

**Economic Development Informational Meeting**  
**Tuesday, January 25, 2022 @ 12:00 PM to 1:15 PM**  
**(GoToMeeting – Access Information below)**

**Economic Development Informational Meeting (EDIM) are updates on the Port's implementation of its economic development plan. No business or official action will be taken by the Port Commissioners.**

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1. Pledge of Allegiance – 12:00 PM
2. Welcome & Introductions
3. Results of 2021 Economic Development Plan *(Separate Attachment)*
4. Review DRAFT 2022 Economic Development Plan *(Separate Attachment)*
5. **2022 Economic Development Plan**
  - A. **Small Business Development**
    - Walla Walla Small Business Development Center – Paul Bowen, SBDC Advisor
    - Update on the WW Micro-Business Assistance Program – Mercy Corp – Cinthya Montero, Program Manager
  - B. **Economic Profiling**
    - Economic Monthly Indicators *(Separate Attachment)*
  - C. **Existing Business Retention/Expansion**
    - Presentation – Superintendent Wade Smith, Walla Walla Public Schools – School District Update
    - Presentation – Kathryn Witherington, Downtown WW Foundation - Best Places for Working Families Initiative
    - Update on Alaska Airline – 2021 Annual Airline Passenger Numbers *(Exhibit 1)* & Flight Schedule *(Exhibit 2)*
  - D. **Business Recruitment/Marketing & Advertising**
    - Update on Recent and/or New Business Leads *(Exhibit 3)*
      - Project Intermodal – Railex Facility – Dodd Road Industrial Park – Tiger Cool Express - Due Diligence Period
      - Project V-Pipe - MFG of ABS-DWV Fittings, Poly & PVC Pipe – Walla Walla
      - Project Sunshine – MFG Transparent Solar Technology Parts - Wallula Gap Business Park
      - Project Markel – Physician Clinic - Burbank Business Park
      - Project Homer – Value-Added Beef Products - Dodd Road Industrial Park
    - Update on Previous Business Leads
      - Project Ryan – Food Distribution Company - Burbank Business Park
      - Project Earth – Lithium Battery MFG – Wallula Gap Business Park
      - Project Eclipse – Solar Cell, Wafer & Ingot MFG – Wallula Gap Business Park
  - E. **Site & Infrastructure**
    - Update - US Highway 12 – Phases 7 & 8
    - Update on Port Broadband Construction Project
    - Review of the .09 Economic Development Sales Tax Fund (EDSTF) Account *(Exhibit 4)*
  - F. **Economic Development Advocacy**
    - 2022 State Legislative Priorities *(Exhibit 5)* and Federal Legislative Priorities *(Exhibit 6)*
    - Other Economic Development Organization Reports - City of Walla Walla, City of College Place, County of Walla Walla, Walla Walla Chamber of Commerce, School Districts, Visit Walla Walla, Downtown Walla Walla Foundation & Walla Walla Valley Wine Alliance

**Next EDIM is scheduled for Tuesday, March 22, 2022. Port staff will keep EDIM participants informed if there are any changes to the meeting format.**

WALLA WALLA REGIONAL AIRPORT  
LOAD FACTORS

Year 2021: Outbound (Walla Walla to Seattle)

Flight #	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	2021 YTD	2020 Dec	2019 Dec	2020 Year End	2019 Year End	2018 Year End	2017 Year End	2016 Year End	2015 Year End
#2087 - 6:00 AM	39.98%	42.38%	59.04%	72.28%	80.52%	84.82%	85.75%	86.01%	85.21%	90.92%	89.81%	85.89%	75.56%	42.40%	90.54%	44.22%	80.47%	80.33%	80.83%	81.99%	85.75%
Rev Pass.	942	773	1,346	1,593	1,897	1,934	1,955	1,961	1,878	2,142	1,843	1,893	20,157	870	1,789	10,990	21,099				
No. of Flights	31	24	30	29	31	30	30	30	29	31	27	29	351	27	26	327	345	355	333		
#2047 - 1:10 PM	26.97%	38.63%	52.63%	60.44%	71.48%	81.10%	81.15%	79.84%	74.43%	80.79%	85.82%	88.86%	68.40%	34.56%	93.51%	42.52%	80.01%	79.61%	79.67%	68.36%	75.52%
Rev Pass.	615	734	1,200	1,378	1,684	1,849	1,912	1,881	1,697	1,228	1,761	1,891	17,830	683	2,061	7,529	21,464				
No. of Flights	30	25	30	30	31	30	31	31	30	20	27	28	343	26	29	233	353	354	347		
#2009 5:20 PM	0.00%	0.00%	0.00%	0.00%	41.23%	41.45%	0.00%	0.00%	33.81%	33.33%	0.00%	0.00%	38.58%	0.00%	77.38%	23.31%	54.75%	56.20%	63.58%	59.24%	0.00%
Rev Pass.	0	0	0	0	376	504	0	0	334	76	0	0	1,290	0	941	124	6,866				
No. of Flights	0	0	0	0	12	16	0	0	13	3	0	0	44	0	16	7	165	186	204		
Average	33.58%	40.47%	55.83%	66.26%	70.36%	74.22%	83.41%	82.87%	71.44%	83.97%	87.82%	87.35%	70.03%	38.56%	88.79%	43.26%	75.36%	73.38%	74.69%	71.18%	80.64%

12/2021 Cancel	Reason	12/2020 Cancel	Reason
2	Wthr.	4	Wthr.

3	(2) Wthr. (1) Other	5	Wthr.
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Year 2021: Inbound (Seattle to Walla Walla)

Flight #	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	2021 YTD	2020 Dec	2019 Dec	2020 Year End	2019 Year End	2018 Year End	2017 Year End	2016 Year End	2015 Year End
#2096 - 12:30 PM	37.37%	41.30%	60.99%	71.62%	75.68%	83.73%	83.79%	90.70%	81.89%	89.47%	88.16%	88.86%	74.37%	37.04%	85.21%	48.54%	80.35%	71.39%	73.33%	66.00%	84.66%
Rev Pass.	852	816	1,437	1,633	1,783	1,909	1,974	2,137	1,867	1,360	1,876	2,026	19,670	732	1,878	8,595	21,372				
No. of Flights	30	26	31	30	31	30	31	31	30	20	28	30	348	26	29	233	350	345	343		
#2020 4:35 PM	0.00%	0.00%	0.00%	0.00%	64.58%	61.18%	0.00%	0.00%	73.48%	72.81%	0.00%	0.00%	66.54%	0.00%	75.86%	31.06%	76.88%	80.08%	83.83%	84.31%	0.00%
Rev Pass.	0	0	0	0	589	744	0	0	726	166	0	0	2,225	0	1,499	2,502	10,400				
No. of Flights	0	0	0	0	12	16	0	0	13	3	0	0	44	0	26	106	178	270	321		
#2086 - 11:30 PM	33.15%	33.28%	49.04%	58.48%	56.45%	67.19%	78.25%	78.25%	60.44%	69.95%	75.30%	76.36%	61.48%	36.74%	56.91%	43.30%	66.96%	69.00%	68.18%	67.91%	75.95%
Rev Pass.	781	607	1,118	1,289	1,330	1,532	1,784	1,784	1,332	1,648	1,488	1,567	16,260	754	692	7,601	16,945				
No. of Flights	31	24	30	29	31	30	30	30	29	31	26	27	348	27	16	231	333	267	218		
Average	35.22%	37.45%	55.11%	65.17%	65.83%	72.45%	81.06%	84.58%	71.73%	77.34%	81.97%	82.94%	67.84%	36.89%	75.41%	43.16%	74.45%	73.77%	75.11%	71.90%	80.31%

12/2021 Cancel	Reason	12/2020 Cancel	Reason
1	Wthr.	5	Wthr.

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4	(2) Wthr. (1) Other (1) Equip	4	Wthr.
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Combined Inbound/Outbound Average

Combined Average:	34.40%	38.96%	55.47%	65.71%	68.09%	73.34%	82.24%	83.73%	71.58%	80.65%	84.89%	85.15%	68.94%	37.72%	82.10%	43.21%	74.91%	73.57%	74.90%	71.54%	80.47%
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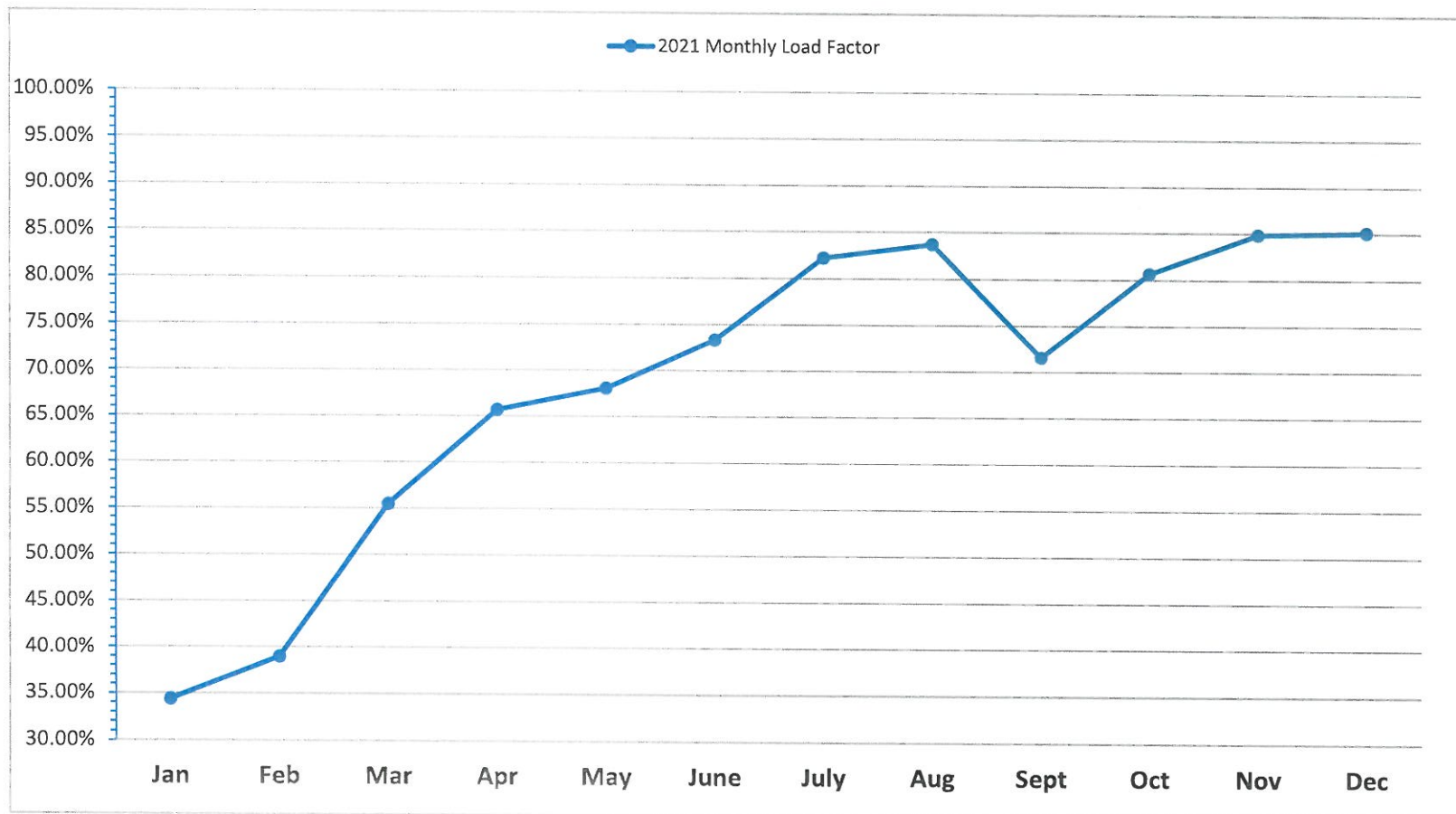
Walla Walla Regional Airport  
Monthly Passenger Enplanements (Outbound)

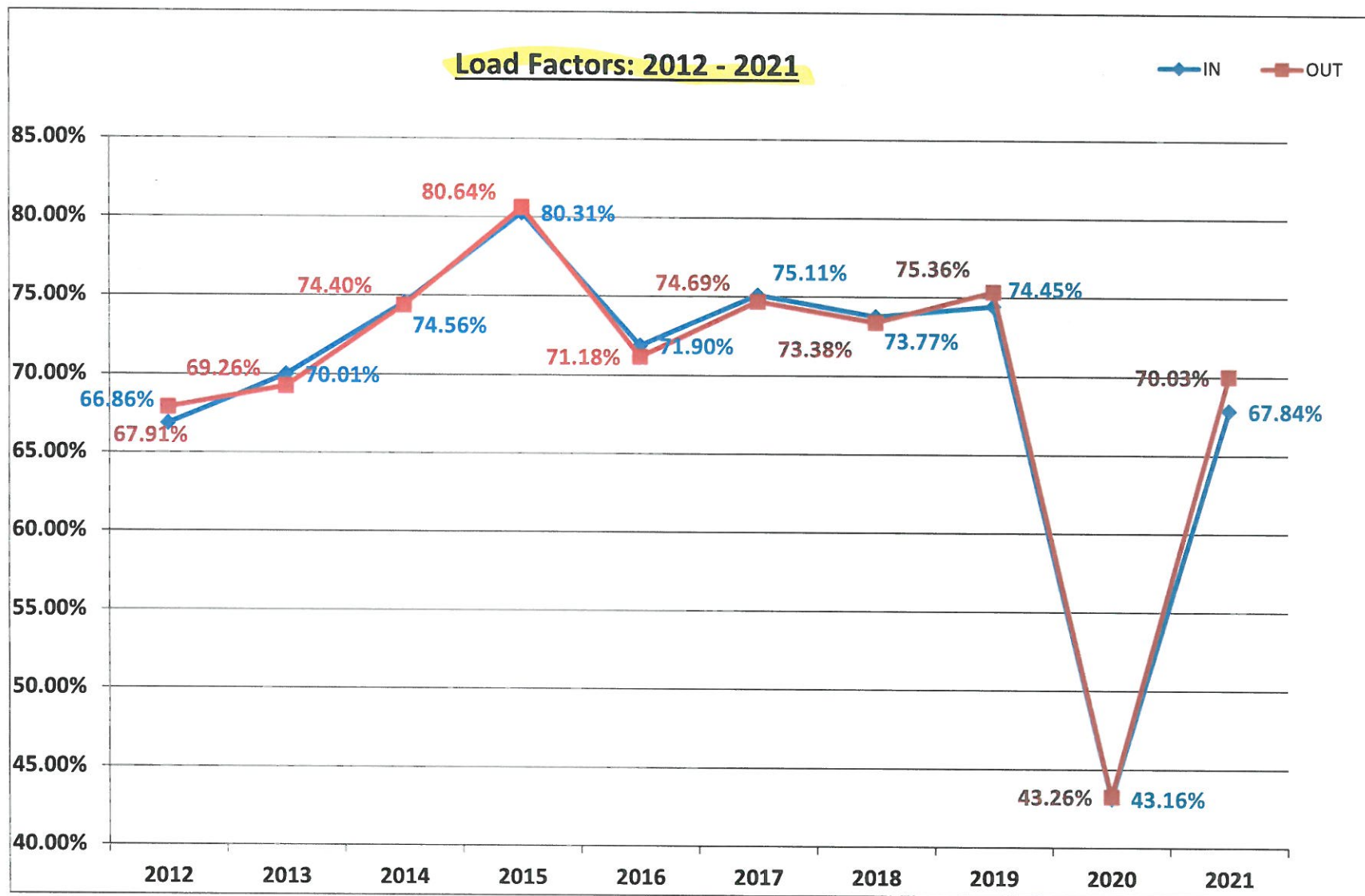
	JAN		FEB		MAR		APR		MAY		JUN		JUL		AUG		SEP		OCT		NOV		DEC	
	Rev	Non	Rev	Non	Rev	Non	Rev	Non	Rev	Non	Rev	Non	Rev	Non	Rev	Non	Rev	Non	Rev	Non	Rev	Non	Rev	Non
2008 Enplanements	2,436	114	2,530	119	2,492	92	2,360	81	2,507	76	2,438	114	2,281	116	2,216	97	2,354	87	2,513	116	2,306	117	3,149	120
2008 Y-T-D	2,436	114	4,966	233	7,458	325	9,818	406	12,325	482	14,763	596	17,044	712	19,260	809	21,614	896	24,127	1,012	26,433	1,129	29,582	1,249
2009 Enplanements	2,545	140	2,329	102	2,969	128	2,683	109	2,867	120	2,798	143	2,383	172	2,501	118	2,687	112	3,092	124	3,110	133	3,466	137
2009 Y-T-D	2,545	140	4,874	242	7,843	370	10,526	479	13,393	599	16,191	742	18,574	914	21,075	1,032	23,762	1,144	26,854	1,268	29,964	1,401	33,430	1,538
2010 Enplanements	2,179	137	1,970	106	2,575	91	2,431	98	2,649	102	2,494	106	2,090	102	2,242	119	2,379	113	2,619	122	2,642	104	2,780	92
2010 Y-T-D	2,179	137	4,149	243	6,724	334	9,155	432	11,804	534	14,298	640	16,388	742	18,630	861	21,009	974	23,628	1,096	26,270	1,200	29,050	1,292
2011 Enplanements	2,268	113	2,167	103	2,585	72	2,743	98	2,795	118	2,837	129	2,524	121	2,568	105	2,574	100	2,947	113	3,058	119	3,061	99
2011 Y-T-D	2,268	113	4,435	216	7,020	288	9,763	386	12,558	504	15,395	633	17,919	754	20,487	859	23,061	959	26,008	1,072	29,066	1,191	32,127	1,290
2012 Enplanements	2,210	111	2,189	88	2,899	108	2,690	95	2,778	103	2,625	109	2,295	95	2,328	125	2,695	101	3,049	83	2,915	96	3,152	96
2012 Y-T-D	2,210	111	4,399	199	7,298	307	9,988	402	12,766	505	15,391	614	17,686	709	20,014	834	22,709	935	25,758	1,018	28,673	1,114	31,825	1,210
2013 Enplanements	2,279	95	2,334	90	2,849	96	2,630	85	2,885	95	2,824	77	2,634	120	2,470	111	2,851	90	3,055	106	2,839	113	3,400	71
2013 Y-T-D	2,279	95	4,613	185	7,462	281	10,092	366	12,977	461	15,801	538	18,435	658	20,905	769	23,756	859	26,811	965	29,650	1,078	33,050	1,149
2014 Enplanements	2,450	100	2,441	96	3,021	97	2,874	97	2,965	97	3,270	95	2,958	113	2,909	102	3,267	85	3,338	95	3,278	84	3,501	73
2014 Y-T-D	2,450	100	4,891	196	7,912	293	10,786	390	13,751	487	17,021	582	19,979	695	22,888	797	26,155	882	29,493	977	32,771	1,061	36,272	1,134
2015 Enplanements	2,789	90	2,973	88	3,444	87	3,334	112	3,661	98	3,528	115	3,379	123	3,500	113	3,520	107	3,782	101	3,549	112	3,800	90
2015 Y-T-D	2,789	90	5,762	178	9,206	265	12,540	377	16,201	475	19,729	590	23,108	713	26,608	826	30,128	933	33,910	1,034	37,459	1,146	41,259	1,236
2016 Enplanements	3,102	97	3,041	94	3,890	106	3,938	132	4,220	142	4,567	124	3,722	144	3,973	150	4,063	144	4,615	117	4,007	116	4,284	111
2016 Y-T-D	3,102	97	6,143	191	10,033	297	13,971	429	18,191	571	22,758	695	26,480	839	30,453	989	34,516	1,133	39,131	1,250	43,138	1,366	47,422	1,477
2017 Enplanements	3,881	151	3,517	154	4,576	155	4,123	129	4,059	140	4,360	158	3,541	153	4,122	155	3,791	142	4,452	86	4,532	81	4,642	88
2017 Y-T-D	3,881	151	7,398	305	11,974	460	16,097	589	20,156	729	24,516	887	28,057	1,040	32,179	1,195	35,970	1,337	40,422	1,423	44,954	1,504	49,596	1,592
2018 Enplanements	3,940	140	3,811	124	4,765	100	4,338	93	4,629	123	4,454	116	4,249	171	3,881	105	3,526	80	3,735	91	3,862	101	4,473	94
2018 Y-T-D	3,940	140	7,751	264	12,516	364	16,854	457	21,483	580	25,937	696	30,186	867	34,067	972	37,593	1,052	41,328	1,143	45,190	1,244	49,663	1,338
2019 Enplanements	3,102	113	2,601	50	4,095	107	3,994	136	4,595	119	4,714	106	4,095	146	4,202	108	4,379	94	4,694	95	4,152	110	4,791	78
2019 Y-T-D	3,102	113	5,703	163	9,798	270	13,792	406	18,387	525	23,101	631	27,196	777	31,398	885	35,777	979	40,471	1,074	44,623	1,184	49,414	1,262
2020 Enplanements	3,545	74	3,435	92	1,763	47	116	9	356	14	773	19	938	47	1,331	89	1,340	53	1,854	67	1,664	68	1,553	57
2020 Y-T-D	3,545	74	6,980	166	8,743	213	8,859	222	9,215	236	9,988	255	10,926	302	12,257	391	13,597	444	15,451	511	17,115	579	18,668	636
2021 Enplanements	1,557	62	1,508	44	2,546	68	2,971	108	3,957	81	4,287	79	3,867	74	3,842	43	3,909	67	3,447	86	3,604	52	3,784	44
2021 Y-T-D	1,557	62	3,065	106	5,611	174	8,582	282	12,539	363	16,826	442	20,693	516	24,535	559	28,444	626	31,891	712	35,495	764	39,279	808
Mthly % Change - 20 to 21	-56.1%		-56.1%		44.4%		2461.2%		1011.5%		454.6%		312.3%		188.7%		191.7%		85.9%		116.6%		143.7%	
% Change YTD - 20 to 21	-56.1%		-56.1%		-35.8%		-3.1%		36.1%		68.5%		89.4%		100.2%		109.2%		106.4%		107.4%		110.4%	

**Walla Walla Regional Airport**  
**Monthly Passenger Deplanements (Inbound)**

	JAN		FEB		MAR		APR		MAY		JUN		JUL		AUG		SEP		OCT		NOV		DEC	
	Rev	Non	Rev	Non	Rev	Non	Rev	Non	Rev	Non	Rev	Non	Rev	Non	Rev	Non	Rev	Non	Rev	Non	Rev	Non	Rev	Non
2008 Deplanements	2,574	103	2,625	121	2,495	87	2,403	81	2,431	86	2,375	92	2,310	123	2,465	99	2,241	82	2,478	100	2,160	123	2,949	124
2008 Y-T-D	2,574	103	5,199	224	7,694	311	10,097	392	12,528	478	14,903	570	17,213	693	19,678	792	21,919	874	24,397	974	26,557	1,097	29,506	1,221
2009 Deplanements	2,786	126	2,342	110	3,041	127	2,886	147	2,725	135	2,720	151	2,569	168	2,793	118	2,584	118	3,029	113	3,317	124	3,106	122
2009 Y-T-D	2,786	126	5,128	236	8,169	363	11,055	510	13,780	645	16,500	796	19,069	964	21,862	1,082	24,446	1,200	27,475	1,313	30,792	1,437	33,898	1,559
2010 Deplanements	2,340	110	1,973	84	2,436	86	2,551	103	2,351	96	2,434	112	2,190	99	2,555	110	2,271	118	2,617	126	2,489	107	2,385	78
2010 Y-T-D	2,340	110	4,313	194	6,749	280	9,300	383	11,651	479	14,085	591	16,275	690	18,830	800	21,101	918	23,718	1,044	26,207	1,151	28,592	1,229
2011 Deplanements	2,415	91	2,214	119	2,595	82	2,760	111	2,606	111	2,795	136	2,534	113	2,842	100	2,615	101	2,825	111	2,994	118	2,807	88
2011 Y-T-D	2,415	91	4,629	210	7,224	292	9,984	403	12,590	514	15,385	650	17,919	763	20,761	863	23,376	964	26,201	1,075	29,195	1,193	32,002	1,281
2012 Deplanements	2,501	91	2,215	93	2,742	121	2,770	100	2,714	116	2,521	92	2,139	104	2,643	124	2,685	97	2,918	74	2,807	84	2,882	101
2012 Y-T-D	2,501	91	4,716	184	7,458	305	10,228	405	12,942	521	15,463	613	17,602	717	20,245	841	22,930	938	25,848	1,012	28,655	1,096	31,537	1,197
2013 Deplanements	2,470	87	2,317	89	2,875	77	2,799	97	2,920	92	2,732	75	2,625	106	2,924	109	2,740	107	3,064	80	2,765	112	3,223	73
2013 Y-T-D	2,470	87	4,787	176	7,662	253	10,461	350	13,381	442	16,113	517	18,738	623	21,662	732	24,402	839	27,466	919	30,231	1,031	33,454	1,104
2014 Deplanements	2,695	96	2,393	101	3,081	92	2,965	97	2,845	82	3,137	107	3,076	103	3,217	117	3,171	100	3,348	90	3,133	72	3,252	67
2014 Y-T-D	2,695	96	5,088	197	8,169	289	11,134	386	13,979	468	17,116	575	20,192	678	23,409	795	26,580	895	29,928	985	33,061	1,057	36,313	1,124
2015 Deplanements	3,066	78	2,671	78	3,534	77	3,474	98	3,352	107	3,520	124	3,469	124	4,032	109	3,423	96	3,736	69	3,426	73	3,574	89
2015 Y-T-D	3,066	78	5,737	156	9,271	233	12,745	331	16,097	438	19,617	562	23,086	686	27,118	795	30,541	891	34,277	960	37,703	1,033	41,277	1,122
2016 Deplanements	3,212	90	3,046	99	3,836	81	3,921	137	3,925	148	4,382	152	3,750	143	4,526	149	4,076	144	4,474	116	3,872	118	4,103	105
2016 Y-T-D	3,212	90	6,258	189	10,094	270	14,015	407	17,940	555	22,322	707	26,072	850	30,598	999	34,674	1,143	39,148	1,259	43,020	1,377	47,123	1,482
2017 Deplanements	4,123	127	3,407	155	4,481	138	4,333	120	3,854	123	4,256	160	3,635	148	4,535	141	3,812	132	4,476	77	4,369	54	4,018	90
2017 Y-T-D	4,123	127	7,530	282	12,011	420	16,344	540	20,198	663	24,454	823	28,089	971	32,624	1,112	36,436	1,244	40,912	1,321	45,281	1,375	49,299	1,465
2018 Deplanements	4,242	119	3,862	133	4,619	93	4,528	92	4,562	126	4,244	123	4,144	155	4,108	72	3,156	73	3,533	89	3,573	102	3,843	98
2018 Y-T-D	4,242	119	8,104	252	12,723	345	17,251	437	21,813	563	26,057	686	30,201	841	34,309	913	37,465	986	40,998	1,075	44,571	1,177	48,414	1,275
2019 Deplanements	3,309	100	2,520	59	3,857	102	4,227	125	4,570	134	4,541	126	4,113	133	4,560	120	4,219	109	4,800	80	3,906	88	4,069	88
2019 Y-T-D	3,309	100	5,829	159	9,686	261	13,913	386	18,483	520	23,024	646	27,137	779	31,697	899	35,916	1,008	40,716	1,088	44,622	1,176	48,691	1,264
2020 Deplanements	3,733	59	3,461	109	1,919	46	104	5	372	12	738	23	910	50	1,431	72	1,274	51	1,801	60	1,451	62	1,486	50
2020 Y-T-D	3,733	59	7,194	168	9,113	214	9,217	219	9,589	231	10,327	254	11,237	304	12,668	376	13,942	427	15,743	487	17,194	549	18,680	599
2021 Deplanements	1,633	73	1,423	40	2,555	67	2,922	88	3,702	94	4,185	69	3,758	68	3,921	50	3,925	65	3,174	55	3,364	60	3,593	60
2021 Y-T-D	1,633	73	3,056	113	5,611	180	8,533	268	12,235	362	16,420	431	20,178	499	24,099	549	28,024	614	31,198	669	34,562	729	38,155	789
Mthly % Change - 20 to 21	-56.3%		-58.9%		33.1%		2709.6%		895.2%		467.1%		313.0%		174.0%		208.1%		76.2%		131.8%		141.8%	
% Change YTD - 20 to 21	-56.3%		-57.5%		-38.4%		-7.4%		27.6%		59.0%		79.6%		90.2%		101.0%		98.2%		101.0%		104.3%	

### 2021 Monthly Load Factor





<i>Alaska</i>		<b>WALLA WALLA REGIONAL AIRPORT</b>		
<b>1/4/2022 - 3/16/2022</b>				
<u>Time</u>	<u>Departing</u>	<u>Time</u>	<u>Arriving</u>	<u>Frequency</u>
6:00 AM	Walla Walla	7:07 AM	Seattle	Daily
2:10 PM	Seattle	3:12 PM	Walla Walla	Daily
3:50 PM	Walla Walla	4:57 PM	Seattle	Daily
9:40 PM	Seattle	10:40 PM	Walla Walla	Daily

\*Note: Schedule after 3/16/2022 is expected to remain similar at 2 Roundtrip Flights/Day. Alaska Air in process of finalizing.

BUSINESS RECRUITMENT - ACTIVE BUSINESS LEAD REPORT						
#	Date	Lead Source	Type of Business	Criteria	Benefits	Status
1	Mar-15	Private	Project Currie Food Processor Simplot	160 acres Large water, gas & electric user Dodd Road Industrial Area	300 FTE Private Investment \$500M Wages & Benefits Excellent \$20 to \$40 per hour	Several Site Visits & Meetings Possible 2022/2023 Project Market Dependent
2	Aug-17	Private	Project Heartland Cold Storage Warehouse	50 acres Dodd Road Industrial Park Near Project Currie	70 FTE Private Investment \$75M	Site Proposal submitted August 2017 Project dependent on Project Currie
3	Aug-18	Private	Project NWWs-Phase 3 Warehouse Distribution	100-250K SQFT Building Dodd Road Industrial Park	20+ FTE with benefits Private Investment \$4 to \$8M	Information provided August 2018 Possible 2022/2023 Project Market Dependent
4	Jun-19	Private	Project CA Controlled Atmosphere Warehouse	5-10 Acres Burbank Business Park	10 new FTE with benefits Private Investment \$7M	Site Proposal submitted June 2019 Site Visit conducted in June 2019 Possible 2022/2023 Project Market Dependent
5	Aug-19	Private	Project Sherman Uniform Service Company	5 acres Burbank Business Park 40-50K SQFT Building	40-45 FTE with benefits Private Investment unknown	Site Proposal submitted Aug 2019 Conducted Site Visit - Aug 2019 Possible 2022/2023 Project
6	Dec-19	DOC-Site Selector	Project Emerald Metals Processing Facility	Minimum 250 acres Wallula Gap Business Park Large Electrical, Gas & Water User	800-1250 new FTE w/ benefits Private Investment \$3.1B	Site Proposal submitted Dec 2019 Reviewing Information Performing Due Diligence Market Dependent
7	Mar-20	Private	Project SMK Metal Fabrication Relocation Project	6 acres - 30K SQFT Building Burbank Business Park	50-130 FTE with benefits Private Investment \$3M	Conducted Several Site Visits PSA with Port 3-21 July 2021 - Pre App with County CD
8	Sep-20	Private	Project VW Retail AG Supplier	1-3 Acres Burbank Business Park	FTE Unknown Private Investment unknown	Conducted Site Visit - Sept 2020 Reviewing Site Information No Current Updates
9	Nov-20	Private	Project Honey Honey Processing	2-3K SQFT Building Walla Walla Area	1-3 FTE with benefits Private Investment unknown	Searching for existing Building in WW No Current Updates
10	Feb-21	DOC-Site Selector Deloitte	Project Raven Food and Beverage MFG	60 acres - 400K SQFT Bldg. Wallula Gap Business Park Large Elect, Gas & Water User	200+ FTE with benefits Private Investment \$500M	Site Proposal submitted March 2021 Site Selector Reviewing Information No Current Updates
		Project Completed	New or Re-Activated Business Lead	Still Active Business Lead	Business Lead Cold or on Hold	Business Lead Closed



<b>BUSINESS RECRUITMENT - ACTIVE BUSINESS LEAD REPORT</b>						
#	Date	Lead Source	Type of Business	Criteria	Benefits	Status
11	Mar-21	Private	Project InSite Fast Food Restaurant Operation	1 Acre - 3K SQFT Building Burbank Business Park	5-10 FTE with benefits Private Investment \$2M	PSA with Port - May 2021 Currently Site Due Diligence June 2021 - Pre App with County CD Internal Approval - PSA with Port 8-21
12	Jun-21	Private Site Selector Ryan Companies	Project Ryan Food Distribution Company	14 Acres - 125K SQFT Building Burbank Business Park	50-70 FTE with benefits Private Investment \$10M	Site Proposal submitted June 2021 Currently Site Due Diligence Internal Approval - PSA with Port Reviewing escalated construction costs
13	Jul-21	Private	Project Horn Winery – Port Build-to-Suit	30K SQFT Building Walla Walla Regional Airport	8-10 FTE with benefits Investment \$2M	Reviewing Port's BTS Information Waiting for Corporate Board Review No Current Updates
14	Jul-21	DOC-Site Selector	Project Shade European Home Goods MFG	Existing 20K SQFT Building Walla Walla Area	30-50 FTE with benefits Private Investment \$2M	Site Proposal submitted July 2021 Site Selector Reviewing Information No Current Updates
15	Aug-21	DOC-Site Selector	Project Black Falcon Advanced Manufacturing Facility	250-300 acres-Heavy Industrial Wallula Gap Business Park Wastewater User	1,500 FTE with benefits Private Investment \$250M	Site Proposal submitted August 2021 Site Selector Reviewing Information No Current Updates
16	Aug-21	DOC-Site Selector	Project Walleye Corp. Cloud Infrastructure Center	100-150 acres Wallula Gap Business Park 50+ MW Electrical, Water	150-200 FTE with benefits Private Investment \$1.5 to \$3B	Site Proposal submitted August 2021 Site Selector Reviewing Information Reviewing WA State Tax Incentives
17	Aug-21	Private	Project Intermodal - Tiger Cool Intermodal Facility Dodd Road Industrial Park	65 acres Railex Facility	40-50 FTE with benefits Private Investment \$25-30M	Port Waives its Right of 1st Offer Company Conducting Due Diligence Conducted Site Visit with Port - Nov 2021 Due Diligence ends 03-2022
18	Sep-21	Private-Site Selector Cushman & Wakefield	Project Mustang E-Commerce Fulfillment Center	80-100 acres Wallula Gap Business Park 1M SQFT Building	800-1,000 FTE with benefits Private Investment \$120M	Site Proposal submitted Sept 2021 Site Selector Reviewing Information No Current Updates
19	Sep-21	Private	Project OD Logistics Company	10 acres Burbank Business Park Dodd Road IP	40-100 FTE Private Investment \$10M	Site Proposal submitted Sept 2021 Company Conducting Due Diligence Burbank Site #2 on their list
20	Oct-21	DOC-Site Selector	Project Earth Lithium Battery MFG	80-100 acres Wallula Gap Business Park Large Electrical, Gas, Water User	400 FTE with benefits Private Investment \$410M	Site Proposal submitted Oct 2021 Site Selector Reviewing Information No Current Updates
<b>Project Completed</b>			<b>New or Re-Activated Business Lead</b>	<b>Still Active Business Lead</b>	<b>Business Lead Cold or on Hold</b>	<b>Business Lead Closed</b>

BUSINESS RECRUITMENT - ACTIVE BUSINESS LEAD REPORT						
#	Date	Lead Source	Type of Business	Criteria	Benefits	Status
21	Oct-21	DOC-Site Selector	Project Tango Paint MFG	10-12 acres Dodd Road IP Heavy Industrial Zone	45-50 FTE with benefits Private Investment \$11M	Site Proposal submitted Nov 2021 Site Selector Reviewing Information No Current Updates
22	Oct-21	DOC-Site Selector	Project Greenhouse NW Campus Commercial Greenhouse	6-40 acres - Phased Project Wallula Gap Business Park Water & CO2 User	15-85 FTE with benefits Private Investment unknown	Site Proposal submitted Nov 2021 Site Selector Reviewing Information No Current Updates
23	Nov-21	DOC-Site Selector	Project Eclipse Solar Cell, Wafer & Ingot MFG	120-150 acres Wallula Gap Business Park Large Electrical, Gas, Water & Wastewater User	2,000-3000 FTE with benefits Private Investment \$1 to \$1.5B	Site Proposal submitted Nov 2021 Site Selector Reviewing Information No Current Updates
24	Dec-21	DOC-Site Selector	Project Sunshine MFG Transparent Solar Technology Parts	20 acres Wallula Gap Business Park Large Electrical, Gas, Water & Wastewater User	130 FTE with benefits Private Investment \$125M	Site Proposal submitted Dec 2021 Site Selector Reviewing Information
25	Dec-21	Private	Project Markel Physician Clinic	5K Building Burbank Business Park	6-10 FTE with benefits Private Investment \$1M	Site Proposal submitted Dec 2021 Internal Approval - Prepare PSA with Port
26	Dec-21	DOC-Site Selector	Project Alfred Commercial Greenhouse	30+ acres Wallula Gap Business Park Moderate Electrical, Gas, Water User	50-55 FTE with benefits Private Investment \$25M - P1 Private Investment up to \$100M with other Phases	Site Proposal submitted Dec 2021 Site Selector Reviewing Information
27	Jan-22	Private	Project V-Pipe MFG of ABS-DWV Fittings, Poly & PVC Pipe	45K Existing Building Walla Walla Area	40-50 FTE with benefits Private Investment \$4M	Building Proposal submitted Jan 2022 Private Party Reviewing Information
28	Jan-22	Private	Project Homer Value-Added Beef Products	10-15K Building Dodd Road Industrial Park	5-10 FTE with benefits Private Investment \$2M	Building Proposal submitted Jan 2022 Conducted Site Visit with Port - Jan 2022 Private Party Reviewing Information
Project Completed			New or Re-Activated Business Lead	Still Active Business Lead	Business Lead Cold or on Hold	Business Lead Closed

# Walla Walla County - Port's Economic Development Sales Tax Fund - 2022

	Jan	Feb	March	April	May	June	July	Aug	Sept	Oct	Nov	Dec	YTD
2019 Revenues	\$ 41,628	\$ 68,857	\$ 48,202	\$ 50,065	\$ 58,212	\$ 57,876	\$ 63,667	\$ 69,774	\$ 64,161	\$ 65,422	\$ 65,831	\$ 64,544	\$ 718,239
2020 Revenues	\$ 60,443	\$ 68,004	\$ 53,410	\$ 51,690	\$ 53,884	\$ 53,763	\$ 64,483	\$ 79,367	\$ 72,197	\$ 76,709	\$ 79,974	\$ 72,474	\$ 786,398
2021 Revenues	\$ 66,668	\$ 77,946	\$ 58,431	\$ 61,439	\$ 83,989	\$ 78,157	\$ 94,517	\$ 92,838	\$ 87,677	\$ 89,744	\$ 90,606	\$ 85,118	\$ 967,130
2022 Revenues	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

<b>Fund Balance on 12/31/21</b>	<b>\$ 3,273,537</b>
<b>2022 Sales Tax Received</b>	<b>\$ -</b>
<b>2022 Sales Tax Loan Repayment</b>	<b>\$ -</b>
<b>2022 YTD Balance</b>	<b>\$ 3,273,537</b>
<b>2022 Fund Disbursement YTD</b>	<b>\$ -</b>
<b>Present Fund Balance</b>	<b>\$ 3,273,537</b>
<b>Less Future Project Commitments</b>	<b>\$ 400,000</b>
<b>Available Fund Balance</b>	<b>\$ 2,873,537</b>

Projects 33 & 34  
Updated: 01/19/22

#	Project Fund Allocations	Amount	Funding	Disbursed	Year	Type
1	October 2001 - Walla Walla Community College - Enology & Viticulture Building	\$ 250,000	Grant	Yes	2002	EDP
2	January 2002 - Walla Walla County - Fairground Exhibition Center Rehabilitation	\$ 200,000	Grant	Yes	2002	EDP
3	May 2002 - Port of Walla Walla - Cliffstar Project	\$ 200,000	Grant	Yes	2002	EDP
4	May 2002 - Port of Walla Walla - Cliffstar Project	\$ 200,000	Grant	Yes	2002	EDP
5	March 2003 - City of Walla Walla - Downtown Walla Walla Improvements	\$ 200,000	Grant	Yes	2003	EDP
6	March 2003 - Walla Walla Community College - Culinary Project	\$ 200,000	Grant	Yes	2003	EDP
7	October 2003 - City of Prescott - Fire Station Improvements	\$ 20,000	Grant	Yes	2004	EDP
8	March 2004 - City of College Place - Whitman Road Extension Project	\$ 200,000	Grant	Yes	2007	EDP
9	March 2004 - City of Waitsburg - Main Street Enhancement Project	\$ 100,000	Grant	Yes	2008	EDP
10	July 2005 - Port of Walla Walla - Key Technology Avery Expansion	\$ 200,000	Grant	Yes	2005	EDP
11	July 2005 - Port of Walla Walla - Key Technology Avery Expansion (Loan Paid Off)	\$ 200,000	Loan	Yes	2005	EDP
12	January 2006 - Port of Walla Walla - Railex Project	\$ 400,000	Grant	Yes	2006	EDP
13	February 2006 - Walla Walla Community College - Allied Health Building	\$ 100,000	Grant	Yes	2007	EDP
14	August 2006 - City of Walla Walla - Isaacs Avenue Improvements	\$ 200,000	Grant	Yes	2007	EDP
15	October 2007 - Walla Walla Community College - Water Resource Building - Phase 1	\$ 50,000	Grant	Yes	2007	EDP
16	November 2008 - Walla Walla Community College - Water Resource Building - Phase 2	\$ 200,000	Grant	Yes	2010	EDP
17	August 2009 - Walla Walla Watershed Management Partnership	\$ 12,500	Grant	Yes	2009	EDP
18	August 2010 - City of Walla Walla - Dell Avenue Industrial Area - Water Line Upgrade	\$ 97,507	Grant	Yes	2010	EDP
19	April 2012 - Port of Walla Walla - Dodd Road Industrial Park Waterline - Project Pet	\$ 100,000	Grant	Yes	2012	EDP
20	August 2012 - City of College Place - College Avenue/Rose Street Reconstruction Project	\$ 200,000	Grant	Yes	2013	EDP
21	September 2012 - City of Walla Walla - Alder Street Improvements	\$ 200,000	Grant	Yes	2015	EDP
22	October 2012 - Port of Walla Walla - Railex Phase 2 & 3 - Road Extension - Railex Road to Raindance	\$ 200,000	Grant	Yes	2013	EDP
23	October 2012 - Port of Walla Walla - Railex Phase 2 & 3 - Dodd Road/WGBP Water System Infrastructure	\$ 200,000	Grant	Yes	2014	EDP
24	March 2014 - Walla Walla County - Human Service Building - (Loan Paid in full in 2017)	\$ 200,000	Loan	Yes	2014	EDP
25	February 2015 - City of Prescott - Pedestrian Improvements & Other	\$ 199,028	Grant	Yes	2015	Non-EDP
26	September 2015 - Port of Walla Walla - Alder Street Office - Ingeniux	\$ 200,000	Grant	Yes	2015	EDP
27	September 2015 - Port of Walla Walla - City of WW & CP Fiber Projects (Loan Paid in full in 5-21)	\$ 400,000	Loan	Yes	2015	EDP
28	July 2016 - City of Walla Walla - Memorial Pool Reconstruction Project	\$ 200,000	Grant	Yes	2017	Non-EDP
29	March & July 2017 - City of Waitsburg - Main Street Bridge Replacement Project	\$ 150,000	Grant	Yes	2017	EDP
30	October 2018 - Port of Walla Walla - Wallula Dodd Water System (WDWS) Improvement Project	\$ 3,000,000	Grant	Yes	2019	EDP
31	February 2019 - City of Walla Walla - Spokane Street Improvement Project	\$ 250,000	Grant	Yes	2021	EDP
32	March 2020 - City of College Place - Southwest Wastewater Sewer Trunk Line Project	\$ 200,000	Grant	Yes	2021	EDP
33	December 2020 - City of Walla Walla - Heritage Square Redevelopment Project	\$ 200,000	Grant	No		Non-EDP
34	December 2020 - Walla Walla County - Historical Courthouse Upgrade Project	\$ 200,000	Grant	No		Non-EDP
35	August 2021 - City of Waitsburg - Millrace Grade Improvement Project	\$ 80,000	Grant	Yes	2021	EDP
36		\$ -				
37		\$ -				
<b>Total Fund Allocations to Date</b>		<b>\$ 9,209,035</b>				

The Port has established on its website information on the Economic Development Sales Tax Fund. Information includes the background on the EDSTF, Port and Walla Walla County Interlocal Agreement, Historical Use of Funds, EDSTF Application, EDSTF Guiding Principles, and Walla Walla County's Comprehensive Plan - Appendix G (Projects that are eligible to receive EDSTF). Here is the link to the Port's website for information. [www.portwallawalla.com/economic-development/economic-development-sales-tax-fund](http://www.portwallawalla.com/economic-development/economic-development-sales-tax-fund). Note: Eligible projects are those listed in Appendix G of the County of Walla Walla Comprehensive Plan and projects that can clearly demonstrate the tangible creation and/or retention of family wage jobs. EDP=Economic Development Project, Non-EDP=Non-Economic Development Project



## Local Government Coalition 2022 State Legislative Priorities

### Transportation Budget Requests

#### US Highway 12-

Funding for completion of the four-landing of U.S. Highway 12. Phase 7 was funded through the Connecting Washington Package. Phase 8, the final and most dangerous portion of the highway, is yet to be funded. It is a critical project for the increased safety and freight mobility along the 11 mile stretch.



#### US Highway 12/ Clinton Interchange-

Funding for a federal match on the diamond interchange at the intersection of US Hwy 12 and Clinton Street. The project would provide safe north-south crossing for pedestrians, cyclists, and traffic.

### Policy Requests

#### Reauthorization of .09 Economic Development Sales Tax Program

Support HB 1333 to extend the local sales and use tax for public facilities in rural counties until December 31, 2054.

#### Public Works Assistance Account

Support for funding/protection of the Public Works Assistance Account (Public Works Board) and expansion of program to allow Ports to access their funds.

#### Small Business Protection and Retention

Support legislation that reduces regulatory burden and costs to small businesses.

#### Multifamily Property Tax Exemption

Broaden the scope of RCW 84.14 multi-unit dwellings tax exemption to include all cities. Currently you must be a mandated fully-planning city to receive the exemption.

#### Reauthorize and Expand Sale & Use Tax Deferral for Manufacturing Facilities

The high unemployment county sales & use tax deferral program for manufacturing facilities expired July 1, 2020. Reauthorize the program and expand to include rural counties defined as "Counties with the population density of less than 100 persons per square mile and a county smaller than 225 square miles."

#### Prevent Prevailing Wage Expansion

Oppose legislation expanding the definition of "public works" to include private entities receiving certain tax credits or leasing land from public entities. This type of legislation would harm our ability to partner with private sector entities to promote job retention and growth.

#### Unfunded Mandates

Ensure new legislation passed does not include unfunded mandates for local governments.

#### PRA Requests

Provide local governments additional opportunities to recover costs associated with public records requests.

#### CERB Support

Fully fund CERB's Request for additional funding.

### Watch List

- Mental Health Funding
- Broadband Funding
- Cyber Security Mandates
- Qualified Immunity
- Tourism Funding
- Work Force Training
- Walla Walla Community College Funding
- Washington State Penitentiary Funding

## Capital Budget Requests



### Walla Walla County

#### ♦ **Walla Walla County Courthouse**

*\$ 2 Million*

The Walla Walla County Courthouse Complex has recently been audited by the Department of Homeland Security to help the County in its goal to ensure that all its citizens have safe access to public services and the courts. The county is seeking aid to make much needed ADA and security updates that will provide one fully accessible main entrance to the courthouse and allow for screening of anyone accessing the Courts. Secure access to the adjacent alleyway and restrict access through the eight alternate entrances to the courthouse building.

#### ♦ **E-911**

*\$1 Million*

The County of Walla Walla's E-911 dispatch and emergency management headquarters have been re viewed by the Department of Homeland Security. Chief among the concerns presented to the county are vulnerability to natural disasters in its current location, including catastrophic flooding from an adjacent creek, and earthquake vulnerability both from the age of the building and its location next to a 13-story brick building. The County of Walla Walla in partnership with the surrounding cities and towns is seeking aid in funding the renovation of a building located high above the flood plain, and away from the historic downtown which presents numerous earthquake and security risks. . These improvements will help ensure that the County's central disaster recovery location is prepared to assist the region during any catastrophic natural disaster and ensure that the new space design meets the needs of the growing county and region.



### City of College Place

#### ♦ **Wastewater Treatment Plant Improvement -**

*\$5 Million*

The City must invest over \$25 million dollars over the next two years to satisfy new conditions of a state wastewater permit.

#### ♦ **SW Mojonnier Rd (Bluvue Lane to College Avenue) -**

*\$3.2 Million*

Funding for the construction rebuild of Monjonnier to urban standards including sidewalks and utilities.



### Port of Walla Walla

#### ♦ **East Attilia, Peterson and Nunn Road -**

*\$850,000*

Pave roadways on East Attilia, Peterson and Nunn Road to encourage development at Wallula Gap Business Park, creating more living wage employment opportunities for the large minority and low income population in our region.

#### ♦ **Wallula Gap Business Park Development, Phase 2 -**

*\$1 Million*

The Wallula Gap Business Park is a 1,400+ acre heavy and light industrial zoned industrial park in need of additional infrastructure to provide services to current businesses and manufacturing leads. Phase 2 includes the development of water distribution lines to deliver potable water to Packaging Corporation of America (PCA), the Union Pacific Railroad (UPRR) and other potential business leads on the south end of the Port's Attilia Water Service Areas within the Urban Growth Area (UGA).



## **2022 FEDERAL LEGISLATIVE PRIORITIES**

### **U.S. Highway 12 – Phase 8**

Funding for U.S. Highway 12 four-laning Phase 8. Total federal funding needed for construction is \$201.8 million. State has already earmarked \$7.6 million for design and right-of-way acquisition.

Seek Phase 8 placement on the Federal Highway Administrations Projects of National and Regional Significance. Work with congressional delegation to have project listed as a Tier I or Tier II project.

### **U.S. Highway 12 – Clinton Interchange**

Funding for the U.S. Highway Clinton Street Interchange. Total federal funding for construction is \$40 million. Project will construct an interchange to provide full access at Clinton Street to enhance safety, community connectivity, economic vitality and provide a safe and full access for freight mobility.

### **Full Support of the River Navigation System, including Full and Proper Maintenance of the Columbia and Snake River Dams**

The Columbia and Snake River navigation system is critical infrastructure to the Pacific Northwest economy. Full protection of the navigation system is paramount to the continued economic vitality of the Pacific Northwest. Proper ongoing maintenance ensures the longevity of the system and will allow for continued use and benefit of the inland waterway.

### **Regional Wastewater Treatment Plant**

Funding for the construction of a new regional wastewater treatment facility that will serve region. As our communities grow, there is greater and evolving demand on our current systems, creating the need for the development and construction of a new regional facility.

### **E911 Improvements**

Walla Walla County's multi-agency E911 Emergency Telecommunications Facility has been identified as a targeted damage site, as it lies in the collapse path of a multi-story brick structure that could render the site a total catastrophic loss to emergency services, dispatch personnel, law enforcement capabilities, and public access to requests for fire, emergency medical services, and rescue. A new location would need to be seismically retrofit and renovated for the purposes of an Emergency Operations and Communication Center, including all new radio, cell, broadband and satellite telecommunications. This would increase the regions emergency capabilities resiliency.

### **Walla Walla County Courthouse**

The County's Historic Courthouse Complex is both the operational and visible seat of County government. The Courthouse, built in the early 1900's, has been maintained and upgraded over the last 100 years to afford accessibility of services to the public. With the ongoing implementation of the American Disabilities Act, and in an effort to keep its historic architecture preserved for future generations, the County has recently undertaken a master planning project to identify and target the modernization and renovation needs of the Courthouse to ensure the safety, accessibility, and resiliency of the Courthouse Complex. The County has requested a threat analysis from DHS/CISA on the physical resiliency of the complex.

### **Wallula Gap Industrial Park Development**

The Wallula Gap Industrial Park is a 1,900+ acre heavy and light industrial zoned industrial park that is in need of infrastructure installation in order to provide services to the manufacturing leads that have shown interest in this property. The property is properly zoned but lacks the necessary infrastructure to compete with other national sites. The infrastructure needs include: Expansion of a potable water system to include storage reservoirs, additional wells for reliability and redundancy, fire flow capacity for large manufacturing facilities, process water delivery system, wastewater disposal system (large storage reservoirs for land application) and the construction of a roadway network system to serve the industrial park.

### **Mill Creek Channel (Not a federal request, just a progress update)**

Federal Funding for the "General Investigation Study" by the U.S. Army Corps of Engineers has been secured. The non-federal sponsor funding requirement has been secured to complete the G.I. Study. Continue to seek federal funds for completion of the locally preferred plan, once developed, as a result of the completion of the G.I. Study.

### **Commercial Air Service (Airlines Support)**

Keep congressional delegation updated on Alaska Airlines marketing and retention efforts. Port/Airport may want to start exploring another Small Service Community Air Service Grant for a second outbound destination.

### **Airport Improvement Program – Local Match**

Small rural airports like Walla Walla Regional Airport are having a hard time coming up with its approximate 10% local match requirement for FAA projects. For instance, the Walla Walla Regional Airport completed a taxiway repair project in fiscal year 2017/2018. The project cost \$14.0 million. With the current 90/10 funding formula the airport will need to provide \$1,400,000 in local cost share. This would deplete the Airport's entire reserves. Would like to have the funding formula for small airports reduced to 95% Federal and 5% local.

### **Access Federal Programs**

Work with congressional delegation to advance Port, County and Cities infrastructure priorities. Federal agency targets:

- Department of Commerce, EDA and CDBG general purpose grants
- Department of Interior/U.S. Forest Service
- Federal Department of Transportation
- U.S. Army Corps of Engineers
- Department of Justice
- Homeland Security
- Bureau of Reclamation

### **Potential Projects**

- Fiber Infrastructure Installation (Broadband Access)
- Warehouse District Development
- Additional Business Incubator Buildings Construction
- Removal/Remodel of various legacy military buildings at Airport