

# The World Works Here....



**Jeff Bishop, Executive Director  
Port of Moses Lake**



# Organizational Structure



## PORT COMISSIONERS

Darrin Jackson, Vice President - District 1  
Stroud W. Kunkle, Treasury - District 2  
Kent Jones, President - District 3

**JEFF BISHOP**  
**EXECUTIVE DIRECTOR**

**FMUSE**

MILTON MILLER, FACILITIES DIRECTOR

The Beckett Group  
Engineer of Record

Doug Olson  
Matt Mueller  
David Goe  
Jeff Hansen  
Wes Rose  
Charlie Kent  
John Wixson

**ICRE**

CAROL GIBSON, DIRECTOR  
LOB - INDUSTRIAL AND COMMERCIAL REAL ESTATE

**BED**

RICHARD HANOVER, DIRECTOR  
LOB - BUSINESS AND ECONOMIC DEVELOPMENT

LORETTA ST. ANDRE  
BUSINESS INTELLIGENCE ANALYST

GREG BECKEN  
FTZ MANAGER

International Reps  
USA  
Asia  
Europe  
Korea

Reino Endo, Public Relations

**FAHR**

KIM DETROLIO, DIRECTOR  
LOB - FINANCE ADMINISTRATION AND HUMAN RESOURCES

**AO**

RICH MUELLER  
AIRPORT DIRECTOR

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Completed or Discontinued Projects

# Grant County International Airport



"17<sup>th</sup> Largest Runways in North America"

Source: Airport IQ



- Five FAA Controlled runways: 13,503' X 200' (4116 x 61 m)
- 240 acres (97.1246 hectares) of aircraft ramp
- 340 days of Visual Flight Rules per year!
- NASA Designated Space Shuttle Field



# Primary Industries

1. Agriculture/ Food Manufacturing
2. Clean Technology
3. Aerospace
4. Transportation



# Employment Levels

Employer	Low	Current	High
Genie Industries	750	950	1400
Joyson Safety Systems	353	377	700
Mitsubishi - AeroTec	N/A	400	N/A
Moses Lake Industries	240	355	355
REC Silicon	280	280	450
SGL	126	129	160
AstaReal	55	67	67
General Dynamics	16	16	16
<b>Totals</b>	<b>1,990</b>	<b>2,574</b>	<b>3,148</b>

N/A denotes "Not Applicable"  
2017





# Aerospace and Manufacturing

## Aerospace

Japan Airlines- Japan 40 years \* 1968  
Mitsubishi Aircraft Corporation  
Boeing  
U.S. Military- Army, Air Force, Navy

## Data Center

Server Farm Realty – California  
CenturyLink – Louisiana  
Northland Cable – Washington State  
Vantage Data Centers – California  
NTT – Texas  
Intuit – California  
Oath: – California  
Sabey – Quincy

## Manufacturing

Terex/Genie – Connecticut

## Chemical Industry

Chemi-Con Materials – Japan \* 1995  
Takata Inflation Systems – Japan \* 1992  
Joyson Safety Systems – China 2018  
General Dynamics – Virginia  
Tama Chemicals – Japan \* 1984  
Union Carbide \*1984 Komatsu -Japan  
purchases in \*1990-98 REC Silicon-Norway  
purchases in \* 2002  
CHS – Minnesota  
Akzo Nobel/EKA Chemicals – Sweden  
SGL – Germany  
International Paper – Tennessee  
Norco – Idaho



# Agriculture Customers

## **Nutraceutical – Botanical Concentrates**

AstaReal – Japan \* 2014

Amway – Michigan

## **Food Processors**

J.R. Simplot – Frozen Potatoes

Lamb Weston/BSW

Norpac – Frozen Foods

Pacific Coast Canola – Canola Oil

Basic American Foods – Dehydrated Potatoes

Quincy Foods – Frozen Vegetables

Royal Ridge Fruit – Cherries

Washington Potato – Frozen Potatoes

Western Polymer – Potato Starch

Norwest Ingredients – Mint Oil

National Frozen Foods- Frozen Vegetables

RISO Foods

DFI Corporation

## **Bean Dealers**

Central Bean Co. Inc.

CHS Inc.

Columbia Bean & Produce Co., Inc.

Farmers Bean & Seed LLC.

Golden West Bean & Seed, Inc.

Hinrichs Trading Company

Idaho Bean & Elevator Company

## **Logistics & Warehousing**

Americold- Cold Storage

Columbia Colstor- Cold Storage

Cold Train Intermodal- Refrigerated Rail Service

International Paper- Corrugated Shipping

Containers



# International Community

Seattle/Japan – Reina Endo, former NHK Science Correspondent, Handles Japan and Communications

Seoul, Korea – Professional Representative Office

Shenzhen, China – Japanese Oriented Site Selection Firm

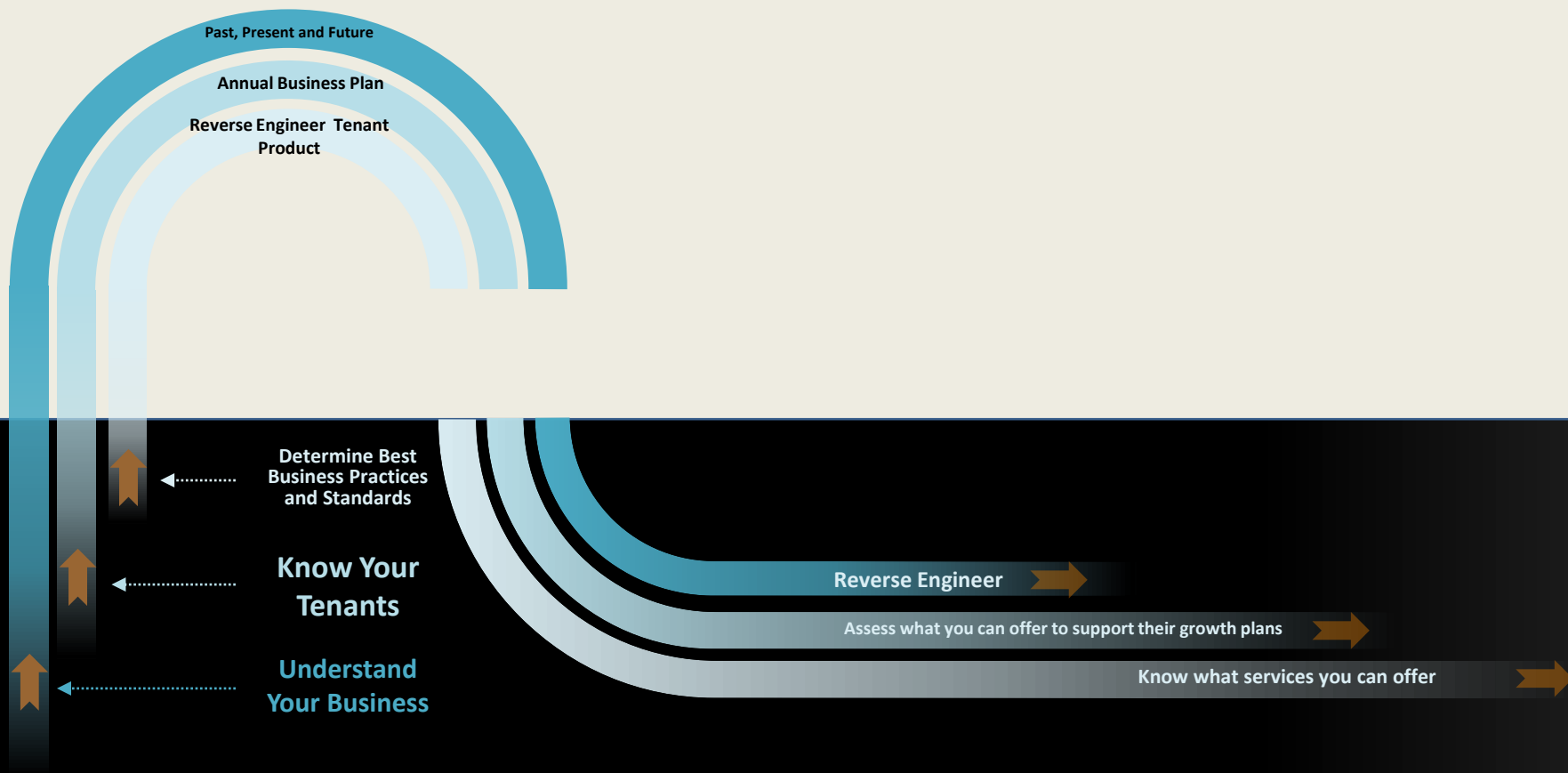
Bologna, Italy – Professional Representative Office

**Our International Presence**



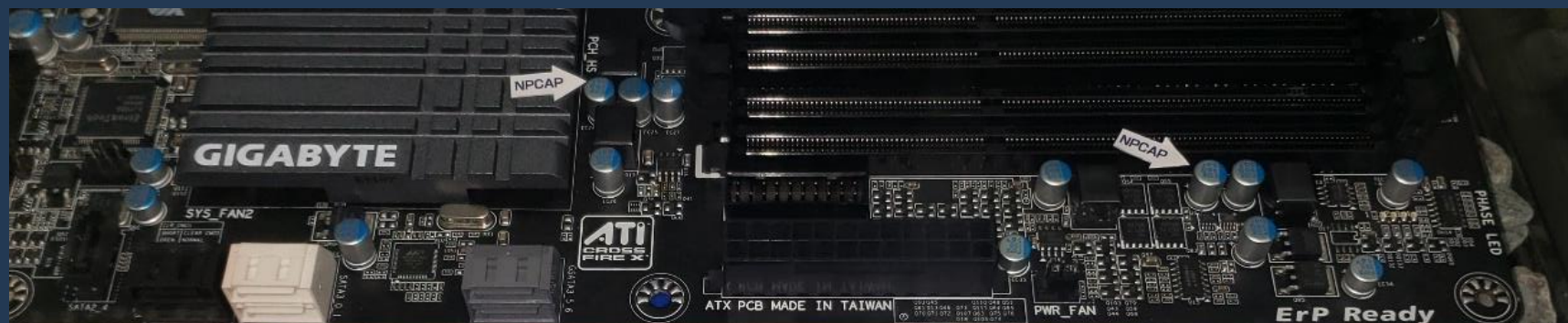


# Attracting and Retaining Non-Cargo Tenants to Lease Port Property





**Know Your Place In Your Tenant's Business Model**



導電性高分子  
アルミ固体電解コンデンサ  
Conductive Polymer Aluminum Solid Capacitor

GIGA-BYTE TECHNOLOGY CO., LTD. 様  
PC用マザーボード





# TIER STRATEGY

## TIER 5

- Cold-Call Marketing
- Email Campaign
- Profile (Target Acquisition)

## TIER 4

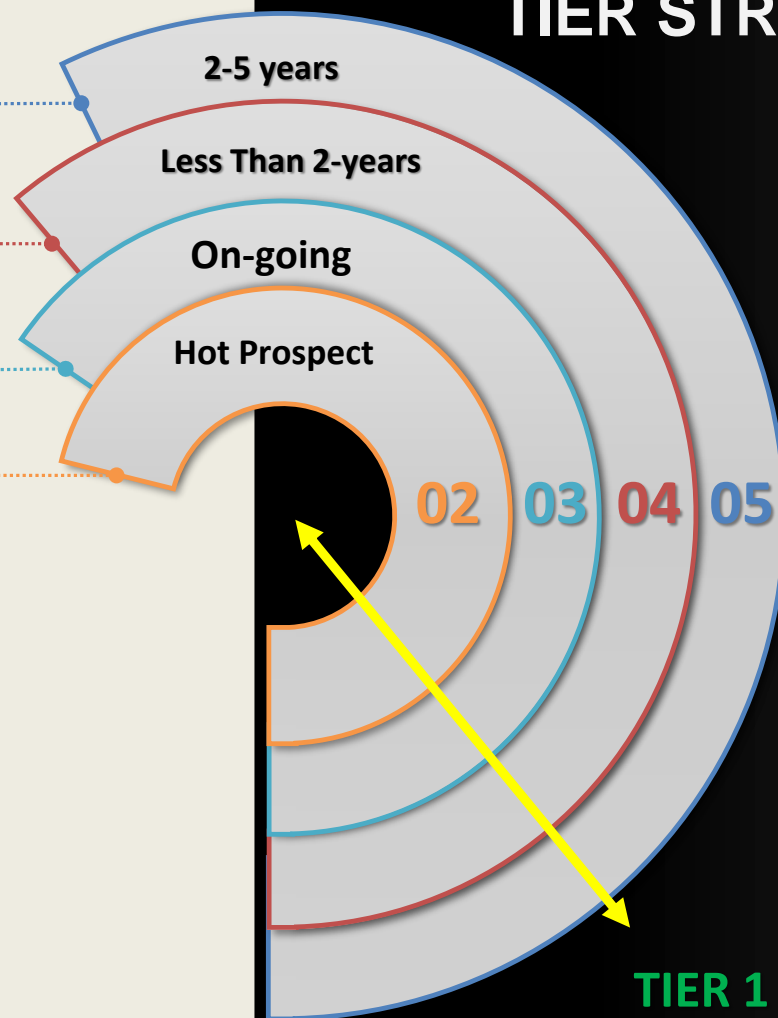
- Tradeshow or Government-to-Government Meeting
- Research

## Tier 3

- Travel Incidental to TIER 1 or 2
- Tradeshow Research
- Government to Government

## Tier 2

- Engineering Business Case
- Environmental Studies
- Travel



## TIER 1

Manage Existing Customers including workforce retention and expansion.



# PROPRIETARY ANALYTICS

**Salesforce**

**Repository** – Salesforce is our cloud-based repository that allows us to create varying views containing specialized data to support our executives and staff.

**Lexis Diligence**

**Business Intelligence** - Conduct enhanced due diligence with access to premium business and legal intelligence, millions of public and private company profiles, in-depth country risk analysis reports, and biographical sources.

**Corporate Affiliation**

**Company Profiles** - Corporate Affiliations offers critical insights—including company profiles and hierarchy data on nearly two million parent and subsidiary businesses worldwide and in-depth details on directors, executives and their professional interactions—to help you build relationships that foster business success.

**DataMyne**

**Products and Shippers** – A comprehensive database of accurate, up-to-date import-export information, Descartes Datamyne™ delivers actionable intelligence for market research, sales insight, supply chain management, enhanced security, and competitive

**PIERS**

**U.S. Customs** - The PIERS team integrates this transactional trade data with standardized company details so you can also identify imports and exports by company. In addition to US trade data going back to 2003, you can find detailed import and export transactions for 14 international markets and trade statistics for more than 80 countries.



# Virtual Network

## FACEBOOK

POSTINGS OF LIVE DAY-TO-DAY ACTIVITIES AND FUTURE EVENTS.



## PORT OF MOSES LAKE

ALL ABOUT US, WHAT WE DO AND WHO OUR CURRENT TENANTS ARE....

## TWITTER

TWITTER IS AN ONLINE NEWS AND SOCIAL NETWORKING SITE WHERE PEOPLE COMMUNICATE IN SHORT MESSAGES CALLED TWEETS.

## YOUTUBE

OUR HISTORY TRANSMITTED BY OUR FIRST EXECUTIVE MANAGER "CLYDE OWENS"

## LINKEDIN

LINKEDIN IS FOR ANYBODY AND EVERYBODY WHO'S INTERESTED IN TAKING THEIR PROFESSIONAL LIFE MORE SERIOUSLY BY LOOKING FOR NEW OPPORTUNITIES TO GROW THEIR CAREERS AND TO CONNECT WITH OTHER PROFESSIONALS.

These services provide immediate access to us 24/7 via our tenants or community preferred choice.





Custom Search, Tagging, UI Options  
Sales, Service Cloud **Apex**  
Sales Force Automation  
**Force.com** SaaS  
Apex Triggers, S-Controls PaaS  
Workflows & Approval  
**Salesforce.com**  
Social CRM Cloud Computing  
Custom Objects, Tabs, Fields  
Salesforce Analytics **Visualforce**  
Siteforce Contact Management  
AppExchange



# SalesForce – Cloud Computing



# Cultural Awareness





## Internal

Represents “current customers”

## External

Represents “future customers”

