The World Works Here....

Jeff Bishop, Executive Director
Port of Moses Lake
Organizational Structure

PORT COMMISSIONERS

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

JEFF BISHOP
EXECUTIVE DIRECTOR

RICH MUELLER
AIRPORT DIRECTOR

KIM DETROLO, DIRECTOR
LOB - FINANCE, ADMINISTRATION AND HUMAN RESOURCES

Linda Jackson, Finance Assistant
Bonnie Petersen, Executive Assistant
Information Technology

AO

FAHR

FMUSE

ICRE

BED

Reino Endo, Public Relations

Completed or Discontinued Projects

MILTON MILLER, FACILITIES DIRECTOR
The Beckett Group
Engineer of Record
Doug Olson
Matt Mueller
David Coe
Jeff Hansen
Wes Rose
Charlie Kent
John Wixson

CAROL GIBSON, DIRECTOR
LOB - INDUSTRIAL AND COMMERCIAL REAL ESTATE
RICHARD HANOVER, DIRECTOR
LOB - BUSINESS AND ECONOMIC DEVELOPMENT
LORETTA ST. ANDRE
BUSINESS INTELLIGENCE ANALYST
GREG BECKEN
FTZ MANAGER

International Reps
USA
Asia
Europe
Korea
Grant County International Airport

“17th Largest Runways in North America”

- 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

Source: Airport IQ
Primary Industries

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

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

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

1. Past, Present and Future
2. Annual Business Plan
3. Reverse Engineer Tenant Product
4. Determine Best Business Practices and Standards
5. Know Your Tenants
6. Understand Your Business
7. Reverse Engineer
8. Assess what you can offer to support their growth plans
9. Know what services you can offer
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 1
Manage Existing Customers including workforce retention and expansion.

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

On-going
Hot Prospect
Less Than 2-years
2-5 years

02 03 04 05
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.

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

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.

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.

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

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

YOUTUBE
OUR HISTORY TRANSMITTED BY OUR FIRST EXECUTIVE MANAGER “CLYDE OWENS”

PORT OF MOSES LAKE
ALL ABOUT US, WHAT WE DO AND WHO OUR CURRENT TENANTS ARE....

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.

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

These services provide immediate access to us 24/7 via our tenants or community preferred choice.
Cultural Awareness
Internal
Represents “current customers”

External
Represents “future customers”
Thank you ....