



PORT TALK

—PORT OF LONGVIEW NEWSLETTER—



Harvey Hart's career with the Port spanned four decades.

Q&A LOOKING BACK WITH FORMER G.M. HARVEY HART

BACKGROUND: Harvey Hart (1906 – 1993) was the longest serving Manager of the Port of Longview. Originally hired as an accountant in 1930, Harvey succeeded Frank Gowdy as General Manager in 1943. Harvey's impressive 43-year run would see the Port through many important milestones, ultimately positioning it as one of the most prosperous ports in the state. (All responses below are from a previous interview with Mr. Hart.)

Q: How would you characterize the growth of the Port?

A: "The development of the Port was based on the major periods in water transportation. The first was a period of domestic trade based on the wood products industry. River traffic was entirely domestic then, consisting of coast-wise and inter-coastal trade."

Q: When did Port operations first begin to diversify?

A: "Everything changed in 1942, as the Port became extremely active as the distribution point for materials and cargo destined for the theater of war."

Q: How did the Port transition from the surge of activity related to World War II, to the postwar 1950's?

A: "The Port recognized that survival required imaginative cargo solicitation. In the early 50's the Port began to reach out for its customers. Firebrick exports to the Philippines and plywood imports from Asia were secured to feed the exploding housing markets of the Midwest."



The Port of Longview has enhanced the quality of life for generations of families living in Southwest Washington.

PROUDLY BRINGING BENEFITS TO COWLITZ COUNTY SINCE 1921

Nearly 100 years ago, local citizens made a crucial vote to form a port district in Cowlitz County following the creation of the Port District Act (see related story below). This fateful move would see the Port of Kelso—as we were first known—established on the banks of the Cowlitz River in 1921. Little did civic leaders know their humble Port would grow into the third largest in the state, encompassing over 800 acres and sparking unparalleled economic growth throughout the region.

The Port District Act required ports to be named after the largest city in the district, which was Kelso at the time. Upon Longview's establishment as an official city in 1923, and after some controversy, voters approved moving the Port of Kelso to the more accessible Columbia River and renaming it Port of Longview in 1929. Other ports would quickly sprout up, helping improve the river channel while the Port built its infrastructure.

The Port's first decade saw 130,000 tons of cargo moved on a modest 40 acres of land. Fortunes changed quickly as the Great Depression set in, but World War II brought new prosperity as the Port began moving war equipment overseas. With war declared over in 1945, the Port began marketing itself in earnest. Finally, under the direction of Manager Harvey Hart, we achieved status as a U.S. Customs Port of Entry in the 1950's. This important event allowed the Port to compete with other large West Coast ports and ushered in a new era of expansion.

As decades passed, new docks were built, cargoes diversified and thousands of jobs were created. The Port is now a thriving, locally-governed asset bringing benefits home to families in our Port district and improving the economic health of our entire region. From the banks of the Cowlitz River to the Columbia and beyond, your Port is here to stay. 🇺🇸



The Port District Act kept railroads from monopolizing the land.

1911 PORT DISTRICT ACT KEPT RAILROADS FROM TAKING OVER

The arrival of transcontinental railroads in the 1870's opened up the State of Washington for development like never before, but it came at a steep price as civic leaders gave large areas of waterfront real estate to the railroads in the name of growth.

After realizing the tremendous economic impact their waterways brought to the region, and seeing their lands slowly being monopolized by railroads, state legislators passed the game-changing Port District Act in 1911. This historic piece of legislation placed waterfront property back into the hands of local communities by empowering citizens to form port districts, eventually creating jobs and fueling the economy. Over 100 years later, the Port of Longview stands proudly as one of the most successful among the 75 port districts in Washington. 🇺🇸

A TIMELINE OF EARLY PORT OF LONGVIEW MILESTONES

1921 Port of Kelso established on Cowlitz River

1929 Voters change name; relocate to Columbia River

1942 Port handles WWII cargo; profits climb

1950 Port achieves Port of Entry status

COMMISSIONERS

Jeff Wilson / District 1
Doug Averett / District 2
Allan Erickson / District 3

CHIEF EXECUTIVE OFFICER

Norm Krehbiel



PORT TALK

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Larson (left) with Commissioners R. Nolte and F. Carpenter

Q&A WITH FORMER PORT COMMISSIONER LARRY LARSON

BACKGROUND: Larry Larson is the longest-tenured Commissioner in Port of Longview history. Appointed in 1978 at the age of 39, Larry became the first working longshoreman to serve on the Commission and would do so for a record-setting 29 consecutive years. Larry retired in 2007 after spending 50 years on the waterfront.

Q: What is your best memory from your time as Commissioner?
A: "Traveling to our nation's capital in 1988 with the Port Commission to receive the "Excellence in Export" award from President Ronald Reagan at the White House Rose Garden. It was thrilling and also helped cement the Port's international standing."

Q: Why do you feel the Port continues to be so successful?
A: "Teamwork. The Port is at its best when stakeholders work together for the benefit of our customers. No matter the challenge, we always make it happen together. That spirit of collaboration is the secret behind the Port of Longview's tremendous achievements."

Q: Do you have any advice for aspiring Commissioners?
A: "The best candidates will be those who regularly attend Commission meetings and engage with our staff. Do your homework; immerse yourself in all areas of the Port and you will quickly develop a foundation for success."



Commissioners set overarching policy and develop plans that guide the Port to success.

COMMISSIONERS AT THE HELM, PROVIDE STRATEGIC DIRECTION

The spirit of the 1911 Port District Act was to preserve prime real estate for the economic benefit of communities across our state. To ensure this control, it established ports as independent governments run by a board of locally-elected commissioners. Citizens could now elect an official with *their* economic future in mind - someone to represent them with the power to set port policy, establish annual budgets and designate leadership.

Primary functions of the Port Commission include establishing policies that guide the overall direction of the Port. Plans, such as the Strategic Plan and Master Plan, all drive the Port toward economic success for the community.

Implementation of policies is done by the Commission through the development of the annual budget. By allocating financial resources to key infrastructure projects, cargo handling investments

and other projects, the Commission is moving policy toward goals they identified in their planning documents. These plans, combined with the annual budget, ensure the Port is headed toward achieving long-term goals aimed at generating economic benefits and jobs for our community, while connecting cargo with international markets.

Aside from policy-making, Commissioners are also responsible for the only employee they manage: the Chief Executive Officer. The CEO, in turn, administers Commission policies as part of day-to-day operations through the Port's management team and support staff.

While many Commissioners across the country are appointed by their Governor, all of Washington's 75 ports are led by an elected Board of Commissioners tasked with similar duties. 🇺🇸

DISTRICT
1

YOUR COMMISSIONER:
JEFF WILSON
REGISTERED VOTERS: 16,839

DISTRICT
2

YOUR COMMISSIONER:
DOUG AVERETT
REGISTERED VOTERS: 18,098

DISTRICT
3

YOUR COMMISSIONER:
ALLAN ERICKSON
REGISTERED VOTERS: 18,210

* REGISTERED VOTER INFO COURTESY OF COWLITZ COUNTY ELECTIONS OFFICE

DO YOU KNOW WHO YOUR LINK IS TO THE PORT OF LONGVIEW?

Did you know that your voice is working to guide the Port of Longview? In this sense, your voice comes through elected officials who represent your interests on the Port's Board of Commissioners.

The Port of Longview's port district is divided into three geographic sub-districts and occupies the northern two-thirds of Cowlitz County, from just north of Kalama to the Lewis County line. A Commissioner is elected from each of these sub-districts to set policy that guides the Port.

Learn more about your Port of Longview commissioners and how you can engage with them directly by visiting our community education website, www.MyPortofLongview.com 🇺🇸

MEET YOUR PORT OF LONGVIEW COMMISSIONERS



JEFF WILSON
SECRETARY, DIST. #1

Long-time local business owner and resident, Jeff Wilson was elected in 2016 to serve as a Commissioner through 2021.



DOUG AVERETT
PRESIDENT, DIST. #2

Former Port Director of Terminal Operations, Doug Averett was elected to the Board in 2017 and serves through 2024.



ALLAN ERICKSON
VICE PRESIDENT, DIST. #3

Allan Erickson was selected by the Commission in 2018 to fulfill the remainder of the District 3 term, through 2019.

COMMISSION MEETINGS

Regular meetings are held on the 2nd and 4th Wednesday of every month at 10:00 am and are open to the public. Meeting times are subject to change.

For more information, visit portoflongview.com



PORT TALK

—PORT OF LONGVIEW NEWSLETTER—



Larry keeps things moving on the Port docks.

Q&A With Manager of Marine Terminals LARRY LANDGRAVER

BACKGROUND: Larry Landgraver joined the Port in 2015 after working as a superintendent for Jones Stevedoring. Larry's knowledge of Port facilities and cargo operations caught the attention of Port management, who promoted him to Senior Terminal Superintendent and then Manager of Marine Terminals in 2018.

Q: What is your favorite thing about working at the Port?

A: "The diversity of cargo that comes through the Port is always interesting. Things never get stale because we're always preparing for the next cargo. We have great working relationships with our long-time customers, stevedores and the community, as well as new customers which makes my job really enjoyable."

Q: Do you have a favorite kind of cargo handling operation?

A: "Project cargo operations, like oversized tanks, transformers and wind blades are my favorites. There is a tremendous amount of skill and strategic planning that goes into performing the complex lifts required for moving these types of cargoes."

Q: What do you want others to know about Port operations?

A: "I think people are surprised with the Port's ability to move so many different types of cargo. We can handle just about anything to and from a vessel, rail, yard or truck because of the way we have strategically invested in our infrastructure and equipment."



Your Port of Longview stands out among other ports by maintaining control over its docks.

THE PORT OF LONGVIEW: WORKING HARD FOR OUR COMMUNITY

There are 75 ports in the state of Washington, each operating differently than the next, catering to various cargo imports and exports and interacting with diverse modes of transportation. All differences aside, Washington's ports all work to achieve the same goal, which is to safely and efficiently transfer cargo for their customers while benefiting the economy of their respective communities.

Your Port of Longview and our neighboring lower Columbia River ports also work by different business models, with the most distinctive difference being how we execute cargo handling operations.

While other ports on the Columbia River, such as Port of Kalama and Port of Vancouver, lease docks to private companies or contract with outside companies to manage cargo handling,

the Port of Longview retains local control of its docks and cargo operations.

The Port's unique position as an operating port, opposed to a landlord/non-operating port, brings with it great responsibility. The Port of Longview's operations department is responsible for determining how to strategically load and unload vessels, including managing equipment and labor needs to meet customers' expectations and time lines.

To keep operations rolling, the Port directly owns hundreds of pieces of equipment and conveyor systems built and maintained on-site by steady crews of ILWU longshore labor. All of these operations take place on more than 830 acres of property, rail lines, docks, buildings and roads constructed and maintained using an in-house maintenance crew second-to-none. 🇺🇸



TOP BENEFITS OF BEING A LOCALLY-CONTROLLED PORT

- **RELATIONSHIPS:** Cargo consistently moves through the Port because of the strong personal relationships we develop with our customers and stakeholders.
- **TOOLS + EQUIPMENT:** The Port owns and maintains hundreds of pieces of equipment. Most ports rely on third party operators to supply equipment.
- **FLEXIBILITY:** By owning the equipment and having on-site specialties, we offer options for cargo handling needs. Special conveyor configuration? Oversized cargo? No problem!
- **ON-SITE SPECIALTIES:** We maintain teams of on-site millwrights, mechanics and other steadies to create custom cargo handling solutions, reducing delays and saving customers money.

MEET YOUR PORT OF LONGVIEW TERMINAL OPERATIONS TEAM



MARK PRICE
Director of Marine Terminals



CONNIE KARNSKI
Terminal Superintendent /
Rail Coordinator



JESSE EHRLICH
Terminal Superintendent



DOUG EDDY
Terminal Superintendent



KELLEN GASPARD
Terminal Superintendent

COMMISSION MEETINGS

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Sean works hard to keep the Port environmentally sound.

Q&A SEAN KELLY

With Environmental Field Manager

BACKGROUND: Sean Kelly began his journey with the Port of Longview in 2010 as our Environmental Technician and was promoted three years later to the position of Environmental Field Manager. Sean's demonstrated understanding of environmental systems and permitting requirements make him a valuable member of the team.

Q: What are some of the day-to-day things the Port does to stay compliant with its environmental permits?

A: "Air, stormwater and wastewater are all constantly monitored, using a variety of systems, to ensure minimal impact to our environment. We also do a lot of vacuum sweeping of our roads and routinely clean out stormwater catch basins and pipes in areas of cargo operations."

Q: How does the environmental department contribute to the Port's overall success?

A: "We implement and operate environmental systems necessary for efficient cargo handling. For example, we are currently improving dock areas that will allow us to contain and treat more cargo-related water (wastewater) than ever before. When the upgrades are complete, the docks will become more versatile and able to handle a mix of cargoes that weren't possible before. This flexibility is important to our customers and to the Port's continued success."



The Port of Longview's location on the beautiful Columbia River comes with great responsibility.

ENVIRONMENTAL PROFESSIONALS KEEP THE PORT SHIP SHAPE

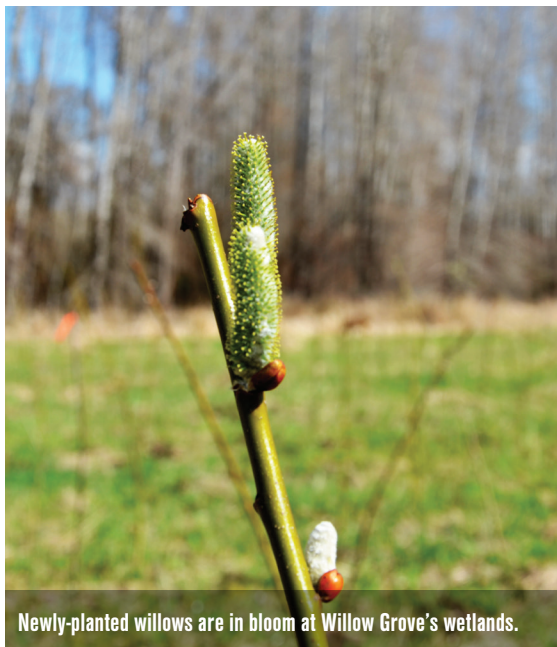
The Columbia River is the Port of Longview's lifeblood and the responsibility of managing our relationship with it rests with our environmental team. These folks manage everything from the air around the Port, to the water produced from cargo operations, all while making sure the Port adheres to a host of related, state-mandated permits.

When moving bulk cargoes, it's important to capture particulates and prevent them from leaving the Port through the air or water. The Port does this by using powerful dust collection systems made up of enclosed conveyors, transition points and filters. As bulk cargoes move through the system, the air around them moves through giant filters called baghouses. Bagoes work like giant vacuum cleaners, trapping up to 99% of dust from the cargo operation.

Just like the air, water at the Port is also carefully monitored. Rainwater making contact with our paved surfaces (stormwater) is treated in eight different locations on site, while water run-off from cargo operations (wastewater) is collected and sent to on-site treatment facilities. Once debris is removed, the clarified water is sent for further processing at the city's water treatment facility.

Many operations at the Port are regulated by the Washington State Department of Ecology, which issues permits outlining how cargo is handled at our facility. Our environmental team expertly navigates through these complex permits, ensuring cargo operations run successfully and without interruption.

With a top-notch team of environmental professionals leading the way, the Port of Longview is committed to stewardship of our shared environment and preserving our quality of place. 🌱



Newly-planted willows are in bloom at Willow Grove's wetlands.

TOP ECO-FRIENDLY PRACTICES OF THE PORT OF LONGVIEW

- **WETLAND PRESERVATION:** With an eye on enhancing Willow Grove's wetlands, the Port recently planted dozens of shade-producing willow trees to help suppress the growth of damaging non-native plant species.
- **CARGO HANDLING:** Environmental practices are implemented at the beginning of all cargo operations and continue through the clean-up once the operation is complete. This practice keeps the Port compliant with permits and contributes to a cleaner environment.
- **RESPONSE KITS + TRAINING:** Port crews can be on site, upland or in water, within minutes to contain spills, assess the situation and notify the Environmental Services Department.

EARTH DAY, EVERY DAY: A FEW MORE WAYS THE PORT STAYS GREEN ALL YEAR



RECYCLING

A variety of items are recycled on a daily basis at the Port: office paper, plastics and aluminum all find their way to multiple recycling bins.



DUST COLLECTION

The Port recently purchased two new baghouses to assist in the removal of dust and other particulates from bulk cargo operations.



NO IDLING

The Port implemented a no-idle policy in 2015 to reduce emissions from its vehicles, resulting in lower maintenance costs and cleaner air.

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Doug has been with the Port for over three decades.

Q&A DOUG AVERETT

With Commission Board President

BACKGROUND: Before being elected to the Port's Board of Commissioners in 2017, Doug Averett had served nearly 30 years working for the Port of Longview; first as an Engineering Technician, then a Terminal Superintendent and finally Director of Terminal Operations. Doug's long history with the Port has given him valuable insights on the many ways the organization benefits our community.

Q: If the Port continues to be profitable, and is having consecutive record-breaking revenue years, why is it necessary to collect taxes?

A: "Revenue is often confused with profit. The port industry uses revenue as a way to gauge business success overall, but it certainly doesn't equate to profit. Once the Port's expenses are paid, only a fraction of that money remains. And, what is remaining, goes right back into rail lines, equipment and maintaining existing infrastructure."

PORT TAXES AT A GLANCE

	Cents/ \$1,000	Total Collected
Port of Seattle	\$0.16	\$72 M
Port of Tacoma	\$0.18	\$18.6 M
Port of Vancouver	\$0.22	\$9.9 M
Port of Olympia	\$0.19	\$6.2 M
Port of Everett	\$0.29	\$4.7 M
Port of Grays Harbor	\$0.42	\$2.5 M
Port of Longview	\$0.26	\$2.1 M

> Based on 2018 budgets



Port Maintenance crews lay concrete as part of stormwater/wastewater containment upgrades at Berth 7.

COMMUNITY INVESTMENT IN PORT = ECONOMIC PROSPERITY

Why do I pay Port taxes? It's a great question, and one we're asked frequently. Combined with operating profits and grants, your tax dollars are directly invested in the infrastructure that creates economic prosperity within our community.

As a publicly-owned entity, you own more than 830 acres of land, docks, buildings and equipment requiring maintenance and expansion to meet business and cargo handling demands. Managing these assets is a monumental task, which pays dividends in the form of jobs, revenue to local business and taxes generated for public services.

For example, the Port is in the middle of a \$3 million-dollar, multi-year project to expand the dock containment area at berths 6 and 7. By doubling the area in which the Port can contain and treat water runoff from cargo operations, we can more efficiently

and cost effectively meet growing environmental requirements and customer needs. Speed and savings are important to prospective customers who are choosing among multiple ports to ship their cargo through.

Over the last several years the Port's Board of Commissioners has significantly reduced tax collection – by nearly 50%. And while the Port does collect just over \$2 million in taxes, that investment generates \$5.2 million back for schools/ roads/ public services, 1 in 10 local jobs and \$444 million for local businesses.

Your investment in infrastructure, like increasing containment, means your Port can handle a wider variety of cargoes. It means attracting more economic benefits that strengthens our local economy and our community. 📍



The Berth 4 Revitalization Project is entering a new phase.

PORT MAXIMIZES FACILITIES FOR ECONOMIC BENEFITS

In keeping with the Port's Strategic Plan, this year's budget priorities are carefully considered to ensure the best return on our investments and your tax dollars, all for the continued economic benefit of our communities. Below are just a few:

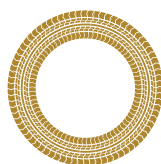
- INDUSTRIAL RAIL CORRIDOR (IRC) EXPANSION:** The Port is moving forward with the IRC expansion project which will allow larger volumes of cargo to move freely to and from our facility without interruptions to the community.
- BERTH 4 REVITALIZATION:** The Port is embarking on the next steps toward revamping the Berth 4 facility by completing a vehicle and rail transportation analysis this year. The results of this will inform future development of the berth, as well as the IRC expansion project. 📍

HOW YOUR TAX DOLLARS ARE INVESTED AT THE PORT OF LONGVIEW



TRANSPORTATION INFRASTRUCTURE

Upgrades to our existing rail infrastructure are critical to making the Port an attractive option for our customers.



EQUIPMENT

The purchase of equipment, such as excavators, fleet vehicles, sweepers and lift trucks all help keep Port operations running smoothly.



FACILITIES

Maintaining and upgrading our existing facilities (like the Berth 6/7 containment upgrade project) is key to the Port staying competitive.

COMMISSION MEETINGS

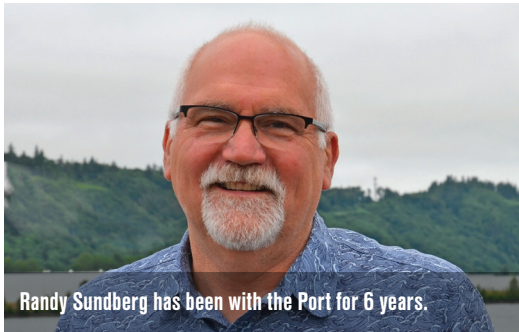
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PORT TALK

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Randy Sundberg has been with the Port for 6 years.

Q&A RANDY SUNDBERG

With Port of Longview Project Manager

BACKGROUND: Randy Sundberg was hired by the Port as a Project Manager in 2013. Randy and his associates in the Port's Facilities and Engineering Department are responsible for the design, construction and continued maintenance of Port-owned facilities, including rail, docks, buildings and utilities.

Q: With such a large facility, and so many moving parts, how does the Port identify which buildings or equipment are in the greatest need for maintenance or repair?

A: "We make determinations in many ways. Consulting with members of our maintenance and operations departments is where it usually begins. Next, we qualify the urgency of repair. Is there an immediate deficiency, or safety concern to address? We recently replaced the roof of a heavily used warehouse because of a leak. Cargoes in that particular warehouse are weather-sensitive, so it took the top spot on our priority list for the last few years."

Q: Are there any high priority maintenance projects happening at the Port this year?

A: "Rail maintenance, dredging, pavement and water line repairs are the focus for this calendar year. Regularly maintaining these features is critical to successful Port operations and to a safe working environment."



Port crews repair fender piles alongside the docks as part of ongoing infrastructure maintenance.

LIKE YOUR HOME, PORT INFRASTRUCTURE REQUIRES MAINTENANCE

If you own a home or a car, you probably have some idea of how important (and expensive) regular maintenance can be. Now imagine having over 830 acres of land, 15 miles of rail, 700,000 square feet of covered warehouses and nearly 250 vehicles and pieces of equipment to maintain. With such an enormous asset portfolio the Port is in a state of perpetual maintenance. Having sound facilities allows the Port to attract cargo and create jobs for working families in the Port District.

Port staff proactively and continually assesses facilities for the same reason you do at home – the longer you put off maintenance, chances are it will cost more in the long run. From the tires on our cranes to the roof tops of buildings and everything in between, our facilities and equipment are regularly inspected and repaired as needed to guarantee our customers' satisfaction and the safety of our labor force.

Even with routine maintenance, it still takes a great deal of money to sustain the Port's infrastructure (*see below section for more detail*). For example, over the last two years the Port spent \$1.1 million to replace the roof on one of our largest warehouses. And when the 88 tires on one of our giant Liebherr cranes must be replaced, it's \$610 each, or \$53,680 for a full set!

"Prevention is often more affordable and sustainable than a cure," said Port Project Manager Randy Sundberg. "Waiting for something to fail is much more expensive than preventing it from happening in the first place, and our team works hard to identify and respond to those needs."

While the costs are high to maintain Port infrastructure, the benefits to the community in terms of job creation and quality of life are even more valuable. 🇺🇸



The Port pays many of the same kind of bills your family does.

IF THE PORT WAS YOUR HOUSE: A TYPICAL BILL COMPARISON

Typical homeowners and the Port are similar in that we all have monthly bills to pay. While the Port has many different types of bills, there are some that we pay just like you. To put into context just how much it takes to maintain your Port on a monthly basis, we created the below comparison using a few bills you're probably familiar with:

	Port of Longview	Average Home
Water	\$28,500.00	\$113.00
Utilities	\$41,500.00	\$120.00
Garbage	\$1,333.00	\$16.00

* TOTALS REFLECTED ABOVE ARE FROM MONTHLY BILLS

YOUR PORT OF LONGVIEW IS IN NEED OF CONTINUOUS INVESTMENT



DREDGING

This year, the Port has budgeted \$795,000 for routine dredging. Removing siltation from the Columbia River is critical to ensuring safe and successful cargo operations.



RAIL MAINTENANCE

The Port owns and maintains just over 15 miles of rail lines that span our facility. The budget for this year's maintenance is \$246,000.



EQUIPMENT

The Port spends \$32,500 per month maintaining its fleet of nearly 250 vehicles. The average annual fuel bill for these vehicles is \$325,000!

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PORT TALK

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Laurie has been with the Port for ten years.

Q&A With Manager of Business Development **LAURIE NELSON-COOLEY**

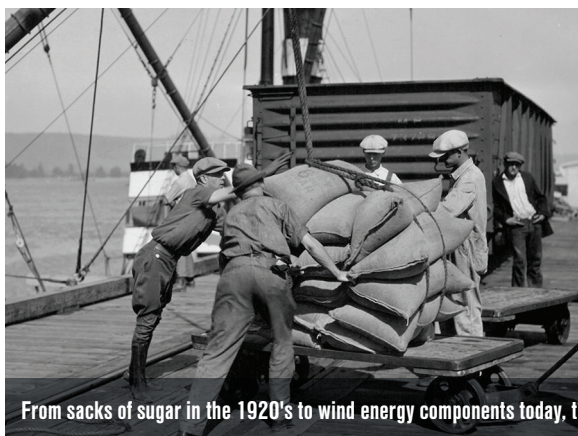
BACKGROUND: Laurie has served as the Port's Manager of Business Development since 2008. Along with other members of her department (Christian Clay and Lindsey Harris) she markets the Port of Longview to prospective customers here at home and abroad. In addition to her duties with the Port, Laurie is a member of the Lower Columbia Transportation Association, the Columbia River High, Wide and Heavy Corridor Coalition and the Railway Industrial Clearance Association (RICA).

Q: What is it that makes the Port of Longview stand out from other Columbia River ports?

A: "There are several reasons, really. First and foremost is our location. We are the first, full-service operating port on the deep-draft Columbia River. Now add almost 100 years of versatile cargo handling experience and you have a very attractive package. We also have an outstanding labor force that complements our cargo handling services perfectly."

Q: How does the Port accommodate so many types of cargo?

A: "The Port has made significant investments in infrastructure and equipment over the years to establish itself as an industry leader. Our on-dock rail system, storage options, cargo berths and access to mainline rail and highway make the Port of Longview a top choice among our customers."



From sacks of sugar in the 1920's to wind energy components today, the Port's versatility is critical to its success.



DIVERSE CARGOES: THE PORT'S KEY TO SUCCESSFUL OPERATIONS

The Port of Longview has been handling an incredibly diverse mix of cargo since its establishment in 1921. Port leaders realized from the beginning that having a varied cargo portfolio would be an important way to offset any reductions from one particular commodity. This decades-old strategy allowed the Port to be less reliant on any one type of cargo. It also led to the Port becoming the third largest port the state, attracting commodities of all kinds while creating thousands of local jobs.

In the first nine months the Port demonstrated their cargo plan by moving 72,000 tons of mixed freight. Lumber was an important first commodity, as was sugar (*see photo above*), grains, steel, paper products and automobiles. By 1927 the Port fully realized the benefit (and stability) diverse cargoes could bring when 246,000 tons of cargo moved across the docks - more than tripling the total of the first year.

As decades passed the Port aggressively pursued new types of cargo, never losing site of the flexibility its cargo handling model could provide. Today, wind energy components traverse the Port on trucks and rail, heavy lift project cargo takes up regular residency on the docks and grain exports have surged to an all time high. All of this cargo activity at the Port has resulted in a record 10 million metric tons of cargo moved in 2018, a nearly 14,000% increase from our humble beginning.

From lumber and sugar in the 1920's to state-of-the-art wind energy equipment and facilities today, the Port's cargo handling versatility continues to set us apart from competing ports on the West Coast. No matter the cargo, your Port of Longview is well equipped and committed to future growth and economic prosperity for the local community. 🌊



A vessel loaded with wind energy cargo approaches the Port.

HOW LONG DOES IT TAKE A VESSEL TO REACH THE PORT?

Nearly 300 vessels from countries around the world docked at the Port of Longview in 2018, but have you ever wondered how long it takes for one of them to reach us? We've done the math for you! Read on and discover sailing times from the Port's top trading partners.

TOP TRADING PARTNERS + SAILING TIMES

- | | |
|------------------------------|------------------------------|
| • AUSTRALIA - 27 days | • INDONESIA - 26 days |
| • BRAZIL - 34 days | • JAPAN - 19 days |
| • CHILE - 22 days | • KOREA - 19 days |
| • CHINA - 23 days | • MEXICO - 5 days |
| • EUROPE - 35 days | • PANAMA - 16 days |
| • INDIA - 37 days | |

REGISTER TODAY FOR A SEAT ON THE PORT'S SUMMER TOUR SERIES!



REGISTER NOW:
MYPORTOFLONGVIEW.COM
OR CALL (360) 703-0231

* Each of the six tours is limited to 30 people
* Children under 18 must be accompanied by an adult
* Groups of 8 or more please call for special arrangements

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Christian and his team market the Port here and abroad.

Q&A With Director of Business Development **CHRISTIAN CLAY**

BACKGROUND: Christian joined the Port earlier this year as the Director of Business Development. In addition to developing long-range business plans aligning Port infrastructure and assets, he also manages the Port's commercial property portfolio and tenant relations. Christian possesses more than 20 years of rail experience and has strong experience in supply chain management, market research and customer relations.

Q: What is one of the best ways the Port chooses to market itself?

A: "Trade shows are an incredibly valuable tool and each year we attend one of the largest in the maritime industry, the Breakbulk Americas Conference in Houston, Texas. It might be hard to believe, but old fashioned, face-to-face marketing is still one of the best ways to engage with industry partners and potential customers."

Q: How does the Port maintain relationships with its customers abroad?

"Each year, members of our marketing team plan a trip to visit select customers in other countries. For example, this November we're traveling to Seoul, South Korea, to meet with freight carriers and forwarders. We'll also be pursuing heavy lift cargo opportunities including wind energy, electrical transformers and special project cargo."



Your local Port exports cargo all around the world, particularly to Asian countries like China, Japan, Korea, Vietnam and the Philippines.

YOUR HOMETOWN PORT IS A MAJOR PLAYER ON THE WORLD STAGE

On a recent tour of the Port of Longview, one visitor commented, "I never realized just how BIG the Port of Longview is!" With over 830 acres of facilities, plus Willow Grove Park, the Port enjoys a large local footprint. What may be more surprising to people, though, is our geographic reach. The Port handles cargo to and from six of the world's seven continents, making it a global enterprise right here in Cowlitz County.

Last year the Port of Longview traded with more than 30 countries, leading to an all-time record of more than 10 million metric tons of cargo handled. Aside from countries around the Pacific Rim, the Port also handled cargoes from Norway, Belgium and South Africa. The Port's global success has led to some impressive milestones, including being named as one of America's 50 Power Ports by *Global Trade Magazine*.

The Port's prime location on the Columbia River is one reason customers choose us to move their cargo, but we must also market our strengths and capabilities to stay competitive. To make this happen, we advertise in numerous trade publications, attend and exhibit at high profile trade shows and travel the globe to meet with potential customers. All of this exposure results in millions of dollars in global business for our local community.

While many of us may never have the chance to physically visit our trading partners, like Mozambique or South Africa, you can rest assured the Port and its Business Development team are representing you and your interests well on the global stage. From the boundaries of Cowlitz County to the Pacific Ocean and the Far East, you will always be connected to the rest of the world via your hometown Port of Longview. 🌐

EXPLORE THE PORT'S TOP FIVE TRADING PARTNERS FROM 2018



TOP 5 COMMODITIES EXPORTED BY THE PORT OF LONGVIEW LAST YEAR



CORN

Over 4.5 million metric tons (MT) of corn was exported to our top five trading partners last year.



WHEAT

1.9 million MT of Washington's number one crop was exported around the world in 2018.



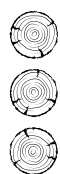
SOYBEANS

Soybean exports totaled over 1.5 million MT and were bound for primarily Asian markets.



PET COKE

Calcined Petroleum Coke, a truly global commodity, had exports totaling 750,000 MT.



LOGS

Logs exports to China, Japan and Korea last year totaled 500,000 board feet.

COMMISSION MEETINGS

Regular meetings are held on the 2nd and 4th Wednesday of every month at 10:00 am and are open to the public. Meeting times are subject to change.

For more information, visit portoflongview.com



PORT TALK

—PORT OF LONGVIEW NEWSLETTER—



Norm has been employed with the Port for 26 years.

Q&A With Chief Executive Officer **NORM KREHBIEL**

BACKGROUND: Norm joined the Port in 1993 as the Director of Facilities and Engineering. In 2008 he was appointed Deputy Executive Director and later, Chief Operating Officer. On September 1, 2016, he was unanimously appointed by the Board of Commissioners as Chief Executive Officer.

Q: Why did the Port conduct an economic impact study and what are the benefits of such a report?

A: "The economic impact study shows the critical role the Port plays as a major source of employment for working families in our area. The report confirmed this by showing we created 57% more jobs than in the six years since the last economic impact study was completed in 2012. The study also illustrates the many ways cargo activity at the Port creates a positive economic ripple throughout our community."

Q: What are some of the other reasons economic impact studies are vital to the Port?

A: "Studies like these are important because they demonstrate that continued growth and investment in the Port will result in additional employment opportunities and economic vitality for the region. The report can also guide leadership on the distribution of Port resources, inform lawmakers on funding requests and help create overall public awareness."



Jobs supported by the Port stretch far beyond the docks, and include everything from industrial suppliers, grocery stores and tire companies.

PORT OF LONGVIEW SUPPORTS NEARLY 20,000 JOBS IN THE REGION

If you live in Cowlitz County, there's a great chance that you or someone you know has a job that can be tied to the Port of Longview. Using data from a recent economic impact study, the Port discovered 19,203 jobs were related to cargo and vessel activity on the docks last year. The findings of the report highlight the Port's promise of improving the livelihood of working families in our community.

The author of the study, Pennsylvania-based Martin & Associates, arrived at this number by adding the number of jobs directly created by Port activities to those that exist to support those same workers. Finally, they factored in the indirect jobs created by local purchases of those employees who depend on Port activities, as well as the related jobs generated by regional and national firms who use the Port's marine terminals.

With so many jobs supported by the Port you might think that most occur on the waterfront, but that's only a small part of the story. The fact is, jobs across multiple industries are supported by Port activities. Everyone from railroad and trucking companies, grain handlers, government agencies and local vendors—like industrial suppliers, tire companies and even grocery stores—are on the receiving end of the benefits provided by a financially healthy Port.

The results of the economic impact study reveal your Port is one of the area's leading employment generators, putting thousands of people to work each day and enriching our community. So, while you may not directly work for the Port as a member of the ILWU or as a terminal operator, it's more than likely your job is linked to the success of your Port of Longview! 🍷



Log truck drivers are another type of job supported by the Port.

BREAKING DOWN THE JOBS SUPPORTED BY THE PORT

Last year, 19,203 jobs were in some way related to maritime activity at the Port's marine terminals. Below is a brief description of the kinds of jobs the Port generates:

- **DIRECT JOBS** are those dependent on vessel and cargo activity and include trucking companies, longshore workers and freight forwarders.
- **INDUCED JOBS** are created by people directly employed by companies involved with cargo activity, who then re-spend their wages in the community on food and other consumer goods.
- **INDIRECT JOBS** include employees from supporting industries and suppliers, maintenance and repair firms, equipment suppliers and office supply firms.
- **RELATED JOBS** are jobs created by regional and national firms that ship and receive cargo via the Port's marine terminals.

TYPES OF JOBS GENERATED BY CARGO ACTIVITY AT THE PORT IN 2018



RAILROADS

Freight railroad networks, like BNSF and Union Pacific, regularly call on the Port.



LONGSHORE

Jobs with ILWU have employed local workers for generations on the Port's docks.



TERMINALS

Marine Terminal operators are responsible for overseeing all cargo operations.



TRUCKING

Trucking firms from all over the region are at the Port around the clock.

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PORT TALK

—PORT OF LONGVIEW NEWSLETTER—



The recent successes of the Port of Longview have translated into an economic boom for local businesses.

PORT DELIVERS RECORD REVENUES TO LOCAL/REGIONAL ECONOMY

In the past six years local businesses have seen a dramatic surge in revenues due to cargo operations at the Port. Using data from an economic impact study conducted last year, the Port found it had generated a record \$679 million in direct business revenue and re-spending within our community—an increase of 53% since 2012. To put it simply, this means that people with jobs tied to the Port are buying lots of things and, more importantly, they're buying them *locally*.

The economic impact study also revealed the Port's influence stretches far beyond the county line. Last year, our total value to the region was measured at \$2.8 billion, underscoring the importance of the Port to the financial well-being of our community. This is the combined total of direct business revenue, the re-spending of that same money in the community (also known as local consumption) and the related financial benefits to the State created by the movement of cargo.

Cargo volumes at the Port have grown considerably in the past several years, creating a wealth of new jobs. In fact, \$94.3 million in direct personal income was tied to activity at the Port last year, forming a positive economic ripple as that same income is then spent again and again in our community in the form of groceries, dinners out, school supplies, haircuts and recreation.

For nearly 100 years the Port of Longview has drawn customers from around the globe, bringing new employment opportunities and enhancing our quality of life. We're proud to be part of the local landscape and a source of support that anchors thousands of families, businesses and schools throughout Cowlitz County. We're proud to be your Port. 🇺🇸



Jennifer has been employed with the Port for 19 years.

Q&A JENNIFER BROWN

With Chief Financial & Admin. Officer

BACKGROUND: Jennifer began her career at the Port in 2000 as an Environmental Engineer and, after pursuing an interest in computer science, became a Programmer/Analyst then the Port's Director of Information Technology. In 2017 she was promoted to CFAO, where she directs the Finance, Administration, I.T., Human Resources and Procurement Departments.

Q: The impacts of the Port of Longview to the local economy have grown steadily in the past several years. What is the main reason behind this?

A: "The mission of the Port, and ports in general, has always been to promote commerce and economic development for the benefit of our communities. The continued growth of our Port and local economy (as outlined in our most recent economic impact report) is very much a testament to the foresight and leadership of our CEO and Board of Commissioners, who are committed to supporting the best interests of our stakeholders, as well as the overall fiscal health of our community."

Q: How often does the Port conduct economic impact studies?

A: "The Port has commissioned a total of three economic impact studies since 1990. Moving forward, we plan to perform them every 5-6 years to better understand the influence the Port has on our local and regional economy."



Infrastructure improvements directly benefit the local economy.

ENHANCING INFRASTRUCTURE GROWS LOCAL BUSINESSES

The Port of Longview benefits the area economy by creating thousands of jobs related to cargo activity, but infrastructure improvements at our main facility are also an important part of the puzzle. To that end, the Port is nearing completion of its Berth 6 Stormwater Containment Project which, when complete, will greatly increase the amount of stormwater the Port can treat at one of its most heavily-used docks.

When the Port and its partners invest in infrastructure, we create jobs, hire skilled labor and make purchases of all kinds from local businesses. From office and industrial supplies, wiring, rebar and everything in between, a thriving and constantly changing Port relies heavily on businesses right here in our hometown. In other words, when the Port succeeds, so too do our local businesses! 🇺🇸

THE TOP ECONOMIC BENEFITS GENERATED BY ACTIVITIES AT THE PORT



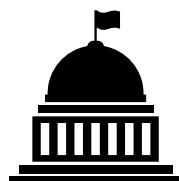
BUSINESS REVENUE

Tenant and cargo activities alone at the Port generated \$491 million in local business revenue last year.



PERSONAL INCOME

In 2018, a total of \$94.3 million in direct personal income was tied to maritime activities at the Port.



STATE AND LOCAL TAXES

Last year, the Port generated \$34.1 million in state and local taxes that go to improve our schools, roads and more throughout the region.

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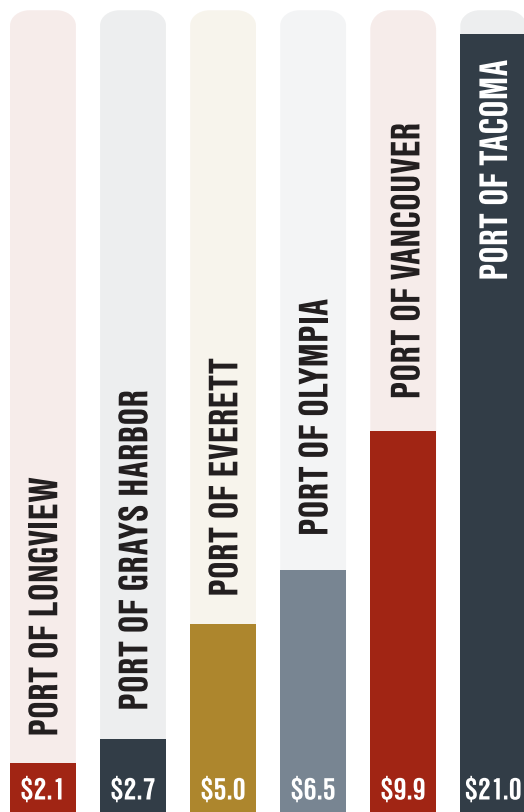
PORT TALK

—PORT OF LONGVIEW NEWSLETTER—



PORT TAXES AT A GLANCE

The Port collects a much lower amount of taxes compared to our biggest competitors. Below is a graph showing tax collection totals (in millions) from those ports in 2018.



The Port of Longview is a legacy industry in Cowlitz County, creating jobs and generating tax revenues that keep us all moving forward.

YOUR INVESTMENT IN THE PORT IS SHOWING IMPRESSIVE RETURNS

The Washington State Port District Act of 1911 gave communities the power to form their own Port district, allowing them to self-impose a modest tax for the purpose of building infrastructure and creating local economic benefits.

Ports, created as Municipal Corporations, were designed to make continual investments in infrastructure to diversify their economic base and generate benefits in the form of jobs, taxes generated for local public services and to spur spending at companies that also create jobs and local benefits, unlike private companies that only benefit a handful of people.

Combined with revenue from operations, your tax dollars are an investment into the multi-million dollar rail and dock improvement projects and equipment purchases vital to our continued success.

So what's in it for you? As you can see in the section below, the Port's investments have translated into impressive growth over the past 30 years. Since 1990, your stake in the Port has grown jobs by 186%, increased taxes generated for local services (like schools, roads and infrastructure) by 1,000% and has grown revenue for our local businesses by an impressive 350%.

Your status as a local tax-paying citizen means that you are a shareholder in the Port of Longview, and you should know just how far your contribution stretches beyond our docks. Through your investment, you are supporting the economic health of our community which, at the same time, allows the Port to succeed well into the next 100 years. 🇺🇸

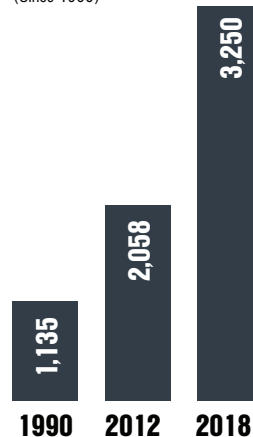
PORT POSTS UNPRECEDENTED GROWTH, COMMUNITY BENEFITS

Since 1990, the Port has made tremendous contributions to our community in the form of thousands of family wage jobs, millions in revenue for local businesses and taxes generated that support a healthy, vibrant community.

JOBS CREATED

186% INCREASE

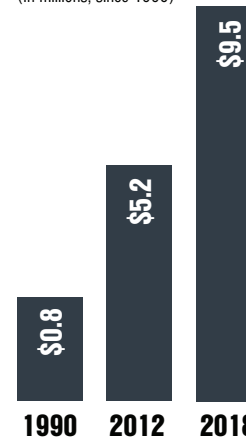
(Since 1990)



TAXES GENERATED

1,088% INCREASE

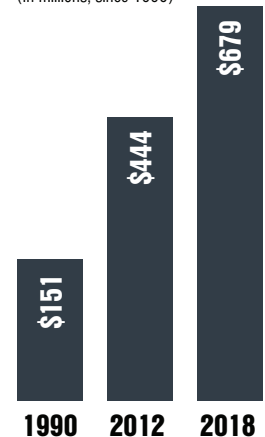
(In millions, since 1990)



BUSINESS REVENUE

350% INCREASE

(In millions, since 1990)



TAX REVENUES GENERATED BY THE PORT SUPPORT A HEALTHY COMMUNITY



PUBLIC SCHOOLS

Upgraded facilities and new buses are possible thanks to tax revenues generated by the Port.



ROAD MAINTENANCE

Like the Port, the roads we all travel require constant maintenance and repair.



PUBLIC SERVICES

Taxes also help fund critical public services, like Police, Fire and other emergency services.

COMMISSION MEETINGS

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