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MARITIME**
RESTORING JOBS. STRENGTHENING ECONOMY.

Port Growth and the Go North Strategy

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Presentation Overview

- Port Growth-Related Strategy Excerpt
- Tactical Strategies in Play
- Deployable Port Assets in Support of Growth Strategy
- Foundation for the Adoption of a Growth Boundary
- Status Out-of-District Economic Development Activities
- Proposed Next Steps
- Discussion and Direction

Relevant **Plan** Strategies – **Excerpts**

Seaport Modernization & Industrial Real Estate

- Foreign Trade Zone as tool for development outside District
- Identify strategic land acquisition opportunities
- Identify P3 development opportunities supporting off-terminal cargo
- Increase rail utilization thru tenant, customer and partner collaboration
- Initiate a sustainable non-aerospace cargo short-sea shipping business

Economic Development and Transportation

- Develop revenue diversification plan for all business lines
- Develop Non-traditional business expansion to improve financial durability
- Conduct District expansion economic value assessment

TOOLS OF THE TRADE:

WHAT DOES THE PORT
BRING TO THE CIC?



Seaport
Logistics Guidance



Economic
Development Tools



Real Estate
Services



Unique Financing
Tools



Port Industrial
Development District



Planning
Support



Environmental
Experience



Foreign Trade
Free Zone



Regulatory
Strategies



Advocacy

Why partners eager to work with the Port?

- Economic development is the sole mandate of ports
- Collaboration provides access to port economic tools
- Track record of success in job creation/development

Most counties have county-wide port putting Snohomish communities at a disadvantage

Port partnership makes Snohomish County stronger

Tactics Discussed

- **Full utilization of Port holdings** – *investment plan for all real estate: surplus/exit or invest decisions*
- **Protection of industry/ jobs** – *targeted key growth sectors*
- **Refocus strategic Everett and Mukilteo *partnerships*** – *overlapping goals*
- **Develop partnership strategic objectives Arlington and Marysville**
- **Expand partnerships** – *private, tribes, higher learning, work source and utilities agencies*
- **Evaluate additional contiguous areas** for similar opportunities

Can the Port invest outside its boundaries?

Expanding boundary:

RCW 53.08.450

RCW 52.20.010

RCW 36.70A.085

Vs.

Purchasing Property:

Outside Port Jurisdiction

*For Future Property
Development*

As the Port continues to work on current initiatives, longer-range plans to expand and investments outside the current boundaries should be evaluated.

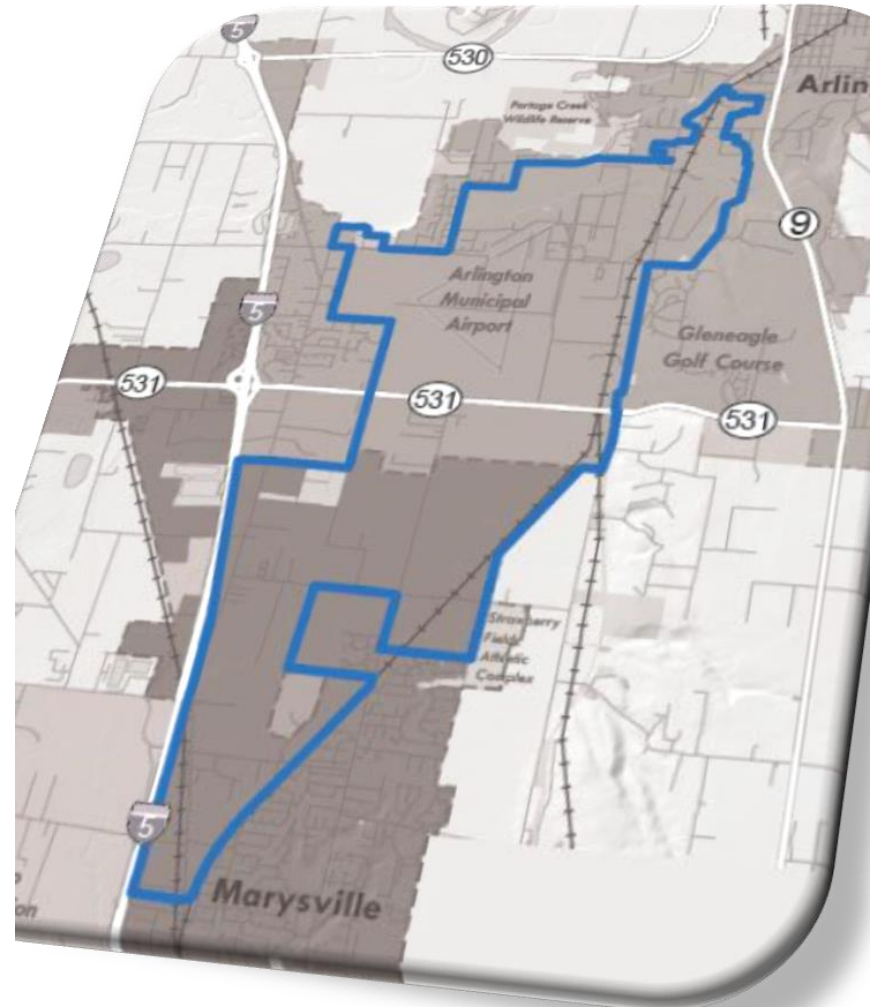
Planning Considerations:

- County Comprehensive Plan Element
- Port Comprehensive Scheme Update
- Public communication and Input

Consider District Expansion to CIC

In addition to city partnership, there are other important partners with which we could:

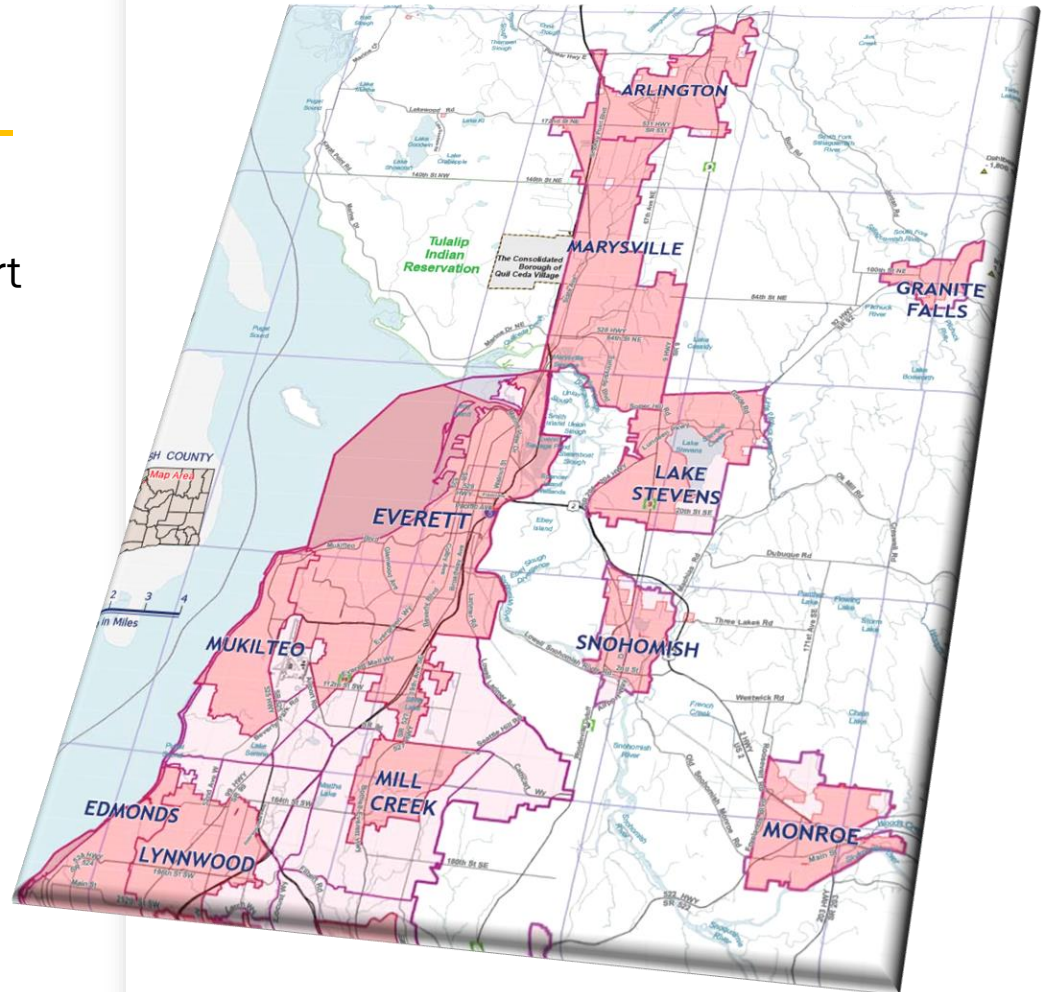
- Acquire lands for targeted industry growth and job creation (broker/sellers; P3)
- Institutional centers of learning and innovation in fabrication and instrumentation, robotics (higher ed and privates)
- Incubators for start up and pre-commercialization programs (think tank groups)



Consider District Expansion

Establish Port future Growth Areas based upon contiguous UGA to Port district.

- Remainder of Everett
- Remainder of Mukilteo
- Adding:
 - Arlington
 - Marysville
 - Lake Stevens
 - Mill Creek

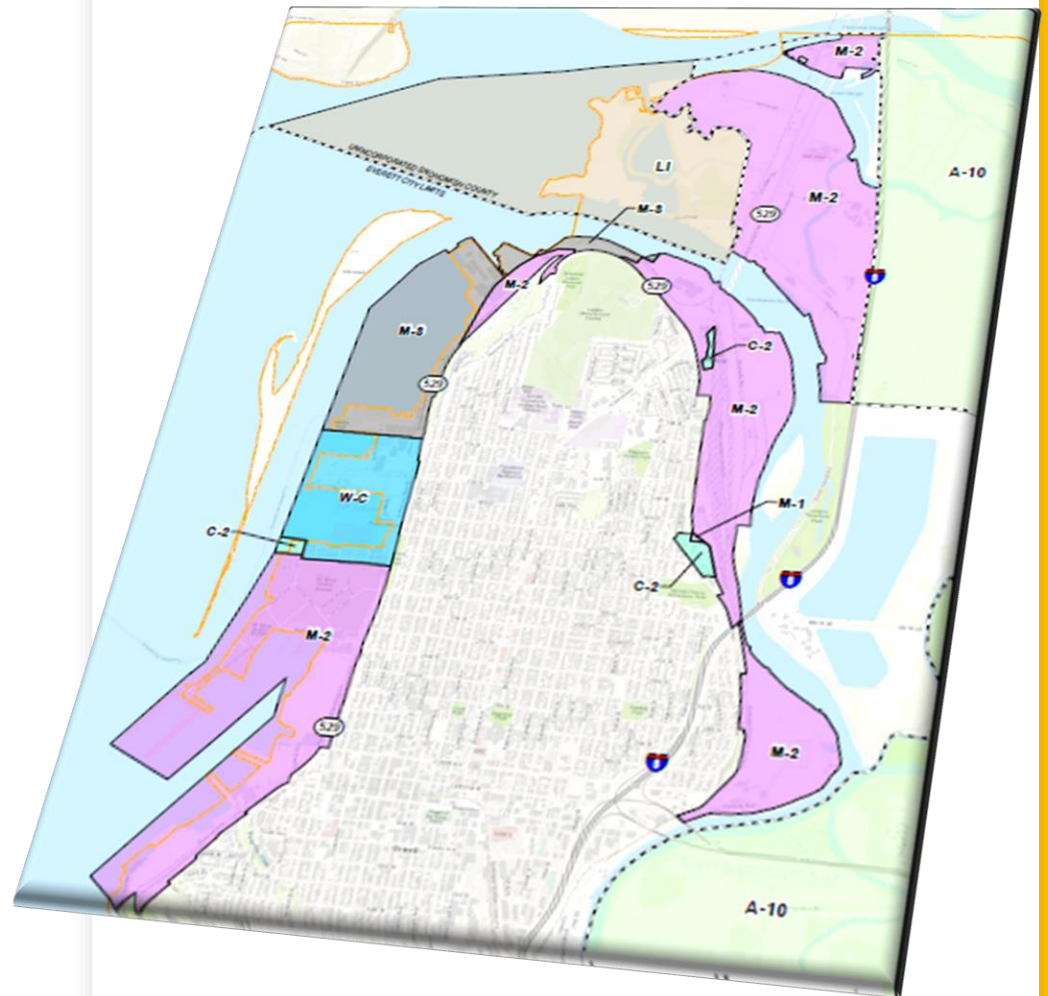


Consider Industrial Development District Expansion

Expand IDD boundaries established in the 1960's

Chapter 53.25 RCW

Hearing and resolution to expand for preservation of Industrial uses



Consider Including Marginal Lands IDD

- The legislative intent of the state statute is to place IDD benefits over marginal lands
- Improves port's ability to acquire foreclosed lands
- Improves investment options



Consider IDD Alignment with SBA Hub Zone

- Qualified HUB Zones
- In Everett based on census tract
- Fuels SB growth in underutilized business zones; enhanced eligibility for federal contract awards.

Title 13 Part 125
Code Federal Regulations



Consider Expanding Trade Free Zone #85

Designate magnet locations outside the District in the CIC. Magnet sites are intended to serve or attract multiple operators. Needs to be in place before development occurs

Provides manufacturing incentives:

- Eliminates customs duties entirely when goods are re-exported from the FTZ.
- Defer customs duties and federal excise taxes if merchandise is transferred
- Reduce processing/entry fees by as much as 85%
- Reduce some customs duties on goods processed or assembled in the FTZ
- Defers Harbor Maintenance Tax



Where are we with CIC?



Conducted analysis and identified to find Existing Industry compentcies:

- Advanced manufacturing
- Instrumentation
- Fabrication

Desired industries:

- Environmental sustainability
- Robotics
- Advanced Wood products

Current CIC Activities

- Facilitating joint marketing committee:
 - *New logo*
 - *Brand story*
 - *Boiler plate*
 - *Key Broker list*
 - *Media lists*
 - *Media Plan*
 - *Design guidelines*
 - *Updated collaterals for all purposes*
- BRE Program
- Broker Outreach
- Promoting the Blue Heron Mitigation Bank
- Legislative support for tax incentives and capital projects



Current Activities

CIC ARLINGTON

- Quarterly planning meetings with admin leadership; annual Council update
- Arlington Airport Master Planning Committee and ID Seattle's shed business ops*
- Master plan/lease of available City land for targeted industry development and incubator for small industrial start ups in key industry*
- Facilitate industry-based development code review*
- 5G Web Series
- Center of Excellence Instrumentation and Fabrication

**Proposed*



Current Activities

CIC Marysville

- Quarterly planning meetings with admin leadership; annual Council update
- Participation in downtown master plan*
 - Key site acquisition
 - Brownfields guidance
- Support CIC developer agreement process*



**Proposed*

What is next?

Request policy direction from Board, which may include but is not limited to:

- Evaluate long-term strategies for all Port real estate
- Continue working with Cities to identify partnership opportunities
- Identify key sites for Foreign Trade Zone designation
- Explore and recommend growth area for Commission action
- Evaluate sites for acquisition in the CIC for long term growth
- Expand the Industrial Development District via hearing and resolution
- Explore partnerships to stand up two centers of excellence: Fabrication/Instrumentation and Maritime Innovation
- Continue Business Retention and Expansion (BRE) program
- Economic legislative agenda coordination and support
- Facilitate options for Port of Seattle-shed business
- Participation in Loop Rail Project



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Thank You!



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