



COLUMBIA RIVER CROSSING OVERSIGHT COMMITTEE

June 19, 2012



PORT OF VANCOUVER USA A CENTURY OF POSSIBILITIES.

Celebrating its 100th anniversary in 2012, the Port of Vancouver USA has earned a reputation in the global marketplace for efficient handling of niche cargo through modern facilities, excellent labor relations and quality logistics operations while performing a leadership role in the economic development of the Southwest Washington region. The port's location at the crossroads of ocean-bound and river shipping lanes, interstate highways, and national rail lines is one of its strongest attributes.

A key partner in the successful channel deepening effort, the Port of Vancouver is now rallying public and private industry partners along with other ports to secure funding for expansion of regional road and rail connections necessary to attract projected trade growth for the economic benefit of our communities. For more information, please visit us at www.portvanusa.com

PORT OF VANCOUVER USA

As it approaches the end of its first century, the Port of Vancouver is an anchor for the economic well-being of Vancouver, Clark County and Southwest Washington. The Port of Vancouver is the third-largest port in the state of Washington, and the second-largest on the Columbia River. It is a leader in the import of wind energy components and specializes in bulk and break bulk cargos.

QUICK FACTS

- Established in 1912
- Third-oldest port in Washington state
- 106 river miles from the Pacific Ocean
- Four miles of waterfront
- Channel depth of 43 feet
- Five marine terminals; 13 shipping berths
- 50 industrial tenants
- 800 acres of currently operating facilities; 600 acres for future development
- Only port in North America with two 140-metric ton Liebherr mobile harbor cranes
- More than 2,300 people directly employed by businesses at the port
- Port activities generate \$1.6 billion in economic benefits to the region



WHO WE ARE.

Port of Vancouver USA

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PORT OF VANCOUVER USA SUPPORTS THE COLUMBIA RIVER CROSSING

GENERATING JOBS AND ECONOMIC BENEFIT

The Port of Vancouver is a hub of activity for jobs, as well as industrial and maritime trade in Southwest Washington -- moving more than five million tons of freight per year, keeping nearly 2,300 people employed and contributing \$1.6 billion into the regional economy.



TRANSPORTATION IS OUR BUSINESSES

Whether cargo is coming into the country, or being exported, it has to make its way to and from the port by river, road or rail. The transportation network affects how well businesses at the port can reach their market, as well as how they grow and hire new employees.

The Port of Vancouver relies on the Columbia River, two trans-continental rail lines and the interstate system, including critical access to Interstate 5 and the I-5 Bridge for approximately 200,000 trucks per year. I-5 connects the movement of freight from Canada to Mexico, as well as to our regional markets. It also serves as a critical urban arterial connecting Vancouver, Washington and Portland, Oregon.

CRITICAL ISSUES FOR FREIGHT ON AND AROUND THE INTERSTATE 5 BRIDGE

The I-5 Bridge already constricts business activity and impacts reliable access the interstate system.

- **Hours of congestion are lengthening** with annual hours of delay of I-5 truck routes increasing by 93 percent by 2030 as truck volumes increase by 77 percent.
- **Cost of truck delays will increase by 140 percent** to nearly \$34 million by 2020.
- **An unacceptable rate of accidents occurs** on and near the Interstate Bridge due to design and structural limitations, and it is not seismically sound.

NEW COLUMBIA RIVER CROSSING KEEPS PORT AND ITS CUSTOMERS COMPETITIVE

- **Improves reliability and reduces costs** to businesses by eliminating interruptions to I-5 commerce through removal of a lift span and reduction of hours of congestion.
- **Makes port more attractive to prospective customers and businesses** based on better access to and through the I-5 system, as well as to other modes of freight transportation.

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- Reduces congestion and allows for more reliable travel times.
- Increases traffic and seismic safety of the bridge.

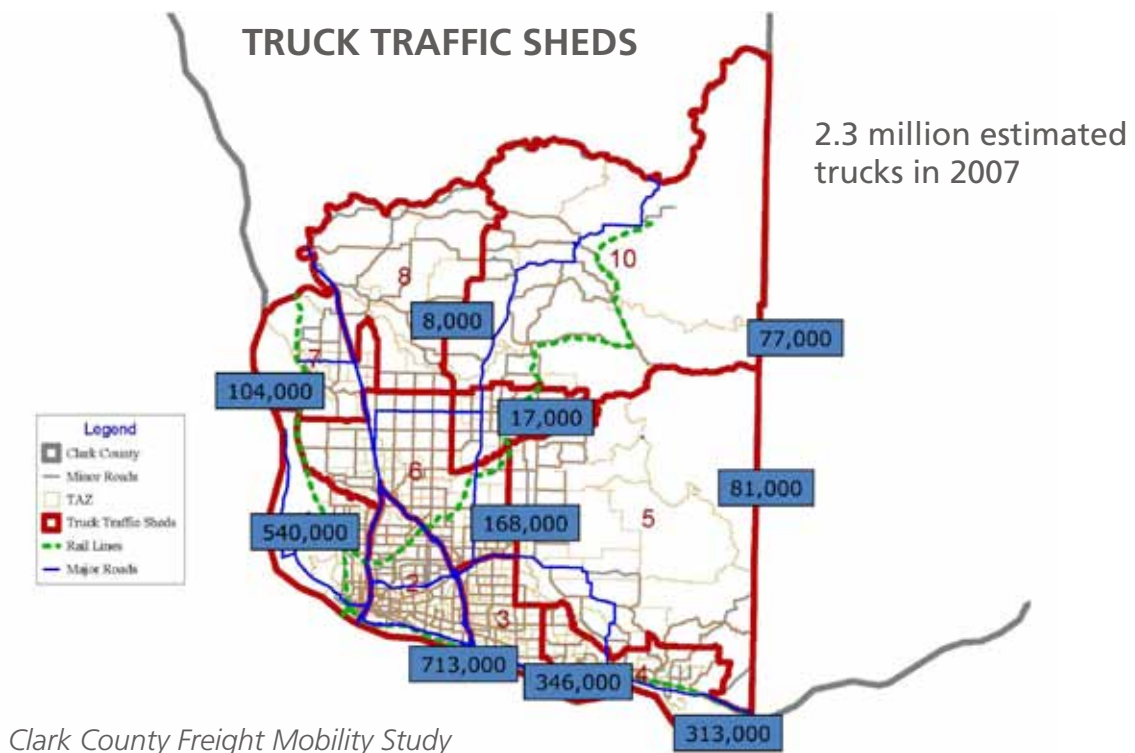
URBAN FREIGHT CORRIDORS TO I-5

The port and West Vancouver industrial districts rely on efficient access to I-5, including Mill Plain and Fourth Plain boulevards. The Columbia River Crossing project will ensure continued access to the interstate system, while making improvements to the existing street and interchange system. The Port handles large, heavy cargo, making the CRC street and interchange improvements another critical component of the project.

I-5 IS ESSENTIAL TO FREIGHT AND SW WASHINGTON JOBS

- Washington is the most trade-reliant state in the nation, with 1 in 3 jobs tied to trade
- Businesses that generate freight employ 51 percent of the Clark County workforce, who earn 4 percent above average salary
- Clark County generates 2.3 million trucks per year, with the Interstate Bridge carrying 42 percent more trucks than the I-205 Bridge
- Representatives from the industrial sector support the I-5 bridge as the single most important transportation project in the region

(2007 data used in the Clark County Freight Study)



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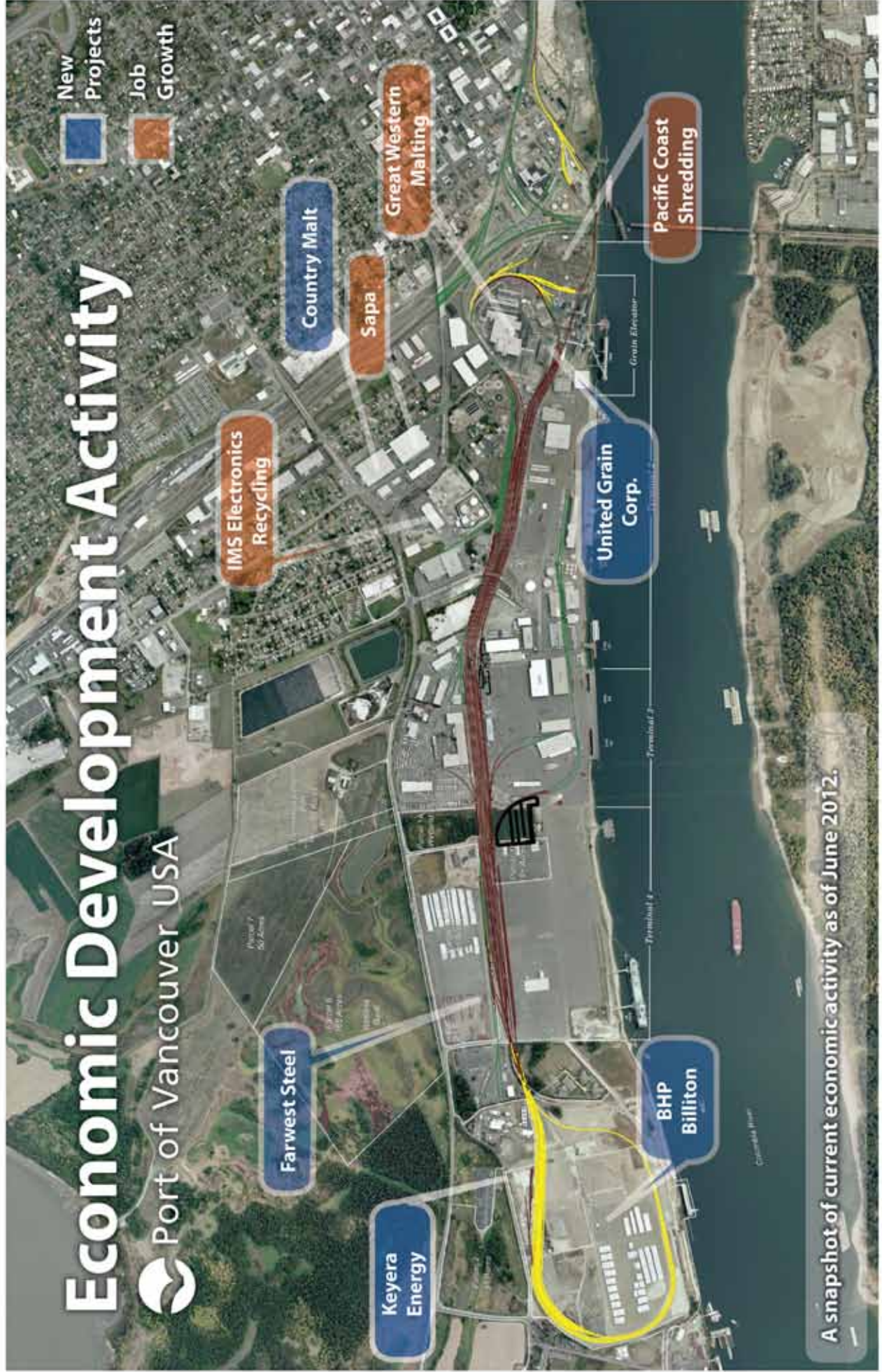
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Economic Development Activity

Port of Vancouver USA

New Projects
Job Growth



A snapshot of current economic activity as of June 2012.

PRIVATE SECTOR INVESTMENTS

Farwest Steel

- Building a new 300,000 square foot fabrication and processing plant.
- \$48 million in private investment
- 252 temporary construction jobs
- New plant and office will house 225 permanent jobs
- Primarily reliant on trucking, but will use some rail

Funding: \$48 million in private investment



Great Western Malting

- Relocating and expanding operations of the oldest malting company in the western United States
- \$30 million private investment
- 255 temporary construction jobs
- 10 new permanent jobs, bringing their employee total to 120
- Almost entirely served by rail inbound, distribution by truck regionally

Funding: \$30 million in private investment



United Grain Corporation

- Expanding wheat operations to include corn and soybeans; increasing capacity by 50 percent
- 240 temporary construction jobs for expansion project
- Supporting 55 current positions and up to 30 new direct jobs related to expansion
- Primarily served by rail from as far away as the upper mid-west, however eastern WA/OR grain arrives primarily by barge

Funding: Up to \$95 million in private investment



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PRIVATE SECTOR INVESTMENTS

BHP Billiton

- BHP Billiton, the world's largest mining company, selected the port's Terminal 5 as its preferred location for a future potash export facility
- Currently in lease negotiations
- When built, BHP Billiton will, at minimum construct a \$200 million facility and bring thousands of temporary construction jobs and 40 permanent jobs to Terminal 5
- When in operation, 8 million metric tons of potash is expected to be exported annually

Funding: \$200 million in private investment



SAPA Profiles

- Relocating a plant from Canada to the Port of Vancouver
- Sapa Profiles is North America's largest provider of extruded aluminum profiles
- 100 new jobs
- Entirely truck reliant at this time

Funding: \$95 million in private investment



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WEST VANCOUVER FREIGHT ACCESS PROJECT

Project Overview

The West Vancouver Freight Access (WFVA) project is a concerted effort by the Port of Vancouver to create jobs and generate revenue by investing in freight rail infrastructure. With construction starting in 2007, the project improves the ability to move freight not only through the port but also along the BNSF Railway and Union Pacific Railroad mainlines that connect the Pacific Northwest to major rail hubs in Chicago and Houston, and from Canada to Mexico.

Projected to reduce current delays in rail traffic by as much as 40 percent, the project will lower costs for U.S. manufacturers and farmers, making them more competitive in global markets.

Divided into 21 project elements, the WFVA project includes construction of a new dual carrier rail access into the port, enhancement of the port's internal rail system, relocation of port facilities and utilities to accommodate track realignment, and improvements to port roadways; all of which are aimed at accommodating growth of existing operations and attracting future private-sector development.

Much has been accomplished to date; including the June 2010 completion of a state-of-the-art unit train facility at the port's recently developed Terminal 5. This new \$14 million loop track serves as the project's western terminus, and the \$16 million in rail improvements completed in 2008 near the city of Vancouver's waterfront redevelopment of the former Boise Cascade property bookends the project on the east. Between these two project elements, work continues on nearly 40 miles of new track to serve current and future port customers.

With completion anticipated in 2017, the West Vancouver Freight Access project is expected to create between 1,000 and 2,000 new, permanent jobs. In addition, the project generates an anticipated 4,000 construction jobs over the life of the project. Understanding the critical nature of the project when it comes to attracting private-sector investment and ensuring the future economic vitality of southwest Washington, the port is aggressively continuing its efforts to identify funding and build the remaining phases of the project. Estimated cost of the West Vancouver Freight Access project is \$150 million.



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WVFA: CONSTRUCTION PROJECT UPDATES

West Vancouver Freight Access Project Project #8 - Grain Subdivision Phase B

This project increases rail capacity for port tenants Great Western Malting and United Grain Corporation.

- Utility and grading work is in progress to support new track installation
- Preliminary plumbing work is complete and the 100,000 gallon "low tank" has been removed
- Work on the foundation for the new tank in the same location is in progress

Funding: TIGER II



West Vancouver Freight Access Project Project #9 - Grain Track Phase A

This project increases and improves rail service to support port tenant, United Grain Corporation.

- Project is 80% complete to date; fully complete in May 2012
- Builds 12,000 track feet of new rail; approximately 17,000 feet of continuous welded track installed to date
- Approximately 1,000 feet of concrete curb installed
- Asphalt and road upgrades completed adjacent to Building 3201

Funding: \$6.5 million cost, \$3.8 million in FRA funding



West Vancouver Freight Access Project Project #16, 17, 18 - Rail Trench in Water

This project provides a new grade separated rail entry point into the port. The new "south lead" will pass beneath the existing BNSF Columbia River Bridge, eliminating the majority of the at-grade interference with the Vancouver Wye chokepoint that currently occurs as a train enters or leaves the port.

The port will construct a U-shaped concrete structure along the bank of the river. The walls of the concrete structure will be water tight, keeping the inner track dry if the water level rises up to an elevation of the 100-year flood event.

Funding: High Speed Passenger Rail

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WVFA: CONSTRUCTION PROJECT UPDATES

West Vancouver Freight Access Project Project #19 - Gateway Avenue Grade Separation

The Gateway overpass will replace the current road access to the port's Terminals 4 and 5, the County Corrections Facility, and the Subaru Facility. The existing NW Gateway Avenue will be partially realigned to the west and elevated over the railroad tracks, resulting in an S-shaped road. The overpass structure will include a three-span concrete girder bridge and an elevated intersection.

Funding: TIGER II



West Vancouver Freight Access Project Project #21 Terminal 5 Rail Expansion

This project is the first of two phases of construction site improvements to support BHP Billiton's potash facility development.

Upon completion, this project will provide BHP Billiton with a new primary at grade crossing, will relocate utilities away from the proposed facility foundations, will supply a primary storm water connection location, and provide the electrical infrastructure to accommodate tenant construction operations.

Funding: TIGER II

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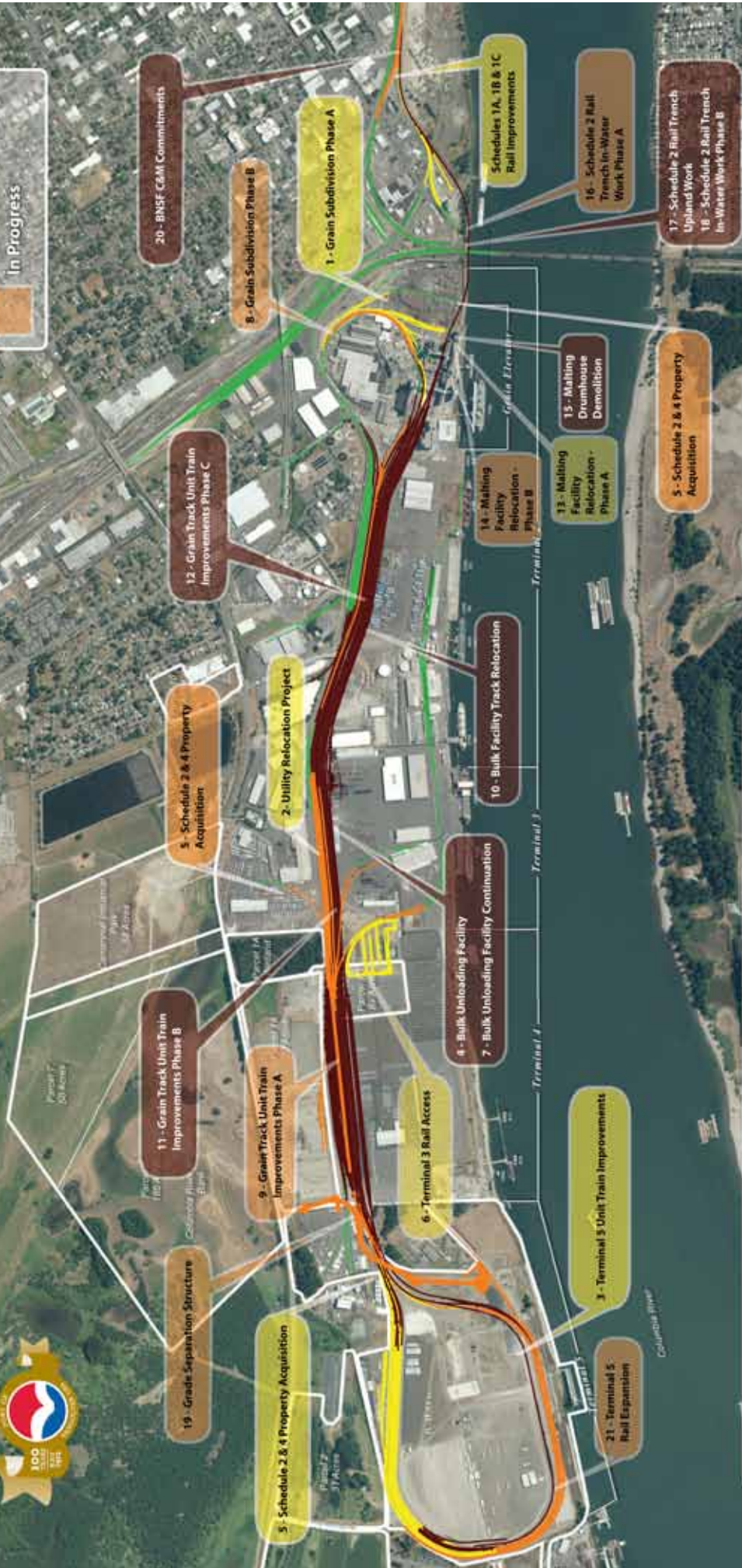
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PORT OF VANCOUVER West Vancouver Freight Access Rail Construction Projects



	Complete
	Future Improvements
	In Progress



20 - BNSF CAM Commitments

8 - Grain Subdivision Phase B

1 - Grain Subdivision Phase A

12 - Grain Track Unit Train Improvements Phase C

5 - Schedule 2 & 4 Property Acquisition

2 - Utility Relocation Project

11 - Grain Track Unit Train Improvements Phase B

9 - Grain Track Unit Train Improvements Phase A

19 - Grade Separation Structure

5 - Schedule 2 & 4 Property Acquisition

6 - Terminal 3 Rail Access

3 - Terminal 5 Unit Train Improvements

21 - Terminal 5 Rail Expansion

8 - Bulk Unloading Facility

7 - Bulk Unloading Facility Continuation

10 - Bulk Facility Track Relocation

14 - Milling Facility Relocation - Phase B

13 - Milling Facility Relocation - Phase A

5 - Schedule 2 & 4 Property Acquisition

15 - Milling Drumhouse Demolition

Schedules 1A, 1B & 1C Rail Improvements

16 - Schedule 2 Rail Trench In-Water Work Phase A

17 - Schedule 2 Rail Trench Upland Work

18 - Schedule 2 Rail Trench In-Water Work Phase B

The WVFA project consists of 21 separate projects as noted by numbering system above. Construction will not necessarily occur in numerical order.

Updated 02-10-12

PROJECT BENEFITS



“Infrastructure projects like these are not only important to Vancouver and the state of Washington, they are critical to the economic recovery and growth of the United States.”

— John Lanigan, Executive Vice President of Marketing, BNSF Railway

- Attracting nearly \$400 million in private-sector investment
- Creates between 1,000 and 2,000 new, permanent jobs
- Creates an anticipated 4,000 construction jobs over the life of the project
- Generates significant tax revenue for local and state governments
- Provides more efficient rail access to port marine terminals
- Enhances the port’s internal rail system, benefiting existing and future tenants
- Provides dual Class 1 rail carrier access to the port, making the port more competitive when attracting new businesses
- Removes a significant chokepoint from the regional rail system
- Reduces congestion on BNSF Railway and Union Pacific mainlines by as much as 40 percent upon completion
- Allows full “unit” trains, which can be more than a mile and a half in length, to be handled within the port
- More than triples the port’s rail capacity from 50,000 rail cars per year to more than 160,000 rail cars per year
- Benefits the development of the Pacific Northwest Rail Corridor, one of 10 high speed rail corridors of national significance by reducing congestion on the BNSF Railway and Union Pacific mainlines
- Enables the city of Vancouver to develop its waterfront by removing a mainline spur that bisected the city’s property

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The Port of Vancouver economic performance was steady in 2010. Weathering the recession and a slow economic recovery, businesses at the port not only held on to jobs and revenue, but overall growth was slightly up. Essential transportation projects and a diverse mix of cargo contributed to a stable year. Here are a few highlights.

JOBS AND REVENUE FLOW INTO THE COMMUNITY

The Port of Vancouver sends a ripple of jobs, revenue and economic activity throughout Clark County and the region by providing access to maritime trade and industrial activities. More than 2,300 people work directly for businesses at the port with nearly 17,000 total jobs in the community and the region that are related to port business activity.

Businesses at the port spent \$551 million in Clark County and the region. That money supports other jobs when it is re-spent, causing a larger ripple in the economy and making the port's overall economic benefit more than \$1.6 billion.

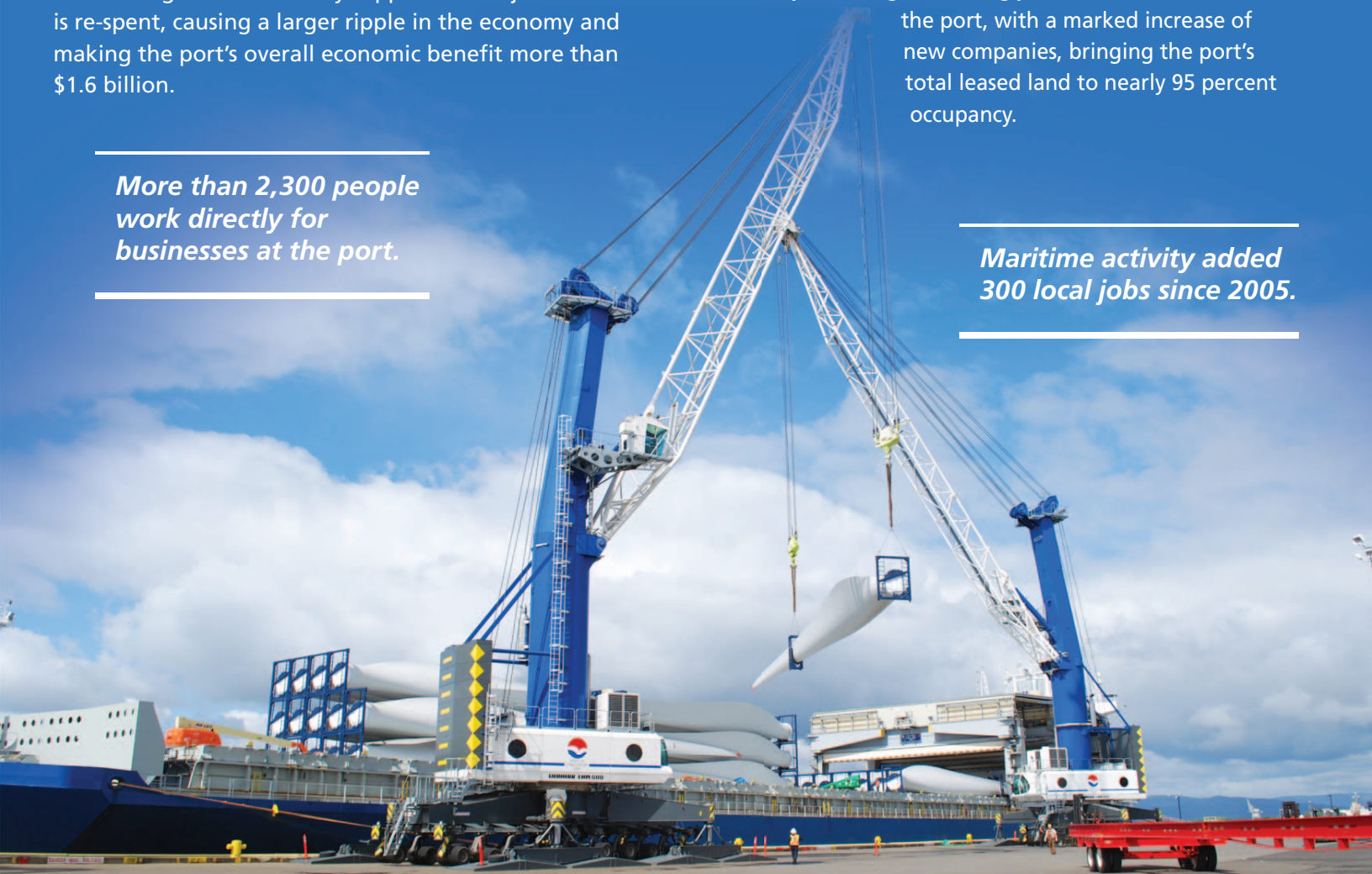
More than 2,300 people work directly for businesses at the port.

ANCHORING JOBS IN A ROUGH ECONOMY

The port held steady on jobs due to an increase of maritime exports and imports. The increased cargo helped compensate for losses from the industrial side of the port. Wheat, scrap metal and mineral exports, combined with wind energy imports added nearly 300 jobs and more than \$20 million in personal income over 2005 totals.

The port's industrial businesses were more reflective of tough economic times, losing 221 direct jobs and nearly \$3 million in personal income. Recent signs of an improving economy have begun to bring jobs and business back to the port, with a marked increase of new companies, bringing the port's total leased land to nearly 95 percent occupancy.

Maritime activity added 300 local jobs since 2005.



Putting people to work in Southwest Washington



WORK AT THE PORT GOES FAR BEYOND THE DOCKSIDE

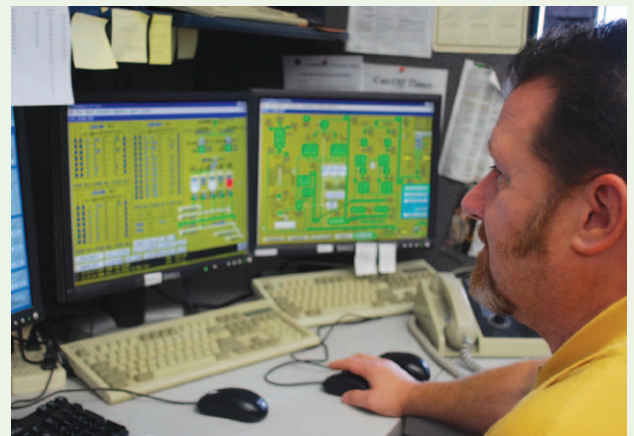
Businesses at the port employ a variety of people with skills that support industry and trade. You'll find people behind a desk, a blowtorch, a computer, a forklift, a truck wheel and a tug boat helm – making up the 2,300-plus direct jobs at the port and earning over \$17.5 million per year. These are the jobs that support families and make a positive contribution to the local economy.

PORT BENEFITS FLOW INTO THE COMMUNITY

The port's economic ripple also finds its way to police, fire and other public services by generating local and state tax revenue. Business activity at the port generated nearly \$81 million in tax revenue in 2010.



Marc Widing of Food Express handles bulk food products through the port.



Pete Wood tracks grain storage and operations for United Grain Corporation at the port's Terminal 1 dock where 3.7 million metric tons were exported in 2010.



Ike Eisenhauer works on the fan line at Cadet Manufacturing, a port industrial tenant that manufactures heating units.

TRADE RELATED GROWTH SPURS LOCAL SPENDING AND HIRING

Although total revenue for companies at the port was down from 2005, these businesses increased their local spending by \$65 million in 2010. Growth in the port's maritime business accounted for more spending in our region, with 502 new indirect jobs created to service these businesses.

Nearly 80 percent of the direct jobs generated by port businesses are filled by people living in Clark County – up almost five percent from 2005. Of that number, over 36 percent live within the city of Vancouver.



Dawn Egbert manages public and small works construction contracts for the port. Like 80 percent of those working at port businesses, she lives in Clark County.

2005/2010 ECONOMIC REPORT CARD

	2005	2010	Net Change
Total Jobs	15,580	16,996	1,416
Direct	2,268	2,337	69
Induced	2,231	1,855	-376
Indirect	1,413	1,915	502
Related	9,668	10,889	1,221

Total Personal Income (thousands)	\$763.6 M	\$859.6 M	\$96 M
Direct	\$98.75M	\$116.3 M	\$17.55 M
Responding & local consumption	\$240.7 M	\$238.3 M	-\$ 2.4 M
Indirect	\$47.6 M	\$95 M	\$47.4 M
Related	\$376.5 M	\$410 M	\$33.5 M

Total State & Local Taxes	\$80.8 M	\$80.8 M	0
State & local taxes	\$41.6 M	\$42.2 M	\$.4 M
Related	\$40.2 M	\$38.6 M	-\$.4 M

Total Economic Activity	\$1.693 B	\$1.664 B	\$1 M
Direct business revenue	\$939.9 M	\$551 M	-\$388.9 M
Local purchases	\$96.05 M	\$160.7 M	\$64.65 M
Related user economic activity	\$658.04 M	\$952.1 M	\$294.06 M

Direct jobs: Jobs directly generated by port marine and industrial activities.

Induced jobs: Jobs created when individuals in direct jobs spend their wages locally on goods and services such as food, housing and clothing.

Indirect jobs: Jobs created when businesses, rather than individuals, purchase local goods such as office supplies and services for utilities or maintenance.

Influenced jobs: Jobs created by the influence of Port of Vancouver cargo movement. These jobs would not necessarily be eliminated, but may be displaced, should port marine operations cease.

A BRIGHT FUTURE

The Port of Vancouver is working hard to create jobs and spur economic vitality by attracting maritime and industrial business to Clark County. To accomplish this, the port is constructing the West Vancouver Freight Access project, a rail improvement project that has allowed our current marine tenants to expand and attracted new private investment and jobs.

Another major transportation improvement is the Lower Columbia River Channel Deepening Project. With deepening completed in 2010, the 43-foot channel is already bringing larger ships and more private investment to the region. These efficient transportation connections have made port property extremely marketable, attracting new business on port maritime and industrial properties.

NEW BUSINESSES AT THE PORT

BHP Billiton – New 8-million ton potash export facility at Terminal 5, the former Alcoa/Evergreen Aluminum plant.

United Grain Corporation – New \$95 million soybean and corn export elevator.

Great Western Malting – New malting and office facilities.

Brewcraft – New boutique company of Great Western Malting producing small batch malts for the micro-brew market.

Farwest Steel, Incorporated – New 20-acre steel fabrication facility.

Keyera Energy – New \$5 million propane distribution facility.

Wind energy imports – Now handling three of the world's largest wind energy importers across port docks.

Sapa Profiles – New aluminum fabrication tenant.



Tony Flagg of United Grain Corp. reviews construction plans with Ben Boye of Younglove Construction.

The Port of Vancouver conducts economic studies approximately every five years to track performance in generating jobs, revenue and economic activity. For more information about the port's economic study, email us at info@portvanusa.com, or call 360-693-3611.

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FREIGHT TRANSPORTATION AND CLEANER AIR

The Port of Vancouver is working to find better, cleaner ways to move goods and freight.



CLEANER FUELS

Since 2007, the port has used biodiesel to power most of its diesel fleet, and is now transitioning to ultra low sulfur diesel (ULSD). ULSD provides significantly less emissions than traditional diesel fuel. The port's transition to this cleaner fuel is well ahead of the US Environmental Protection Agency's (EPA) 2014 deadline to transition all non-road vehicles to ULSD.

COLUMBIA RIVER CLEAN DIESEL PROJECT

Clean air has no boundaries. Working across private, public and state lines, the Columbia River Clean Diesel Project is an innovative, regional effort to reduce emissions caused by the movement of goods and freight. The project was formed by the governors of Washington and Oregon to enhance the sustainability of our economy and to help clean the air. In June 2009, 11 members of this group signed a declaration of cooperation, committing to finding ways to reduce emissions in the region. The next phase to implement more emission reduction efforts is under way.



NO IDLING POLICY

The port has initiated a new policy to reduce idling on port property. Reducing emissions caused by idling trucks and equipment, benefits the health of those who work at the port, and the region's airshed.

PORT OF VANCOUVER – FREIGHT TRANSPORTATION IN OUR COMMUNITY

The Port of Vancouver is a hub of activity for jobs, as well as industrial and maritime trade in Southwest Washington. Moving more than five million tons of freight per year and keeping nearly 2,300 people employed takes thoughtful planning, and a commitment to finding sustainable ways to use energy and fuel.



TRANSPORTATION IS BUSINESS AT THE PORT

Whether cargo is coming into the country, or being exported, it has to make its way to and from the port by river, road or rail. The transportation network affects how well businesses at the port can reach their market, as well as how they grow and hire.

The Port of Vancouver is served by three modes of transportation – the Columbia River, two trans-continental rail lines and a N/S and E/W interstate system. The port relies heavily on rail freight. The port relies on rail to transport over 70 percent of its maritime freight.

FREIGHT CORRIDORS

As the region plans for more jobs in Clark County, we will have to consider how goods, freight and employees move through our transportation network. Streets that provide the port and other industries access to the interstate system, such as Mill Plain and Fourth Plain boulevards and NW 78th Street, are essential to business and trade. Land use and traffic volumes on these streets affect port freight movement, local deliveries and services, automobiles, bikes and pedestrians –all vying for safe, efficient transportation.

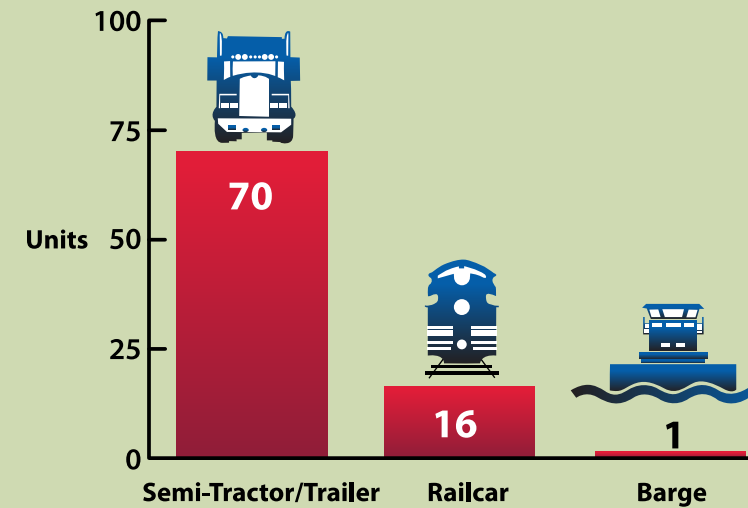


HOW YOU GET (CARGO) THERE MATTERS -

The West Vancouver Freight Access project will allow the port to attract rail-reliant business. Specifically, this project will:

- Allow the port to attract businesses that use rail as their primary mode of transportation
- Maximize the use of rail to reduce emissions and increase fuel efficiency
- Help generate between 1,000 and 2,000 new jobs at the port
- Provide full "unit-train" (trains with more than 100 rail cars) capacity to make the port attractive to new customers
- Significantly reduce the bottleneck in Vancouver caused by port rail service, improving the function of national rail mainlines

Units Needed to Carry Approximately 1750 Short Tons of Cargo



ROADWAY FREIGHT CORRIDORS

The port also relies on efficient access to interstates and designated surface streets to move freight throughout Southwest Washington, the region and the rest of the country. The port's access to the interstate system affects our ability to attract and retain cargo, business and jobs.

KEY REGIONAL FREIGHT PROJECTS

A number of projects will affect the port's ability to move freight around the region.



Columbia River Channel Deepening Project

To be completed in 2010, this project will add three feet of depth from the Pacific Ocean to Vancouver, allowing for vessels with deeper drafts to call on the Columbia River ports. This retains jobs and our competitiveness in the global market.

(www.channeldeepening.com)



Columbia River Crossing

The port supports the Columbia River Crossing project as a vital connection to move freight within the region, the nation and between the Canadian and Mexican borders.

(www.columbiarivercrossing.org)



RTC Freight Study

The Clark County Freight Mobility Study will provide insight on the importance of SW Washington's freight and goods movement to Clark County's economy, and seek to understand the key elements and routes of freight movement.

(www.rtc.wa.gov)

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Port of Vancouver USA
A CENTURY OF POSSIBILITIES.

Celebrating 100 Years of Maritime Achievement

Since 1912, the Port of Vancouver USA has served as a global leader in transportation, linking the cargos of the world to the Pacific Northwest. From break bulk and heavy lift, to expanding wind energy and modules capabilities, the port currently features 13 deep draft vessel berths along the Columbia River. With a channel depth of 43', the port capably serves trading partners in Japan, Australia, China, Europe, South Korea and South America. Join us this year as we commemorate our storied past and look forward to the next 100 years of marine operations at the Port of Possibility.



Learn more about the Port of Vancouver
and our Centennial Celebration:
www.portvanusa.com