



PORT TALK

JANUARY 2017



The dilapidated Continental Grain Terminal silos are among the oldest standing structures at the Port.

PORT WELCOMES 2017 WITH IMPROVEMENTS, EXPANSION

Happy New Year from the Port of Longview! After a strong finish to 2016, the Port is continuing the trend of productivity and beginning work on many major improvements to facilities and internal procedures. From an expansion to the Port International Rail Corridor (IRC), to continuing Berth 4 redevelopment, 2017 is forecasted to be a prolific year for the Port of Longview.

In late November, Port Commissioners unanimously approved the 2017 Budget, securing a \$36.5 million General Fund Operating Budget as well as a Capital Project Budget of \$3.8 million. Of note, the Port will invest \$815,000 in the expansion of the Industrial Rail Corridor, the main rail artery serving Port facilities.

Additionally, 2017 will see continued improvements to Berth 4 and its surrounding facilities. The Port continued phase two in the redevelopment process last year, including driving piles into

the water to construct the dock, as well as preparing for the eventual demolition of the existing grain terminals.

“This project (when complete) will produce a lot of revenue for the Port,” said project engineer, Bill Burton. “It’s kind of bittersweet to say goodbye to such a rich piece of the Port’s history, but these changes and improvements are necessary if we want to stay competitive and maximize our available land for the best possible return.”



VIEW THE ENTIRE 2017 BUDGET DOCUMENT

PORTOFLONGVIEW.COM/
ABOUTTHEPORT/FINANCIAL



Norm has been with the Port of Longview for 23 years.

EMPLOYEE SPOTLIGHT: NORM KREHBIEL, CHIEF EXECUTIVE OFFICER

Norm is your new CEO at the Port of Longview. He originally joined the Port in 1993 as the Director of Facilities and Engineering, managing the construction and maintenance of nearly 850 acres of infrastructure and property development.

In 2008, he was appointed Deputy Executive Director and later Chief Operating Officer before being named Interim CEO in 2016.

In September of 2016, he was unanimously appointed by the Board of Commissioners to lead the Port of Longview as Chief Executive Officer.

Norm resides in Longview with his wife Denise and is very active in the community, reporting as a member of several industry-related organizations, as well as serving on the local Public Facilities District Board.

With a strong commitment to Port and community success, Krehbiel is the ideal leader for the Port of Longview.

WILLOW GROVE PARK UPDATE

An electronic payment kiosk has been installed for Day-Use Permits only at Willow Grove Boat Launch. Cash payments will continue to be accepted through January 15th. Debit and credit cards will be the only forms of payment accepted after that date.

Annual permits are available for purchase at the Port of Longview Administration Building.

WASHINGTON'S WORKING PORT

5 WAYS WE KEEP THE PORT SAFE
24/7 Security: Commercial vessels often visit the port...
Camera and Mass Notification System: The Port has video surveillance...
TWIC Cards: All personnel who require unobstructed access...
Customs: On-site U.S. Customs and Border Protection...
Fencing: Much of the Port is enclosed by a 7-foot fence...
SEPTEMBER VESSEL SCHEDULE
WILLOW GROVE PARK UPDATE
WASHINGTON'S WORKING PORT

SAFE AND SECURE: PROTECTING THE PORT OF LONGVIEW
 Just over a decade ago, the Port of Longview's docks were one of the most...
 Since 2004, adding the Port's...
 It's been an adjustment...
 Because the...
WHAT IS A TWIC CARD?
 The Transportation Worker Identification Card...
 At the Port of Longview...
 In combination with other security products...
COMMISSIONERS
COMMISSION MEETINGS
LEARN MORE ABOUT THE PORT

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Content will shift to equal parts business and community.

NEW FEATURES FOR PORT TALK

A new year is a great time to make a few changes, and that's what you'll start to see beginning in this issue of *Port Talk*.

Our main story will now be supplemented with a feature highlighting the Port of Longview's impact on the local community. In addition, we're excited to begin a spotlight item on one of our many Port employees, no doubt a friend, or neighbor to many of you. This month we're starting right at the top with our CEO, Norm Krehbiel.

More than ever before, we're going to be out in the community answering your questions and facilitating conversations. Also planned is an interactive website along with special giveaways of Port of Longview promotional items.

It's an exciting year ahead here at the Port, and we look forward to including you every step of the way.

COMMISSIONERS

Jeff Wilson / District 1
Doug Averett / District 2
Bob Bagaason / District 3

CHIEF EXECUTIVE OFFICER

Norm Krehbiel

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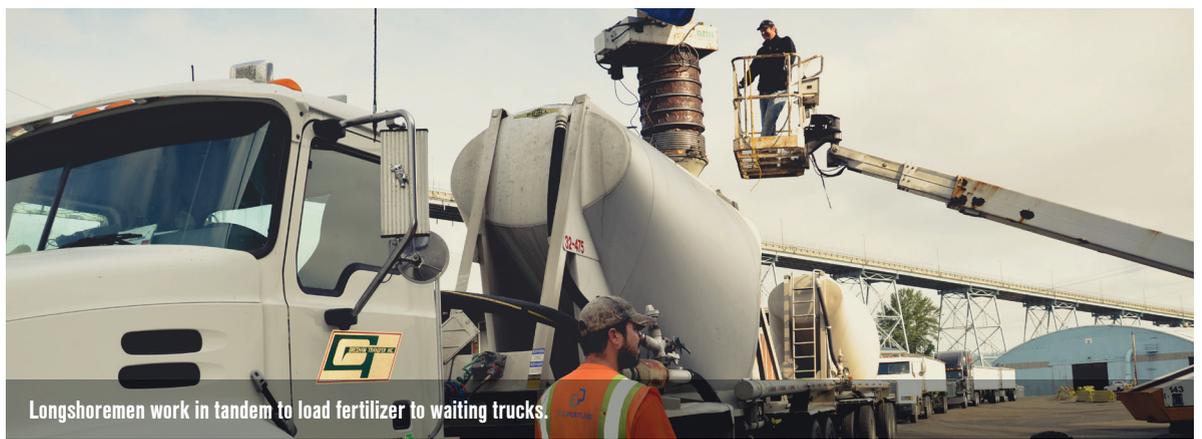
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PORT TALK

FEBRUARY 2017



AN APPLE A DAY...MEANS YOU SHOULD THANK A PORT!

In our busy lives, we rarely stop to consider where our daily products originate. Have you ever wondered where your car, toothpaste or food come from? We all buy items from our local retailer, but where do the raw materials come from?

The short answer to this is that raw materials come from countries all around the world. Japan, Korea, Argentina and Brazil all participate in trade with the United States, providing fertilizers, wind turbines and steel used to create the products we depend on.

The amazing thing about the cargo that arrives at the Port of Longview is that it doesn't stick around for long. It's constantly traveling to new destinations after brief stays at the Port. Fertilizer is a great example of this movement. Shipped to and unloaded at the Port of Longview, this fertilizer is then trucked to farms in Eastern Washington. Farmers use the fertilizer to grow apple

trees, and after harvest, ship apples in containers through the Port of Seattle to Japan. The cycle is perpetual and occurs with a variety of cargo.

Without the ability to get raw materials to manufacturers via ports, daily products we depend on, such as toothpaste made with soda ash, cars made with steel and apples grown with fertilizer, would be difficult to obtain.

"People don't always realize the role ports play in their daily lives," says Terminal Superintendent Larry Landgraver. "Without ports, we would have a tough time accessing some of our most useful products."

Next time you're brushing your teeth or snacking on an apple, remember to take a second and thank a port. 🍏



EMPLOYEE SPOTLIGHT: LARRY LANDGRAVER SENIOR TERMINAL SUPERINTENDENT

What is your favorite thing about working at the Port?

The diversity of cargo that comes through the Port is always interesting. Things never get stagnant because we're always preparing for the next new cargo. We have a great working relationship with our long-time customers and stevedores, and that makes the job really enjoyable.

Do you have a preferred type of cargo handling operation you like to be involved with?

Project cargo operations, like oversized tanks and wind blades. A lot of strategic planning goes into performing the technical lifts required for completing each operation.

What do you want others to know about the Port's cargo handling operations?

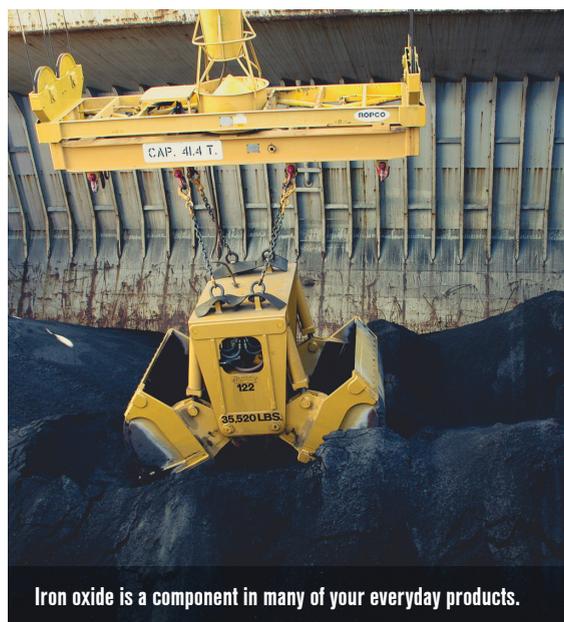
I think a lot of people are surprised with the Port's ability to handle such a diverse variety of cargo. The Port has strategically invested in infrastructure and equipment and, as a result, can handle just about anything. 🍏

WILLOW GROVE PARK UPDATE

In preparation for the busy Summer months ahead, the Port is busy replacing damaged waterlines to the boat launch restrooms.

Routine monthly maintenance is also underway, including landscaping, and lawn and trail upkeep. Minor repairs to the boat launch floats are also planned for February. 🍏

WASHINGTON'S WORKING PORT



SURPRISE! COMMODITIES IN YOUR EVERYDAY PRODUCTS

The Port sees a lot of commodities cross its docks, many of which are not easily recognizable at first glance. Looking deeper, you will find that we interact with Port commodities daily without even realizing it. Two great examples of this phenomena are soda ash and iron oxide.

Soda ash is a variation of salts that can often be found in baking soda, toothpaste and laundry detergent and iron oxide is usually found in paints, coatings and colored concretes. It's also used in the energy field for the production of solar-powered batteries.

With such a diverse cargo mix, there's a great chance that components of your everyday products have journeyed through the Port of Longview! 🍏

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PORT TALK

— PORT OF LONGVIEW NEWSLETTER —



The 2017 Board of Commissioners answer our questions.

SPOTLIGHT ON THE PORT COMMISSIONERS: DOUG AVERETT, JEFF WILSON & BOB BAGAASON

What made you want to be a Commissioner?

D.A.: I worked for the Port for most of my career; it was a great way for me to give back to the community and to the Port.

J.W.: An opportunity to affect positive changes at a local level.

B.B.: I recognized the potential for dramatic change in operating revenue and wanted to be a part of that.

What is your favorite part of being a Commissioner?

D.A.: My favorite part is working with our CEO, Norm Krehbiel.

J.W.: Problem solving with an eye on our economic future.

B.B.: Being a part of creating the change necessary to move the Port ahead is a really rewarding part of the position. I also enjoy the atmosphere. Observing the activity taking place as cargo crosses the dock is breathtaking.

What is one thing you'd like the public to know about the Port of Longview?

D.A.: The Port continues to be a huge economic engine for the community; it's something we can all be proud of.

J.W.: It is your Port and we will continue to be the foundation of our local economy.

B.B.: There's still abundant room for growth at the terminals and Barlow Point. We have the chance to reduce taxes while increasing community involvement. 📍

WILLOW GROVE PARK UPDATE

Three new informational kiosks have been installed at the park, giving visitors an at-a-glance look at news and information from both the Port of Longview and the park.

Routine monthly maintenance is also underway, including landscaping, lawn and trail upkeep. 📍

WASHINGTON'S WORKING PORT



The Port of Longview has been handling a wide variety of cargo since the 1920's.

SAY IT LOUD, SAY IT PROUD: WE ARE THE PORT OF LONGVIEW

What if we told you that you own something that has no expiration date and nearly 100 years of history, would you believe us? You should – ports were established as community assets owned by the tax paying citizens of the port district.

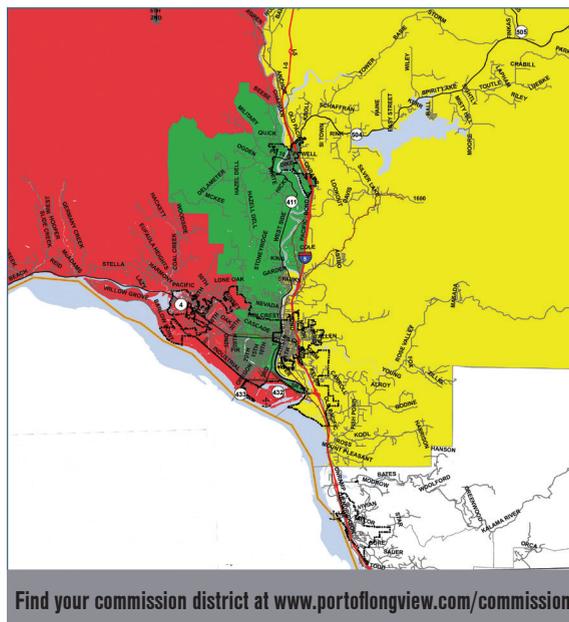
When the Washington State Legislature authorized citizens to form port districts in the early 1900s, lawmakers recognized the tremendous economic impacts waterways brought to the region. They wanted prime waterfront property in the hands of the citizens and not monopolized by a handful of private-sector businesses and railroads.

Unlike other local government agencies that are tasked with providing public programs and services, ports were designed as public entities entrusted to act as the community's business agent. Ports were established as limited-purpose "municipal corporations" of the state. Empowered with building and developing facilities

that create jobs, ports are the only public agencies whose main role is economic development.

Port taxes collected from the community are investments in the livelihood of our community. Ports are not private businesses, nor were they designed to be. They were designed to spur economic development, keep money moving through the economy by managing public assets and to create economic benefits and jobs the area.

For those of you who didn't know the Port was owned by the community, congratulations on your new asset. And those of you who are familiar with the Port's ownership, we want you to know that your investments have allowed the Port of Longview to grow and expand into the West Coast's premiere cargo handling port and you should be proud to share in the Port's success. 📍



Find your commission district at www.portoflongview.com/commission

KNOW YOUR COMMISSION

Now that you're aware the Port is a community owned asset, you're probably wondering how to voice your opinion on all things Port of Longview.

Ports are governed by publicly elected commissioners who set policies that guide the development, growth and operation of the Port. Commission terms span six years and each of the three Commissioners represent a particular area within the port district.

Commissioners are entrusted with representing the best interests of the citizens and making decisions that will benefit the local economy, while also maintaining stable revenue to keep Port facilities operating.

Through public commission meetings and improvements made to the Port that are specifically designed to benefit taxpayers, the Port of Longview is working for you. 📍

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PORT TALK

PORT OF LONGVIEW NEWSLETTER



The Port's stormwater infiltration pond naturally filters rainwater runoff using specialized plants and soils.

WATER TREATMENT FACILITIES KEEP THE PORT GREEN

Pacific Northwest waterways are vital to the region's economic engines, such as ports. Moving millions of tons of cargo and supporting tens of thousands of jobs annually, a healthy Columbia River is critical to the economic health of our region.

To filter stormwater, which comes as a result of rainfall, the Port constructed a half-acre treatment area with specialized plants and soils to naturally filter rainwater collected from areas with no active cargo operations. The water remains in the treatment area to eventually allow plants to grow.

The Port of Longview takes great pride in actively managing its environmental systems, including both its stormwater and wastewater facilities, that treat water to ensure the Port's environmental footprint remains small.

"Maintaining and improving our water treatment facilities allows the Port to handle a wide variety of cargo, while maintaining our beautiful waterfront," said Environmental Field Manager Sean Kelly.

Wastewater, which is water contained and collected during a cargo operation, is pumped to a settling pond capable of holding up to 1.5 million gallons. Debris and contaminants in the water settle to the bottom of the pond allowing water to move to a treatment facility for further processing. The water is then discharged to Three Rivers Regional Wastewater Treatment Plant.

These are just two of the nine actively managed water treatment systems at the Port. Through multiple permits, including wastewater and stormwater permits, the Washington State Department of Ecology regulates environmental expectations to ensure operations are sustainable and reflective of the Port's commitment to the natural environment. 🌱



Sean Kelly has worked for the Port since 2011.

EMPLOYEE SPOTLIGHT: SEAN KELLY, ENVIRONMENTAL FIELD MANAGER

What does Earth Day mean to you?

Every day is Earth Day when you're working in this capacity. I think it's a wonderful way to remind people of the beauty and fragility of our region.

What's the best part about being an Environmental Field Manager?

Maintaining the air quality around the Port, as well as wastewater and stormwater systems, means my office is outside. I definitely prefer that over sitting at a desk all day!

What is one thing you want the community to know about the Port's environmental department?

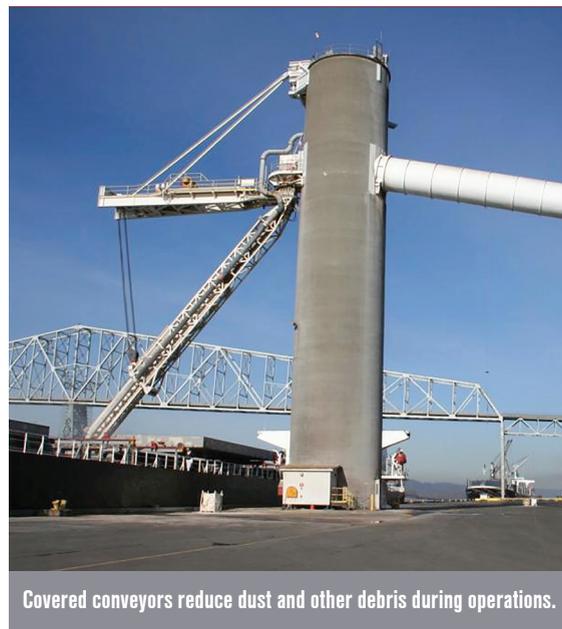
The environmental department wears two hats. We're working as environmental stewards to keep the Port green through compliance with environmental regulations, while also ensuring the Port continues to generate economic benefits for our community. 🌱

WILLOW GROVE PARK UPDATE

As part of the ongoing effort to improve Willow Grove Park, the Port is seeking a Willow Grove Park Host. To apply for this volunteer position and to learn more, visit www.portoflongview.com/community or stop by our office to pick up an application.

Applicants must be at least 21 years of age and pass a background check. 🌱

WASHINGTON'S WORKING PORT



Covered conveyors reduce dust and other debris during operations.

THE ENVIRONMENTAL WAY

The Columbia River is the Port of Longview's lifeblood and the responsibility of managing the Port's environmental ties to the river lies with the Port's environmental team. The Port employs an entire department that works to ensure that we are good stewards of the environment.

"Maintaining the quality of the Columbia River is a top priority at the Port," said Environmental Manager Lisa Willis. "We take proactive steps every day to ensure our waterways remain healthy for both our community and business partners."

With diverse cargos at the Port, the environmental team works closely with our operations department to develop cargo handling plans prior to each vessel. These plans outline environmental measures necessary during cargo handling and ensure proper clean up to protect our natural resources. 🌱

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PORT TALK

— PORT OF LONGVIEW NEWSLETTER —



The Port of Longview signage hanging proudly in 1955.

WORKING WITH OUR COMMUNITY, FOR OUR COMMUNITY

The Port of Longview has been a hub for international trade for nearly 100 years. Although we have gone through a lot of changes and modernizations, stimulating the local economy has always been our primary purpose.

To operate the Port, the Port and businesses that work with us hire local workers and make local purchases from companies in our community. Through local purchases, the Port of Longview is boosting local business and fueling our economy.

With one in ten local jobs related to Port operations, it's likely you know many people who contribute to the Port's success. Know anyone who works at Wood's Logging Supply, Wilcox and Flegel or Superior Tire Service? With a list of local vendors several pages long, there's no doubt you likely know someone working with or for the Port of Longview.

Local businesses benefit from a busy Port and so do their employees. When money is spent, it doesn't just disappear. It turns into paychecks and is spent over and over again in our community to buy groceries, dinners out, school supplies and haircuts. It's a ripple effect felt throughout our community and it benefits our local economy daily.

"Ports were established by the state for the economic benefit of our community," said Communications Associate Brooke Hendrickson. "The Port of Longview is committed to being our local economic engine."

By working with local companies everyday, we are stimulating local businesses and supporting living-wage jobs that keep our community moving forward. 🇺🇸



Lori plays an essential role in finding new Port employees

EMPLOYEE SPOTLIGHT: LORI FULLER, HUMAN RESOURCES MANAGER

How long have you been employed at the Port?

I have been working at the Port of Longview since 1991. I just celebrated my 25 year anniversary last year!

What's the best part about being the Human Resources Manager?

My job allows me to have an impact on the success of the organization and the lives of the people in it. At the end of the day, I get to go home feeling like I've accomplished something.

I get to meet and work with people who are genuinely excited to be a part of the Port of Longview. It is rewarding to be able to engage with employees and watch them grow throughout their career at the Port. 🇺🇸

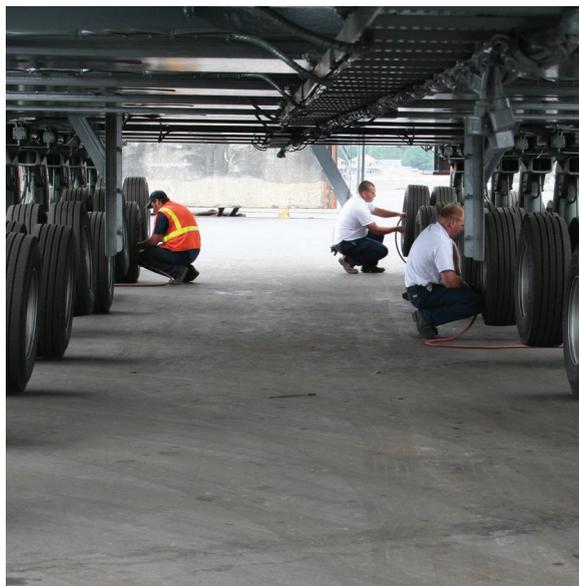
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Applicants must be at least 21 years of age and pass a background check. 🇺🇸

WASHINGTON'S WORKING PORT



A local crew maintaining all 88 tires on one of the Ports harbor cranes

PORT OPERATIONS RELY ON LOCAL BUSINESSES

The Port of Longview's business impacts reach far beyond the docks. Local businesses are an integral part of the Port's day-to-day operations, supplying the goods and services that keep cargo moving.

For example, the Port of Longview owns two mobile harbor cranes that require significant maintenance. Just one of the cranes has a 3,500 gallon fuel tank and 88 rubber tires, both of which are provided by local businesses, and that's just for one crane. The Port owns and operates nearly a hundred pieces of rolling stock, all with similar maintenance needs.

From safety supplies to nuts and bolts—and everything in between—the Port of Longview relies on local businesses every day to uphold its title as Washington's Working Port. 🇺🇸

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PORT TALK

— PORT OF LONGVIEW NEWSLETTER —



Dan works in the External Affairs office at the Port.

EMPLOYEE SPOTLIGHT: DAN POLACEK, COMMUNICATIONS COORDINATOR

How long have you been employed at the Port?

I started working for the Port in 2001 and will be celebrating my 17th year as a Port employee in January.

What's your favorite part of our Port Tour Series?

The best thing, without a doubt, is hearing the feedback from community members who have never been to the Port. I think we on staff sometimes forget just how expansive the Port's footprint is, and that's what most people seem to take away from a tour at the Port.

What do you hope people take away from the Tour experience?

We always hope that our guests learn a lot about what the Port means to the community from an economic standpoint, but we also want them to have a good time and to walk away feeling as proud as we do working at the Port of Longview. 🍷

WILLOW GROVE PARK UPDATE

Interested in hosting an event at Willow Grove Park? Willow Grove is a great place for reunions, family gatherings and birthdays. To host an event of more than 50 people or to reserve a specific area of the Park, please view the Park Event Policy online at www.portoflongview.com, or contact the Port of Longview at 360.425.3305 for further coordination. 🍷

WASHINGTON'S WORKING PORT



All aboard! The Port of Longview is excited to continue its tradition of the Summer Tour Series.

SUMMER TOUR SERIES RETURNS FOR A FOURTH YEAR!

Grab some sunglasses and take a seat on the bus, it's that time of year again – the Summer Tour Series is just around the corner!

Returning for the fourth consecutive year, the Port of Longview is hosting its always popular community tours to give participants a firsthand look at the docks, facilities and equipment that make the Port the economic engine it is today.

As an economic cornerstone of our community, we think it is crucial that each citizen have the opportunity to see the Port in action and get a crash course of the Port's nearly 100-year history. We're proud of the work we do here, and our Summer Tour Series gives the public the perfect opportunity to see its tax dollars at work.

Port operations are ever-changing, and every year offers a new opportunity for the public to see a new perspective

of their Port. From cargo handling, to what it means to be Washington's Working Port, to how we compete globally to achieve local benefits, you'll learn it all at our Port Tours!

"This year's Summer Tour Series promises to be our biggest and best yet. Don't miss out on your chance to participate!"

- Brooke Hendrickson, Communications Associate

We offer four dates to accommodate newcomers, as well as those returning for another year of Port fun! Community members will have the option to choose one of eight different tours, ranging in time throughout the day and evening, so everyone can participate!

With nearly 200 people consistently signing up for tours each year, don't delay, sign up online to reserve your seat! 🍷



Port Tours offer the perfect combination of history and industry.

REGISTRATION OPENS JUNE 15!

To register for a Port Tour visit www.portoflongview.com. You will have the option of eight different tours. Choose which date and time works best for you, complete the form and click submit! We'll take care of the rest!

Tour Dates:

- Saturday, July 15th • 10am and 2pm
- Monday, July 17th • 10am and 2pm
- Tuesday, July 18th • 10am and 2pm
- Wednesday, July 19th • 2pm and 6pm

More Information:

- Each of the eight scheduled tours is limited to 30 people
- Children under 18 must be accompanied by an adult
- Groups of 8 or more, please call for special arrangements

Questions? Call Brooke at 360.703.0256 or email bhendrickson@portoflongview.com. 🍷

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PORT TALK

—PORT OF LONGVIEW NEWSLETTER—



Brooke Hendrickson celebrating a maiden voyage.

EMPLOYEE SPOTLIGHT: BROOKE HENDRICKSON, COMMUNICATIONS ASSOCIATE

Where do you see the Park in five years?

In five years, I see the Park being the most popular park in Cowlitz County. Willow Grove has something to offer people of all ages and will only continue to grow and attract new visitors.

What is your favorite feature of Willow Grove Park?

My favorite feature at Willow Grove Park is its location. Having direct access to the Columbia River is a great privilege. Add to that the ability to watch huge vessels moving down the river, and I think we've hit the jackpot.

What is one thing you want the community to know about the Park?

The Park is managed and maintained for the community. Every investment at Willow Grove Park is an investment in improving the quality of place. 🇺🇸

DID YOU KNOW...

- Willow Grove Park is 75 acres, including 15 acres of Columbia River beach?
- The purchase of Willow Grove Park marks the first time in the Port's 95-year history that we've owned and operated a park?

WASHINGTON'S WORKING PORT



The Port is excited to continue making improvements to Willow Grove Park for the local community.

HERE'S HOPING FOR A LONG SUMMER AT THE PARK!

Ideally, we would have experienced a lot more warm weather at this point in the year, so we could enjoy the beautiful outdoors. The Port of Longview is not giving up hope on the notoriously late sunshine that Washington grants us and has been working hard to improve and beautify Willow Grove Park so we can be ready when it arrives.

Last year, the Port officially took over management of the Park and Boat Launch from Cowlitz County and immediately began improvements on bathroom facilities, picnic shelters and roadways. A Park Host was established and put into place, acting as Port liaison to those who visit the park. Most recently, new and improved playground equipment was purchased and installed in early June.

"A lot of time and hard work has gone into improving the Park to make it as great as we possibly can for our community," said the Port's Director of Facilities and Engineering Bill Burton. "It

is part of the Port of Longview's mission to improve waterfront access to the community and we are doing just that with Willow Grove Park."

The Park is open every day from sunrise to sunset and offers something for everyone to enjoy during the summer months. Multiple fire rings, picnic areas and barbecues are available for public use during Park hours. Additionally, the recently dredged Willow Grove Boat Launch is as popular as ever - now providing a safe and easy way to launch boats into the river.

Willow Grove is the perfect place to enjoy a warm day while getting a front row view of cargo vessels headed to the Port of Longview!

Here's hoping for a long summer at the Park! 🇺🇸



Park policies allow for the public and wildlife to enjoy the Park.

SUMMER EVENTS ON THE RIVER

Are you interested in hosting an event at Willow Grove Park as we approach the warm months of summer? We'd love to have you!

Willow Grove is a great place to host family reunions, family gatherings, birthdays, anniversaries and other celebrations! With plenty of space to reserve, as well as public picnic areas, barbeque pits and brand new playground equipment, Willow Grove Park offers something for everyone.

If your guest list exceeds 50 people, or if you are interested in reserving a specific area of the Park, call us at the Port offices or view the Park Event Policy at www.portoflongview.com at least 30 days prior to your event.

Reservations for the Park can be made at www.portoflongview.com, from there you can focus on planning your event and having a great time at the Park! 🇺🇸

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—PORT OF LONGVIEW NEWSLETTER—



Laurie has been with the Port since 2008.

EMPLOYEE SPOTLIGHT: LAURIE NELSON-COOLEY, MANAGER OF BUSINESS DEVELOPMENT

What aspect of your job do you think people would find most surprising?

Building relationships with our business partners, customers and potential customers is one of the most important aspects of my job. They all need to know they can trust our team to be an integral part of their logistic chain.

Your position requires frequent traveling, where is your favorite place you've visited for business?

Business travel is not as exciting as most people think, but if I had to choose - Houston, Texas, is my favorite. I can best utilize my time by seeing multiple important decision makers all in the same city.

If I had to choose based on beauty of the landscape, it would be Sydney, Vancouver BC, Huntington Beach CA, Shanghai or Amsterdam. We have business partners in all of these amazing places! 🇺🇸

DID YOU KNOW...

- ...817 jobs are generated directly by activity at the Port of Longview's marine terminals?
- ...the Columbia River is the #1 West Coast bulk mineral export gateway, the #1 US wheat export gateway and the #1 West Coast timber export gateway?

WASHINGTON'S WORKING PORT



BP and the Port of Longview have a unique partnership spanning four decades.

PORT CELEBRATES 35 YEARS WITH BRITISH PETROLEUM

The year was 1982.

The Port of Longview had already been in operation for 61 years and owned a mere 186 of its current 835 acres. Seven of the Port's nine berths made up the waterfront. You could purchase a new home for \$82,200 and the average cost for a gallon of gas was \$.91.

Importantly at the Port, 1982 marked the year the Port of Longview signed BP as a new tenant at Berth 5. The Port and BP, formally known as British Petroleum, began expansion of the facility.

BP's primary operation at the Port is exporting calcined petroleum coke, a by-product of oil refining, used in the aluminum smelting industry. Occasionally, different grades of this cargo are shipped to the Port of Longview and blended with other grades of the cargo to meet customer needs before being exported. More commonly,

operations at Berth 5 consist of non-blended calcined coke being exported to countries around the world.

BP is able to execute their operations from the Port of Longview without having a single boot on the ground. The entire facility is maintained and operated by a steady labor force of building trades and ILWU on behalf of BP.

This is one of the longest partnerships the Port has had with a customer. In 2016 alone, BP moved more than 800,000 metric tons of cargo across the docks, creating jobs for the community and diversifying the Port's cargo portfolio simultaneously.

As BP continues to operate at Berth 5 the local community will benefit from their productivity. 🇺🇸



Port staff guides tour delegates through our expansive facility.

ANOTHER GREAT YEAR OF TOURS

For a fourth consecutive year, the Port of Longview Summer Tour Series yielded record crowds. More than 200 community members signed up for a unique, behind the scenes look at Washington's Working Port.

Our Summer Tour Series was designed not only to showcase our facility and talented staff, but to educate our community on the important role the Port of Longview plays in the regional economy.

The Tours offer an up-close look at operations on the dock, as well provide plenty of time for community members to ask questions to really understand the Port's role in the community.

"Having only lived in the area for two years, it was great to learn about all the Port does and the vital role it plays in our community," said one tour attendee.

2018 tour dates will be announced soon, stay tuned! 🇺🇸

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Bob Bagaason / District 3

CHIEF EXECUTIVE OFFICER

Norm Krehbiel

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PORT TALK

— PORT OF LONGVIEW NEWSLETTER —



The Port of Longview's Willow Grove Boat Launch

TOP 5 TIPS TO STAY SAFE ON THE RIVER

Life Jackets: Before boating, be sure that all life jackets are in good shape, fit properly and are stowed in an easily accessible location.

Stay Sober: Operating a boat under the influence of intoxicants is illegal and dangerous, putting passengers and everyone else on the river at risk.

Marine Radio: Investing in a good marine radio is a very smart purchase. Cell phones should never be used as the primary form of communication on a vessel. The reception in some areas of the river may be poor or non-existent and precious time could be lost if an emergency arises.

Situational Awareness: Be aware of your surroundings at all times. Listen to weather forecasts. Know the limitations of your vessel. Most recreational vessels are not equipped to handle strong currents and can be overcome fairly easily.

File a Float Plan: Let a friend or family member know where you're going, when you plan to return and what to do in an emergency. 📍

DID YOU KNOW...

- ...a typical cargo ship visiting the Port of Longview can take up to a full mile to come to a stop when fully-loaded? Commercial vessels have to maintain a reasonable speed to effectively navigate the river's tides and flow.
- ...the Columbia River is measured in miles from the mouth at Astoria? The Port of Longview is located at river mile 66.

WASHINGTON'S WORKING PORT



Fishermen and women await their catch on the Columbia River

NAVIGATING THE COLUMBIA RIVER, 365 DAYS A YEAR.

Most often when we think of a pilot we think of an airplane, but not on the Columbia River. Its complex jetty system and navigation channel require cargo vessels to use both bar pilots and river pilots with high-level expertise for safe navigation in our waterway.

For vessels entering the river, a bar pilot boards the vessel several miles out into the ocean by boat or helicopter. He or she then uses their experience to maneuver the ship through shallow water and a series of jetties into the river's navigation channel. Once safely inside the bar, the bar pilot trades places with a river pilot who will navigate the vessel to its port of destination.

River pilots are charged with knowing the 600 foot wide and 43 foot deep navigation channel like the back of their hand. Each bend in the river, shallow or rocky area, island, bridge and navigation danger is on their radar as they guide more than a thousand ships along the river each year.

For vessels departing the river, the process works in reverse by starting with a river pilot at the port it's departing from.

"What a lot of people don't realize is the navigation channel for vessels is extremely narrow," said Norm Krehbiel, CEO of the Port of Longview. "The river is monitored very closely at all times to determine the safest route possible to access ports down river. Without river and bar pilots there would be no navigating it."

Vessels navigate the Columbia River 24 hours a day, 365 days a year and in all weather conditions, making bar and river pilots an essential part of the journey.

More information on river pilots can be found at www.columbiariverbarpilots.com and www.colrip.com. 📍



A vessel approaches the Port of Longview

MAKE WAY FOR CARGO VESSELS

One of the most important rules on the Columbia River is Rule 9 in the US Coast Guard's Navigation Rules of the Road, known as the Make Way Rule.

Designed to move recreational boats out of harm's way when cargo vessels are approaching, this rule also ensures ships have enough room to navigate the shipping channel in and out of our region's ports. The US Coast Guard actively enforces the Make Way Rule, violations of which can result in hefty fines.

"Anyone planning to navigate on any waterway, particularly one in which you are likely to encounter commercial traffic, needs to know the rules of navigation before venturing out," said Capt. Paul Amos of the Columbia River Pilots.

The Navigation Rules of the Road for Waterways are published by the U.S. Coast Guard and can be found online. 📍

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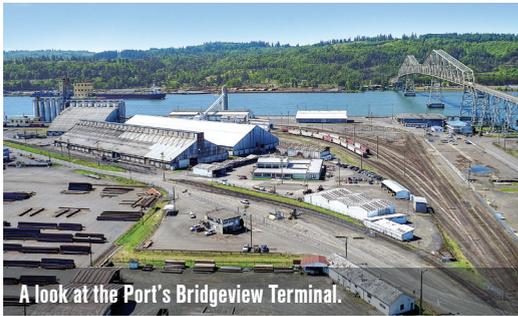
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PORT TALK

— PORT OF LONGVIEW NEWSLETTER —



5 MAJOR PROJECTS IN 2017 AT THE PORT

Berth 4 Redevelopment: Constructed in the 1920's, the former Continental Grain Terminal is ready for a second chance at economic development. To date, the former dock has been removed and replaced and a construction material study is underway to establish the demolition plan.

Bridgeview Terminal: In the fall of 2017, the Port of Longview began seeking companies interested in operating Bridgeview Terminal. The Port selected a successful proposal and is now in negotiations with International Raw Materials.

Willow Grove: The Port has invested significant time and resources into revitalizing the Willow Grove Park and Boat Launch and have continuing plans to improve this local gem.

Expanding Rail: Growing demands have spurred the Port to make significant rail investments. Plans are underway to expand the existing Industrial Rail Corridor so it can continue to provide uninterrupted rail access between the Port and the mainline.

Maintaining Equipment: The Port has more than 200 pieces of rolling stock and conveyors that it uses to move cargo daily. It is essential that equipment is maintained and ready to roll to keep business moving. 🚚

DID YOU KNOW...

- ...That warehouse 8, which the Port still uses for cargo storage, was one of the original buildings of the Long Bell Lumber Company from the early 1900's?
- ... It costs approximately \$40,000 to replace a set of tires on each of the six log stackers the Port owns?

WASHINGTON'S WORKING PORT



IMPROVEMENTS MADE FOR THE GOOD OF THE COMMUNITY

The Port of Longview is constantly in competition with neighboring ports to attract cargo from all over the globe. No port is immune to the changing needs of a customer. Now, it's more important than ever to have strong, reliable infrastructure to attract cargo that will secure jobs and economic benefits for our community.

Infrastructure is paramount to customers deciding where to land their business. Customers are looking for a port that can efficiently and safely discharge their cargo and get it to its destination as quickly as possible. This means looking at infrastructure such as rail, available equipment and storage options that will best accommodate their cargo needs.

The Port of Longview has these features and more, making it an appealing destination for customer's cargo. However, competing ports also have strong features, making the West Coast one of the most competitive markets for cargo movement.

In order to edge out competitors and bring economic benefits to the community, we must constantly make improvements. Each and every investment made at the Port is done for the direct benefit of local citizens.

"If we are not moving forward and making improvements, then we are moving backward," said Commission President Doug Averett. "Customers can take their business wherever they choose. We want them to choose the Port of Longview. We want the jobs. We want the economic benefits for our community."

The Port of Longview works hard to attract cargo from around the world to benefit our local community. Improvements to infrastructure and the acquisition of equipment play a vital role in attracting new customers to our area. 🚚



WORKING ON THE RAILROAD FOR LOCAL ECONOMIC BENEFITS

The Port of Longview is in the process of expanding its Industrial Rail Corridor (IRC) from two tracks to nine tracks. This additional capacity will allow trains to move simultaneously, add storage for two unit trains on the side tracks and accommodate the growing length of unit trains.

By adding extra capacity to the IRC, customers will be able to move their cargo in and out of the Port more efficiently than ever before. This expansion will give the Port of Longview a competitive advantage over neighboring ports.

The Port of Longview's key transportation connections to the deep-draft Columbia River shipping channel, mainline rail and Interstate 5 have played a vital role in attracting new customers and stimulating economic benefits for our community. 🚚

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PORT TALK

—PORT OF LONGVIEW NEWSLETTER—



EGT is located at berth 9 at the Port of Longview.

5 AGRICULTURAL PRODUCTS AT THE PORT

Soybeans: This commodity is a popular agricultural product exported by EGT. Originating in the Midwest, it is regularly exported to Asian countries.

Corn: Several different grades of this important crop are exported to Asian countries and used for both livestock feed and human consumption.

Wheat: Like soybeans and corn, wheat (in its many different varieties and grades) is regularly brought in from Washington, Montana and the Dakotas and exported through EGT.

Potash: This fertilizer is exported from the new Bridgeview Terminal to Australia, Japan and China.

Soda Ash: Soda ash is a component in fertilizer, and is also used in manufacturing soap, detergents and glass. This cargo is frequently exported to countries around the Pacific Rim. 🇺🇸

DID YOU KNOW...

- ...EGT was the first grain terminal built in the United States since 1983? The Port of Longview spent three years laying the groundwork for the new facility.
- ...EGT is able to unload 120,000 bushels (1 bushel = 149 cups) of grain per hour, unloading a 110-car train in less than 5 hours?
- ...EGT moved more than 6 million metric tons of cargo in 2016? That is the most cargo the facility has moved since coming on-line in 2011.

WASHINGTON'S WORKING PORT



EGT exports millions of metric tons of grains every year - ranging from wheat to corn to soybeans.

LINKING AMERICAN FARMERS TO THE PACIFIC RIM

The Port of Longview is home to EGT, the state of the art export grain terminal that came on-line in 2012. With the capacity to handle more than 8 million metric tons annually, EGT is the most efficient grain terminal in the United States and plays a key role linking farmers to families around the Pacific Rim.

Think of it this way, grain is grown in fields across the Midwest. Once autumn rolls around, the grain is harvested and loaded onto barges and trains bound for EGT. From there, the corn is stored in silos before being transferred by conveyors onto vessels bound for countries all around the Pacific Rim. When the vessel arrives at its destination, the grain is offloaded and eventually finds its way to families who can then use the grain as food or livestock feed.

EGT and the Port of Longview play a crucial role in exporting grain to the Pacific Rim. Grains such as soybeans, corn and wheat are constantly exported through EGT to major trading

partners and is essential in maintaining connections with top trading partners - like China, Korea, Japan and the Philippines.

There are seven grain export terminals located on the Columbia River that annually export 26.5 million metric tons of grain combined. This makes the River the third largest grain export corridor in the world, behind the Mississippi River and the Parana River in South America. Each year, grain exports on the Columbia River increase, connecting more and more farmers to the rest of the world.

The perfect combination of the Columbia River's connectivity to the world, the Port of Longview's location on the River and a state of the art grain export facility, makes great impacts linking farmers to families. We are thankful for our location, transportation connections and relationship with EGT, which makes the Port of Longview a hub for grain exports around the world. 🇺🇸

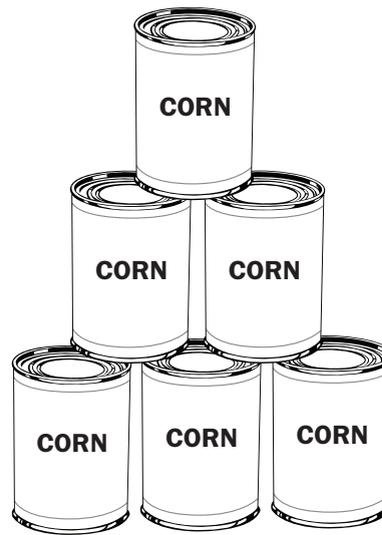
CONVERTING CARGO TO CANS

Picture this - you walk into a store and see rows and rows of standard, 15 oz cans of corn. You look to your left and then to your right and realize it is more cans of corn than you could possibly fathom.

While EGT primarily exports corn for animal feed, today we're imagining that they export cans of corn for a grocery shelf. Last year, the Export Grain Terminal exported approximately 2.4 million metric tons of corn. After some conversions, that is the equivalent to 5.7 BILLION cans of corn.

It's hard to imagine one billion cans, let alone five billion, but this just shows the massive amounts of cargo moving across EGT's docks every year. Including corn, wheat and soybean exports, EGT moved more than 6 million metric tons of cargo in 2016!

Now that's a lot of grain! 🇺🇸



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PORT TALK

— PORT OF LONGVIEW NEWSLETTER —



177' wind blades being discharged in 2017.

5 HIGHLIGHTS OF 2017

Inks Bridgeview Lease: In October, the Port of Longview and International Raw Materials signed a lease for Bridgeview Terminal (Berths 1 and 2) to export bulk mineral products, like pot ash and soda ash.

Recipient of Three National Awards: The Port received three national communication awards for community engagement projects.

Increased Port Tour Attendance: For the fourth consecutive year, the Port's Summer Tour Series saw a significant increase in attendance.

Largest Wind Blade Operation: In April, the Port of Longview discharged 177' wind turbines, the longest turbines handled at the Port since beginning to handle wind cargo in 2003.

New and Improved Website: This year, we launched a new and improved Port of Longview website.

DID YOU KNOW...

- ...Infrastructure improvements aren't limited to just docks and roads? Ports can invest in improvements to rail infrastructure or industrial parks if the Port is affiliated with them.
- ... Ports were initially authorized to collect \$2 for every \$1,000 of assessed value on taxable property due to the Washington State 1911 Port District Act? The Legislature has since reduced the rate at which a port district may levy taxes to \$0.45 cents per \$1,000 of a home's assessed value.

WASHINGTON'S WORKING PORT



The former Continental Grain Terminal is slated for demolition to make room for future developments.

A LOOK AT MAJOR INFRASTRUCTURE PROGRESS IN 2017

It has been a busy year for the Port of Longview. Great progress has been made through prioritizing infrastructure projects that will benefit the community both economically and recreationally. From expanding the rail corridor to improving a community park, the Port of Longview has emphasized growth throughout 2017.

This year, the Port conducted studies to inform key decisions on the expansion of the Industrial Rail Corridor (IRC), including the design of the track and environmental investigation to guide the development of project permitting documents. The expansion project includes adding seven additional tracks to the system, bringing the IRC to a total of nine tracks, in an effort to draw new customers to the Port docks in future years.

The Port also saw great progress toward plans to demolish the decommissioned Continental Grain Terminal silos, focusing on completing environmental studies intended to determine the

construction materials used to build the historic silos. Once the studies are completed, demolition of the silos will be scheduled.

To bring increased recreational benefits to the community, the Port prioritized the procurement and installation of new playground equipment at Willow Grove Park. The equipment is commercial grade and can safely accommodate large numbers of children at once, providing a safe place for families to spend time near the waterfront. Additionally, restroom facilities have been improved and new picnic areas have been constructed at the Park.

Overall, the Port of Longview saw significant progress toward long-term infrastructure projects this year. 2018 will see the continuation of these projects, focusing on expansion and improvements to bring increased economic growth to our community. 🍷

SUCCESS SHARED THROUGH TAX REDUCTION

2017 was filled with momentum gained on key projects at the Port of Longview. As a result, the Board of Commissioners unanimously voted to lower the Ports overall tax collection.

Reducing the tax collection by 20% for the second year in a row, citizens of the Port District can anticipate a tax of \$0.26 per \$1,000 of assessed value - down from \$0.34 in 2017. This is a significant reduction compared to the legally allowable \$0.45 per \$1,000 assessed. The Port of Longview will collect approximately \$2 million dollars in taxes in 2018. Compared to other ports on the Columbia River, the Port of Longview is collecting far less taxes while working hard to remain competitive.

The Washington State 1911 Port District Act, which authorized citizens to form port districts, also authorized a tax levy to finance port investments. 🍷

PORT TAXES AT A GLANCE

	Cents / \$1,000	Total Collected
Port of Seattle	\$0.16	\$72 M
Port of Tacoma	\$0.18	\$18.6 M
Port of Vancouver	\$0.22	\$9.9 M
Port of Olympia	\$0.19	\$6.2 M
Port of Everett	\$0.29	\$4.7 M
Port of Grays Harbor	\$0.42	\$2.5 M
Port of Longview	\$0.26	\$2.1 M

> Above figures drawn from 2018 budgets.

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