Terminal Development Opportunity Request for Statement of Interest (ROI)

Port of Woodland

@Martin Bar

Partner with the Port for this deep-water marine terminal opportunity on the Columbia River.
# TABLE OF CONTENTS

I. Introduction .............................................................................................................................................. 3  
II. Development Opportunity .................................................................................................................. 3  
   a. Context ............................................................................................................................................ 3  
   b. About the Sites .............................................................................................................................. 4  
   c. Concepts ....................................................................................................................................... 5  
III. Submission for Statement of Interest ................................................................................................. 6  
IV. Site Information, Questions and Proposal Submissions ................................................................... 7
I. INTRODUCTION
The Port originated in 1960, with the purchase of multiple Columbia River properties for development of a future marine terminal. The Port is ideally located 20 river miles and 30 vehicle miles from Portland. Martin Bar is along the Columbia River with direct access to the navigation system that can meet deep draft reaches of 43-foot. The Port is committed to working with a Terminal Operator with preliminary studies including site analysis for environmental and regulatory constraints and requirements, existing utility and transportation evaluation, flexible concept site plans, wetland and habitat mitigation analysis, endangered specified and mitigation impact summary, Phase 1 environmental assessment, cultural resources report and traffic impact analysis.

The Port seeks interested terminal operators who meet the Port’s goals and mission which is “to support job creation through economic growth and recreational opportunities in a diverse array of businesses, industries, and services that enhance the District.” The Port accomplishes this work through a variety of holdings with leasing land and buildings, dark fiber, rail spur ownership and operations, and marine terminal development.

The Port is solely in Cowlitz County, but has properties within Cowlitz and the City of Woodland, requiring an array of planning processes and procedures for the Port. Martin Bar sites are within the County and are zoned for heavy industrial.

II. DEVELOPMENT OPPORTUNITY
A. Context
The Port of Woodland is soliciting for Statements of Interest from firms or companies interested in designing, permitting, constructing and operating a marine terminal facility at the Port’s Martin Bar sites. The Port has two properties available for such development opportunities. The Port is seeking to expand their operations to include marine terminal commodities that could include aggregate and batch mix, gypsum, steel coils, slabs or rolled shapes, sheetrock plant, maritime facility, open-air storage, factory that would include barge or shipping pier for loading and unloading. The site is ideal for transport with its proximity to Interstate 5 at exit 22 just under 3 miles away.

The successful Terminal Operator shall function under a ground lease and a Marine Terminal Operating Agreement. These agreements shall contain the various industrial and operational conditions that will guide the relationship between the Port and Terminal Operator.

The Port’s mission is to create family wage jobs that support our regional economy. The Port Commission seeks those industries that not only create family wage jobs, but also seeks those commodities that are supported by our region including those in grains, liquid edibles, rock and aggregate, timber, lumber and other wood products, comment, volcanic ash and potash, or
steel and metal products. The Commission will consider commodities that ensure innovation and environmentally friendly commodities that may reduce greenhouse gas emissions, reduce impacts to climate and reduce pollutants from traditional commodities that the Port has explicitly identified as unacceptable including coal, petroleum, LNG, propane, toxic, explosive, reactive or hazardous substances, dangerous wastes or municipal wastes in which the Commission deemed unacceptable by Resolution in 2017 and 2020.

The Port has conducted a feasibility study for the sites including site analysis, utilities and transportation evaluations, wetland and habitat mitigation analysis, endangered species and mitigation impact summary, Phase 1 Environmental Site Assessment, cultural resources report and a traffic impact analysis.

B. About the Martin Bar Sites

Martin Bar includes two sites- North and South. North includes 15 buildable acres and South has 25 buildable acres. They are 75 river miles to the Pacific Ocean, 20 river miles from Portland, and easy access to Interstate 5. There is a total of nearly 4,000 linear feet of waterfront frontage for the two sites with 43-foot by 600-foot wide channel access. The parcels for Martin Bar include WB1502002 and WB1503002. A portion of land between the two sites is owned and maintained by the Washington Department of Fish and Wildlife (WDFW). The Port has a Port Management Agreement (PMA) for Martin Bar sites for the Port to maintain the aquatic lands on behalf of the Department of Natural Resources (DNR).
C. Development Concepts
III. SUBMISSION FOR STATEMENT OF INTEREST

Statement of Interest Format

At a minimum, the port requests interested firms address the following topics:

a. Company Introduction:
   - Company organization – public, private, MLP, etc.
   - Environmental stewardship commitment and values
   - Market experience and capabilities
   - Capital resources for project
   - Safety records
   - The company’s need to be located in Woodland
   - Company’s general indirect and direct job creation and types of jobs to be located at the facility

b. Market Overview:
   - Industry connections and commodity supply chain design
   - Supply chain support capabilities
   - Customer connections
   - Market expansion and growth opportunities
   - How does your commodity meet the Port Commission’s list of commodities that would be considered?

c. Logistics Considerations:
   - Dock or barge, truck operating plan, equipment availability strategy
   - Ocean carrier relationships

d. Community Considerations:
   - How would the prospective Terminal Operator partner with the port in communicating this project with local governments and communities?

e. Design Concept:
   - Product storage facility
   - Vessel loading facility
   - Infrastructure to connect storage and vessel
   - Timeline for design, permitting and construction
   - How the design could be expanded for additional cargo opportunities

f. Operating Concept:
• Project vision for near term (one to three years) and longer term (more than five years)
• Current strategic relationships that would enhance success of this project
• How the port could jointly market the new commodities expected through the facility (reserved as a right of the port in any case)
• Potential for partnering with other port tenants involved in similar operations or within the regional Port system on the Columbia River
• How the design and operation of the facility will be conducted safely
  How will your facility regarding construction and operations be a positive for the State’s concerns towards Greenhouse Gas emissions and improving the environmental concerns along the Columbia River?

g. Financial Considerations:
  • Initial term sheet for the port’s consideration

IV. SITE INFORMATION, QUESTIONS AND SUBMISSION OF PROPOSALS

Prospective terminal operators may request a tour of the sites, ask clarifying questions and meet with the Port prior to submittal. The Port may offer oral or email comments and responses to questions asked at the site visit, but such comments and answers will not modify the terms of the RFI submittal documentation.

Please submit an electronic copy of the terminal operations proposal to:

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Woodland, WA 98674
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Submissions should be limited to no more than 20 pages in length, not including an introductory letter.