

POCAC PRESENTATION MARINE TERMINAL

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Overview

- **Port Facilities**
- **Current Business**
- **Business Challenges**
- **Going Forward**

Facilities

Dock

- **66 acres supporting intermodal connectivity (ship, truck, rail)**
- **Three deep water berths: 39 feet, 1750 feet long, tug on site**
- **On-dock rail capability with Union Pacific, Burlington Northern**
- **One mile from Interstate 5 and close proximities to major cities**

Facilities (cont.)

Equipment and service

- **76,000 square foot open beam warehouse with 6 loading bays**
- **140 MT lifting capacity Gottwald mobile harbor crane**
- **Gatehouse, truck scales, flatbed rail cars, heavy machinery**
- **Excellent longshore offering efficiency and reliability**

Current Business

Maximize throughput and utilize assets

- **2014: 39 ships, 26 log exports, 11 break bulk imports, 2 layberths**
- **2014: 139.6 MMBF logs, 554 MT metals, 131,578 MT proppants**
- **Long-term leases: Weyerhaeuser 24.5 acres, PLS 10.6 acres**
- **2014 Operating Income: \$2.4M**

Cargo Challenges

Right Market, Right Decision-maker

- **Market Forces drive cargo supply and demand**
- **Find the cargo: Agents, stevedores, carriers, freight forwarders, Traders, expeditors, shippers, consignees, etc.**
- **Right fit for Olympia?**

Going Forward

Diversification and flexibility

- **Focus on break bulk, logs, heavy lift, and project cargoes**
- **Infrastructure and crane provide adaptability to market changes**
- **Focus on pipe, steel, coil, and China market**
- **Always considering green initiatives**

Questions

