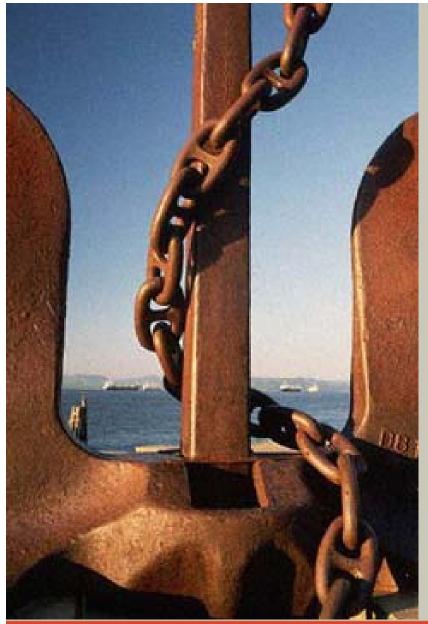
Port of Vancouver, USA

Ports as Economic Engines Larry Paulson, Executive Director

Welcome to the port of possibility.



Mission Statement

The Port of Vancouver provides economic benefit to our community through

- Leadership
- Partnership
- Stewardship

in marine and industrial development.



Port of Vancouver Beginnings

Established in 1912 by the people of Vancouver

- To provide public ownership of the Columbia River waterfront
- One of 75 port districts in Washington
- Port district includes 111 square miles
- Population almost 300,000





Marine Operations

- Four marine terminals, 12 berths
- Handle 5 million tons of cargo per year
- Trade with Japan, Australia, Korea, SE Asia, China, South America, Europe, Egypt
- Expanding cargos are driving the need to add another terminal facility





Industrial Facilities

- More than 50 tenants
- Currently about 1,100 people work for Port tenant businesses
- At or near 100% occupancy for several years, causing the need to develop new industrial areas



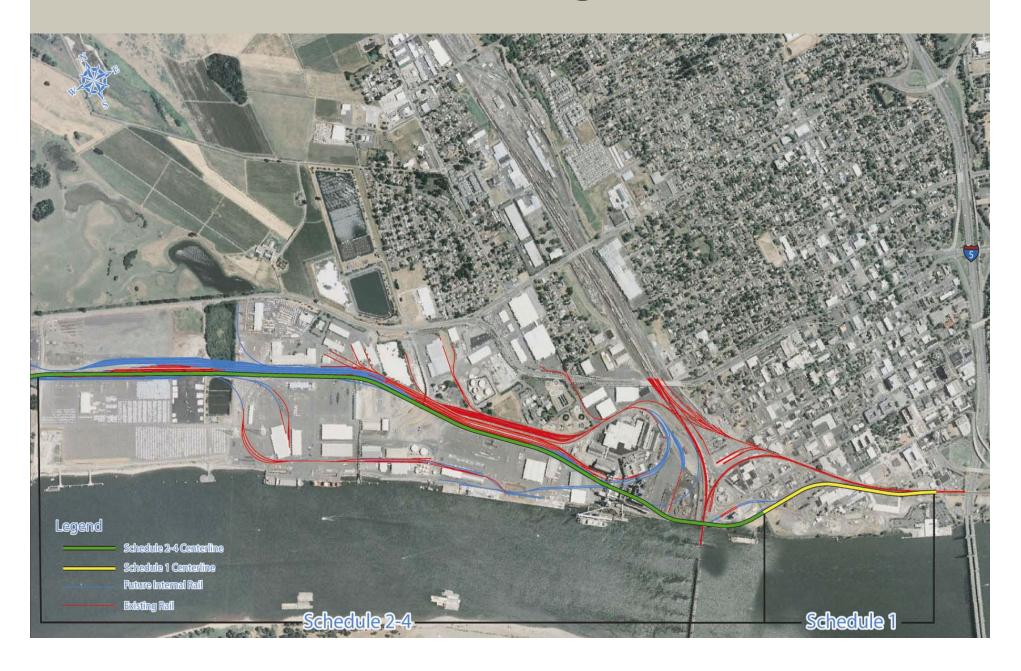
POV Expansion & Economic Growth (Cargo Growth 2002-2007)

- Break Bulk Tonnage 97% increase
- Combined Liquid Bulks 108% increase
- Grain Tonnage 17.6% increase
- Mineral Bulk Tonnage 176% increase
- Autos 27% decrease (2003 East Coast facility opened)
- Project Cargo 15 times increase
- 77% Growth in Operating Revenue

Partnership Benefits & Challenges

Better Rail System and a New Waterfront

West Vancouver Freight Access Rail





Schedule 1

Cast of Characters

- BNSF
- WSDOT/State of Washington
- Boise Cascade
- City of Vancouver
- LaFarge
- Albina
- Land owners who need to work with us

Building Blocks for Agreement

- Does it work for the community?
- Common goals
- Shared costs
- Breaking down road blocks
- LaFarge/Albina/other property owners
- Patience/relationships/trust
- Timing



Economic Benefits

Jobs Now	Projected City Jobs	POV Alcoa
2300	2500	1000





Other Partnerships that Demonstrate Economic Gain

- Transportation partnerships
- Development partnerships
- Natural resources partnerships



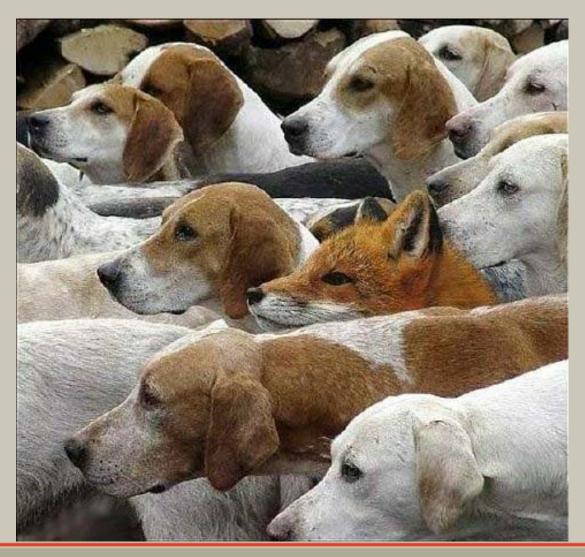


Conclusion: Ports will Continue to Drive Economies

- Trade will increase
- Global business growth will continue
- Ports will continue to play key role



When you're in deep trouble, say nothing and stay cool!



"Diplomacy is the art of saying 'nice doggie' until you can find a rock."

- Will Rogers

US humorist & showman (1879-1935)



Thank you for coming!