17] TENANTS ON REPAYMENT PROGRAMS NEXT YEAR.
[02:05:20] WE ALSO WANT TO LOOK AT SUSTAINABILITY
[02:05:23] OPTIONS FOR OUR LEASE PROPERTIES. WE
[02:05:26] WANT TO IMPLEMENT A GREEN LEASING
[02:05:28] PROGRAM THAT INCORPORATES ENVIRONMENTAL
[02:05:31] PRACTICES INTO THESE AGREEMENTS. AND
[02:05:33] WE'LL ALSO WORK WITH OUR ENVIRONMENTAL

[02:05:34] TEAM TO INSTITUTE BUILDING ENERGY
[02:05:37] MONITORING AND MANAGEMENT PROGRAMS AT
[02:05:39] OUR PORT FACILITIES AT
[02:05:43] PIER 69 HEADQUARTERS. WE'LL CONTINUE
[02:05:46] TO SUPPORTING THE OPERATIONAL RECOVERY
[02:05:48] RELATED TO COVID. WE'RE WAY BELOW NORMAL
[02:05:52] OCCUPANCY. WE'RE PROBABLY ABOUT 10% TO
[02:05:54] 15%, BUT WE DO HAVE TO PREPARE FOR THE
[02:05:56] LIKELIHOOD THAT MORE OF OUR EMPLOYEES
[02:05:58] WILL RETURN TO WORK NEXT YEAR. ONE OF
[02:06:00] THE THINGS WE HAVE TO DO RELATED TO THAT
[02:06:02] IS REEVALUATE THE USE OF THE CLIPPER
[02:06:05] CAFE. IT CLOSED AND WE NEED TO EXPLORE
[02:06:08] HOW TO PROVIDE OUR EMPLOYEES AND OUR
[02:06:10] CUSTOMERS SOME BASIC FOOD OPTIONS CLOSE
[02:06:13] TO THE PIER. WE WILL AN ONGOING BASIS
[02:06:17] REASSESS OUR SPACE OPTIONS, OUR
[02:06:19] MANAGEMENT STRATEGIES INVITE OF
[02:06:22] OUR NEW FLEXIBLE WORK ARRANGEMENTS
[02:06:24] POLICY. THIS IS A VERY SPECIAL FACILITY.
[02:06:27] IT IS OUR HEADQUARTERS. WE'RE JUST GOING
[02:06:30] TO BE CAUTIOUS IN TERMS OF ANYTHING NEW
[02:06:33] OR DIFFERENT. WE DO BEYOND TAKING CARE
[02:06:35] OF OUR EMPLOYEES. SO NEXT SLIDE,
[02:06:37] PLEASE. AND FINALLY,
[02:06:41] WE HAVE A TREMENDOUS NUMBER OF
[02:06:43] PARTNERSHIPS WITH THE COMMUNITY. ONE OF
[02:06:47] THE ONES I'M MOST PROUD OF IS OUR WORK
[02:06:49] WITH THE CITIES. WE HAVE A GRANT
[02:06:51] PROGRAM, AND THIS YEAR THE CITY'S USED
[02:06:54] OUR FUNDING FOR SMALL BUSINESS AND
[02:06:56] ECONOMIC RECOVERY. WE HAVE BEEN IN SOME
[02:06:59] TREMENDOUS CONVERSATIONS WITH THEM,
[02:07:01] GOING ALL THE WAY BACK TO JUNE ABOUT HOW
[02:07:04] DO WE MAKE SURE OUR SMALL IMPACTED
[02:07:06] BUSINESSES ACCESS THE GREAT RESOURCES
[02:07:09] COMING IN FROM THE FEDERAL AND STATE
[02:07:11] GOVERNMENTS. AND AS A RESULT OF THOSE
[02:07:14] CONVERSATIONS, WE'RE PROPOSING TO EXPAND
[02:07:16] THIS PARTNERSHIP. WE WANT TO WORK WITH
[02:07:19] THE CITIES IN THE SEATTLE METRO CHAMBER
[02:07:22] TO IMPLEMENT A SMALL BUSINESS NAVIGATOR
[02:07:24] INITIATIVE, AND THAT WILL MAKE SURE
[02:07:26] SMALL BUSINESSES, ESPECIALLY THOSE
[02:07:29] FURTHEST FROM THE RESOURCES, GET
[02:07:31] CONNECTED TO SIGNIFICANT FUNDING AND THE
[02:07:34] HELP NOW AVAILABLE. I LOOK AT THESE
[02:07:36] NAVIGATORS IS THE CONNECTIVE TISSUE
[02:07:39] BETWEEN OUR CITIES, OUR SMALL BUSINESS
[02:07:41] DEVELOPMENT CENTERS, OUR PORT STAFF,
[02:07:43] AND THE RESOURCES, WHETHER IT'S COMING
[02:07:45] FROM BANKS, WORKFORCE DEVELOPMENT OR
[02:07:48] OTHER ENTITIES. AND WE DID. WE LEARNED
[02:07:52] THAT THAT DIDN'T WORK VERY WELL DURING
[02:07:55] THE EARLY PART OF THE PANDEMIC. AND SO
[02:07:57] WE'RE GOING TO PUT SOME EXTRA ENERGY
[02:07:59] INTO THIS PARTNER TO MAKE SURE OUR SMALL
[02:08:01] BUSINESSES GET THE HELP THEY NEED. WE
[02:08:04] HAVE PUT ADDITIONAL FUNDS IN THE 2022
[02:08:06] BUDGET TO SUPPORT THIS EXTRAORDINARY
[02:08:08] OUTREACH AND TECHNICAL ASSISTANCE
[02:08:10] EFFORTS. WE ALSO WANT TO CONTINUE
[02:08:13] SUPPORTING GREATER SEATTLE PARTNERS

[02:08:15] WORK. THEY HAVE A GREAT REGIONAL
[02:08:17] RECOVERY PLAN THAT'S MOVING TOWARDS
[02:08:19] IMPLEMENTATION AND THEIR ONGOING WORK TO
[02:08:22] WON'T TRADE AND ATTRACTING BUSINESS IS
[02:08:24] IMPORTANT TO US IN THE REGION AS A
[02:08:26] WHOLE. WE WILL CONTINUE TO SUPPORT THE
[02:08:29] DUWAMISH PARTNERSHIP. AS YOU KNOW, WE
[02:08:31] WERE HEAVILY INVOLVED IN THE DEVELOPMENT
[02:08:33] OF THE COMMUNITY HUB. IT'S A GREAT
[02:08:35] RESOURCE IN THE COMMUNITY, AND WE WANT
[02:08:37] TO BRING IN NEW SERVICES AND PARTNERS TO
[02:08:39] PROVIDE SMALL BUSINESS ASSISTANCE AND
[02:08:41] WORKFORCE DEVELOPMENT. MARITIME BLUES
[02:08:44] DOING BREAKS WE'RE GOING TO CONTINUE
[02:08:46] PORT MARITIME INNOVATION INITIATIVES.
[02:08:48] MARITIME BLUES LAUNCHING ITS THIRD
[02:08:51] MARITIME INNOVATION ACCELERATOR AS WE
[02:08:54] SPEAK. AND WE'RE ALSO PLEASED THAT
[02:08:56] THEY'RE NOW A NEW TENANT AT FT,
[02:08:58] BRINGING THAT ENERGY AND INNOVATION TO
[02:09:00] OUR OLDEST PROPERTY. WE'VE MADE A LOT OF
[02:09:03] PROGRESS WITH THEM. MARITIME BLUE OVER
[02:09:06] THE LAST THREE YEARS IN TERMS OF
[02:09:07] ADVANCING MARITIME INNOVATION AND OUR
[02:09:10] MARITIME INNOVATION CENTER. AND FINALLY,
[02:09:13] WE'RE AS AVIATION, THE SPARK AND THE
[02:09:17] SPONSOR TO SUSTAIN CROSS PORT INNOVATION
[02:09:21] INITIATIVES. SO FROM SHARK TANK TO
[02:09:23] INNOVATION AWARDS TO INNOVATION
[02:09:25] CHALLENGES, GIVING OUR TEAMS AND PEOPLE
[02:09:28] TO EMBRACE INNOVATION ACROSS THE PORT IS
[02:09:31] A KEY TO OUR FUTURE SUCCESS. GO TO THE
[02:09:35] NEXT SLIDE. THAT REALLY SUMMARIZES OUR
[02:09:39] PRIORITIES. SOME OF THE BUDGET DYNAMICS
[02:09:41] RELATED TO WHAT MY DEPARTMENTS ARE DOING
[02:09:43] ACROSS DIVISION. OUR FT ACCOUNT IS
[02:09:46] PRETTY STABLE. I LOOKED BACK AND I
[02:09:49] SCRATCHED MY HEAD AND GO, WHAT WAS THAT
[02:09:51] BUSINESS DEVELOPMENT DIRECTOR FOR FOUR
[02:09:54] OR FIVE YEARS AGO AND POSTPANDEMIC? I
[02:09:57] COULDN'T REMEMBER. IT WASN'T IMPORTANT.
[02:09:59] THE CONTEXT IN THIS SLIDE, THOUGH,
[02:10:01] THAT'S IMPORTANT IS YOU DID APPROVE SOME
[02:10:04] POSITIONS THAT WE'VE ADDED INNOVATION
[02:10:06] MANAGER MEANS GETTING SOME EXTRA
[02:10:09] RESOURCES TO BOLSTER THE DIVERSITY AND
[02:10:11] CONTRACTING EFFORTS. SO I FEEL LIKE WE
[02:10:13] HAVE GOOD RESOURCES TO SUPPORT THE
[02:10:16] INITIAL INSIDE JUST OUTLINED, AND I
[02:10:20] THINK THAT'S IT. HI, KELLY. YES,
[02:10:24] CORRECT. OKAY.
[02:10:26] THANK YOU, DAVE. I APPRECIATE
[02:10:30] THAT. AND ASK CLERK HART TO GO AROUND
[02:10:33] THE ROOM, SEE IF WE HAVE ANY QUESTIONS
[02:10:36] FOR YOU. THANK YOU, MR. COMMISSIONER.
[02:10:37] PRESIDENT. JUST A NOTE FOR THE RECORD,
[02:10:39] THAT COMMISSIONER STEINBRUECK HAD TO LEAVE
[02:10:41] AT 02:00, SO HE IS NOT IN THE MEETING
[02:10:43] ANY LONGER. COMMISSIONER CHO WAS HAVING
[02:10:46] TECHNICAL DIFFICULTIES AS WELL, SO HE'S
[02:10:47] TRYING TO RECONNECT. SO WE'LL MOVE TO
[02:10:49] COMMISSIONER CALKINS FOR COMMENTS.
[02:10:55] YOU FRED ME THERE, RIGHT?

[02:10:59] YEAH. THANK YOU. I JUST WANTED TO JUST A
[02:11:02] COMMENT ABOUT THE INITIATIVE TO EXAMINE
[02:11:06] REAL ESTATE GENERALLY AND WHAT
[02:11:11] A POSITIVE STEP I THINK THIS IS FOR THE
[02:11:13] PORT. I THINK AS WE'VE TALKED ABOUT
[02:11:16] IN PREVIOUS MEETINGS, THIS REALLY IS
[02:11:19] LIVING INTO OUR CHARTER. AND SO I'M
[02:11:22] GRATEFUL FOR DAVE MCFADDEN AND HIS TEAM
[02:11:25] PRIORITIZING THIS TO WORK WITH THE
[02:11:27] NORTHWEST SEAPORT ALLIANCE TO MAKE SURE
[02:11:29] WE'RE ENCOMPASSING A FULL RANGE OF
[02:11:31] CONSIDERATIONS FOR WHAT WE MIGHT WANT TO
[02:11:34] FIND AND LAND. AND WHEN
[02:11:38] I FIRST JOINED THE COMMISSION FOUR YEARS
[02:11:40] AGO, IT FELT IN MANY WAYS LIKE WE WERE
[02:11:42] KIND OF ON THE DEFENSE WHEN IT CAME TO
[02:11:44] AND THAT THERE'S A LOT
[02:11:48] OF FOLKS PUSHING FOR US TO
[02:11:51] CONSIDER SURPLUSING LAND OR DISPOSING
[02:11:54] OF LAND RATHER THAN ACQUIRING LAND. I'D
[02:11:56] SAY WE'RE IN A MOMENT WHERE IT'S EVEN
[02:11:59] MORE IMPORTANT FOR US TO FIND PROPERTIES
[02:12:02] THAT SUPPORT THE GREATER PUBLIC GOOD
[02:12:04] THAT THE WORK THAT WE DO IS A CONDUIT
[02:12:07] FOR COMMERCE, RELIES UPON FULL
[02:12:11] ACCESS FOR THE AS A REGIONAL
[02:12:15] ECONOMIC DRIVER FOR PEOPLE TO BE ABLE TO
[02:12:19] MOVE GOODS AND PEOPLE THROUGH OUR
[02:12:21] REGION. AND SO I THINK IT'S AN EXCELLENT
[02:12:24] INITIATIVE. I'M REALLY SUPPORTIVE OF IT.
[02:12:26] AND I LOOK FORWARD TO THE RESULTS THAT
[02:12:28] COME OUT OF THE REVIEW.
[02:12:31] THANK YOU, COMMISSIONER CALKINS.
[02:12:33] COMMISSIONER BOWMAN. THANK YOU. DEB
[02:12:37] COVERED A LOT OF INFORMATION. AS WE ALL
[02:12:39] KNOW, YOUR DEPARTMENT HAS QUITE A FEW
[02:12:42] RESPONSIBILITIES, SORT OF THE GRAB BAG
[02:12:45] OF ECONOMIC DEVELOPMENT. THANK YOU.
[02:12:49] YOU TALK JUST BRIEFLY ABOUT THE ECO
[02:12:53] TOURISM CONFERENCE, WHICH I'M OBVIOUSLY
[02:12:56] EXCITED ABOUT NEXT YEAR, JUST AS AN
[02:12:58] EFFORT TO CONTINUE TO BOOST SUSTAINABLE
[02:13:02] TOURISM IN THE GREATER PUGET SOUND AREA
[02:13:04] AND ALSO STATEWIDE. I DID HAVE A
[02:13:07] QUESTION ABOUT NET 91 UPLANDS. I HAD
[02:13:10] BROUGHT THIS UP IN A MEETING MAYBE A
[02:13:12] WEEK OR SO AGO ABOUT WHETHER OR NOT WE
[02:13:14] WERE IN CONVERSATIONS YET WITH NWA ABOUT
[02:13:17] USING THE UPLANDS FOR A RELEASE VALVE,
[02:13:21] LAY DOWN YARD FOR CONTAINERS AS WE'RE
[02:13:24] EXPERIENCING UNPRECEDENTED CONGESTION AT
[02:13:26] THE MOMENT.
[02:13:30] COMMISSIONER BOWMAN, I DID HEAR ABOUT
[02:13:33] THAT REQUEST THIS WEEK. I HAVEN'T BEEN
[02:13:36] ABLE TO REALLY COMPARE NOTES IN A DEEP
[02:13:37] WAY WITH STEPHANIE ON THAT.
[02:13:41] AND WE OWE YOU. AND I YOU OKAY?
[02:13:45] NO PROBLEM. JUST WANTED TO BEFORE WE GET
[02:13:48] I'M SORRY. GO AHEAD. WELL, I WAS JUST
[02:13:50] GOING TO SAY THANK YOU, COMMISSIONER
[02:13:52] BOWMAN. YES. WE HAVE LOOKED AT NOT ONLY
[02:13:56] THE PROPERTY AT TERMINAL 91, BUT TALK
[02:13:59] WITH THE FOLKS AT NSA ABOUT THAT.

[02:14:01] THERE'S ABOUT FOUR ACRES THAT ARE
[02:14:04] POTENTIALLY AVAILABLE ON A SHORT TERM
[02:14:07] BASIS ON THE UPLANDS AT 91. WE HAVE BEEN
[02:14:09] TALKING WITH NSA TO FIND THE AREA THAT
[02:14:12] BEST MEETS THEIR NEEDS. SO IF THEY FEEL
[02:14:14] THIS IS WHAT IS GOING TO WORK BEST WE'RE
[02:14:17] READY TO WORK WITH THEM. THERE ARE SOME
[02:14:20] CONSTRAINTS, AND IT'S NOT AS MUCH
[02:14:22] ACREAGE AS WE MIGHT HAVE THOUGHT, BUT WE
[02:14:24] ABSOLUTELY FOLLOWED UP ON THAT RIGHT
[02:14:26] AWAY. AWESOME. THAT'S GREAT. STEPHANIE
[02:14:30] AND DAVE, THANK YOU SO MUCH. AGAIN,
[02:14:32] WE'RE IN PRECEDENT AT TIMES WITH MARINE
[02:14:35] CARGO, AND SO IF THERE'S SOMETHING THAT
[02:14:36] WE CAN DO TO HELP BE THAT RELEASE VALVE
[02:14:38] IN ADDITION TO WHAT WE'RE DOING AT T
[02:14:40] FIVE AND T 46 RIGHT NOW, BUT THOSE ARE
[02:14:43] BOTH NOT QUITE A CAPACITY, BUT GETTING
[02:14:46] PRETTY DARN CLOSE. SO THAT'S WONDERFUL.
[02:14:48] AND THEN, DAVE, MAYBE WE CAN TALK MORE
[02:14:51] AT LENGTH OFFLINE ABOUT MORE OF THE
[02:14:55] INDUSTRIAL DEVELOPMENT IN THE FACE TO
[02:14:57] 91. BUT GENERALLY SPEAKING, I GUESS THE
[02:15:00] LAST THING I'D ADD IS THAT I THINK IT'S
[02:15:02] IMPORTANT, AS WE'VE SEEN RECENTLY WITH
[02:15:05] NORSE SEATAC PARK TO JUST HAVE
[02:15:08] VISIBILITY TO ALL OF THE DIFFERENT IDEAS
[02:15:11] THAT THE STAFF IS PURSUING. I DON'T
[02:15:13] KNOW, STEVE, WHAT THAT RIGHT. TIME IS
[02:15:15] I'VE DEFENDED THE BATH MANY TIMES OVER
[02:15:18] THAT. I WANT TO GIVE YOU ALL THE ABILITY
[02:15:20] TO BE CREATIVE AND INNOVATIVE AND LOOK
[02:15:23] AT THINGS OUTSIDE THE BOX. AND SO I
[02:15:26] DEFINITELY DON'T WANT TO SQUASH ANY OF
[02:15:29] THOSE TENDENCIES. HOWEVER, I THINK
[02:15:32] SOMETIMES YOU ALSO NEED TO BALANCE THAT
[02:15:33] WITH MAKING SURE THAT WE DON'T GET TOO
[02:15:36] FAR OUT AHEAD ON A PROJECT WITHOUT
[02:15:38] BEFORE WE BRING THE COMMISSION IN FROM A
[02:15:42] POLICY LEVEL, WE MAKE SURE THAT WE'RE
[02:15:43] ALIGNING THE BUSINESS GOALS AND THE
[02:15:45] POLICY GOALS, IF THAT MAKES SENSE. SO,
[02:15:48] STEVE, I DON'T KNOW TODAY WHAT THE BEST
[02:15:51] ANSWER IS ON THAT. I JUST ASK AGAIN FOR
[02:15:54] YOU TO THINK ABOUT HOW WE CAN HAVE MORE
[02:15:56] VISIBILITY, PARTICULARLY WITH ECONOMIC
[02:15:58] DEVELOPMENT, OF WHAT ARE SOME OF THE
[02:16:00] IDEAS THAT THEY ARE LOOKING AT? THANK
[02:16:02] YOU. OKAY. SO GO
[02:16:06] AHEAD, DAVE. I HEAR YOU COMMISSION. I
[02:16:08] JUST WANT TO ACKNOWLEDGE THAT I HEAR YOU
[02:16:10] TOO. AND I APPRECIATE YOUR COMMENTS AND
[02:16:12] WOULD LOOK FORWARD TO HAVE PIER AND I
[02:16:15] MEET WITH YOU JUST ON STATUS OF THE 91,
[02:16:17] BUT ALSO HOW WE'RE JUST LOOKING AT PHASE
[02:16:19] TWO. I ONLY GENERAL.
[02:16:23] WE EMPHASIZE A LOT OF COMMUNITY
[02:16:25] ENGAGEMENT, AND IT'S LIKE 291 WOULD DO
[02:16:27] THAT. BUT THEN WE ALSO ARE DOING A
[02:16:29] MASTER PLAN AS PART OF THAT. THAT WAS
[02:16:31] OUR ORIGINAL PROPOSAL. WHETHER THAT'S
[02:16:33] THE WAY WE DISCUSSED SUPPORTING EVENTUAL
[02:16:36] DEVELOPMENT LIKE THE 55 ACRE SITE AT THE

[02:16:39] AIRPORT. WE REALLY DO BELIEVE IN GOOD
[02:16:43] ROAST PLANNING AS A BASELINE. THAT
[02:16:45] INCLUDES THAT ASSESSMENT, BUT ALSO THAT
[02:16:48] ENGAGEMENT. AND I KNOW IN THE INTEREST
[02:16:51] OF TIME, I'M GOING TO KEEP IT SHORT FOR
[02:16:53] NOW, BUT I'D LOVE TO BE ABLE TO CHAT
[02:16:55] WITH YOU AND THE OTHER COMMISSIONERS
[02:16:57] ABOUT THE THINGS WERE TWO.
[02:17:04] COMMISSIONER BOWMAN, ANY ADDITIONAL QUESTIONS?
[02:17:08] NOPE. NO MORE FOR ME. THANK YOU. THANK
[02:17:11] YOU. COMMISSIONER FELLEMAN YES.
[02:17:15] THANK YOU. JUST BUILDING ON THAT.
[02:17:17] I SEEM TO RECALL THAT EXECUTIVE
[02:17:21] METRUCK. WHEN WAS THE YOUR INVENTORY
[02:17:24] OUTLINE? WERE WE GOING TO DISCUSS THAT
[02:17:27] AT OUR NOVEMBER 26 OR OCTOBER 26
[02:17:31] MEETING? IS THAT TO SOMETHING YOU WERE
[02:17:33] GOING TO SHARE WITH US THAT WAS COMING
[02:17:35] UP HERE PRETTY SOON, RIGHT? YEAH. WE'RE
[02:17:38] WE'RE STILL WORKING ON THE INVENTORY,
[02:17:41] THE PLAN FOR THE INVENTORY.
[02:17:44] DID WE HAVE A THOUGHT WHEN THAT WAS
[02:17:46] GOING TO BE? SO WE'RE COMING UP ON
[02:17:50] 30 DAYS. BUT WE'VE GOTTEN SOME
[02:17:52] ADDITIONAL THOUGHTS. AND SO I'LL BE
[02:17:53] GETTING BACK TO THE COMMISSIONERS ON
[02:17:55] THAT IN THE PROCESS FOR THAT.
[02:17:58] GREAT. THANK YOU. AND THERE
[02:18:01] WAS, YOU KNOW, I UNDERSTAND THAT YOU'RE
[02:18:04] SAYING THAT THERE'S STILL NOT
[02:18:06] EVERYBODY'S PAYING BACK ON THEIR LEASE
[02:18:09] OBLIGATIONS BECAUSE OBVIOUSLY WE'RE NOT
[02:18:11] QUITE OUT OF THE OUT OF THE PANDEMIC
[02:18:14] JUST YET. BUT WAS THERE JUST RECENTLY A
[02:18:18] RATE INCREASE IN OUR IN OUR LEASES
[02:18:21] BECAUSE WE DID HEAR FROM SOME SOME FOLKS
[02:18:25] NO. NO,
[02:18:29] WE DON'T HAVE ACROSS BOARD LEASE RATE
[02:18:32] INCREASES, BUT WE HAVE LEASES THAT COME
[02:18:34] TO TERM, AND THEN WE HAVE TO RENEGOTIATE
[02:18:37] A NEW LEASE. YOU'VE HEARD ABOUT A
[02:18:39] COMPANY GOING THROUGH THAT. AND THEN
[02:18:41] ANYTIME THERE'S A NEW LEASE THAT'S
[02:18:43] ALWAYS NEGOTIATED BASED ON WHAT THE
[02:18:46] MARKET IS DOING. SO NOW, AS A GENERAL
[02:18:48] RULE, DON'T SYSTEMATICALLY DECIDE WE'RE
[02:18:50] GOING TO DO ACROSS THE BOARD BECAUSE A
[02:18:53] LOT OF OUR LEASES ARE MULTI YEAR. IN
[02:18:55] FACT, MOST OF THEM ARE RIGHT. SO WHEN
[02:18:58] THEY COME UP THE WAY OF INCREMENT IT ON
[02:19:01] A CASE BY CASE BASIS. BUT DO YOU HAVE I
[02:19:04] KNOW WE TALKED ABOUT THIS IN THE PAST
[02:19:06] REGARDING, LIKE, NONPROFITS THAT TENANTS
[02:19:10] THAT ARE, YOU KNOW, NOT THAT
[02:19:14] COMMERCIALLY VIABLE PER SE, BUT ARE
[02:19:18] STILL RATE PAYERS, I THINK. DIDN'T YOU SAY
[02:19:20] WE HAD GOODWILL IS A TENANT FOR SOME
[02:19:24] TIME IS THAT WE HAVE
[02:19:27] NO INCOME HOUSING INTO. WE HAVE A WHOLE
[02:19:30] VARIETY OF NONPROFIT TENANTS.
[02:19:33] IT DEPENDS ON THE TYPE OF USE AND
[02:19:35] TYPICALLY THE ONES WE'RE MOST FLEXIBLE
[02:19:38] ON OUR MONTH TO MONTH SHORT TERM KIND OF

[02:19:41] OPERATION. SAMA. AND WE HAVE A WAREHOUSE
[02:19:43] THAT'S NOT BEING USED. THOSE ARE THE
[02:19:45] TYPES OF THINGS. BUT IN THESE MORE
[02:19:47] TYPICAL ONES WHERE THEY'VE GOT A
[02:19:48] NONPROFIT THAT'S BEEN A TENTATIVE OURS
[02:19:50] FOR 510 15 YEARS, WE'RE ALWAYS GOING TO
[02:19:54] CONSIDER THEIR STATUS. BUT WE'RE ALSO
[02:19:56] GOING TO REALLY LOOK AT WHAT THE MARKET
[02:19:58] IS DOING. THAT'S LEGAL REQUIREMENT FOR
[02:20:01] US. WE REALLY HAVE TO AVOID THAT LANDING
[02:20:03] OF CREDIT. SO WE HAVE TO LOOK AT WHERE
[02:20:05] THE MARKET BAND IS AND ARRIVE AT
[02:20:07] SOMETHING THAT IS REASONABLE WITHIN THE
[02:20:10] OVERALL MARKET. WELL, THAT ALWAYS
[02:20:14] COMES TO THE QUESTION AND SORT
[02:20:17] OF WHAT IS LENDING OF CREDIT LIKE, WHAT
[02:20:20] DOES THE SERVICE LIKE A NONPROFIT DOES?
[02:20:23] DOES IT ADVANCE THE INTERESTS OF THE
[02:20:25] ORGANIZATION OR WHAT ARE WE GETTING BACK
[02:20:27] FOR WHATEVER REDUCTION IN COMMERCIAL
[02:20:31] RATES OR THING? AND THAT SORT OF TAKES
[02:20:33] ME TO THE CONVERSATION I'VE APPROACHED
[02:20:35] WITH STEPHANIE IN THE PAST WITH REGARDS
[02:20:37] TO MOORAGE FOR VESSELS THAT ARE DOING
[02:20:41] MARITIME EDUCATIONAL THINGS THAT, YOU
[02:20:44] KNOW, EXPOSURE TO MARITIME JOBS, THOSE
[02:20:46] SORT OF THINGS. AND ESPECIALLY OVER
[02:20:50] WINTERING, WHERE WE PROBABLY HAVE SOME
[02:20:53] SPACE OR WHEN WE DO HAVE SPACE FOR
[02:20:56] SOMETHING LIKE AN ADVENTUROUS FOR AN
[02:20:59] EXTENDED PERIOD. I KNOW WE DO
[02:21:00] PROGRAMMING DURING THE DAY OR THE
[02:21:03] VIRGINIA FIVE WANTS TO OVER WINTER. IT
[02:21:07] NOT SALMON BAY, BUT MAYBE IT'S HARBOR
[02:21:11] ISLAND. I MEAN, THESE ARE LARGE VESSELS
[02:21:14] THAT DO MARITIME EDUCATION THAT MIGHT
[02:21:16] NEED EXTENDED MORTGAGE,
[02:21:18] BUT ARE WE ABLE TO HOW
[02:21:24] MUCH FLEXIBILITY DO WE HAVE IN BEING
[02:21:27] ABLE TO ACKNOWLEDGE THE SERVICES THEY
[02:21:29] PROVIDE VERSUS THE COMMERCIAL RATES WE
[02:21:32] WOULD CHARGE? SO, COMMISSIONER, WHEN WE
[02:21:35] HAVE A REQUEST TO PROVIDE LOWER
[02:21:40] JUST EXACTLY THAT SORT OF THING. IT'S
[02:21:42] NOT SOMETHING THAT I JUST SAY I WANT TO
[02:21:44] OR I DON'T WANT TO. WE HAVE A FORM WE
[02:21:48] FILL OUT THAT IT'S TV,
[02:21:51] IT'S TRADE DEVELOPMENT AND COMMUNITY. I
[02:21:55] CAN'T REMEMBER THE ACRONYM, BUT WE SEND
[02:21:57] IT AND IT'S REVIEWED BY OUR LEGAL TEAM,
[02:21:59] OUR PUBLIC AFFAIRS TEAM, AND OUR FINANCE
[02:22:03] TEAM. AND THERE'S A NUMBER OF STANDARDS
[02:22:05] THAT WE HAVE TO MEET IN TERMS OF WHETHER
[02:22:06] IT MEETS THOSE STANDARDS. AND WE ALSO,
[02:22:09] IN SOME CASES, WE WOULD JUST BE DOING AN
[02:22:11] AGREEMENT LIKE WE THEY ENSURE THAT WE
[02:22:15] ARE GETTING OUT OF IT WHAT WE'RE PUTTING
[02:22:17] INTO IT. SO IF IT'S SOMETHING THAT
[02:22:18] SUPPORTS OUR MISSION, IT CAN BE
[02:22:20] SUPPORTED. WE'VE ARRANGED IT WITH THE
[02:22:21] ADVENTUROUS AND WE DO IT WITH OTHERS.
[02:22:24] SO THERE'S A PROCESS THAT TO PROVIDE
[02:22:26] TRANSPARENCY AND CONSISTENCY, BUT WE

[02:22:29] ABSOLUTELY CAN DO IT WHEN IT IS
[02:22:31] APPROPRIATE. OH, THAT'S GREAT. SO IF
[02:22:34] SOMEBODY INQUIRES, I SAY, GO TO YOU AND
[02:22:36] GET A FORM AND FILL IT OUT AND WE'LL
[02:22:39] FIGURE IT OUT. AND TO BE CLEAR, I WOULD
[02:22:41] FILL OUT THE FORM, NOT OUR CUSTOMER.
[02:22:43] THEY WOULD COME TO ME AND WE'D FIGURE
[02:22:45] OUT YES. CORRECT. I THINK THAT GENERAL
[02:22:50] WOULD APPLY TO OUR UPLANDS FACILITIES.
[02:22:52] SO YOU HAVE SOME SORT OF STANDARDIZED
[02:22:56] PROCESS BY WHICH SOMEBODY WOULD SEEK
[02:22:58] WHATEVER BREAK THEY'RE LOOKING FOR. BUT
[02:23:02] THEY WOULD HAVE TO SORT OF MAKE THE CASE
[02:23:04] TO YOU THAT THEY'RE DOING SOMETHING THAT
[02:23:06] IS PERHAPS ADVANCING OUR INTERESTS
[02:23:10] OR THE BROADER MISSION OF THE
[02:23:12] ORGANIZATION. I KNOW
[02:23:15] THAT'S NOT EXACTLY THE CONVERSATION WE
[02:23:17] WANT TO HAVE WHEN WE'RE TRYING TO
[02:23:19] GENERATE REVENUE. BUT PART OF OUR
[02:23:21] MISSION IS TO GENERATE JOBS AND GET
[02:23:24] PEOPLE EXPOSED TO THE THINGS THAT WE DO.
[02:23:26] SO ANYWAY, I WILL NOT DWELL ON THAT ANY
[02:23:28] FURTHER. ARE THERE ANY FURTHER QUESTIONS
[02:23:31] OF OUR OH, AND BY THE WAY, I THINK THAT
[02:23:35] THAT SEAPORT ALLIANCE RETREAT THAT WE
[02:23:38] HAD THAT DAVE, YOU PRESENTED AT WHICH
[02:23:41] ILLUMINATED A CONVERSATION THAT WE
[02:23:43] TALKED ABOUT ULTIMATELY GETTING TO THIS
[02:23:45] PLACE, LOOKING FOR THOSE SYNERGIES
[02:23:49] BETWEEN HOME PORT AND SEAPORT ALLIANCE
[02:23:52] PROPERTY INTERESTS WAS REALLY VERY
[02:23:54] CONSTRUCTIVE. AND I THINK WAS A SPIN OFF
[02:23:56] OF THAT THAT LED TO YOUR YOU'RE
[02:23:58] OUTLINING YOUR PLAN. AND I THINK IT
[02:24:01] REALLY UNDERSCORES THE IMPORTANCE OF US
[02:24:04] HAVING GREATER INTEGRATION OF OUR
[02:24:07] COMMUNITY INTERESTS, OUR ORGANIZATIONAL
[02:24:09] INTERESTS. AND THIS IS SOMETHING THAT I
[02:24:11] THINK IS AN ONGOING EFFORT, AND OUR
[02:24:15] EXECUTIVE NEEDS TO BE IN THE ROOM FOR
[02:24:18] THESE CONVERSATIONS. AND I JUST THINK
[02:24:21] THAT WAS LIKE ONE OF THOSE CLEAR
[02:24:23] EXAMPLES WHERE IF WE KNEW WHAT EACH
[02:24:26] OTHER WANTED, WE'D BE ABLE TO DO A
[02:24:28] BETTER JOB OF ADVANCING EACH OTHER'S
[02:24:29] INTERESTS. SO I WANT TO USE THAT AS AN
[02:24:32] EXAMPLE TO BUILD ON. AND REALLY,
[02:24:37] IT'S OBVIOUSLY A VERY IMPORTANT PART OF
[02:24:39] THE REVENUES OF THE MARITIME DIVISION,
[02:24:41] AND IT ONLY MAKES SENSE.
[02:24:43] BUT I'M SURE THE MORE WE PUT EACH OTHER
[02:24:47] IN THE SAME ROOM, THE MORE OUT OF THE
[02:24:49] BOX THINKING WE CAN COME UP WITH AND
[02:24:52] LET'S TRY TO KNOCK DOWN ANY IMPEDIMENTS
[02:24:56] THAT WOULD PRECLUDE THAT FROM HAPPENING
[02:24:57] IN THE FUTURE. BUT THANK YOU FOR
[02:25:00] PURSUING THAT. AND I LOOK FORWARD TO
[02:25:02] SEEING THINGS LIKE CEM FINDING A A
[02:25:06] RIFLE SPOT. FINALLY, IT'S BEEN SITTING
[02:25:08] THERE FOR A LONG TIME, AND WHEN I FIRST
[02:25:10] GOT HERE, WE WERE PUTTING SOLAR CELLS ON
[02:25:12] IT. SO LET'S GO FIND A REAL

[02:25:17] RENT PAYING TENANT ANYWAY, WITH THAT
[02:25:20] SAID THANK YOU. IS THERE ANY OTHER FINAL
[02:25:23] COMMENTS TO BE MADE HERE, MR.
[02:25:26] COMMISSION PRESIDENT, JUST TO NOTE THAT
[02:25:27] COMMISSIONER CALKINS EXITED A MEETING AT
[02:25:29] 220 AND COMMISSIONER CHO HAS BEEN ABLE
[02:25:32] TO REESTABLISH HIS LINK. SO WE SHOULD BE
[02:25:34] ASKING IF HE HAS ANY QUESTIONS.
[02:25:36] COMMISSIONER CHO, I MISSED A GOOD
[02:25:39] CHUNK OF DAYS PRESENTATION. APOLOGIES
[02:25:42] FOR THAT. A QUICK
[02:25:50] COMMISSION, THE ASSESSMENT.
[02:25:54] I'M SORRY YOU'RE BREAKING UP. YOU MIGHT
[02:25:57] WANT TO TURN OFF YOUR CAMERA.
[02:26:00] I'LL FOLLOW UP MY INTERNET. THAT'S GOOD.
[02:26:04] YOU'RE GOOD NOW IT'S OKAY.
[02:26:08] YEAH, THERE'S A BIT.
[02:26:12] OKAY. SO I KNOW THAT WE'RE
[02:26:15] I THINK WE'VE MADE TREMENDOUS PROGRESS
[02:26:17] ON INITIATIVES LIKE DIVERSITY AND
[02:26:19] CONTRACTING AND ALL THESE OTHER
[02:26:22] BENCHMARKS WE HAVE, BUT WE ARE DOING
[02:26:24] THIS ASSESSMENT, DAVE, AND SO CAN I JUST
[02:26:27] REAL QUICKLY GET YOUR THOUGHTS ON WHAT
[02:26:30] OUR TIMELINE MIGHT BE ON THIS ASSESSMENT
[02:26:32] AS FAR AS GETTING THE RP OUT AND
[02:26:35] MAYBE DOING A LOT OF STUFF. YEAH, WE'RE
[02:26:38] IN PROCUREMENT NOW. SO I ESTIMATE THAT
[02:26:41] WE WOULD HAVE A CONSULTANT ON BOARD
[02:26:45] PROBABLY TOWARDS THANKSGIVING STARTING
[02:26:50] THE STUDY SOMETIME RIGHT AFTER THE NEW
[02:26:52] YEAR, JUST BECAUSE IT WILL BE HOLIDAY
[02:26:54] SEASON. I THINK THE PORT WILL TAKE
[02:26:56] APPROXIMATELY SIX MONTHS. ONCE WE GET IT
[02:27:00] GOING, IT'LL GO QUICKLY. AND SO
[02:27:04] WE'RE SITTING HERE IN TO WHERE I GUESS I
[02:27:06] SEE ME IN COMING ON THE SCREEN NOW, BUT
[02:27:08] I THINK WE CAN GET YOU SOME PRELIMINARY
[02:27:11] FINDINGS AND RECOMMENDATIONS, PROBABLY
[02:27:13] IN SECOND QUARTER OF NEXT YEAR. OKAY,
[02:27:16] GREAT. GREAT. ALRIGHT. SOUNDS GOOD.
[02:27:19] THAT WAS THE MORE MEDIA QUESTION THAT I
[02:27:21] HAD. I CAN FOLLOW UP WITH OTHERS AFTER
[02:27:23] RIG IN THE SLIDE A LITTLE MORE. THANKS.
[02:27:27] THANK YOU, COMMISSIONER. I JUST LIKE TO
[02:27:29] BUILD ON COMMISSIONER BOWMAN POINT THAT
[02:27:31] YOUR PORTFOLIO IS QUITE DIVERSE, BUT
[02:27:34] THIS PARTICULAR ASPECT OF IT WMBE
[02:27:38] BUSINESSES AND STUFF LIKE THAT, I DON'T
[02:27:39] KNOW. AS ME. AND DID YOU HAVE SOMETHING
[02:27:41] YOU WANTED TO ADD TO THAT BEYOND JUST
[02:27:43] THE THE SCHEDULE, BECAUSE IT SEEMS TO ME
[02:27:45] THAT ASSESSMENT. HOW THAT SCOPED?
[02:27:48] IT'S ALL VERY IMPORTANT. YEAH. NO, I
[02:27:52] THINK I DON'T HAVE ANYTHING MORE TO ADD
[02:27:54] BASED OFF OF WHAT DAVE SAYS IN TERMS OF
[02:27:56] THE SCHEDULE PORTION. AND IT'S IMPORTANT
[02:28:00] THAT FROM A GRANULAR PERSPECTIVE, WHEN
[02:28:02] WE'RE TALKING ABOUT SMALL WOMEN, ONE
[02:28:04] MINORITY DISADVANTAGED BUSINESSES TRY TO
[02:28:07] CONTINUE TO LOOK AT REMOVING THOSE
[02:28:11] BARRIERS AS BEST AS POSSIBLE. AND
[02:28:12] WHATEVER WE CAN DO TO DO THAT TO

[02:28:15] CONTINUE OUR PUSH TO INCREASE ONE
[02:28:18] MINORITY PARTICIPATION IN OUR CONTRACTS
[02:28:20] IS GREAT. AND I'M
[02:28:24] JUST EXCITED FOR THIS THING TO TAKE OFF.
[02:28:26] SO THAT WAY WE CAN GET DOWN TO THE
[02:28:27] GRANULAR APPROACH OF HOW REALLY FOCUSING
[02:28:30] EVEN MORE SO ON SOME OF THE CHALLENGES
[02:28:33] THAT SOME OF THESE BUSINESSES MAY BE
[02:28:35] HAPPENING, EVEN REAL OR PROCEED. SO I
[02:28:39] MEAN, THAT'S A VERY BROAD QUESTION,
[02:28:41] THOUGH. WHAT IS OUR IMPEDIMENTS DOING?
[02:28:43] MORE RIGHT. SO I'M JUST WONDERING, DO WE
[02:28:46] SCOPE IT ANY MORE DETAIL THAN THAT IN
[02:28:49] TERMS OF OR IS IT THAT'S JUST WHAT THE
[02:28:51] CONSULTANT WILL THEN BE? WHATEVER
[02:28:54] INTERVIEWING DIFFERENT BUSINESSES. BUT
[02:28:56] THAT'S THE PROBLEM STATEMENT. THEY GO
[02:28:59] FORTH AND FIGURE OUT HOW TO ADDRESS IT
[02:29:01] BEST. THAT IS CORRECT. THAT IS CORRECT.
[02:29:04] THEY'LL DO INTERNAL,
[02:29:08] I GUESS, AUDIT AND QUESTIONING, AND ALSO
[02:29:11] EXTERNAL QUESTIONING OF ALL.
[02:29:13] WHAT ARE THOSE IMPEDIMENTS BARRIERS OR
[02:29:16] PERCEIVED BARRIERS THAT WE MAY NEED TO
[02:29:19] TAKE A LOOK HARD TO LOOK AT? YEAH, BUT
[02:29:21] OBVIOUSLY THEY START WITH YOU BECAUSE
[02:29:24] YOU OBVIOUSLY THINGS LIKE THIS, WE DON'T
[02:29:27] HAVE TO START FROM A BLANK SLATE,
[02:29:28] RIGHT? THAT'S ALL I'M SAYING. NO, THIS
[02:29:31] IS NOT A BLANK SLATE, FOR SURE.
[02:29:33] ABSOLUTELY. I MEAN, WE'VE BE
[02:29:36] QUITE HONEST WITH YOU. A COUPLE OF YEARS
[02:29:39] AGO, WE DID A DISPARITY STUDY. SO THE
[02:29:41] FERRY STUDY IDENTIFIED A NUMBER OF
[02:29:43] DIFFERENT ELEMENTS, AND THIS IS NOW
[02:29:45] STARTING TO DO EVEN MORE OF A DEEPER
[02:29:47] DIVE IN TERMS OF HOW DO WE CONTINUE TO
[02:29:49] ATTACK SOME OF THOSE ELEMENTS THAT THE
[02:29:51] FERRY STUDY MIGHT HAVE SET? THAT'S
[02:29:54] GREAT. SO THAT'S, LIKE, THE PERFECT READ
[02:29:56] AHEAD FOR A CONSULTANT TO START UP WITH.
[02:29:59] ABSOLUTELY. YEAH. THIS IS NOT STARTING
[02:30:02] FROM ZERO IS IS SOMETHING THAT WE'RE
[02:30:04] ALREADY RUNNING NOW. IT'S A MATTER OF
[02:30:06] OKAY. LET'S PUT UP THESE HURDLES AND
[02:30:08] TAKE DOWN THE HURDLES WHERE WE THINK
[02:30:10] THAT WE NEED TO BE MORE FOCUSED ON
[02:30:15] GRANULAR APPROACH TYPE SCHEME IF I COULD
[02:30:18] GET THAT ON THAT. SORRY.
[02:30:22] JUST THE POINT IS THAT TO YOUR QUESTION
[02:30:24] ABOUT ANXIOUS TO SEE SOME PROGRESS. IT
[02:30:26] SOUNDS TO ME LIKE BECAUSE OF THAT GROUND
[02:30:28] WORK, IT DOESN'T SOUND LIKE YOU'RE GOING
[02:30:31] TO BE WAITING TOO LONG. BUT I'M SORRY
[02:30:33] FOR STEPPING ON YOU. NO, I WAS JUST
[02:30:35] GOING TO ADD TO MEANS COMMENTS AND SAY,
[02:30:37] YOU KNOW, I THINK WHAT THE PURPOSE OF
[02:30:39] THIS IS. I THINK EVERYONE HAS THEIR
[02:30:41] THEORIES AND THEIR IDEAS OF WHY THERE
[02:30:45] ARE BARRIERS. WHAT THE BARRIERS ARE.
[02:30:46] WHAT THIS PROCESS WILL ENABLE US TO DO
[02:30:49] IS REALLY MAKE A FACT DRIVEN APPROACH.
[02:30:53] AND WE'LL VALIDATE SOME OF THOSE

[02:30:56] THEORIES AND HYPOTHESES ON WIFI.
[02:30:58] THERE'S BARRIERS, BUT ALSO ELIMINATE
[02:31:01] SOME IDEAS ARE A Y. RIGHT. AND SO
[02:31:04] IT GOES BOTH WAYS IF WE THINK X IS A
[02:31:07] PROBLEM, BUT IT TURNS OUT REALLY ISN'T A
[02:31:09] PROBLEM, THEN IT WILL ELIMINATE THAT AND
[02:31:12] WE WILL NOT HAVE TO SPEND LIMITED
[02:31:14] RESOURCES IN BANDWIDTH ON X. BUT IF WE
[02:31:16] FIND THAT Y IS A HUGE ISSUE AND THAT
[02:31:19] GETS VALIDATED THROUGH THIS PROCESS,
[02:31:21] THAT'S WHERE WE KNOW WHEN WE NEED TO PUT
[02:31:23] OUR RESOURCES. SO THAT'S WHY THIS IS
[02:31:25] EXTREMELY VALUABLE AND WHY I THINK IT'S
[02:31:27] TAKEN A REALLY LONG TIME FOR US TO
[02:31:29] FIGURE OUT WHAT THE RFP LOOKS LIKE SO
[02:31:31] THAT THE CONSULTANT KNOWS EXACTLY WHAT
[02:31:33] THE MARCHING ORDERS ARE.
[02:31:36] YOU GOT IT. AND IT'S ALREADY OUT ON THE
[02:31:39] STREET. YOU SAID THERE NO,
[02:31:42] NO, IT'S PROCUREMENT ON
[02:31:47] THE STREET IS VERY SOON. GOT IT. MR.
[02:31:50] COMMISSION PRESIDENT, JUST TO NOTE HERE
[02:31:52] THAT WE STILL HAVE THE VIP PRESENTATION
[02:31:54] IN FRONT OF US. OOPS, SORRY ABOUT THAT.
[02:31:56] LET US MOVE FORWARD, THEN. THANK YOU,
[02:31:59] MAN. THANK YOU. COMMISSIONER.
[02:32:08] SHALL I DIVE INTO THIS, STEVE, OR WOULD
[02:32:10] YOU LIKE TO INTRODUCE YOU
[02:32:15] CAN GO AHEAD. THIS IS OBVIOUSLY I
[02:32:18] WANT TO TALK AT THE END ABOUT THE
[02:32:20] DELIVERY OF CAPITAL, STEPHANIE. SO I'M
[02:32:22] GOING TO LET YOU GO AHEAD AND JUMP INTO
[02:32:24] THIS PART OF IT. VERY GOOD. THANK YOU.
[02:32:27] SO I WANTED TO PRESENT TO YOU THE
[02:32:29] CAPITAL IMPROVEMENT PLAN FOR MARITIME
[02:32:32] AND ECONOMIC DEVELOPMENT FOR THE NEXT
[02:32:35] FIVE YEAR PERIOD. NEXT SLIDE, PLEASE.
[02:32:40] WHAT WE'RE GOING TO TALK ABOUT TODAY IS
[02:32:42] OUR PRIORITIES GOING FORWARD WITH BOTH
[02:32:44] THE PROJECTS THAT WE FEEL ARE IMPORTANT
[02:32:47] FOR ECONOMIC RECOVERY AS WELL AS
[02:32:49] IMPROVING OUR CAPITAL PROJECT DELIVERY
[02:32:52] SYSTEM. WE'LL GO THROUGH THE CIP AND
[02:32:55] TALK ABOUT A COUPLE OF KEY PROJECTS,
[02:32:57] AND THEN THERE WILL BE SOME PROJECT
[02:32:59] DELIVERY RECOMMENDATIONS. AND YOU'VE
[02:33:01] ALREADY HEARD ABOUT ADDITIONAL
[02:33:02] RESOURCES, AT LEAST IN THE PROJECT
[02:33:05] MANAGEMENT GROUP. BUT WE'LL DISCUSS THAT
[02:33:09] MORE AT THE END OF THIS PRESENTATION.
[02:33:11] NEXT SLIDE, PLEASE. AND THIS
[02:33:14] IS THE TIMELINE YOU'VE SEEN THIS BEFORE.
[02:33:17] AS WITH THE OPERATING BUDGET, IT'S
[02:33:18] ITERATIVE YOU'VE SEEN DRAFTS BEFORE.
[02:33:20] WE'VE TAKEN YOUR FEEDBACK AND WE'RE BACK
[02:33:22] AGAIN. NEXT SLIDE, PLEASE. IN AS
[02:33:28] YOU LOOK AT THESE OVERALL PROJECTS,
[02:33:29] THEY FALL INTO THREE MAIN BUCKETS,
[02:33:32] ASSET STEWARDSHIP. SO MAINTAINING THOSE
[02:33:35] PHYSICAL ASSETS THAT ARE SUCH AN
[02:33:36] IMPORTANT PART OF OUR WORK, FINANCIAL,
[02:33:39] SUSTAINABILITY AND COMMUNITY AND THE
[02:33:41] ENVIRONMENT. ALL THE PROJECTS DO AT

[02:33:44] LEAST ONE OF THESE, OFTEN TWO OR THREE
[02:33:47] OF THEM. THANK YOU. NEXT SLIDE, PLEASE.
[02:33:51] WE SOMETIMES CALL IT ONE OF CERTAINTY.
[02:33:54] SOMETIMES CALL IT THE CONE OF
[02:33:55] UNCERTAINTY. BUT THIS IS A SLIDE THAT
[02:33:59] VISUAL REPRESENTATIVE REPRESENTATION OF
[02:34:02] HOW PROJECTS COME INTO OUR PROCESS. AND
[02:34:05] AT THE BEGINNING, THEY'RE NOT VERY WELL
[02:34:08] DEFINED. AND THERE IS A LOT OF
[02:34:10] VARIABILITY IN COST AND SCHEDULE. AND AS
[02:34:12] THEY MOVE THROUGH PLANNING,
[02:34:15] DESIGN APPROVAL FROM COMMISSION
[02:34:18] CONSTRUCTION, THEY GET MORE AND MORE.
[02:34:20] WE GET MORE AND MORE ABILITY TO BE
[02:34:22] CERTAIN ABOUT THEIR SCOPE, SCHEDULING,
[02:34:26] BUDGET. WHAT I REALLY WANT TO HIGHLIGHT
[02:34:27] IS THAT WHILE INDIVIDUAL PROJECTS START
[02:34:30] OUT ON CERTAIN AND THERE'S A LOT OF
[02:34:31] VARIABILITY, HISTORICALLY, WE DELIVER
[02:34:34] ABOUT 80% OF OUR CIP OVER A
[02:34:38] FIVE YEAR PERIOD. SO WHILE THERE MIGHT
[02:34:39] BE SMALL CHANGES WITHIN PROJECTS GET
[02:34:42] BIGGER OR SMALLER, MOVE FASTER OR
[02:34:43] SLOWER. AS A WHOLE. WE HAVE HAVE A VERY
[02:34:46] GOOD TRACK RECORD OF DELIVERING 80% OF
[02:34:48] THAT CIP. NEXT SLIDE, PLEASE. I AM
[02:34:53] GOING FAST JUST RECOGNIZING WHERE WE ARE
[02:34:55] ON TIME AND YOU'RE GOING TO SEE THIS
[02:34:57] AGAIN, THIS PARTICULAR SLIDE. THIS SHOWS
[02:35:01] ALL OF THE SPECIFIC PROJECTS THAT THE
[02:35:04] LARGE PROJECTS ANYWAY THAT WE HAVE IN
[02:35:06] OUR CIP, STARTING FROM PROJECTS
[02:35:10] LIKE THE DIASABLE RIVER PEOPLE'S PARK
[02:35:13] THAT IS IN CONSTRUCTION AND VERY CLOSE
[02:35:16] TO DONE ALL THE WAY THROUGH THE PROJECTS
[02:35:17] THAT ARE IN OUR BUSINESS PLAN
[02:35:20] PERSPECTIVE AND PRE DESIGN. ONE THING I
[02:35:23] WANT TO CALL OUT TO YOU IS THAT THE FOUR
[02:35:25] CRUISE BIRTH HAS BEEN MOVED TO WHAT
[02:35:30] WE CALL PERSPECTIVE, WHICH BASICALLY
[02:35:32] MEANS WE HAVE NOT FUNDED IN THIS CAPITAL
[02:35:34] PLAN. SO I'M GOING TO GO TO THE NEXT
[02:35:36] SLIDE AND THEN WE'RE GOING TO TALK ABOUT
[02:35:39] GIVE YOU A LITTLE BIT MORE INFORMATION
[02:35:41] ON THE SPECIFIC LARGE PROJECT.
[02:35:44] SO THE TERMINAL 46 NORTH PIER STRUCTURE.
[02:35:47] SO THAT IS THE PORT OF SEATTLE, NOT NSA.
[02:35:50] THAT'S THE NORTH FACING PIER THAT FACES
[02:35:53] PIER 48. WE HAVE DONE A PRELIMINARY
[02:35:57] ASSESSMENT. WE ARE LOOKING AT PLACING IT
[02:36:00] WITH AN INKIND STRUCTURE WHICH REALLY
[02:36:02] HAS THE MOST FLEXIBILITY, NOT JUST FOR
[02:36:05] SERVING THINGS LIKE FISHING OR RESEARCH
[02:36:07] VESSELS, BUT IF WE WANTED TO PUT A
[02:36:09] FLOATING DOCK IN AND SUPPORT OTHER KINDS
[02:36:12] OF VESSELS THAT NEED THAT FLOATING DOCK,
[02:36:14] IT WOULD ALLOW FOR THAT. WE HAVE 60
[02:36:16] MILLION IN A FIVE YEAR CAPITAL PLAN FOR
[02:36:19] THAT. LET'S SEE, MOVING DOWN TO PIER 66,
[02:36:23] SHORE POWER. WE HAVE \$17 MILLION IN THE
[02:36:26] CAPITAL BUDGET FOR THAT. WE'RE AT ABOUT
[02:36:27] 40% DESIGN. WE ARE ON SCHEDULE
[02:36:31] TO HAVE THAT COMPLETED BY THE 2023

[02:36:35] CRUISE SEASON. REALLY EXCITED ABOUT THAT
[02:36:38] TERMINAL 91, VERSE SIX AND EIGHT.
[02:36:41] THAT PROJECT IS A \$65 MILLION PROJECT.
[02:36:45] IT'S AT ABOUT 30% DESIGN COST.
[02:36:49] SENTIMENT HAS INCREASED DUE TO SEISMIC
[02:36:51] ISSUES, AND WE LOOK TO BE NOT IN
[02:36:53] CONSTRUCTION NEXT YEAR, BUT THE
[02:36:55] FOLLOWING YEAR, AND THAT WILL
[02:36:59] BE THE FINAL BIRTH AT 46. THAT IS THE
[02:37:02] ORIGINAL TIMBER PIER. SO I'M SORRY AT
[02:37:04] 91, THAT'S THE ORIGINAL TIMBER PIER. SO
[02:37:06] THAT WILL COMPLETE ALL OF THE UPGRADES
[02:37:08] AT 91 AND IS IMPORTANT FOR SUPPORTING OR
[02:37:13] NORTH PACIFIC FISHING FLEET. AND I WILL
[02:37:16] TURN IT TO DAVE HERE AND WE WERE MAKING
[02:37:19] PROGRESS ON THE 291 UP ONE PROJECT.
[02:37:22] WE'RE AT 10% DESIGN WITH PHASE ONE OF
[02:37:25] DEVELOPING 100,000 SQFT OF LIGHT
[02:37:27] INDUSTRIAL FACILITIES. WE HAD A LITTLE
[02:37:29] SLOW DOWN. WE HAD TO CHANGE DESIGNERS,
[02:37:32] BUT WE'RE NOW PICKED A NEW DESIGNER AND
[02:37:33] ABOUT READY TO PUT THEM INTO ACTION. SO
[02:37:35] WE SHOULD BE ABLE TO GAIN SOME
[02:37:38] TRACTION ON THAT PHASE ONE PROJECT,
[02:37:41] BRINGING YOU A DESIGN, PROBABLY TOWARDS
[02:37:43] THE END OF NEXT YEAR FOR THOSE
[02:37:45] FACILITIES. SO YOU CAN SEE. AND I
[02:37:47] MENTIONED THERE WAS A QUESTION EARLIER
[02:37:49] ABOUT PHASE TWO. WHAT'S THE VISION?
[02:37:51] WHAT'S THE PLAN? IT REALLY DOESN'T
[02:37:53] REALLY EVEN BEGIN TO GAIN FOCUS UNTIL
[02:37:57] THE 25 BEGINNING INVESTMENTS IN
[02:38:00] INFRASTRUCTURE TO SUPPORT PLAN
[02:38:02] FACILITIES. I WOULD LOOK FORWARD TO TALK
[02:38:05] TO COMMISSIONER BOWMAN AND ANY AND ALL
[02:38:07] OF THE OTHER COMMISSIONERS JUST ABOUT
[02:38:09] WHAT WE'RE THINKING ABOUT GOING FORWARD
[02:38:12] IN OUR CONSIDERATIONS. NEXT SLIDE,
[02:38:15] PLEASE. SO GOING
[02:38:19] BACK TO OTHER SIGNIFICANT PROJECTS THAT
[02:38:21] ARE IN THE CIP MOVING FORWARD IN
[02:38:24] CONSTRUCTION, WE HAVE THE RESTORATION
[02:38:28] PROJECT AT THE DUWAMISH RIVER PEOPLE'S
[02:38:30] PARK. I HIGHLY RECOMMEND GETTING OUT TO
[02:38:32] TAKE A LOOK AT IT IF YOU HAVEN'T IS A
[02:38:34] REALLY FANTASTIC HABITAT RESTORATION
[02:38:37] SITE. ALSO IN CONSTRUCTION.
[02:38:40] WE HAVE A FENDER PROJECT AT TERMINAL 91,
[02:38:43] WHICH SHOULD BE COMPLETED THIS YEAR IN
[02:38:47] DESIGN. WE'VE ALREADY REFERRED TO PIER
[02:38:50] 66 SHORE POWER. I THINK IT WAS ON
[02:38:53] THE OTHER SIDE AS WELL. AND, DAVE, IF
[02:38:55] YOU WANT TO SPEAK TO THE WE'RE MOVING TO
[02:38:59] DESIGN ON MARITIME INNOVATION CENTER AND
[02:39:01] WILL LIKELY ASK YOU FOR CONSTRUCTION
[02:39:04] AUTHORIZATION ON THAT PROJECT NEXT YEAR.
[02:39:07] VERY EXCITED ABOUT THAT AS WELL. DAVE,
[02:39:10] THANK YOU FOR YOUR LEADERSHIP PRE DESIGN
[02:39:14] PROJECTS THAT WE HAVEN'T YET STARTED TO
[02:39:16] DESIGN, BUT THAT ARE IN THE CAPITAL
[02:39:19] PLAN. WE HAVE SOME DOCK IMPROVEMENTS AT
[02:39:22] THE NORTHWEST DOCKET FISHERMAN'S
[02:39:24] TERMINAL, A PEER REPLACEMENT AT JACK

[02:39:28] BLOCK PARK, WHICH WE ARE ACTUALLY
[02:39:30] DISCUSSING SINCE IT'S AN IMPORTANT
[02:39:34] ENTITLEMENT FOR TERMINAL FIVE
[02:39:38] OPERATION. WE'RE WORKING. WE'LL BE
[02:39:40] WORKING JOINTLY WITH THE NSA ON THAT.
[02:39:42] AND THEN FINALLY, A SHORELINE
[02:39:44] RESTORATION AT GATEWAY PARK. ALSO FUNDED
[02:39:48] THROUGH THE PORT OF SEATTLE, IS THE WEST
[02:39:50] WATERWAY DEEPENING PROJECT AS WELL.
[02:39:53] NEXT SLIDE, PLEASE.
[02:39:57] AND SO I A COUPLE OF THINGS I JUST
[02:40:01] WANT TO POINT OUT HERE AND THEN I WILL
[02:40:02] TURN IT TO STEVE AS WELL. IF WE LOOK AT
[02:40:05] THE SLIDE ON THE LEFT, IT SHOWS THE NSA
[02:40:08] SPENDING AND THE PORT OF SEATTLE
[02:40:10] SPENDING. AND THEN THE GREEN LINE IS THE
[02:40:12] COMBINED SPENDING. WE HAVE
[02:40:16] BEEN THE TEAM AT THE PORT OF SEATTLE HAS
[02:40:19] BEEN DELIVERING THE CAPITAL PROJECTS FOR
[02:40:21] NORTHWEST SEAPORT ALLIANCE, WHICH HAS
[02:40:23] BEEN A VERY BIG CAPITAL PROGRAM IN THE
[02:40:26] NORTH HARBOR OVER THE LAST COUPLE OF
[02:40:27] YEARS. WHEN YOU ADD IT TO THE PORT OF
[02:40:30] SEATTLE PROGRAM, YOU CAN SEE THAT
[02:40:31] THEY'RE BOTH GROWING AND WE HAVE A REAL
[02:40:33] INCREASE IN THE AMOUNT OF PROJECTS WE'RE
[02:40:35] PUTTING THROUGH OUR PUTTING THROUGH OUR
[02:40:40] PIPELINE HERE. SO WE ARE MAKING SOME
[02:40:45] PROPOSALS IN OUR OPERATING BUDGET THAT
[02:40:47] ARE NECESSARY TO SUPPORT THIS CAPITAL
[02:40:51] DELIVERY. AND, STEVE, I DON'T KNOW IF
[02:40:53] THIS IS WHERE YOU'D LIKE TO JUMP IN
[02:40:55] HERE. I'LL JUST GO. YEAH. THANKS,
[02:40:58] STEPHANIE. CAN YOU HEAR ME? I JUST
[02:40:59] WANTED TO MAKE SURE. SO THANKS,
[02:41:01] COMMISSIONERS. WELL, I THINK BEFORE I
[02:41:03] TALK ABOUT THE DELIVERY OF CAPITAL,
[02:41:05] PRESIDENT FELLEMAN, DID YOU WANT TO
[02:41:07] OPEN IT UP? IS WE JUST WENT THROUGH
[02:41:09] PRETTY QUICKLY, A LOT OF PROJECTS THERE.
[02:41:11] DO YOU WANT TO SEE IF THERE'S QUESTIONS
[02:41:12] THERE BEFORE I JUST TALKED ABOUT THIS IS
[02:41:14] THE FINAL SLIDE. I TALKED ABOUT DELIVERY
[02:41:16] CAPACITY GOING FORWARD. I THINK
[02:41:22] THAT MIGHT BE AN ORDER BECAUSE THERE
[02:41:23] WERE SEVERAL PROJECTS THAT WE'RE VERY
[02:41:26] EXCITED ABOUT AND I HAD A COUPLE OF
[02:41:28] QUESTIONS ON ONES THAT WERE NOT
[02:41:30] ADDRESSED. SO THIRD CART REAL QUICK.
[02:41:32] CAN WE GO AROUND THE ROOM? THANK YOU.
[02:41:35] BEGINNING WITH COMMISSIONER CHO.
[02:41:40] I'M GOOD. I DON'T HAVE ANY QUESTIONS.
[02:41:43] THANKS. THANK YOU FOR COMMISSIONER
[02:41:44] COMMISSIONER CALKINS. I'M SORRY,
[02:41:47] COMMISSIONER BOWMAN. I'M GOOD
[02:41:50] FOR RIGHT NOW. AND I JUST WANT TO
[02:41:51] APOLOGIZE FOR STAFF TO USE. ALL THE
[02:41:54] COMMISSIONERS HAVE BEEN IN THIS MEETING
[02:41:56] NOW FOR 6 HOURS. I THINK SO. PLEASE
[02:41:59] DON'T TAKE OUR LACK OF QUESTIONS AT THIS
[02:42:02] LATE HOUR TO NOT BE OF INTEREST,
[02:42:05] BUT I DON'T HAVE ANYTHING SPECIFICALLY
[02:42:07] RIGHT NOW. THANK YOU. THANK YOU,

[02:42:09] COMMISSIONER BOWMAN. COMMISSIONER
[02:42:10] FELLEMAN. WELL, I ONLY HAVE A HALF DOZEN
[02:42:14] BECAUSE I'M JUST LOVING THIS STUFF.
[02:42:16] ACTUALLY, I WAS WANT TO THINK, DO WE
[02:42:18] HAVE A TENANT IN MIND A CATEGORICAL
[02:42:21] TENANT FOR SIX AND EIGHT ON 91?
[02:42:24] IS THAT BECAUSE THAT USED TO BE FALSE?
[02:42:26] WHAT? HUGGIN BARGE FACILITY. RIGHT.
[02:42:29] SO IN TERMS OF CATEGORICAL TENANT,
[02:42:33] I WOULD SAY OUR COMMERCIAL FISHING
[02:42:35] FLEET, WE DO NOT HAVE ONE SPECIFIC IN
[02:42:39] MIND. I DIDN'T WANT TO GO THERE, BUT IF
[02:42:42] WE DID MOVE A BIG FISH BOAT THAT WAY,
[02:42:46] THAT WOULD FREE UP FOR A CRUISE, THAT
[02:42:49] WOULD BE ONE OF THE BENEFITS. IN TERMS
[02:42:51] OF THE CRUISE SEASON EXTENDED. WE
[02:42:53] WOULDN'T HAVE TO DO THE DOSE DOUGH.
[02:42:56] WELL, I WOULD CERTAINLY HELP WITH THAT.
[02:42:58] IT IS A REAL CHALLENGE AS THE CRUISE
[02:43:01] SHIPS GET LARGER THAN YOU NEED.
[02:43:03] ADDITIONAL A
[02:43:07] CLEAR SPACE FOR SECURITY REASONS AND
[02:43:10] THEN THE SHOULDER SEASONS AS WELL.
[02:43:12] WE'RE REALLY TRYING TO SQUEEZE A LOT OF
[02:43:14] ACTIVITY IN THERE, SO IT WILL HELP
[02:43:17] ADDRESS THAT. CORRECT. GOOD. AND NO
[02:43:21] MENTION OF OUR FAVORITE FISHING PIER
[02:43:23] OVER BY 86. WHAT DO WE CALL IT? 88.
[02:43:26] YEAH, WE'RE GOING TO HAVE TO COME UP
[02:43:28] WITH A BRANDING STRATEGY FOR THAT. SO
[02:43:30] THAT'S ACTUALLY NOT WE ARE INTENDING TO
[02:43:34] THERE'S MONEY IN THE PLAN OF FINANCE.
[02:43:36] IT IS NOT IN OUR CAPITAL PROGRAM BECAUSE
[02:43:39] WE WILL NOT OWN IT. IT WILL BE OWNED BY
[02:43:42] THE WASHINGTON STATE DEPARTMENT OF
[02:43:45] FISH AND WILDLIFE. SO THAT'S WHY IT'S
[02:43:48] NOT SHOWN IN OUR CAPITAL PLAN IN OUR
[02:43:50] CONTRIBUTION IS STILL BUDGETED AT A
[02:43:53] MILLION DOLLARS, WHICH IS ALSO SMALLER
[02:43:55] THAN KIND OF THE BREAKDOWN OF PROJECTS
[02:43:57] THAT WE'RE SHOWING YOU, BUT WE ARE
[02:43:58] ABSOLUTELY INTENDED TO GO FORWARD WITH
[02:44:00] THAT. DO WE HAVE A SENSE OF THE TIME
[02:44:02] FRAME ON IT? WELL, SO RIGHT NOW WE'RE IN
[02:44:04] THE MIDDLE OF THE FEASIBILITY STUDY.
[02:44:06] AND SO IN TERMS OF SPECIFICALLY WHEN
[02:44:09] WE'LL BE COMING BACK TO COMMISSION AND
[02:44:11] WHAT WE SEE AS A SCHEDULE, I WILL FOLLOW
[02:44:13] UP WITH YOU. THANKS. THAT COULD
[02:44:16] BE A REALLY GREAT PUBLIC ASSET. AND THEN
[02:44:19] FINALLY, AS PART OF OUR TEAM 91 UPLAND
[02:44:23] DISCUSSIONS, ARE WE EVER GOING TO TAKE
[02:44:26] OUT THAT BRIDGE ON THE BIKE PATH, AT
[02:44:30] LEAST IN MY TERM IN OFFICE, IS THERE A
[02:44:32] POSSIBILITY THAT I CAN TAKE THE SLEDGE
[02:44:34] HAMMER? THERE IS A POSSIBILITY YOU'VE
[02:44:37] GOT MORE ENERGY LOOKING AT THAT NOW THAN
[02:44:39] ANY TIME I HAVE SEEN COMMISSIONER
[02:44:45] FELLEMAN. I'VE JUST SEEN IDEAS FROM ALMOST
[02:44:48] COSTING NOTHING TO MILLIONS OF DOLLARS.
[02:44:51] AND I THINK THE TRUTH IS SOMEWHERE IN
[02:44:52] THE MIDDLE OF IT. AND WE'VE GOT OUR STEP
[02:44:54] KIND OF CORRALLING THAT WITH RENEWED

[02:44:56] ENERGY. SO, YEAH, I KNOW WE'RE WORKING
[02:44:59] ON I SMILE BECAUSE, STEPHANIE, I RIDE
[02:45:02] THAT ALL THE TIME. AND WE ARE ALSO
[02:45:04] EXPECTING THOSE OFFENSES TO MOVE OR THE
[02:45:06] POST MOVES, SO IT'S
[02:45:11] STILL ON THE RADAR SCREEN. THAT'S ALL I
[02:45:12] NEED TO KNOW. DEFINITELY. ALL RIGHT.
[02:45:15] SO I'LL CHECK BACK WITH YOU BEFORE I
[02:45:19] FORGET. ALL RIGHT, THEN. THANK YOU SO
[02:45:20] MUCH. EXECUTIVE METRUCK, THEN PLEASE.
[02:45:22] OH, THANKS, COMMISSIONERS. AND GOING
[02:45:24] BACK TO COMMISSIONER BOWMAN, TOO, OF
[02:45:26] COURSE, ALWAYS. IF THERE'S MORE
[02:45:28] QUESTIONS ABOUT THIS RECOGNIZED, WE ARE
[02:45:31] AT THE END OF A LONG DAY FOR SURE. SO I
[02:45:33] APPRECIATE THAT. I JUST WANTED TO FINISH
[02:45:36] UP HERE ON THIS SLIDE TALKING ABOUT OUR
[02:45:37] PROJECT DELIVERY CAPACITY BECAUSE YOU
[02:45:39] HEARD AN AVIATION, AND NOW YOU'RE
[02:45:41] HEARING ON ON A MARITIME
[02:45:45] AND EDD THIS RAMP UP. AND SO WE'RE
[02:45:49] LOOKING AT THIS AS AN ORGANIZATION.
[02:45:50] I'VE BEEN TALKING ABOUT THIS FOR A
[02:45:51] COUPLE OF YEARS. A MATTER OF FACT, DAVE
[02:45:53] SKY AND I COLLABORATING, SAYING, HOW DO
[02:45:55] WE BUILD THE ORGANIZATION CAPACITY TO DO
[02:45:58] THIS BECAUSE YOU CAN HAVE THE FUNDING.
[02:46:00] BUT AS YOU KNOW, YOU NEED ALL THOSE
[02:46:01] PIECES AND KIND OF LAYING OUT HERE ON
[02:46:03] THE SLIDE, WE NEED TO HAVE ALL THE
[02:46:05] PIECES THAT WORK TOGETHER. WE NEED TO
[02:46:07] HAVE THE CONTRACTING. WE NEED TO HAVE
[02:46:08] THE STARTING WITH THE PEOPLE IN HR TO
[02:46:12] BRING THE PEOPLE ON BOARD TO FILL THESE
[02:46:14] POSITIONS, TO GET THE CONTRACT TO BUILD
[02:46:17] THE ENGINEERING EXPERTISE THAT WE HAVE.
[02:46:19] AND SO WE'RE PLAYING THE LONG GAME HERE.
[02:46:22] AND YOU'RE SEEING IN OUR PRESENTATION OF
[02:46:25] OUR BUDGET, THIS BUILDING OF CAPACITY
[02:46:27] AND GOING BACK OF HOW WE'RE DOING THAT
[02:46:29] IN ORDER TO DELIVER IT BECAUSE IT'S NOT
[02:46:31] JUST A PASSING OF THE BUDGET IN THE
[02:46:33] FUNDING, IT'S THE CAPACITY AND THE
[02:46:36] ABILITY TO EXECUTE THAT FUNDING THAT'S
[02:46:38] IMPORTANT FOR US. SO THIS IS REALLY OF
[02:46:41] HAVING THE RIGHT NUMBER OF RESOURCES TO
[02:46:43] DELIVER THIS AMBITIOUS BUDGET GOING
[02:46:46] FORWARD. SO THAT'S WHAT THE SLIDE IS.
[02:46:48] AND JUST SAYING IS THAT SEPARATE THAN
[02:46:51] JUST THE CAPITAL ITSELF IS BUILDING
[02:46:54] THE ORGANIZATIONAL CAPACITY TO DELIVER
[02:46:58] IT. AND IT IS AMBITIOUS BOTH ON
[02:47:00] AVIATION. AND I THINK IT'S STEPHANIE.
[02:47:03] SO APPLE, JOHN STEVENS MENTIONED FOOT
[02:47:07] ON THE ACCELERATOR, FOOT ON THE BRAKE AS
[02:47:09] WE WERE EARLIER, IS THAT SOME OF THESE
[02:47:11] THINGS BECAUSE OF THE COVID IN THESE
[02:47:13] LAST TWO BUDGETS WHERE SOME POSITIONS
[02:47:15] WERE FROZEN, AND THEN THE OTHER FACTORS
[02:47:18] THAT TALK ABOUT, YOU KNOW, SUCCESSION
[02:47:21] PLANNING, THE GRAIN OF THE WORKFORCE.
[02:47:25] WE HAVE TO TAKE ALL THOSE FACTORS INTO
[02:47:28] THIS AS WE'RE LOOKING FORWARD TO BUILD

[02:47:29] THIS GOING FORWARD BECAUSE WE KNOW
[02:47:34] WHERE WE NEED TO GO. WE JUST HAVE TO
[02:47:36] KIND OF BUILD OVER THE NEXT FEW YEARS TO
[02:47:38] GET THERE. AND THAT'S WHY YOU HEAR US
[02:47:40] TALKING ABOUT BUILDING CAPACITY
[02:47:42] THROUGHOUT THE ORGANIZATION. BOTH IN
[02:47:44] AVIATION, MARITIME CENTRAL SERVICES AND
[02:47:48] EDD AS WELL. BUT THIS IS WHAT THIS LAST
[02:47:52] LINE WAS JUST SHOWING THAT THIS WAS NOT
[02:47:54] BE EASY AND WE'RE GOING TO HAVE TO WORK
[02:47:56] WITH REALLY HARD AND MANAGE REALLY WELL
[02:47:59] TO BUILD THE CAPACITY IN ORDER TO
[02:48:02] EXECUTE THESE PROJECTS.
[02:48:05] SO I'LL STOP THERE.
[02:48:08] THANK YOU. AND SO I THINK THIS IS OUR
[02:48:11] LAST TIME AROUND THE TABLE. CLERK HART,
[02:48:15] WILL YOU PLEASE CALL THE ROLL? YES.
[02:48:17] COMMISSIONER, FOR QUESTIONS. NO
[02:48:20] QUESTIONS. JUST THANK YOU SO MUCH FOR
[02:48:22] ALL THE INFORMATION THAT YOU PROVIDE
[02:48:24] TODAY. I'M REALLY, REALLY EXCITED TO SEE
[02:48:25] HOW THINGS POST PANDEMIC. THANK YOU.
[02:48:29] COMMISSIONER CHO COMMISSIONER BOWMAN.
[02:48:32] NO ADDITIONAL QUESTIONS. YEAH. JUST
[02:48:35] THANKS TO THE STAFF. I MEAN, GREAT
[02:48:36] BUDGET CONVERSATIONS AS WELL. I HOPE THE
[02:48:39] PUBLIC IS THE SENSE OF ALL OF OUR
[02:48:42] VARIOUS AND SUNDRY BUSINESS LINES AND
[02:48:45] WHAT WE'RE DOING. AND YOU ALL HAVE DONE
[02:48:47] A GREAT JOB TODAY OF EXPLAINING THAT,
[02:48:48] STARTING WITH THE AIRPORT AT AGE 30 THIS
[02:48:51] MORNING AND ENDING WITH ECONOMIC
[02:48:53] DEVELOPMENT, APPRECIATE ALL THE WORK.
[02:48:55] THANK YOU TO COMMISSIONER BOWMAN.
[02:48:57] .COMMISSIONER FELLMAN.
[02:48:59] WELL, I SEND MY THANK YOU TOO. AND GLAD
[02:49:02] I HAD SUFFICIENT AMOUNT OF COFFEE AND
[02:49:04] GREEN TEA. AND SO I DID WANT TO TO
[02:49:09] NOTE THAT THE BUDGET AND BRIEF THAT
[02:49:13] WE'RE GOING TO BE DRAFTING GETTING OUT
[02:49:14] FOR THE PUBLIC WILL BE A GREAT
[02:49:16] COMMUNICATION TOOL FOR ALL THIS DENSE
[02:49:18] INFORMATION. AND I DO HOPE THAT WE ARE
[02:49:21] ABLE TO GET IT TO THE PUBLIC BECAUSE
[02:49:22] THERE'S ALL THOSE WONDERFUL THINGS WE DO
[02:49:24] THAT THE PUBLIC DOESN'T KNOW ABOUT. AND
[02:49:26] I THINK THAT'S A GREAT COMMUNICATION
[02:49:28] TOOL. BUT ALSO, I WANT TO MAKE SURE
[02:49:30] THAT, YOU KNOW, THAT THE CATEGORIES OF
[02:49:33] OUR BUDGET ARE WELL REPRESENTED. I KNOW
[02:49:36] THAT I RAISED THIS QUESTION ABOUT
[02:49:37] COMMUNITY PROGRAMS WHEN WE TALK ABOUT
[02:49:40] HOLDING A CONFERENCE AT SEATAC WHETHER
[02:49:42] IF IT'S AN ECONOMIC DEVELOPMENT
[02:49:44] COMMUNITY PROGRAM VERSUS A COMMUNITY
[02:49:47] MITIGATION PROGRAM, I THINK IT'S
[02:49:48] IMPORTANT THAT NOT THAT I QUESTION THE
[02:49:51] FACT THAT WE NEED TO DO THE PROGRAMS,
[02:49:53] BUT THAT THEY IT IN THE RIGHT BOX. AND
[02:49:56] WITH THIS LAST SLIDE THAT YOU JUST
[02:49:58] SHOWED, I MEAN, WE WERE TALKING SOME
[02:50:01] TIME AGO, A COUPLE OF COMMISSION
[02:50:03] MEETINGS AGO THAT I'M COMPLETELY IN

[02:50:06] SUPPORT AND RECOGNIZE THE NEED TO BE
[02:50:08] ABLE TO DELIVER, YOU KNOW, CPO AND OTHER
[02:50:11] PROGRAMMING TO GET THIS MONEY OUT THE
[02:50:13] DOOR. BUT THERE WAS SOME DISCUSSION THAT
[02:50:16] WE WOULD HAVE TWO OR THREE STAFF FROM
[02:50:19] BEING PAID FOR THROUGH THE LIVING. I
[02:50:22] KNOW LAST TIME WE SPOKE,
[02:50:25] WE'RE SORRY TO REACH KEVIN SAVINGS.
[02:50:27] WE'RE GONNA GET HIM. HANG ON A SECOND
[02:50:29] FOR ME. GOT HIM. THANK YOU. SO ANYWAY,
[02:50:33] AGAIN, IT'S THE CATEGORIES WHERE
[02:50:37] THEY SLIP IN. I DON'T THINK HE SAID
[02:50:38] ANYTHING FOR TOP SECRET, BUT BE
[02:50:44] THAT AS ME. LIKE I SAID, IT WILL BE
[02:50:46] REALLY GOOD TO AND IF INDEED, THERE IS A
[02:50:49] CATEGORY A AS LONG AS IT'S CLEAR WHERE
[02:50:52] THE BUDGETS ARE BEING ALLOCATED, I THINK
[02:50:56] WE CAN BETTER DEFEND AND
[02:50:59] DEFINE FOR CLARITY AND PUBLIC DISCLOSURE
[02:51:04] HAVING SAID THAT BECAUSE IT IS THE
[02:51:06] PEOPLE'S BUDGET AFTER ALL. NOW, ISN'T
[02:51:08] IT? I THANK YOU.
[02:51:11] AND IF WE HAVE NO FURTHER QUESTIONS OR
[02:51:14] CLOSING STATEMENTS, YOU'RE ALL GOOD.
[02:51:18] ALRIGHT. WELL, THEN WE'RE GOING TO
[02:51:20] CONCLUDE TODAY'S COMMISSION MEETING AT
[02:51:23] 251. THANK YOU AGAIN FOR ALL
[02:51:26] THAT WORK.
[02:51:30] BYE BYE. THANK YOU, EVERYONE.
[02:51:33] HAVE A GOOD AFTERNOON.

END OF TRANSCRIPT