



# *Port of Vancouver USA*

## *AAPA Port Real Estate Issues Workshop*

SEPTEMBER 18, 2018 – SEATTLE, WA



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# LOWER COLUMBIA RIVER





# PORT OF VANCOUVER USA

- *800 acres of operating port*
- *600 acres of future development*
- *700 acres (plus) mitigation/habitat restoration*



# 2018 BUDGET – \$68.5 Million

## 2017 Cargo:

- 7.5 million metric tons of cargo moved across docks
- 392 vessel calls
- 65,398 rail cars

## Revenue Generated:

- 50% marine
- 30% industrial / commercial
- 10% taxes
- 10% other (grants, etc.)



## Tax Levy:

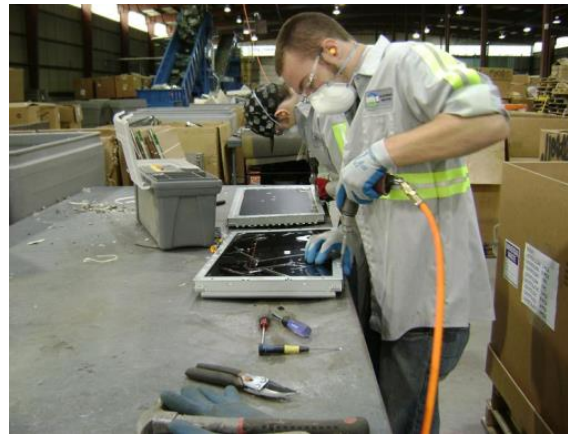
- Tax levy held steady at \$9-10 million since 2012
  - \$98 per year for property valued at \$324,000.

# BENEFITING THE COMMUNITY



*The port is a driving force for economic growth in Clark County and Vancouver.*

- *3,238 direct jobs*
- *2,658 induced jobs*
- *2,759 indirect jobs*
- *11,547 jobs by users of our maritime facilities.*





# TERMINAL 1





# PORT WATERFRONT PROPERTY



- Port developing 10 acres of prime riverfront land
- Boise Paper sold adjacent 33-acres to Gramor Development for their waterfront project
- Construction almost complete on city's new 7 acre park and trail

# Conceptual Development Plan Overview

## PROPOSED LAND USES

AREA - 10.37 ACRES

BLOCK A - MIXED USE OFFICE

BLOCK B - MIXED USE / RETAIL

BLOCK C - MIXED USE / RESIDENTIAL

BLOCK D - HOSPITALITY

OVERWATER PIER

TERMINAL 1 BUILDING MARKETPLACE

OPEN SPACE / PUBLIC PLAZA AREA

COLUMBIA RIVER RENAISSANCE TRAIL

## PROPOSED MASTER PLAN PROGRAM - BUILD OUT

Development Type	Proposed Amount			Blocks
	Target SF	Unit	%	
Terminal 1 Renovation, "Marketplace"	25,000		4%	Pier Area
Office Buildings	200,000		21%	A,B,C,D
Retail (including restaurant)	62,000		6%	A,B,C,D
Hotel	105,500	160 rooms	12%	D
Residential: Apartments	245,500	355 units	25%	A,B,C
<b>SUBTOTAL GSF</b>	<b>638,000</b>			
Parking	310,500	808 stalls	32%	All
<b>TOTAL DEVELOPABLE AREA</b>	<b>948,500 SF</b>		<b>100%</b>	





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# *Key Topics in Terminal 1 Development*

- Involving the community in stakeholder discussions
  - Conducted many open houses to gather input
- Working with the city, state, and adjacent developers
  - Have three leases in T1 currently
  - Securing tenants while complete development plan
- Attracting commercial investment
  - Issued two RFP's for site development
- Managing development expenses
  - Sequencing capital to meet development needs
- Preserving the community's legacy
  - Valued waterfront parcel in port's and community's mind



# Port's Development Partners



- **Vesta Hospitality, hotel developer**
  - AC Hotel by Marriott
  - 160 rooms and 160 parking lot
- **Current tenant: Warehouse '23**
  - Restaurant, event space and catering
- **Mixed-use developer**
  - Residential, retail and commercial office space





# TERMINAL 1 HOTEL

## Vesta Hospitality – Hotel Developer

- AC by Marriott Hotel
- Approximately 160 rooms and 160 parking spaces
- Demolition of Columbia Shores Building
- Hotel groundbreaking
- LEED Gold building



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# *T1 Hotel / Developer Topics*

- Negotiating a Lease
  - Key items involved:
    - Environmental ground issues
      - CMMP / SWMP
    - Design topics centered around look and LEED
    - View considerations
    - Surrounding development
      - Construction laydown
      - Parking
- Managing conditions precedent to complete lease





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# *Ground Conditions*

- Ensure you have a leasable (legal) lot
  - The port did a boundary line adjustment to create a legal lot for T1 Hotel
  - Completing a short plat process to create legal lots for site development
- Understand the ground characteristics
  - Contaminated media management plan
  - Stormwater management plan
  - Environmental conditions (caps, orders, assessments) of planned lease
- Soil stabilization to support development



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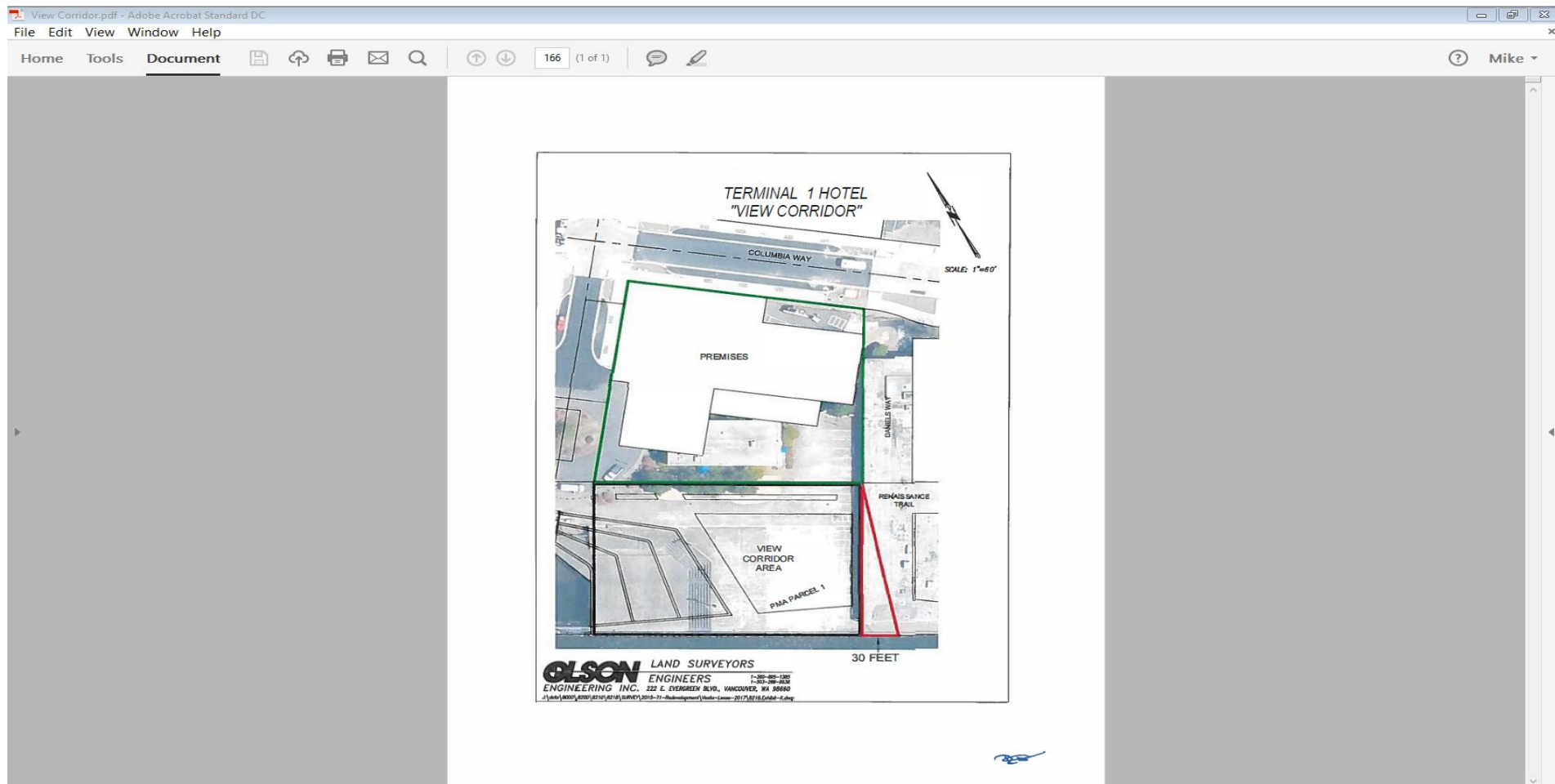
# *Design Standards*

- Port decided to guide building design through a design standards exhibit in the lease rather than through CC&Rs
- These standards outlined how the development would be tied together through common design elements and are administered by a review committee
- One key aspect involved incorporating LEED elements into the building and neighborhood design
- Goal is to create a LEED Gold development
- Additional expense for both the port and developers





# T1 Hotel View Corridor



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# *View Corridor*

- The hotel developer required clear sight lines from the hotel to the Columbia River
- Port agreed to development restrictions and coordination with hotel for building in view area.
- This view corridor is over Washington State owned land administered by the state Department of Natural Resources. The port manages on behalf of the DNR through a Port Management Agreement
- The port and hotel developer are jointly creating a vision for the site



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# *Creating the Development Vision*

- Creating a vision for the entire site – involving:
  - Road and accessibility layout
  - Building envelopes
  - Public spaces
  - Public art
  - Terminal 1 Marketplace





# *Terminal 1 Features*

- Green space for public activities
- Bike and walking trails
- Renovated amphitheater
- Vendors selling local goods
- Restaurants
- Craft breweries and wineries
- Local, fresh foods
- Public access/river views
- Visual history of the port and Vancouver area
- Local and regional art
- Reclaiming components of the historic structure into a new marketplace



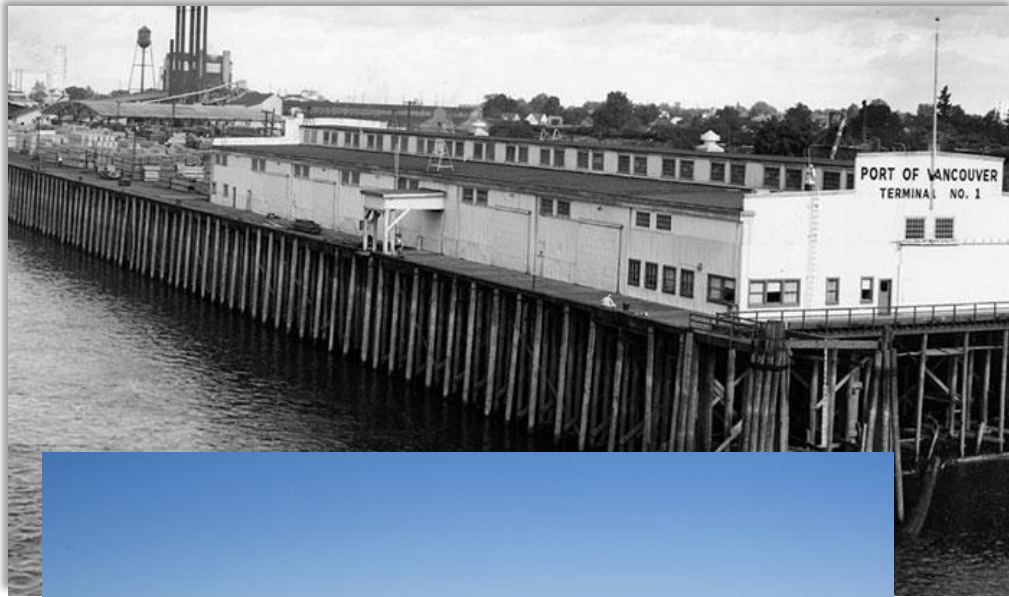
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# *Conclusion*

- Manage the design standards – speak clearly and consistently
- Maintain good relations with adjacent developers and permitting agencies
- Manage the time it takes to complete the conditions precedent
- Complete your development actions quickly (CAM, development, utilities) basically developing while negotiating – increases risk
- Involve the developer(s) in the vision



# OUR LEGACY



- Birthplace of the Port of Vancouver
- Vital link between downtown Vancouver, the waterfront park and Columbia Waterfront LLC, Fort Vancouver
- Entrance to our community