

Board of Commissioners

Dirk Rohne – Chairman
 Robert Stevens – Vice-Chair
 Frank Spence – Secretary
 James Campbell – Treasurer
 Scott McClaine – Assistant Secretary/Treasurer

422 Gateway Ave, Suite 100
 Astoria, OR 97103
 Phone: (503) 741-3300
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Regular Session

September 6, 2022 @ 4:00 PM
 10 Pier 1, Suite 209, Astoria, OR*

The meeting location is accessible to persons with disabilities. A request for an interpreter for the hearing impaired or for other accommodations for persons with disabilities should be made at least 48 hours before the meeting by calling the Port of Astoria at (503) 741-3300.

*This meeting will also be accessible via Zoom. Please see page 2 for login instructions.

Agenda

1. CALL TO ORDER
2. ROLL CALL
3. PLEDGE OF ALLEGIANCE
4. COMMISSION REPORTS
5. CHANGES/ADDITIONS TO THE AGENDA
6. PUBLIC COMMENT – for items on the agenda, when not covered by a public hearing
 This is an opportunity to speak to the Commission for 3 minutes regarding any item on the agenda.
 Public comment received by the deadline will be read aloud at the meeting.
7. CONSENT CALENDAR:
 - a. Meeting Minutes –
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 - Workshop Session 07/19/2022..... 11
 - Regular Session 08/02/2022 15
 - b. Financials – July 2022 19
 - c. Event Calendar – September 2022..... 27
8. ADVISORY:
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9. ACTION:
 - a. FY 2022-23 Pile Replacement Award 112
 - b. Request for Expenditure #0127 Emergency Repairs - Pier 1 Dock..... 152
 - c. Request for Expenditure #0128 Emergency Repairs - Pier 2 West..... 158
10. PUBLIC COMMENT – for non-agenda items
 This is an opportunity to speak to the Commission for 3 minutes regarding Port concerns not on the agenda. Public comment received by the deadline will be read aloud during the meeting.
11. EXECUTIVE DIRECTOR COMMENTS
12. UPCOMING MEETING DATES:
 - a. Finance Advisory Committee – September 7, 2022 at 12:00 PM
 - b. Workshop Session – September 20, 2022 at 4:00 PM
 - c. Regular Session – October 4, 2022 at 4:00 PM
13. ADJOURN

Please Note:

Agenda packets are available online at: <https://www.portofastoria.com/CommissionMeetings/AgendaMinutes.aspx>

Please allow time for the normal posting procedure for agendas and meeting packets.

Board of Commissioners**HOW TO JOIN THE ZOOM MEETING:**

Online: Direct link: <https://us02web.zoom.us/j/86905881635?pwd=amhtTTBFcE9NUeIxNy9hYTZFPQTizQT09>
Or go to [Zoom.us/join](https://zoom.us/join) and enter Meeting ID: 869 0588 1635, Passcode: 422

Dial In: (669) 900-6833, Meeting ID: 869 0588 1635, Passcode: 422

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Please Note:

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**MEETING MINUTES
JUNE 21, 2022**

**PORT OF ASTORIA
WORKSHOP SESSION
PIER ONE BUILDING
#10 PIER 1, SUITE 209
ASTORIA, OR 97103**

Call to Order:

Chairman Spence called the Workshop Session to order at 4:00 pm.

Roll Call:

Commissioners Present: Frank Spence; Robert Stevens; Dirk Rohne; Jim Campbell, and Scott McClaine.

Staff Present: Executive Director Will Isom; Deputy Director Matt McGrath; Finance, HR & Business Services Manager Melanie Howard; Boatyard Manager Brendon Stock; and Executive Assistant / Administrative Coordinator Stacy Bandy.

Port Counsel: Eileen Eakins was not present for this session.

Also Attending: Paul Sorenson & Brian Winningham with BST Associates; Bud Shoemake; Lori Steel of the West Coast Seafood Processors Association; former boatyard manager Steve Barkemeyer; Kurt Englund; and Ethan Myers of *The Astorian*.

Changes/Additions to the Agenda:

There were no changes or additions to the agenda.

Public Comment for items not on the agenda:

Several public comments were received. Commissioner Spence asks the former boatyard manager, Steve Barkemeyer, to speak to the Commission. Barkemeyer explains he worked to build the boatyard beginning in 2004. Barkemeyer is disappointed in the results of the feasibility study and implores the Port to seek out the Alaska and Southern California fishing fleet. Barkemeyer encourages the Port to have the vision to look at an 800-ton lift.

The remaining public comments pertain to item 7a. These comments will be held until that topic is discussed.

Presentation:

6a. Boatyard Feasibility Study – BST Associates

Executive Director Isom introduces consultant Bud Shoemake along with Brian Cunningham and Paul Sorenson with BST Associates, to present the results of the boatyard feasibility study. Paul Sorenson shares a PowerPoint with the draft findings of the feasibility study and introduces Hod Wells with PBS Engineering and Environmental. Study highlights include:

- There were over 30 interviews conducted with stakeholders. A survey was sent to the Port of Astoria boatyard and marina customers for the last 10 years. 98 responses were received, representing 127 boats.
- Active storage is a major source of revenue; though other revenues, including gear/trailer

storage, equipment rental/labor, electrical, and environmental fees, are another growing source of revenue and should be pursued.

- Sorensen shares information compiled concerning Boatyard user activity. Marina tenants account for 37% of boatyard activity. The average boat length has been fairly consistent over the last five years at 43 ft. Power boats account for 39% of revenue, fishing boats account for 32% of revenue, and sailboats account for 19% of revenue. The remaining 10% is a mixture of charter, commercial, and unknown boat types.
- Survey responses indicate that there is a clear preference for DIY and the use of vendors.
- The following needs were identified by those surveyed: covered buildings/wind block, bigger lift, dock/service pier, restroom, power, potable water, and water for work.
- Primary competitors are Ports of Ilwaco, Warrenton, Toledo, Portland, and SW Washington.
- Brian Sorenson discusses boatyard improvements. Sorenson shares a Powerpoint slide picturing boatyard improvements by engineer Hod Wells. The design includes 85-ton lift facilities, 300-ton lift facilities, support buildings, rehabilitation of the service pier, upgraded electrical, 16 new boat work stands, a restroom, and an environmental building.
- The original cost estimate is \$18,020,362 with an alternative estimate of \$6,187,768. The alternative estimate does not include the original support buildings or the environmental building but does include a big top PVC building. Sorenson shares a slide with different types of fabric structures from various boatyards. Net revenues are projected to cover costs; the project is a good project for grants. The yard is doing well, and there is potential for growth.
- Bud Shoemake adds that gear storage is lucrative. Port of Newport makes half a million dollars each year from their service pier.
- Bud Shoemake notes that from all of the interviews and surveys, one thing that came through overwhelmingly was how well respected Brendon and Joey are for their work at the boatyard. There was not a single negative comment from those surveyed.
- The existing 88-ton Travelift can handle nearly all recreational boats.
- The Astoria market (Astoria, Warrenton, Ilwaco/Chinook, and Westport) accounts for 85 commercial fishing vessels with steel hulls over 50ft in length. Steel boats are noted as they are more likely to be a weight issue.
- Few boats are gained by shifting to a 100-ton, 125-ton, or 150-ton lift. A 300-ton lift could handle 17 additional haulouts per year, and a 500-ton lift could handle 21 additional haulouts per year.
- Sorenson shares a boatyard improvements slide and discusses the proposed facilities to support a 300-ton lift. The total cost for the 300-ton lift and improvements in the original estimate is \$19,482,289, with an alternative estimate at \$7,591,098. Net revenues do not cover costs.
- Revenues for the EMB peaked in 2014 and have trended downward since. From those surveyed, there is interest in moorage, and most respondents indicated that they do not require vehicular access. Sea lion control and dock refurbishment are needed for the EMB. A public-private partnership may be the best path forward for the EMB.
- Isom notes that the Port must be cognizant of the funds needed to sustain the East Mooring Basin in the future. From a purely financial perspective, the EMB and the airport are difficult to sustain themselves.
- Rohne comments that the airport provides a service to the community as a host to the Coast Guard, while the East Mooring Basin does not. Operations need to be able to support themselves on their own merits; a partnership, sale, or disposal of the asset may be the best course of action for the EMB.

- McGrath notes that BST Associates has developed defensible steps forward in relation to the EMB. McGrath refers to the summary results listed on page 44 of the packet. The development of boatyard infrastructure is identified as the first step forward.
- Spence comments that there is potential for public-private development at the EMB. Spence notes that the EMB is located in the Opportunity Zone & Enterprise Zone.

Commissioner Spence thanks BST Associates and Bud Shoemake for their presentation. Sorenson concludes by thanking the Port and noting that comments on the draft plan will be taken into account, and a final document will be forthcoming.

6b. Recommendation from Finance Committee re: Vacant Lot

Commissioner Spence reads the memo drafted by the Finance Committee recommending that the Port put a For Sale or For Lease sign on the vacant lot across from Fred Meyer. Spence states that if the Commissioners are in agreement with the memo from the Finance Committee, the Commission can authorize Executive Director Isom to proceed. Commissioner Rohne inquires if the next step is to seek a Request for Proposal. Isom explains that the next step would be to formally add this topic to a Commission agenda as an action item and that time, instruct staff to move forward with the process. There is support from the Commission to include this topic as an action item at a future Commission meeting.

Public Comment for items on the agenda:

Lori Steel, Executive Director of the West Coast Seafood Processor's Association, steps up to the podium and gives a follow-up update regarding offshore wind energy from the June 14th Commission meeting. Steel explains that she represents Bornstein Seafoods and Pacific Seafood, among other companies. Steel updates the Commission that since the last Tuesday's Port Commission meeting, the Warrenton City Commission has approved sending a letter to the Bureau of Ocean Energy Management (BOEM), the Astoria City Council approved a Resolution and the sending of a letter to BOEM, as did the Port of Brookings and the Coos County Commission. Today the Port of Toledo will consider the Resolution and letter as well as the Port of Coos Bay. There is a lot of support for the Resolution. Steel refers to the public comment submitted by Heather Mann of the Midwater Trawlers Cooperative in support of the Resolution and letter. Steel asks the Commissioners if they have any questions and notes that she is available for staff if there are any questions. Steel thanks the Commission for their cooperation and support.

Commissioner Spence reads public comments on the subject of BOEM Offshore Wind Energy. For full details, please see the meeting audio.

Nick Edwards, third-generation fisherman, owner of the fishing vessel Carter Jon, and representing the Shrimp Producers Marketing Cooperative, speaks to the Commission via Zoom. Edwards explains that over 800 people have given public comments against offshore wind energy and the current process, with only four people commenting in favor of offshore wind. Legislators from the Coastal Caucus, a Congressional delegation, and Oregon state senators will be drafting letters to BOEM to move the proposed call areas outside of 1300 meter depth and beyond, slow the process down, and complete National Environmental Policy Act (NEPA) reviews. A Resolution or letter from the Port of Astoria would be greatly helpful in our cause to slow the process down until the proper studies are completed.

Action Items:

7a. Authorize Letter to BOEM Regarding Offshore Wind Energy

Commissioner Spence inquires if a letter is sufficient instead of a Resolution in regard to this topic. Executive Director Isom explains that at the last Commission meeting, Isom was directed to work with Commissioners Campbell and Stevens. It was decided that the most effective mechanism, for now, would be to draft a letter to BOEM. Commissioner Stevens notes that

BOEM's process is hasty to the point of being reckless and adds that there is a need to consult with the public.

Commissioner Stevens moved to approve sending the letter to BOEM. Commissioner Campbell seconded. The motion carried unanimously 5-0 amongst the Commissioners present.

Commission Comments:

Commissioner Stevens commented on the following:

- Attended Finance Committee meeting. Commissioner Stevens notes that the Finance Committee is in need of meaningful items to discuss.

Commissioner McClaine did not have any comments.

Commissioner Rohne commented on the following:

- Spoke with John Lansing of the Finance Committee. Commissioner Rohne notes that assessing land use, investments, and returns for Port property for sale or lease is a perfect fit for the committee.

Commissioner Spence commented on the following:

- This Friday, the State Forest Advisory Committee will be meeting.

Commissioner Campbell did not have any comments.

Executive Director Comments

- The first Commission meeting of the new fiscal year is coming up on July 5th. Committee assignments will be sent out in advance for Commissioners to review.

Upcoming Meeting Dates:

- Regular Session – July 5, 2022 at 4:00 PM
- Workshop Session – July 19, 2022 at 4:00 PM

Adjourned:

Chairman Spence adjourned the meeting at 6:06 PM.

APPROVED:

ATTEST:

Dirk Rohne, Board Chairman
Board of Commissioners

Frank Spence, Secretary
Board of Commissioners

Respectfully submitted by:
Stacy Bandy
Executive Assistant / Administrative Coordinator

September 6, 2022
Date Approved by Commission



**MEETING MINUTES
JULY 5, 2022**

PORT OF ASTORIA
REGULAR SESSION
PORT ADMIN BUILDING
#10 PIER 1, SUITE 209
ASTORIA, OR 97103

Call to Order:

Chairman Spence called the Regular Session to order at 4:00pm.

Roll Call:

Commissioners Present: Dirk Rohne; Robert Stevens; Frank Spence; Jim Campbell; and Scott McClaine.

Staff Present: Executive Director Will Isom; Deputy Director Matt McGrath; Finance, HR & Business Services Manager Melanie Howard; and Executive Assistant / Administrative Coordinator Stacy Bandy.

Port Counsel: Eileen Eakins was not present for this session.

Also Attending: David Oser of the Port of Astoria Finance Committee, Gary Lewin, and Cindy Yingst of the *Columbia Press*.

Pledge of Allegiance

Commission Items:

3a) Elect Officers for Fiscal Year 2022-2023

Commissioner Spence recommended that the Commissioners retain their 2021-22 positions for the forthcoming year. Commissioner Campbell commented that it has been an unwritten policy of the Port Commissioners to rotate positions. Commissioner Campbell nominated Commissioner Robert Stevens for President. Commissioner McClaine nominated Commissioner Dirk Rohne for President.

The Commissioners voted as follows:

- Commissioner Campbell Stevens
- Commissioner Stevens Stevens
- Commissioner Rohne Rohne
- Commissioner Spence Rohne
- Commissioner McClaine Rohne

Commissioner Stevens noted that though he has not actively campaigned for Commission President, he feels compelled to make a statement that he agrees with Commissioner Campbell that there has been a tradition to rotate the position among the Commissioners. Stevens sees wisdom in the fact that there is a wealth of experience on the board to tap from. In the six years that Stevens has served on the Commission, there have been two Chairman.

Commissioner Rohne was declared Commission Chairman.

Chairman Rohne thanked Commissioner Spence for this leadership this past year. There have been unprecedented challenges.

- Commissioner Campbell nominated Commissioner Scott McClaine as Vice-President. Commissioner McClaine declined the nomination. Commissioner McClaine nominated

Commissioner Robert Stevens as Vice-President. There being no other nominations nor objections, Commissioner Stevens was declared Commission Vice-President.

- Commissioner Campbell nominated Commissioner Frank Spence as Secretary. There being no other nominations nor objections, Commissioner Spence was declared Commission Secretary.
- Commissioner Rohne nominated Commissioner Jim Campbell as Treasurer. Commissioner McClaine seconded the nomination. There being no other nominations nor objections, Commissioner Campbell was declared the Commission Treasurer.
- Commissioner Rohne nominated Commissioner McClaine as Commission Assistant Secretary/Treasurer. There being no other nominations nor objections, Commissioner McClaine was therefore named the Commission Assistant Secretary/Treasurer.

Commission Reports:

Commissioner Campbell reported on the following:

- Would like to postpone naming of the committee assignments until the workshop session to assess and reconsider which committees should be added and removed. The Commissions agree to further discuss and deliberate this topic at the next Commission meeting.

Commissioner Stevens had nothing to report.

Commissioner Spence had nothing to report.

Commissioner Spence had nothing to report.

Commissioner Rohne reported on the following:

- Suggests creating a committee to look at the development of the East Mooring Basin; members would include Port staff and stakeholders.

Changes/Additions to the Agenda:

Action item 9a has been removed and will be further deliberated at the next workshop Commission meeting. Commissioner Campbell agrees to make proposals and discuss with the Executive Director prior to the workshop session.

Public Comment for items on the agenda:

There were no requests for public comment.

Consent Calendar:

The Consent Calendar consisted of the following:

- Meeting Minutes – 05/03/2022 Regular Session, 05/04/2022 Budget Committee, and 05/17/2022 Workshop Session
- Financials – May
- Event Calendar – July

Commissioner McClaine refers to page 10 of the packet and requests that the 05/17/2022 minutes reflect that the meeting was held in person at 10 Pier 1, Suite 209, and not virtually.

Commissioner Spence moved to approve the consent calendar as amended. Commissioner Campbell seconded. The motion carried unanimously 5-0 amongst the Commissioners present.

Action Items:

9b. Resolution 2022-08 Making Business Appointments and Authorizations

Executive Director Isom explains that this is an annual document that gives staff authorization to move forward with various parts of normal business activities.

Commissioner Stevens moved to approve Resolution 2022-08: Making Business Appointments and Authorizations. Commissioner Campbell seconded. The motion carried unanimously 5-0 amongst the Commissioners present.

9c. RFE #0122 Pier 2 Asphalt Rehabilitation

Deputy Director McGrath explains that the entrance to Pier 2 near Bornstein is degraded and is in need of repair. The cost estimate is \$41,500 from Bayview Asphalt. Isom adds that this item is included in the 2022-23 fiscal year budget, but requires Commission approval since the amount exceeds \$25,000.

Commissioner Campbell moved to approve RFE #0122 Pier 2 Asphalt Rehabilitation in the amount of \$41,500. Commissioner Spence seconded. The motion carried unanimously 5-0 amongst the Commissioners present.

9d. Letter of Engagement for audit firm Talbot, Korvola, & Warwick, LLP

Director Isom refers to the letter of engagement on page 28 of the packet. Finance, HR & Business Services Manager Melanie Howard explains that this year's letter of engagement is similar to past years. Notable changes include an additional section on page 32 in relation to impacts of COVID-19, though Howard notes there have not been significant material impacts for the Port and a standard three percent price increase for TKW's services. Isom notes that this is the second three-year term with TKW's services. They have been exceptional to work with, especially the partner assigned to the Port, Julie Fahey. Isom adds that there is a provision in the engagement letter for an additional \$6,000 in fees should the Port require a single audit. A single audit is required if the Port is a recipient of more than \$750,000 of federal grant dollars.

Commissioner Campbell moved to authorize the Executive Director to provide a signature on behalf of the Port for the Letter of Engagement. Commissioner McClaine seconded. The motion carried unanimously 5-0 amongst the Commissioners present.

Public Comment:

- Gary Lewin introduces himself to the Commission. He is a former bar pilot and has worked with the Port over the last 20 years. Lewin emphasizes face-to-face talks and negotiations between Brim and the Port to work through the fueling issue. Lewin adds that there are nuances that each party may not be aware of.

Executive Director Comments:

- Will be meeting on July 11th with federal lobbyist representing ports, Ray Bucheger. Isom and McGrath will take Bucheger on a tour of Port facilities.
- Will be meeting with a team from Business Oregon, including Melanie Olson and new Port representative Courtney Flathers. The meeting will include discussing the Business Oregon debt deferments and restarting the payments.
- The Port will be hosting the North West Marine Terminals Association on July 14th. Isom will make a welcome speech and opening statements.
- Commissioner Spence inquires as to the status of the Astoria Crab & Seafood Memorandum of Understanding (MOU). McGrath answers that due to supply chain issues, the crane procurements will take longer than expected. McGrath adds that lease terms and scope of operations will come before the Commission before an agreement is finalized. Isom includes that he has spoken with Andrew Bornstein and other tenants about the MOU.
- Commissioner Campbell is concerned that Pier 1 is the only deep water terminal south of Longview. If there is a natural disaster, that area will be needed for lay berth.
- Commissioner Stevens inquires if the Airport Advisory Meeting has been confirmed with the board chairman. Isom answers that staff will verify the meeting date.

Upcoming Meeting Dates

- Workshop Session – July 19, 2022 at 4:00 PM
- Regular Session – August 2, 2022 at 4:00 PM

Adjourned

Chairman Rohne thanks Commissioner Spence for his leadership this past year. The meeting was adjourned at 4:36 PM.

APPROVED:**ATTEST:**

Dirk Rohne, Chairman
Board of Commissioners

Frank Spence, Secretary
Board of Commissioners

Respectfully submitted by:
Stacy Bandy
Executive Assistant / Administrative Coordinator

September 6, 2022
Date Approved by Commission

**MEETING MINUTES
JULY 19, 2022**

**PORT OF ASTORIA
WORKSHOP SESSION
PIER ONE BUILDING
#10 PIER 1, SUITE 209
ASTORIA, OR 97103**

Call to Order:

Chairman Rohne called the Workshop Session to order at 4:05 pm.

Roll Call:

Commissioners Present: Dirk Rohne; Robert Stevens; Frank Spence; Jim Campbell, and Scott McClaine.

Staff Present: Executive Director Will Isom; Deputy Director Matt McGrath; Terminal and Customer Support Manager Susan Transue; and Executive Assistant / Administrative Coordinator Stacy Bandy.

Port Counsel: Eileen Eakins was not present for this session.

Also Attending: Rob Seitz; Cary Lewin; and Mike Haggren.

Pledge of Allegiance

Changes/Additions to the Agenda:

There were no changes or additions to the agenda.

Public Comment:

- Rob Sietz, boatyard customer, and owner of the South Bay fishing vessel and restaurant comments that the boatyard is an asset. He appreciates the nature of the independent haul-out facility. He and his son have been able to work on their boat themselves, making improvements affordable. He also appreciates the vendors available to hire for services. Sietz adds that in the area, there are a lot of boats bigger than Seitz's that would benefit from a larger Travelift. A larger lift would employ more people and be a great asset to the community. Seitz concludes that the boatyard manager, Brendon Stock, is a great person to run the facility.
- Mike Haggren comments that the boatyard is a good facility but too small. Haggren urges the Port to reconsider the scope of the expansion. September through June, boatyards are packed. There is no place between Reedsport and Port Angeles to haul out a boat. He has spoken with Bob Dorn at Tongue Point (years ago), and the facility at tongue point is not for commercial fishing boats. A 330-ton lift would work for most vessels. Due to demand, he currently needs to make haul-out appointments six months in advance.

Action Items

6a. Commission Committee Assignments 2022-2023

Executive Director Isom explains that he met with Commissioner Campbell to discuss the committee assignments. In the past, some organizations were assigned to all Commissioners; attendance for those organizations will now be on an as-needed basis. Commissioner Campbell

recommended to no longer have a representative for Columbia-Pacific Economic Development District (Col-Pac) and, the Columbia River Estuary Taskforce (CREST). Isom explains that in the past, he worked with Col-Pac to develop the Port's strategic plan. Isom includes that traditionally assignments are carried over from the prior year and asks the Commissioner if they are interested in serving on different committees.

- The Commission discusses membership with Col-Pac. Commissioner Spence notes that Col-Pac is a valuable group to be a part of; he has been attending Col-Pac meetings for the past five years. The Commission will continue the Port's membership in ColPac.
- The Commission discusses membership with CREST. Commissioner Spence explains that the Port has been working with CREST for 50 years. Spence is currently the chairman of CREST. Commissioner Campbell discusses the damage to the airport infrastructure from the Vera Slough Tide Gate installation. Commissioner Rohne asks to hear from the Executive Director. The Port belongs to a number of organizations whose values align with our district. Isom explains that this matter is outside the confines of the Port's day-to-day business operations, and he would lean on the Commission as to which determination to make.

The 2022-2023 assignments are as follows:

- NWACT – Commissioner McClaine
- COLPAC – Commissioner Stevens
- WFOA – Commissioner Stevens
- LCSG – Commissioner McClaine
- CEDR – Commissioner Rohne
- Clatsop Cruise Committee / Cruise Hosts – Commissioner Spence
- OPPA – Commissioner Spence and Commissioner McClaine
- Columbia River Salmon Advisory – Commissioner Rohne
- OCZMA – Commissioner Spence
- Regional Solution Group – Commissioner Spence
- Airport Advisory Committee – Commissioner Campbell
- Budget Committee – All Commissioners
- Marina Advisory Committee – Commissioner Stevens and Commissioner Campbell
- City of Cannon Beach – As Needed Basis: Staff/Commissioner
- City of Seaside – As Needed Basis: Staff/Commissioner
- City of Gearhart – As Needed Basis: Staff/Commissioner
- City of Astoria – As Needed Basis: Staff/Commissioner
- City of Warrenton – As Needed Basis: Staff/Commissioner
- Clatsop County – As Needed Basis: Staff/Commissioner
- Fish Expo – As Needed Basis: Staff/Commissioner
- LCTC – As Needed Basis: Staff/Commissioner

6b. Finance Committee

Executive Director Isom explains that John Lansing and Cliff Fick's terms on the Finance Committee expired in June. Finance, HR, & Business Services Manager Melanie Howard has reached out to Lansing and Fick, and both have agreed to extend their membership for another two years. Isom notes that the Port has not done any outreach for these vacancies though it was challenging to recruit the existing members in 2020.

Commissioner Campbell moved to extend John Lansing and Cliff Fick's terms on the Finance Committee to June of 2024. Commissioner McClaine seconded. The motion carried unanimously 5-0 amongst the Commissioners present.

Advisory Items:**7a. Executive Director Update**

- The CDC has discontinued its formal COVID-19 program for cruise ships.
- Isom invites Terminal and Customer Support Manager Susan Transue to discuss the recent North West Marine Terminals Association (NWMTA) meeting. Transue explains that the NWMTA is a voluntary association comprised of deepwater ports and marine terminal operators in Oregon and Washington. The group typically meets several times a year, though this past meeting was the first in-person meeting in two years. The meetings are an opportunity for members to exchange information and to facilitate long-range industry planning on issues that affect terminal operations. Several ports have received a letter from the Federal Maritime Commission (FMC) regarding their deep water status, which affects Port's antitrust protections. NWMTA has responded to this letter and sought legal counsel; a response has not been received from FMC. Transue discusses the recent Ocean Shipping Reform Act signed on June 13th. For details, please see the meeting audio. The NWMTA thanks the Port and the Commission for hosting the group, as well as the Columbia River Bar Pilots and Dan Jordan for taking the group on an Astoria waterfront tour. Lastly, the first fall cruise ship is expected on September 6th.
- The City of Astoria will be hosting the Astoria Waterfront Zoning Kickoff call next Friday with consultants Walker Macy to begin the formal process of zoning and code amendments.
- Audit firm Talbot, Korvola, & Warwick (TKW) will be onsite next week for interim fieldwork for the annual audit.
- Thanks to Commissioner Stevens for completing the Special District Association of Oregon (SDAO) Board Training. All Commissioners need to complete the training for the Port to receive an insurance credit. Additionally, two Commissioners are needed to sign up for the Board Leadership Academy.
- The Port has not had a holiday party since the pandemic began. This year the Port will resume the tradition; staff will have a date set soon. It's important to have an end-of-year gathering to reflect upon the year's challenges and progress.

Commission Comments:

Commissioner Spence commented on the following:

- Commissioner Spence would like the demolition of the Chinook building to be pursued; it is low-hanging fruit, and can be completed without planning.

Commissioner Campbell commented on the following:

- Would like to invite potential customers waiting to build to the Port.

Commissioner Stevens commented on the following:

- Inquires if there are updates as to the status of the Brim negotiations. Deputy Director McGrath answers that he met with Gary Lewin last Monday; the plan is to have weekly meetings until the matter is resolved.
- Attended a Zoom meeting with the Oregon Forestry Department. They did not discuss timber fund allocation in the meeting. They are still in the process of defining terms.
- The SDAO training is easy to complete; there are videos available on the SDAO website featuring George Dunkel.
- *The Astorian* reported on the Columbia River Basin in terms of exports. The article claimed that \$4.2 billion annually comes through the basin.

Commissioner McClaine commented on the following:



- Encourages all Commissioners to attend the Clatsop County Fair and observe the marketing potential for the Port.

Commissioner Rohne commented on the following:

- Excited that Walker Macy is helping coordinate the zoning amendments. It is beneficial to have a third party facilitate the process to move the City and the Port in the same direction.

Upcoming Meeting Dates:

- Regular Session – August 2, 2022 at 4:00 PM
- Workshop Session – August 16, 2022 at 4:00 PM

Adjourned:

Chairman Rohne adjourned the meeting at 4:58 PM.

APPROVED:

ATTEST:

Dirk Rohne, Board Chairman
Board of Commissioners

Frank Spence, Secretary
Board of Commissioners

Respectfully submitted by:
Stacy Bandy
Executive Assistant / Administrative Coordinator

September 6, 2022
Date Approved by Commission

**MEETING MINUTES
AUGUST 2, 2022**

**PORT OF ASTORIA
REGULAR SESSION
PIER ONE BUILDING
#10 PIER 1, SUITE 209
ASTORIA, OR 97103**

Call to Order:

Chairman Rohne called the Regular Session to order at 4:00 PM.

Roll Call:

Commissioners Present: Dirk Rohne; Robert Stevens; Frank Spence; Jim Campbell; and Scott McClaine.

Staff Present: Executive Director Will Isom; Deputy Director Matt McGrath; Accounting and Business Services Manager Melanie Howard; and Executive Assistant / Administrative Coordinator Stacy Bandy.

Port Counsel: Eileen Eakins was not present at this session.

Also Attending: Executive Director of CREST Denise Lofman; Finance Committee member David Oser; Cindy Yingst of the *Columbia Press*; and Ethan Myers of *The Astorian*

Pledge of Allegiance

Commission Reports:

Commissioner McClaine reported on the following:

- The Clatsop County Fair starts today. McClaine encourages all to attend the fair and see the future possibilities for the Port.

Commissioner Spence reported on the following:

- Encourages Commissioners to sign up for the Special Districts Association of Oregon (SDAO) annual board member training.

Commissioner Rohne reported on the following:

- Attended a Clatsop Economic Development Resources (CEDR) meeting. The county-wide bio-digester location has been narrowed down to two possible sites. The group also discussed daycare possibilities for large employers.

Commissioner Stevens reported on the following:

- Met with Commissioner Campbell and a member of the Budget Committee to brainstorm alternate cargos and handling procedures for the piers. There will be further conversations with the Executive Director and staff.

Commissioner Campbell had nothing to report.

Changes/Additions to the Agenda:

There were no changes or additions to the agenda.

Public Comment for items on the agenda:

There were no requests for public comment.

Consent Calendar:

The Consent Calendar consisted of the following:

- Meeting Minutes – 05/18/2022 Budget Committee, 06/14/2022 Budget Adoption Hearing and Workshop Session, and 06/15/2022 Finance Committee Meeting
- Financials – Estimated June 2022
- Event Calendar – August 2022

Commissioner Campbell moved to approve the consent calendar as presented. Commissioner Spence seconded. The motion carried unanimously 5-0 amongst the Commissioners present.

Action Items:

8a. Finance Committee Re: Vacant Lot

Executive Director Isom refers to the memo from the Finance Committee on page 23 of the packet. The memo has been updated from the previous memo to the Commission. The original memo outlined a 12-acre parcel across from Fred Meyer to be considered for lease or sale. Port staff have been made aware through the FAA that the property is not eligible for lease or sale. Isom recommends that the Commission direct Port staff to seek proposals for a commercial realtor, early on, to provide advice and devise a plan for tax lot #1200 and surrounding properties. The discussion continues amongst the Commission as to the parcel location and the possibilities and limitations.

Commissioner Campbell moved to authorize staff to move forward with the process to engage a commercial realtor. Commissioner McClaine seconded. The motion carried unanimously 5-0 amongst the Commissioners present.

8b. Reconsideration of Membership in C.R.E.S.T

Commissioner Spence explains that this action item is on the agenda at his request. Spence requests that the Port continue to be a member of the Columbia River Estuary Study Taskforce (CREST) at the \$500 level. The Port has had a relationship with CREST since its inception in 1974.

- Executive Director of CREST, Denise Lofman, steps up to the podium and addresses the Commission. Lofman discusses the relationship between CREST and the Port. Lofman encourages the Port to remain a member of CREST. Lofman is aware that the CREST has not provided the support that it has to the Port in the past, since now the Port has staff to perform the functions that CREST had helped with previously. In the mid-2000s, CREST had a staff member working more than part-time for the Port. Lofman notes that all cities in the county and the county are members of CREST. Lofman asks the Commission if they have any questions.
- Commissioner Stevens asks if we will be able to receive CREST services if the Port is no longer a paying member. Lofman answers yes. Isom adds that the Port has an environmental specialist, Erin Hawkinson, who now does much of what was previously completed through outside contractors, including CREST.

Commissioner Spence moved to remain a member of CREST at the \$500 level. Commissioner McClaine seconded. The motion fails 1-4 amongst the Commissioners present.

Public Comment for items not on the agenda:

There were no requests for public comment.

Executive Director Comments:

- Executive Director Isom asks Cruise Ship Marketing Director, Bruce Conner, to speak to the Commission about the state of the cruise industry. Conner discusses the Seatrade cruise conference

held annually in Miami. Conner attends the event each year to solicit cruise agencies to visit Astoria on their way to and from Alaska. Seatrade has not met the past two years due to the pandemic. Many cruise industry executives changed career paths during the pandemic, and there are a lot of new faces. Conner is re-introducing Astoria to itinerary planners. This year was extremely important since there are so many new contacts for cruise agencies. The industry is back on track, and 100% of ships will be back in service by October of this year. Vaccination and testing requirements have been rolled back. Discussion included a cruise-led initiative to create a zero-emission green corridor. Conner continues that the Port is expecting 16 cruise ships this fall. The Clatsop Cruise Hosts (CCH) have faced transportation challenges for cruise passengers without the partnership with Sunset Empire transportation. The CCHs have been paying private bus companies, but at \$2,000 per coach, it is a financial risk. Conner predicts that next year will be a record-breaking year. Conner expects 32 cruise ships to visit the Port next year. Commissioner McClaine inquires if Conner is aware of a proposed survey for cruise passengers next year. Conner answers that the Chamber has surveyed cruise passengers before and the Executive Director of the Astoria-Warrenton Chamber of Commerce, David Reid, will have that information. Commissioner Campbell inquires if there are coaches available for excursions such as to Mt Saint Helens. Conner explains that coaches are limited, but does have some reserved for excursions. The Commissioners thank Conner for his presentation.

- Isom refers to the estimated June financials and would like to recognize that both the boatyard and marina had record-breaking years.
- Annual fieldwork is complete from audit firm Talbot, Korvola, & Warwick (TKW). Final audit site work will come in September.
- Last week, the Coast Guard completed their annual facility and facilities inspection.
- Isom and McGrath participated in the zoning kickoff meeting with the City of Astoria and consultants Walker Macy. The hope is to have something to present by the end of the calendar year.
- Tomorrow, Isom and McGrath will be meeting with the new Business Oregon Ports Programming Manager, Courtney Flathers, along with Regional Representative, Melanie Olson, as well as members of the finance department. The group will discuss the debt deferment with Business Oregon and how to begin re-introducing the debt payments. Following the meeting, the Business Oregon staff will tour Port facilities.
- Isom will be meeting with a development company to discuss opportunities at the East Mooring Basin and the Central Waterfront.
- There is a new Executive Director at the Port of Brookings Harbor.
- Commissioner Spence is concerned that the zoning amendments are not expected until the end of the calendar year. Spence would like to see a list of low-hanging fruit or projects that can be completed in relation to the Astoria Waterfront Master Plan (AWMP).

Upcoming Meeting Dates:

- Workshop Session – August 16, 2022 at 4:00 PM
- Regular Session – September 6, 2022 at 4:00 PM

Adjourned:

Chairman Rohne adjourned the meeting at 4:52 PM.



APPROVED:

ATTEST:

Dirk Rohne, Board Chairman
Board of Commissioners

Frank Spence, Secretary
Board of Commissioners

Respectfully submitted by:
Stacy Bandy
Executive Assistant – Administrative Coordinator

September 6, 2022
Date Approved by Commission

DRAFT



JULY 2022 FINANCIALS NARRATIVE

For July 2022, the Port is showing an operating gain of \$95,161. This operating gain is trailing prior-year profits by \$121,448 and is \$30,224 below budget projections. Operating revenue YTD is at roughly 100% and operating expense is at 104% of seasonally trended budget. Non-operating income is at 93% and non-operating expense is 100% of budget. Total net income YTD is \$17,191, which is \$33,497 behind budget expectations.

The budget and prior-year deficits for dockage are \$(32,778) and \$(145,527), respectively. For the July budget, \$31,467 had been included for estimated Harbor Fee income; the total FY23 budgeted amount for Harbor Fee income is \$380,000, none of which is expected to be collected. Looking at the prior-year differences, in July of 2021 the Port received \$124,000 from the docked Pride of America cruise ship, with an additional \$124,000 in August and \$28,000 in September.

Gross Marina revenues for July were roughly 122% of budget and prior year. Boatyard gross revenues were 111% of budget and 113% of prior year. Profits from fuel sales were up \$22,851 from the prior year, most significantly for Jet A fuel sold at the airport (up \$23,977 or 226% from FY22).

Personnel services came in \$34,869 under budget while materials and services were \$62,049 over budget. Of the overage in materials and services, approximately \$42,500 can be attributed to fuel costs.

Looking at non-operating totals, most revenues and expenses were reasonably close to budget expectations. Capital spending in July totaled \$94,583, which was primarily for IT Upgrades, the Airport Master Plan, and repaving work on Pier 2. Grant funding of \$32,152 was received for the Airport Master Plan project.

Fuel Sales Summary:

Marina Fuel	Unleaded Sales \$	Unleaded Sales Gal	Unleaded COGS	Unleaded Profit	Diesel Sales \$	Diesel Sales Gal	Diesel COGS	Diesel Profit
Jul - Jul 2023	\$ 59,322	8,396	\$ 42,958	\$ 16,364	\$ 30,514	4,344	\$ 21,992	\$ 8,522
Jul - Jul 2022	\$ 52,201	9,815	\$ 34,720	\$ 17,481	\$ 32,697	8,929	\$ 21,467	\$ 11,230
Airport Fuel	Jet A Sales \$	Jet A Sales Gal	Jet A COGS	Jet A Profit	100LL Sales \$	100LL Sales Gal	100LL COGS	100LL Profit
Jul - Jul 2023	\$ 152,036	24,176	\$ 109,054	\$ 42,982	\$ 24,218	3,353	\$ 20,987	\$ 3,231
Jul - Jul 2022	\$ 50,066	12,680	\$ 31,060	\$ 19,006	\$ 6,000	1,205	\$ 5,469	\$ 531

Port of Astoria
Profit & Loss Actual vs. Budget
 July 2022

	Actuals Jul 2022 - Jul 2022	Actuals Jul 2021 - Jul 2021	Budget Jul 2022 - Jul 2023	Budget Variance Through Jul	% of Budget Through Jul	Full '22-'23 Budget
<u>Operating Revenues</u>						
Dockage & Vessel Service	26,870	172,397	59,648	-32,778	45%	1,226,657
Lease & Rental Income	253,360	193,002	254,032	-672	100%	3,118,224
Rebilled Expenses	169,486	164,874	189,088	-19,602	90%	1,713,380
Boat Haulout	65,990	58,215	59,379	6,610	111%	665,527
Marina Revenues	100,449	82,455	82,537	17,912	122%	680,780
Fuel Sales	266,091	140,964	229,264	36,827	116%	1,882,280
Ticket Revenues	175	620	738	-563	24%	9,540
Other Income	2,758	37,625	13,537	-10,778	20%	148,266
Total Operating Revenues	885,179	850,152	888,223	-3,044	100%	9,444,654
<u>Operating Expenses</u>						
Personnel Services	197,005	184,908	231,874	-34,869	85%	2,820,490
Materials and Services	593,013	448,635	530,964	62,049	112%	4,481,686
Total Operating Expenses	790,018	633,543	762,838	27,180	104%	7,302,176
Income from Operations	95,161	216,609	125,385	-30,224	76%	2,142,478
<u>Non-Operating Revenues</u>						
Property Tax Revenues-Genl Fund	7,629	0	11,713	-4,084	65%	890,248
Timber Tax Revenues	0	0	0	0	0%	198,811
Other County Revenues	0	195	0	0	0%	39,500
Grants*	32,152	459,962	32,152	0	100%	1,940,763
Interest Income	2,212	38	1,400	812	158%	18,303
Total Non-Operating Revenues	41,993	460,195	45,265	-3,272	93%	3,087,625
<u>Total Non-Operating Expenses</u>						
Capital Outlay*	94,583	512,908	94,583	0	100%	3,959,368
Interest Expense	10,333	433	10,333	0	100%	474,936
Principal Expense	15,047	2,597	15,047	0	100%	1,135,728
Total Non-Operating Expenses	119,963	515,937	119,963	0	100%	5,570,032
Net Income (Loss)	17,191	160,866	50,687	-33,497	34%	-339,929

*Capital Outlay/Grants year-to-date budget set to match Revenue/Expense, not seasonally adjusted.

Port of Astoria

Balance Sheet

as of July 2022

July 31, 2022

ASSETS

Current Assets

Cash & Cash Equivalents

Cash Funds	745
Operating Account #1442	825,618
Payroll Account #5344	26,140
Bornstein MMA #0004	63,311
Money Market #1259	262,431
Total Lewis & Clark Bank	1,177,500

Total Cash & Cash Equivalents 1,178,245

Accounts Receivable 1,629,456

Other Current Assets 1,555,120

Total Current Assets 4,362,821

Fixed Assets 34,410,708

Other Assets

Long-term Receivables 6,268,996

TOTAL ASSETS 45,042,524

LIABILITIES & EQUITY

Liabilities

Current Liabilities

Accounts Payable 784,550

Other Current Liabilities 1,055,421

Total Current Liabilities 1,839,971

Long Term Liabilities

Accrued Vacation Payable 142,253

Accrued Sick Leave 158,204

Notes Payable 13,791,423

Net Pension Liability 2,050,327

OPEB Liability 1,069,338

Pollution Remediation AOC 4 Liability 1,456,000

Less Current Portion LT Debt -361,076

Total Long Term Liabilities 18,306,470

Total Liabilities 20,146,441

Equity

Retained Earnings 24,878,893

Net Income 17,191

Total Equity 24,896,083

TOTAL LIABILITIES & EQUITY 45,042,524



Capital Projects
July 2022
Budget to Actual

DEPARTMENT AND PROJECT			CAPITAL PROJECTS & GRANTS As Budgeted			CAPITAL PROJECTS & GRANTS Actual Spending To-Date			REMAINDER & PRIORITY	
Department	Acctg Ref #	Description	Adopted Capital Expenditure	Adopted Grant Funding	Adopted POA Expense	Expenses through 07/31/2022	Grants Received through 07/31/2022	Expenses through 07/31/2022 NET OF GRANTS	Budgetary Estimate of Remaining POA Expense	Priority (1-10) 9=Comp 10=Remvd
Administration	01	2022-23 IT Upgrades	30,000	-	30,000	16,278	-	16,278	13,722	3
Airport	02	Airport Generator	20,000	10,000	10,000	-	-	-	10,000	4
Airport	03	Airport Master Plan	389,253	361,163	28,090	28,885	32,152	(3,268)	31,358	2
Airport	04	Backfill and Site Prep Behind Overbay	30,000	-	30,000	-	-	-	30,000	3
Airport	05	Backfill and Site Prep Behind Recology	55,000	-	55,000	1,040	-	1,040	53,960	3
Airport	06	Gator Utility Vehicle	15,000	-	15,000	-	-	-	15,000	5
Airport	07	Hangar Maintenance	50,000	-	50,000	-	-	-	50,000	4
Airport	08	Industrial Park	250,000	225,000	25,000	75	-	75	24,925	5
Airport	09	Terminal Building Upgrades	150,000	142,500	7,500	-	-	-	7,500	5
Airport	10	T-Hangar Fencing	50,000	37,500	12,500	-	-	-	12,500	4
Airport	11	Tide Gate Feasibility Study	99,600	99,600	-	-	-	-	-	5
Airport	12	Utility Trailer	7,500	-	7,500	-	-	-	7,500	5
Airport	13	Vegetation Management	30,000	-	30,000	-	-	-	30,000	4
WFE	14	Maintenance - Flatbed Truck	13,500	-	13,500	-	-	-	13,500	5
WFE - Marinas	15	East Mooring Basin Causeway Design & Repairs	500,000	350,000	150,000	-	-	-	150,000	6
WFE - Marinas	16	West Marina Dredging	496,250	-	496,250	885	-	885	495,365	2
WFE - Marinas	17	West Marina Piling Replacement (25) Fender Pile Replacement (25) Pier 1 West, Pier 2 East, Pier 2 West	133,500	-	133,500	-	-	-	133,500	2
WFW	18	West	221,875	-	221,875	-	-	-	221,875	3
WFW	19	Fire suppression/system upgrades - Pier 2	20,000	-	20,000	-	-	-	20,000	5
WFW	20	Maintenance - Flatbed Truck	31,500	-	31,500	-	-	-	31,500	5
WFW	21	P2 West PS&E Documents; CM/GC work to 100% Design	250,000	-	250,000	1,960	-	1,960	248,040	1
WFW	22	Pier 1 Face Chip Seal	15,000	-	15,000	-	-	-	15,000	5
WFW	23	Pier 2 East - Repairs based on ODOT reports	50,000	-	50,000	-	-	-	50,000	4
WFW	24	Repave Gateway Avenue / Restripe	110,000	110,000	-	-	-	-	-	5
WFW	25	Repave Pier 2 Entrance to Gateway	50,000	-	50,000	41,500	-	41,500	8,500	5
WFW	26	Replace Cruise Ship Gangway Decking	15,000	-	15,000	-	-	-	15,000	5
WFW	27	Security Upgrades: Trident equipment; Pier 1 Generator; Pier 1 Booth; Cyber Security	200,000	150,000	50,000	-	-	-	50,000	5
WFW - Boatyard	28	Boatyard Electrical Upgrades	10,000	-	10,000	-	-	-	10,000	5
WFW - Boatyard	29	Boatyard Stands	16,390	-	16,390	-	-	-	16,390	5
WFW - Boatyard	30	Boatyard Upgrades	650,000	455,000	195,000	-	-	-	195,000	5
		Misc				4,390	-	4,390	(4,390)	
TOTALS			3,959,368	1,940,763	2,018,605	95,013	32,152	62,861	1,955,745	

Port of Astoria
Vouchers Paid -- Operating Acct

SB

Type	Date	Num	Name	Memo	Credit
102-00 - Cash					
102-02 - CCB Operating #1442					
Bill Pmt -Check	07/05/2022	81209	ABA Company		980.00
Bill Pmt -Check	07/05/2022	81210	Art's Automotive	W/O# 2197	187.09
Bill Pmt -Check	07/05/2022	81211	Astoria-Warrenton Chamber of Commerce	Membership renewal	408.10
Bill Pmt -Check	07/05/2022	81212	AT&T	Acct # 019 295 1870 001	22.40
Bill Pmt -Check	07/05/2022	81213	Brendon Stock (A/P)	Reimbursement for work boots	46.80
Bill Pmt -Check	07/05/2022	81214	Brian Jacobsen (A/P)	Reimb for Work Boots per CBA	400.00
Bill Pmt -Check	07/05/2022	81215	Card Service Center		6,297.22
Bill Pmt -Check	07/05/2022	81216	Charter Business - 0229	8787 14 680 0000229	2,109.63
Bill Pmt -Check	07/05/2022	81217	Charter Business - 5587	Acct # 8787 14 002 0105587	39.99
Bill Pmt -Check	07/05/2022	81218	Charter Business - 5595	Acct # 8787 14 002 0105595	179.97
Bill Pmt -Check	07/05/2022	81219	Cintas Corporation	10829	183.02
Bill Pmt -Check	07/05/2022	81220	City Lumber	Cust # 7259	616.86
Bill Pmt -Check	07/05/2022	81221	City of Astoria - utilities		205,976.93
Bill Pmt -Check	07/05/2022	81222	Clatsop County Lawn & Tractor	544212	21.48
Bill Pmt -Check	07/05/2022	81223	Coastal Drain and Sewer LLC	W/O#3129	198.00
Bill Pmt -Check	07/05/2022	81224	Del's OK Point S Tire	POR101	35.00
Bill Pmt -Check	07/05/2022	81225	Earthworx Excavation, LLC	Inv #1166	1,233.50
Bill Pmt -Check	07/05/2022	81226	Englund Marine (Boatyard)		15.80
Bill Pmt -Check	07/05/2022	81227	Englund Marine (Marina)		104.17
Bill Pmt -Check	07/05/2022	81228	Englund Marine (MX)		1,654.18
Bill Pmt -Check	07/05/2022	81229	Erin Hawkinson	Reimb for mileage driven - Mar - June 2022 - MM	111.70
Bill Pmt -Check	07/05/2022	81230	Haglund Kelley LLP		5,742.50
Bill Pmt -Check	07/05/2022	81231	Hauer's Lawn Care & Equip		15.00
Bill Pmt -Check	07/05/2022	81232	iFocus Consulting, Inc.		13,278.21
Bill Pmt -Check	07/05/2022	81233	Jackson and Son Oil		18,982.47
Bill Pmt -Check	07/05/2022	81234	Jim Varner's Automotive		288.40
Bill Pmt -Check	07/05/2022	81235	Jose Delgado - A/P	Reimbursement for rain gear & boots	400.00
Bill Pmt -Check	07/05/2022	81236	Larry Jones (Retiree)		529.56
Bill Pmt -Check	07/05/2022	81237	Lawson Products	Cust # 10075026	203.51
Bill Pmt -Check	07/05/2022	81238	Lump Family LLC		75.00
Bill Pmt -Check	07/05/2022	81239	MarinaWare	Quarterly Software License - July, August & Septemb...	450.00
Bill Pmt -Check	07/05/2022	81240	Mascott Equipment Co, Inc	Acct # 2099	730.95
Bill Pmt -Check	07/05/2022	81241	NW Marine Terminal Assn	2022 NWMTA Summer Meeting in Astoria, OR for Su...	300.00
Bill Pmt -Check	07/05/2022	81242	NW Natural		644.81
Bill Pmt -Check	07/05/2022	81243	Overton Safety Training, Inc.		3,675.00
Bill Pmt -Check	07/05/2022	81244	Pacific Power		9,713.80
Bill Pmt -Check	07/05/2022	81245	PacificSource Administrators	Employer ID: P00431	1,423.17
Bill Pmt -Check	07/05/2022	81246	PERS Health		794.34
Bill Pmt -Check	07/05/2022	81247	PetroCard, Inc.	01-0004280	1,658.13
Bill Pmt -Check	07/05/2022	81248	Polk Riley's Printing & Design		707.75
Bill Pmt -Check	07/05/2022	81249	S. Bruce Conner	July 2022	2,100.00
Bill Pmt -Check	07/05/2022	81250	SAIF Corporation		63,620.99
Bill Pmt -Check	07/05/2022	81251	Shred-It	Cust # 16971101	60.00
Bill Pmt -Check	07/05/2022	81252	Sierra Springs	928320221793628	275.46
Bill Pmt -Check	07/05/2022	81253	Special Districts Health Premiums	Cust # 03-0016324	47,115.21
Bill Pmt -Check	07/05/2022	81254	Special Touch Janitorial, Inc.	June 2022	4,332.50
Bill Pmt -Check	07/05/2022	81255	Spectrio, LLC	Acct # SPX755863	105.00
Bill Pmt -Check	07/05/2022	81256	Standard Insurance Co.	Policy # 00 158620 0001	1,751.62
Bill Pmt -Check	07/05/2022	81257	Staples Advantage		174.56
Bill Pmt -Check	07/05/2022	81258	The North Coast Oregonian		80.00
Bill Pmt -Check	07/05/2022	81259	Traffic Safety Supply Co.	C003028	731.62
Bill Pmt -Check	07/05/2022	81260	Verizon Wireless #7705-1	270297705-00001	565.83
Bill Pmt -Check	07/05/2022	81261	Walter E. Nelson Co.	Cust # 1629	716.92
Bill Pmt -Check	07/05/2022	81262	DEQ	Project # 117902-00	1,548.34
Bill Pmt -Check	07/05/2022	81263	DEQ		1,386.00

Total 102-02 - CCB Operating #1442

404,998.49

Total 102-00 - Cash

404,998.49

TOTAL

404,998.49

JTC OK
7-5-22

W
W

Port of Astoria
Vouchers Paid -- Operating Acct

Type	Date	Num	Name	Memo	Credit
102-00 - Cash					
102-02 - CCB Operating #1442					
Bill Pmt -Check	07/19/2022	81264	A Coastal Lock & Key, LLC		8.00
Bill Pmt -Check	07/19/2022	81265	Advanced Remediation Technologies, Inc.	Job # OR0203-004.001	630.00
Bill Pmt -Check	07/19/2022	81266	America's Phone Guys		629.63
Bill Pmt -Check	07/19/2022	81267	Astoria Ford		1,611.36
Bill Pmt -Check	07/19/2022	81268	Bayview Asphalt, Inc.	Contract 9320023	41,500.00
Bill Pmt -Check	07/19/2022	81269	BST Associates	Boatyard Study	5,979.44
Bill Pmt -Check	07/19/2022	81270	Calhoun & DeJong, Inc.	Cust # PORT05	156.07
Bill Pmt -Check	07/19/2022	81271	Campbell Environmental		2,460.00
Bill Pmt -Check	07/19/2022	81272	Capt Robert Stevens - Commissioner	Reimb for Commission Mtgs	350.00
Bill Pmt -Check	07/19/2022	81273	CARY COGGINS (A/P)	Reimbursement for Boots, Raingear and Uniforms	557.59
Bill Pmt -Check	07/19/2022	81274	Charter Business - 0590	8787 14 001 0420590	39.99
Bill Pmt -Check	07/19/2022	81275	CHS Inc/Cenex	Cust # 195072	460.81
Bill Pmt -Check	07/19/2022	81276	Cintas Corporation	10829	183.02
Bill Pmt -Check	07/19/2022	81277	City Lumber	Cust # 7259	98.30
Bill Pmt -Check	07/19/2022	81278	City of Warrenton		3,487.24
Bill Pmt -Check	07/19/2022	81279	Clean Sweep Maintenance, Inc.		172.50
Bill Pmt -Check	07/19/2022	81280	COASTAL TOWING & SALVAGE		3,000.00
Bill Pmt -Check	07/19/2022	81281	Columbia Steel Supply		502.41
Bill Pmt -Check	07/19/2022	81282	DEQ		2,939.83
Bill Pmt -Check	07/19/2022	81283	DSL	Renewal Application for DSL Lease 39416-ML	375.00
Bill Pmt -Check	07/19/2022	81284	Emerald Recycling	Billing Acct # PO22268	556.36
Bill Pmt -Check	07/19/2022	81285	Englund Marine (Marina)		224.02
Bill Pmt -Check	07/19/2022	81286	Englund Marine (MX)		161.29
Bill Pmt -Check	07/19/2022	81287	EPIC Aviation, LLC - fuel	AST0770GP	50,670.28
Bill Pmt -Check	07/19/2022	81288	Equipment Rental Services	Cust # 205559	1,299.34
Bill Pmt -Check	07/19/2022	81289	Home Depot	6035 3225 3191 4798	154.66
Bill Pmt -Check	07/19/2022	81290	iFocus Consulting, Inc.		6,062.00
Bill Pmt -Check	07/19/2022	81291	J. Burk (A/P)	Reimbursement for Shoes	193.90
Bill Pmt -Check	07/19/2022	81292	Jackson and Son Oil		30,657.62
Bill Pmt -Check	07/19/2022	81293	James T. Campbell, Commissioner	Commission Mtg Attendance	600.00
Bill Pmt -Check	07/19/2022	81294	John Howe	Reimbursement for Twic Card	214.17
Bill Pmt -Check	07/19/2022	81295	Jordan Ramis PC	Client ID 43046	190.00
Bill Pmt -Check	07/19/2022	81296	Lawson Products	Cust # 10075026	197.54
Bill Pmt -Check	07/19/2022	81297	M&N WORKWEAR		319.85
Bill Pmt -Check	07/19/2022	81298	McCall Tire Center, Inc.	Cust # A21-01162	391.92
Bill Pmt -Check	07/19/2022	81299	Northwest Local Government Legal Advi...	June 2022	6,490.00
Bill Pmt -Check	07/19/2022	81300	NW Natural		242.74
Bill Pmt -Check	07/19/2022	81301	Pacific Power		10,774.23
Bill Pmt -Check	07/19/2022	81302	PBS Engineering & Environmental Inc.	Project: 0074242.000	1,500.00
Bill Pmt -Check	07/19/2022	81303	PetroCard, Inc.	01-0004280	1,163.31
Bill Pmt -Check	07/19/2022	81304	QT POD		1,425.00
Bill Pmt -Check	07/19/2022	81305	Quadient (postage)	X3391	349.68
Bill Pmt -Check	07/19/2022	81306	Recology Western Oregon		2,937.97
Bill Pmt -Check	07/19/2022	81307	Recology Western Oregon (LA)	A1080000232	986.17
Bill Pmt -Check	07/19/2022	81308	Shane Jensen - Grant Writer	Grant Writing - June 2022	9,613.75
Bill Pmt -Check	07/19/2022	81309	Solutions YES, LLC	Acct # PO03	165.06
Bill Pmt -Check	07/19/2022	81310	Special Districts Health Premiums	Cust # 03-0016324	47,019.95
Bill Pmt -Check	07/19/2022	81311	Staples Advantage		44.33
Bill Pmt -Check	07/19/2022	81312	Sunset Auto Parts - NEW	Cust # 76004	16.72
Bill Pmt -Check	07/19/2022	81313	Sweet Septic and Portable Service	June 2022	260.00
Bill Pmt -Check	07/19/2022	81314	The Daily Astorian	Account # 12928	14.92
Bill Pmt -Check	07/19/2022	81315	Trails End Recovery	W/O #3157	380.00
Bill Pmt -Check	07/19/2022	81316	United States Treasury	720-V for 2021	50.54
Bill Pmt -Check	07/19/2022	81317	Walter E. Nelson Co.	Cust # 1629	192.71
Bill Pmt -Check	07/19/2022	81318	Wells Electrical Contracting, Inc.		5,425.00
Bill Pmt -Check	07/19/2022	81319	Wilcox & Flegel	Acct # 0053592	66.82
Total 102-02 - CCB Operating #1442					246,153.04
Total 102-00 - Cash					246,153.04
TOTAL					246,153.04

JTO OIC
7-20-22

ok
Wm

Port of Astoria
Vouchers Paid -- Operating Acct

Accrual Basis

Type	Date	Num	Name	Memo	Credit
102-00 - Cash					
102-02 - CCB Operating #1442					
Bill Pmt -Check	08/04/2022	81374	A Coastal Lock & Key, LLC		28.00 ✓
Bill Pmt -Check	08/04/2022	81375	Alpha Ledger Technologies		1,200.00 ✓
Bill Pmt -Check	08/04/2022	81376	Art's Automotive	W/O# 2197	1,122.05 ✓
Bill Pmt -Check	08/04/2022	81377	Astoria Regatta Association	2022 Sponsorship	1,000.00 ✓
Bill Pmt -Check	08/04/2022	81378	AT&T	Acct # 019 295 1870 001	24.29 ✓
Bill Pmt -Check	08/04/2022	81379	Burl (Bud) Shoemaker II		1,162.50 ✓
Bill Pmt -Check	08/04/2022	81380	Card Service Center		5,105.86 ✓
Bill Pmt -Check	08/04/2022	81381	CenturyLink	Acct # 497163267	207.08 ✓
Bill Pmt -Check	08/04/2022	81382	Charter Business - 0229	8787 14 680 0000229	2,112.53 ✓
Bill Pmt -Check	08/04/2022	81383	Charter Business - 5587	Acct # 8787 14 002 0105587	39.99 ✓
Bill Pmt -Check	08/04/2022	81321	Charter Business - 5595	Acct # 8787 14 002 0105595	179.97 ✓
Bill Pmt -Check	08/04/2022	81322	Cintas Corporation	10829	274.53 ✓
Bill Pmt -Check	08/04/2022	81323	City Lumber	Cust # 7259	1,329.96 ✓
Bill Pmt -Check	08/04/2022	81325	City of Astoria - utilities		645.03 ✓
Bill Pmt -Check	08/04/2022	81326	Clatsop County Lawn & Tractor	544212	80.16 ✓
Bill Pmt -Check	08/04/2022	81327	COASTAL TOWING & SALVAGE		200.00 ✓
Bill Pmt -Check	08/04/2022	81328	Columbia Pacific Construction, Inc.	AIP Project 3-41-0003-026-2020	134,655.55 ✓
Bill Pmt -Check	08/04/2022	81329	Columbia Steel Supply		128.43 ✓
Bill Pmt -Check	08/04/2022	81330	DebtBook	Reference 20220729-101932134	6,500.00 ✓
Bill Pmt -Check	08/04/2022	81331	DEQ	East Mooring Basin Drege Project Permit Application ...	4,390.00 ✓
Bill Pmt -Check	08/04/2022	81332	DSL		6,195.00 ✓
Bill Pmt -Check	08/04/2022	81333	Earthworx Excavation, LLC	Inv #1166	5,568.76 ✓
Bill Pmt -Check	08/04/2022	81334	Emerald Recycling	Billing Acct # PO22268	197.64 ✓
Bill Pmt -Check	08/04/2022	81335	Englund Marine (Boatyard)		566.40 ✓
Bill Pmt -Check	08/04/2022	81336	Englund Marine (Marina)		16.58 ✓
Bill Pmt -Check	08/04/2022	81337	Englund Marine (MX)		1,405.89 ✓
Bill Pmt -Check	08/04/2022	81338	Environmental Science Associates	Project D202000452.02	3,844.94 ✓
Bill Pmt -Check	08/04/2022	81339	EPIC Aviation, LLC - fuel	AST0770GP	119,312.18 ✓
Bill Pmt -Check	08/04/2022	81340	Frank Spence, Commissioner	Reimb - July 2022	100.00 ✓
Bill Pmt -Check	08/04/2022	81341	Green Hills Construction		7,575.00 ✓
Bill Pmt -Check	08/04/2022	81342	Haglund Kelley LLP		2,382.50 ✓
Bill Pmt -Check	08/04/2022	81343	Inland Electric, Inc.	Job # S2460B	2,875.00 ✓
Bill Pmt -Check	08/04/2022	81344	J P Plumbing Company, Inc.	Cust ID: AS75	289.50 ✓
Bill Pmt -Check	08/04/2022	81345	Jackson and Son Oil		28,856.76 ✓
Bill Pmt -Check	08/04/2022	81346	Landside Resources, Inc.	May 2022	1,325.00 ✓
Bill Pmt -Check	08/04/2022	81347	Lawson Products	Cust # 10075026	197.27 ✓
Bill Pmt -Check	08/04/2022	81348	Mascott Equipment Co, Inc	Acct # 2099	1,383.53 ✓
Bill Pmt -Check	08/04/2022	81349	Melanie Howard (A/P)	Reimbursements	145.92 ✓
Bill Pmt -Check	08/04/2022	81350	Northwest Local Government Legal Advi...	July 2022	2,805.00 ✓
Bill Pmt -Check	08/04/2022	81351	NW Natural	Acct #2737126-9	132.71 ✓
Bill Pmt -Check	08/04/2022	81352	P & L Johnson Mechanical, Inc.	Work order #38472	306.25 ✓
Bill Pmt -Check	08/04/2022	81353	PacificSource Administrators	Employer ID: P00431	1,153.29 ✓
Bill Pmt -Check	08/04/2022	81354	Pape Machinery, Inc.	Cust # 101890	62.75 ✓
Bill Pmt -Check	08/04/2022	81355	PERS Health		529.56 ✓
Bill Pmt -Check	08/04/2022	81356	PetroCard, Inc.	01-0004280	844.02 ✓
Bill Pmt -Check	08/04/2022	81357	Precision Approach Engineering		58,434.57 ✓
Bill Pmt -Check	08/04/2022	81358	S. Bruce Conner	August 2022	2,100.00 ✓
Bill Pmt -Check	08/04/2022	81359	Shred-It	Cust # 16971101	1,539.15 ✓
Bill Pmt -Check	08/04/2022	81360	Sierra Springs	928320221793628	126.50 ✓
Bill Pmt -Check	08/04/2022	81361	Special Districts Insurance Services	Training Services	15.00 ✓
Bill Pmt -Check	08/04/2022	81362	Special Touch Janitorial, Inc.	July 2022	4,248.75 ✓
Bill Pmt -Check	08/04/2022	81363	Spectrio, LLC	Acct # SPX755863	105.00 ✓
Bill Pmt -Check	08/04/2022	81364	Standard Insurance Co.	Policy # 00 158620 0001	1,942.68 ✓
Bill Pmt -Check	08/04/2022	81365	Staples Advantage		58.36 ✓
Bill Pmt -Check	08/04/2022	81366	Sunset Auto Parts - NEW	Cust # 76004	137.42 ✓
Bill Pmt -Check	08/04/2022	81367	Tidewater Environmental Services, Inc.	Job # ORG-39366	3,843.75 ✓
Bill Pmt -Check	08/04/2022	81368	TJ's Auto Repair		879.40 ✓
Bill Pmt -Check	08/04/2022	81369	TKE (Thyssenkrupp Elevator Corp)	Cust # 71259	615.00 ✓
Bill Pmt -Check	08/04/2022	81370	Trails End Recovery		91.80 ✓
Bill Pmt -Check	08/04/2022	81371	ULINE	Cust # 21657453	2,287.84 ✓
Bill Pmt -Check	08/04/2022	81372	VenTek International	Cust # PORTASTORIA	380.00 ✓
Bill Pmt -Check	08/04/2022	81373	Verizon Wireless #7705-1	270297705-00001	562.60 ✓
Bill Pmt -Check	08/04/2022	81384	Walter E. Nelson Co.	Cust # 1629	1,770.53 ✓

Total 102-02 - CCB Operating #1442

427,595.73

Total 102-00 - Cash

427,595.73

TOTAL

427,595.73

*Scott L. McLean
05 AUG 2022*

*OK
Winn*

Note: checks are not in order due to printer paper jam.
check 81324 - jammed voided

Port of Astoria
Vouchers Paid -- Operating Acct

Type	Date	Num	Name	Memo	Credit
102-00 - Cash					
102-02 - CCB Operating #1442					
Bill Pmt -Check	08/18/2022	81385	America's Phone Guys		582.06
Bill Pmt -Check	08/18/2022	81386	Astoria Auto Wrecking (A/P)		99.00
Bill Pmt -Check	08/18/2022	81387	Bergerson Construction, Inc		13,809.96
Bill Pmt -Check	08/18/2022	81388	Campbell Environmental		2,115.00
Bill Pmt -Check	08/18/2022	81389	Charter Business - 0590	8787 14 001 0420590	39.99
Bill Pmt -Check	08/18/2022	81390	Cintas Corporation	10829	183.02
Bill Pmt -Check	08/18/2022	81391	City Lumber	Cust # 7259	166.59
Bill Pmt -Check	08/18/2022	81392	City of Warrenton		2,769.83
Bill Pmt -Check	08/18/2022	81393	Clatsop County Lawn & Tractor	544212	109.19
Bill Pmt -Check	08/18/2022	81394	Drug Screens, Inc.		35.00
Bill Pmt -Check	08/18/2022	81395	Earthworx Excavation, LLC		6,202.56
Bill Pmt -Check	08/18/2022	81396	EPIC Aviation, LLC - fuel	AST0770GP	125,533.43
Bill Pmt -Check	08/18/2022	81397	Haglund Kelley LLP		1,094.50
Bill Pmt -Check	08/18/2022	81398	Home Depot	6035 3225 3191 4798	922.08
Bill Pmt -Check	08/18/2022	81399	iFocus Consulting, Inc.		7,652.00
Bill Pmt -Check	08/18/2022	81400	Jackson and Son Oil		61,559.98
Bill Pmt -Check	08/18/2022	81401	Jonathon Rowden (A/P)	TWIC Card Reimbursement	125.25
Bill Pmt -Check	08/18/2022	81402	Jordan Ramis PC	Client ID 43046	95.00
Bill Pmt -Check	08/18/2022	81403	Landside Resources, Inc.	July 2022	1,325.00
Bill Pmt -Check	08/18/2022	81404	Lawson Products		200.15
Bill Pmt -Check	08/18/2022	81405	Lum's Auto Center	Cust # 1269	58.28
Bill Pmt -Check	08/18/2022	81406	Matt Hansen (A/P)		64.19
Bill Pmt -Check	08/18/2022	81407	McCall Tire Center, Inc.	Cust # A21-01162	321.96
Bill Pmt -Check	08/18/2022	81408	NW Natural		162.69
Bill Pmt -Check	08/18/2022	81409	Pacific Power		2,327.44
Bill Pmt -Check	08/18/2022	81410	Pape Machinery, Inc.	Cust # 101890	850.29
Bill Pmt -Check	08/18/2022	81411	PERS Health		529.56
Bill Pmt -Check	08/18/2022	81412	PetroCard, Inc.	01-0004280	1,197.99
Bill Pmt -Check	08/18/2022	81413	Precision Approach Engineering	Project # AST009D	3,345.14
Bill Pmt -Check	08/18/2022	81414	Rachel Johnson (A/P)		24.69
Bill Pmt -Check	08/18/2022	81415	Recology Western Oregon		3,341.50
Bill Pmt -Check	08/18/2022	81416	Recology Western Oregon (LA)	A1080000232	916.56
Bill Pmt -Check	08/18/2022	81417	Solutions YES, LLC	Acct # PO03	93.41
Bill Pmt -Check	08/18/2022	81418	Special Districts Health Premiums	Cust # 03-0016324	47,019.95
Bill Pmt -Check	08/18/2022	81419	Special Touch Janitorial, Inc.	August 2022	4,623.75
Bill Pmt -Check	08/18/2022	81420	Stacy Bandy (A/P)	Reimb for purchases & mileage driven	142.73
Bill Pmt -Check	08/18/2022	81421	Staples Advantage		392.28
Bill Pmt -Check	08/18/2022	81422	Sweet Septic and Portable Service	July 2022	227.50
Bill Pmt -Check	08/18/2022	81423	Talbot, Korvola & Warwick, LLP	Client # 7770000.501	22,000.00
Bill Pmt -Check	08/18/2022	81424	The Daily Astorian		281.13
Bill Pmt -Check	08/18/2022	81425	TKE (Thyssenkrupp Elevator Corp)	Cust # 71259	666.84
Bill Pmt -Check	08/18/2022	81426	Warrenton Fiber Company	Cust # Por Ast	178.62
Bill Pmt -Check	08/18/2022	81427	Wells Electrical Contracting, Inc.		1,966.80
Total 102-02 - CCB Operating #1442					315,352.89
Total 102-00 - Cash					315,352.89
TOTAL					315,352.89

*Scott M'Clan
19 AUG 2022*

Susan Draxner

Wm

September 2022

September 2022							October 2022						
Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa
				1	2	3							1
4	5	6	7	8	9	10	2	3	4	5	6	7	8
11	12	13	14	15	16	17	9	10	11	12	13	14	15
18	19	20	21	22	23	24	16	17	18	19	20	21	22
25	26	27	28	29	30		23	24	25	26	27	28	29
							30	31					

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
Aug 28	29	30	31	Sep 1	2	3
4	5 7PM Astoria City Council Mtg LABOR DAY	6 4PM Regular Session 6PM CB City Council Mtg	7 12PM Finance Cmte 7PM Gearhart City Council Mtg	8 10AM Col-Pac EDD Mtg 10AM NWOEA Mtg 1PM NW ACT Clatsop Comm College	9	10
11	12 7PM Seaside City Council Mtg	13 6PM CB City Council Work Mtg 6PM Warrenton City Council Mtg	14 6PM Clatsop Cnty Commission	15	16	17
18	19 7PM Astoria City Council Mtg	20 4PM Regular Workshop Session	21	22	23	24
25	26 7PM Seaside City Council Mtg	27 330PM CEDR Board Mtg 530PM Astoria Planning Commission 6PM Warrenton City Council Mtg 7:30AM AWACC	28 6PM Clatsop Cnty Commission	29	30	Oct 1

Rivian Adventure Network

Port of Astoria x Rivian

The future depends on partnership

At Rivian, our mission is to keep the world adventurous forever through unconventional thinking and deep technological innovation, powered by an urgent need for change. As environmental challenges on our planet become more dire, our collective goals must become more ambitious and our thinking more courageous. One way Rivian is doing this is by building emissions-free adventure vehicles — 100% electric trucks and SUVs — that allow people to explore their world without simultaneously damaging it.

As urgent as the need for change is, it is also an exciting call to action and cooperation. Individuals and entire industries have begun coming together as never before to transition the world toward sustainable energy.

This collaboration is where true potential lies. By partnering with Rivian to establish an electric charging network point on your property, you can help fundamentally change the way humans move about on Earth toward a more sustainable model so the world can remain a place worth exploring.



YOUR SITE

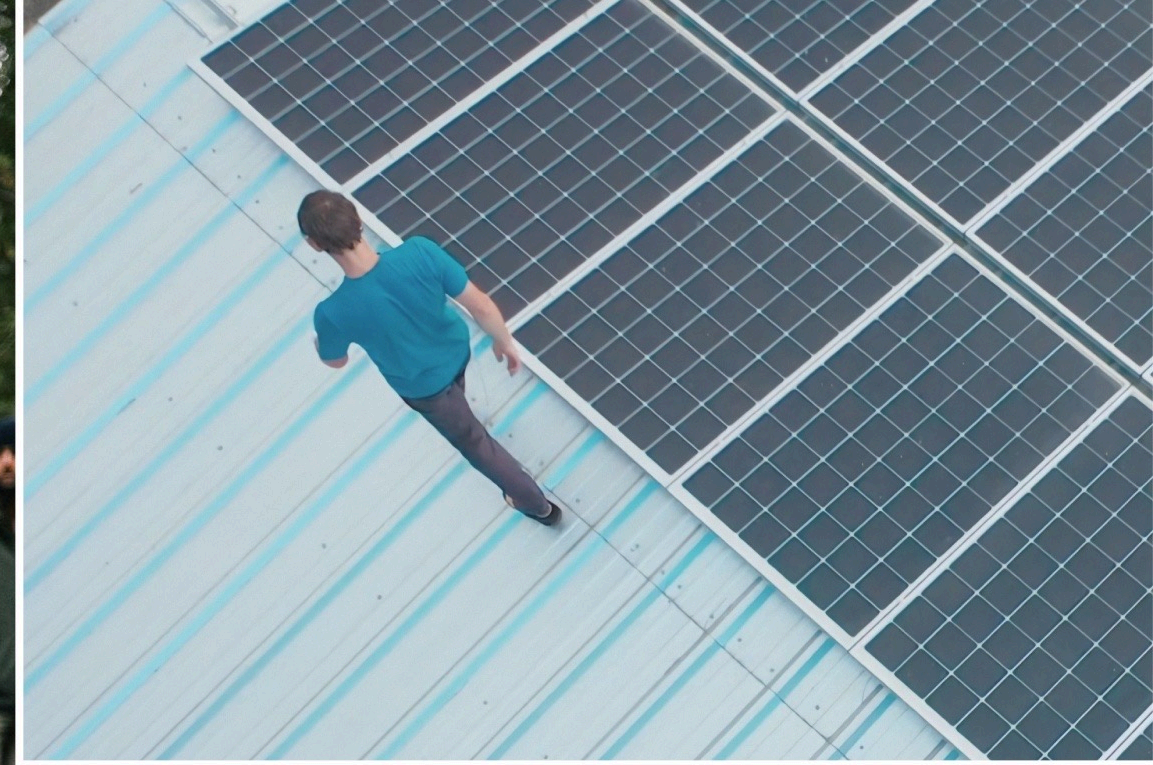
The power of place

Rivian has identified your site as a key location in our planned constellation of fast chargers for electric vehicles across North America. We choose each site based on the access it offers to different regions and landscapes, some of which were previously thought unreachable by an electric vehicle.

As the groundswell of EV use across the country increases, and the future of transportation begins to take shape, your site is perfectly positioned to tap into innovations and developments yet to come, while also serving as a critical point within the Rivian Adventure Network.

CONFIDENTIAL





KEEP
THE WORLD
ADVENTUROUS
FOREVER.

VEHICLE LINEUP

Vehicles made for the planet

Most attractive auto segment

70% of vehicle sales are trucks and SUVs

Diversified business model

Consumer and commercial

Largest EV fleet purchase

Amazon ordered 100,000 electric delivery vans from Rivian

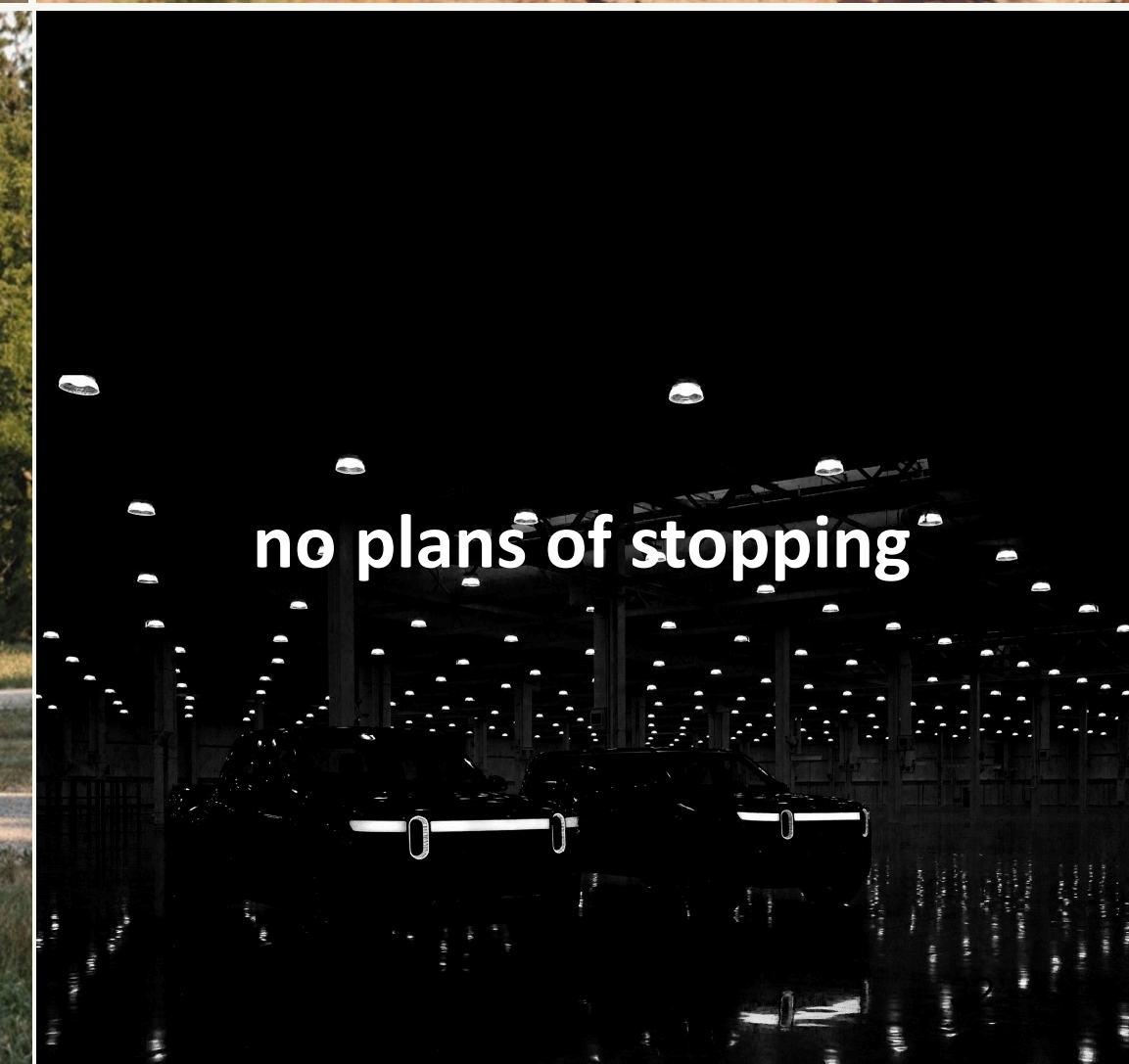
First true-size electric SUV

3 rows, 7 passengers

First electric truck

Customer delivery September 2021

CONFIDENTIAL



Rivian Adventure charger

Exclusively for Rivian owners

140 miles of range in 20 minutes for R1T and R1S

Simple operation — just pull up and plug in

In-vehicle navigation automatically plans charging

Charging rates capable of 300kW+

24/7 Rivian Maintenance and Service Team support

Powered by 100% renewable energy



Rivian Adventure Network

Rivian is building a nationwide network of DC fast chargers capable of adding up to 140 miles of range in 20 minutes.

The Rivian Adventure Network will grow to more than 3,500 fast chargers.



Project Scope

Option 1 Location

Project Overview

- 6 Initial RAN chargers installed
- Infrastructure future chargers (to be converted based on demand)
- Trailer Stall(s)
- Project process
 - Identify location
 - Due diligence/survey (3-4 week timeframe to confirm construction sandbox)
 - Confirm project design
 - Draft lease/execute
 - Submit for permit
 - Construction
 - Electrify

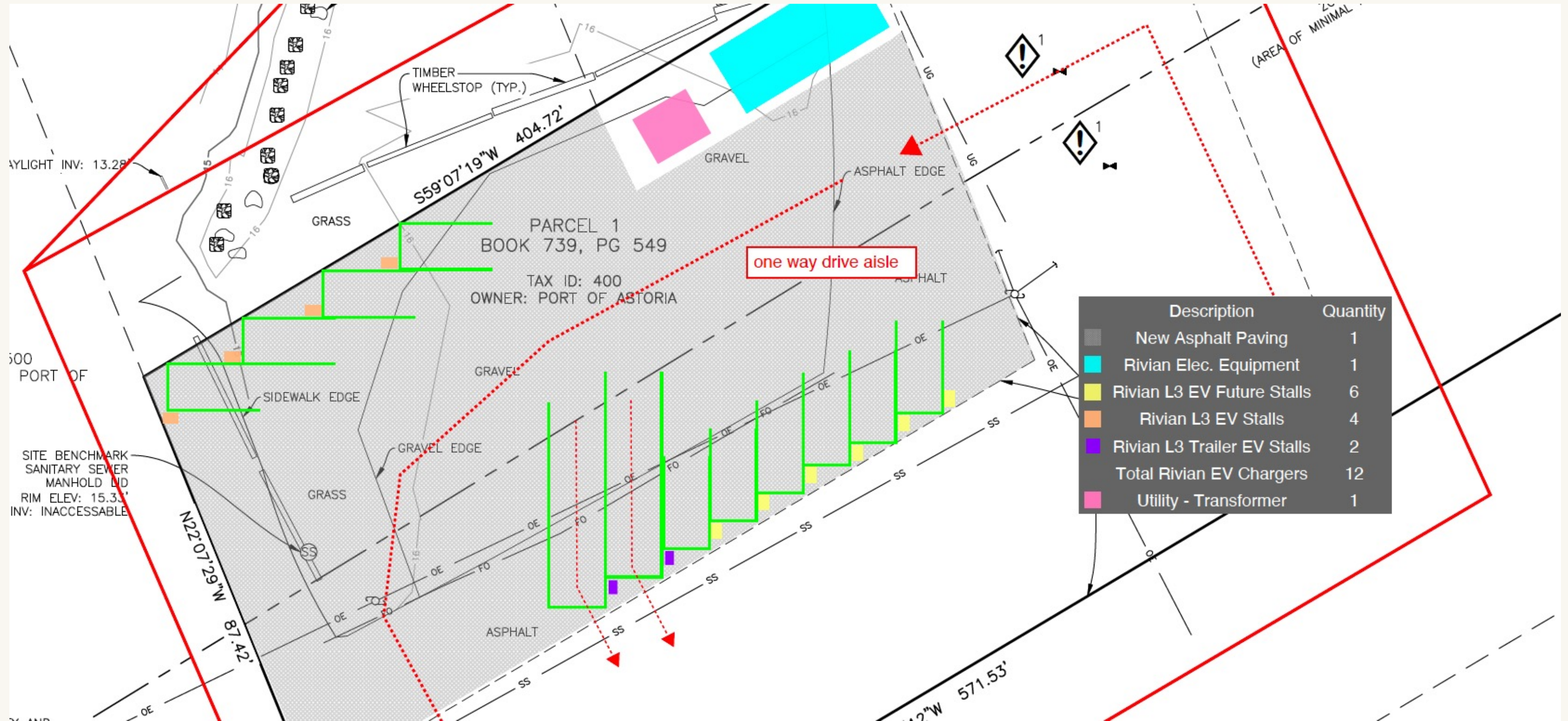


Option 2 Location and concept design

- KEY:**
- Rivian Adventure Chargers – Initial Installment (5)
 - Rivian Adventure Charger – Trailer Accessible (1)
 - Rivian Adventure Chargers – Future Expansion (4)
 - Rivian Equipment Enclosure
 - Rivian Transformer



Option 1 Concept Design



Zero cost approach

Rivian covers all costs and management of the project as well as ongoing operation and maintenance of the chargers.

In addition, Rivian will offer rent on a per charger, monthly basis of \$125 (6 initial chargers, \$750 a month, \$750 additional after additional chargers converted)

Rivian will cover the costs and management associated with :

Utility Costs through Rivian meter

Permitting

Utility Bill Management

Construction

Utility / AHJ coordination

Installation

Ownership of Chargers

Ongoing Maintenance



Attracting customers

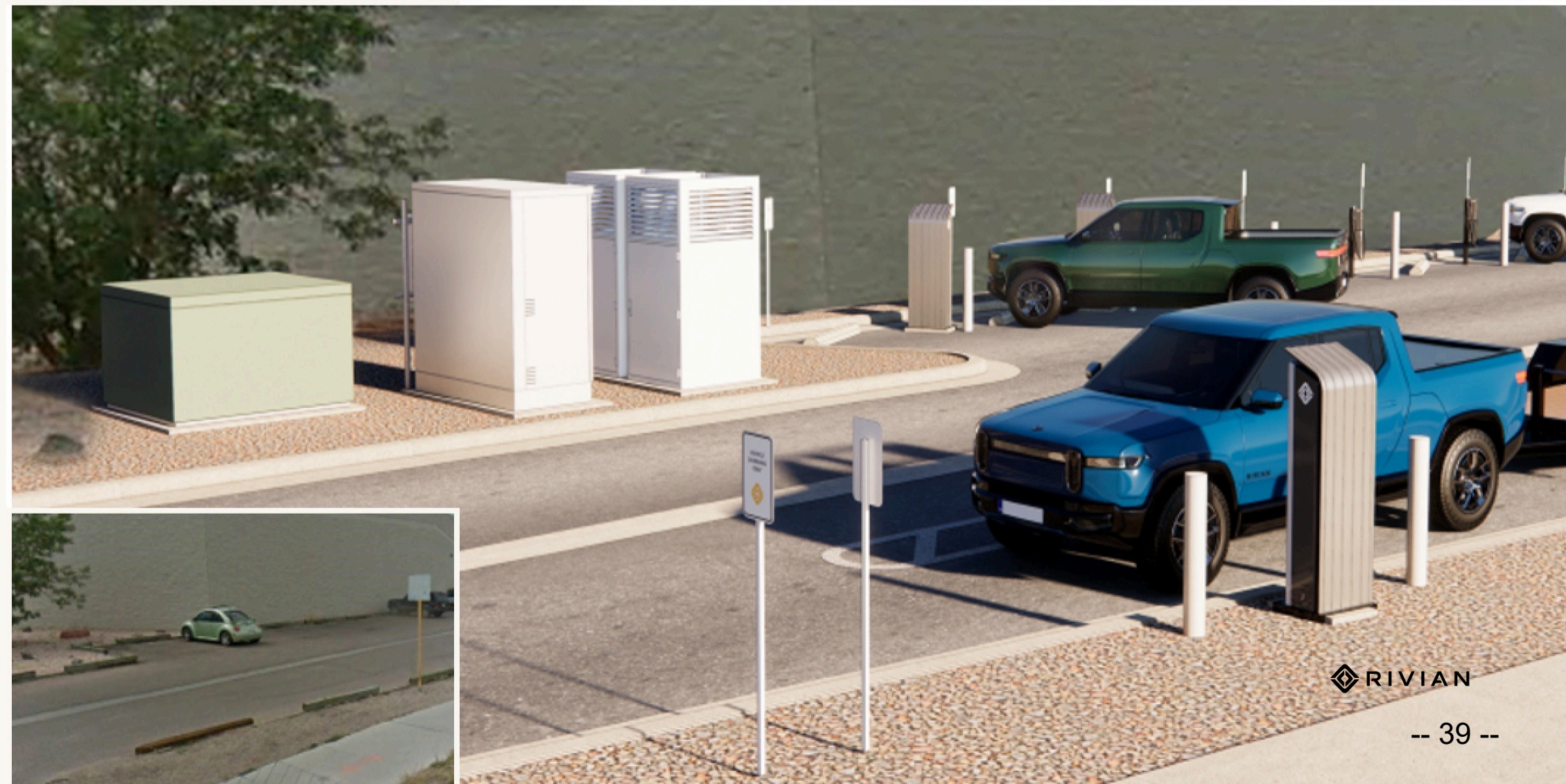
When driving from Point A to Point B, Rivian drivers will see your property as a landmark for the fastest, most reliable charging experience on their route.

The Rivian in-vehicle trip planner automatically calculates routes on the Rivian Adventure Network and offers drivers the most efficient, in-network series of charging stops based on elevation, weather and traffic.



Project examples

While each site will be different, with its own unique characteristics depending on location, all Rivian Adventure Network charging sites should offer an intuitive, convenient, welcoming way for drivers to power their adventure with confidence.



Plug into electric adventure

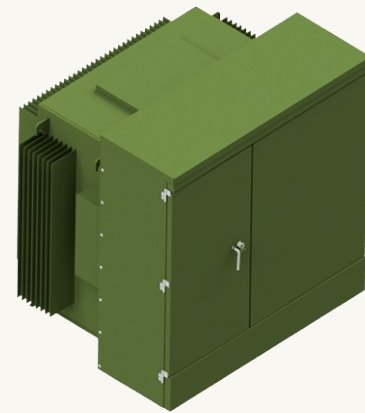
Charging Dispenser
(H) 69" x (D) 24" x (W) 15"

Power Cabinet
(H) 93" x (D) 48" x (W) 44"

Utility Transformer
(H) 75" x (D) 72" x (W) 72"

Power Equipment (w/o enclosure)
(H) 93" x (D) 48" x (W) 44"

Power Equipment w/ Trex Enclosure
(H) 96" x (D) 167" x (W) 158"



Rivian built equipment

Example of projects with two power cabinets

Rivian in the news

As Rivian grows, so does its presence in the awareness of drivers everywhere. With attention to the vehicles increasing in the media, the excitement around them continues to grow.

The New York Times

Rivian confirms \$5B Georgia manufacturing facility, to bring 7,500 jobs

"the facility will be able to produce 400,000 vehicles per year. Construction is set to start in the summer of 2022 and be completed in 2024

TC TechCrunch

Rivian delivers the electric truck we've been waiting for

"...the off-road capability of a truck, the on-road performance of a zippy sedan or sports car and the added benefit of quiet electric power.."



Rivian opens three fast charging sites in Colorado and California

"...enabling drivers to responsibly reach some of the nation's most breathtaking natural spaces."

MOTORTREND

The Rivian R1T Is the 2022 MotorTrend Truck of the Year

"The most remarkable pickup truck we've ever driven."

TRAILER STALL



Vehicle Charging Only
Please respect other charging customers
Priority for vehicles with trailers

CONFIDENTIAL



KEEP
THE WORLD
ADVENTUROUS
FOREVER.



PORT OF ASTORIA BOATYARD AND EAST BASIN PLAN

8/29/2022

FINAL Boatyard and East Basin Plan

BST Associates

Market Research & Strategic Planning



Bud·Shoemake

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CHAPTER 1. EXECUTIVE SUMMARY

The Port of Astoria owns and operates several facilities that support commercial and recreational vessel fleets. These include two marinas (West Mooring Basin and East Mooring Basin) and the Port of Astoria Boatyard. BST Associates was retained by the Port to evaluate potential improvements to the East Mooring Basin and the Boatyard, based on market and financial analyses.

BST Associates worked closely with PBS Engineering and Environmental and Bud Shoemaker in this analysis. PBS developed site layout plans and preliminary costs estimates, while Bud Shoemaker conducted extensive outreach and provided guidance in determining facility needs.

The Port's goal in undertaking this study was to develop a plan for the East Mooring Basin and the Boatyard, guided by the Port's mission statement:

The Port of Astoria seeks to generate economic growth and prosperity in a safe and environmentally responsible manner for its citizens through creation of family wage jobs and prudent management of its assets.

Process

The analysis of the East Mooring Basin and the Boatyard included the following tasks:

BST Associates undertook interviews and surveys of area boat owners to provide insights into their needs for boatyard services and facilities. This included:

- Stakeholder Outreach
 - More than 30 interviews with stakeholders:
 - Vessel owners
 - Service providers
 - Port staff and management
 - Port Commissioners
 - Online survey sent to more than 800 past, current, and potential customers.
- Analysis of Port records
 - Activity trends
 - Customer types and locations
 - Financial trends
- Based on this input, the study team identified key issues for the two facilities,
- Initial project concepts and site layouts were developed, as well as several alternatives,
- Cost estimates were prepared for the potential projects,
- Financial analyses were developed for the proposed projects, and
- The economic impacts of the potential projects were estimated.

Findings

Table 1-1 presents the ranking of alternative projects based on relative market strength, cost of improvements, financial performance and economic impact.

Alternative 1 for the boatyard improvements with an 85 MT lift is ranked number 1. Other boatyard improvements rank 2 through 4. Projects at the East Mooring Basin rank 5 and 6.

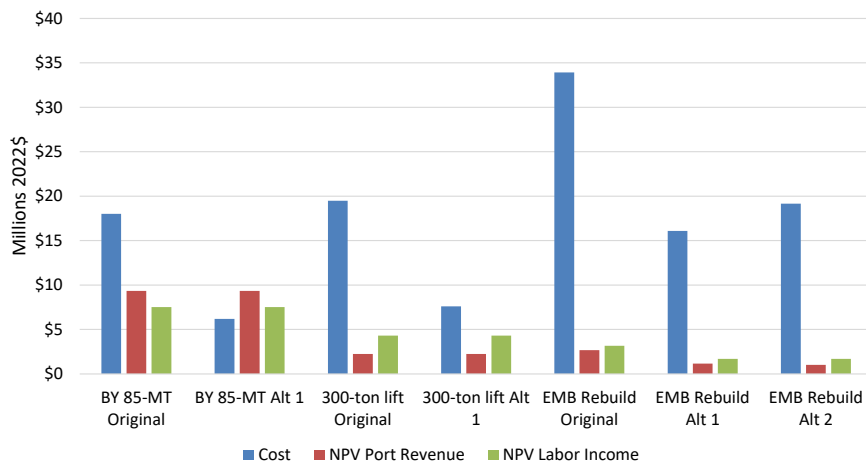
TABLE 1-1: SUMMARY RESULTS

Category	Boatyard, 85 MT Lift		Boatyard, 300 MT Lift		East Mooring Basin		
	Original Estimate	Alternate Estimate	Original Estimate	Alternate Estimate	Original Estimate	Alternate 1	Alternate 2
Market Strength	●	●	◐	◐	○	○	○
Cost of Improvements	◐	●	◐	●	○	◐	◐
Financial Performance	◐	●	◐	◐	◐	○	○
Economic Impact	●	●	◐	◐	◐	○	○
Summary (rank)	2	1	4	3	5	6	6

Source: BST Associates

As shown in Figure 1-1, improving the existing boatyard is the only alternative that is projected to provide successful financial performance and economic impacts that exceed the cost of the project. The next highest option is addition of a 300-ton lift.

FIGURE 1-1: COMPARISON OF PROPOSED PROJECTS



Source: BST Associates

Recommendations

Existing Boatyard

The Port of Astoria should focus on facilities to support the current 88-ton lift, which serves most of the boats in the Port’s primary market. Potential improvements include adding an environmental work building, upgraded electrical infrastructure, restroom, service pier, and storage/workshop space. In addition, the lift pier will likely need upgrades, and the lift is nearing the end of its useful lift and will need to be replaced with one of similar size.

There are opportunities for outside funding, including: grants, governmental partnerships, and other outside funding sources for capital projects. These include Federal programs such as the Maritime Administration's Small Shipyards Grant Program and funding sources provided by the USDOT, US Economic Development Administration, EPA, FEMA, and others, and State programs such Connect Oregon and Boating Infrastructure Grants.

Expanded Boatyard with Larger Lift

BST Associates evaluated the potential markets for a number of larger lift sizes, with capacities ranging as high as 500 metric tons. Factors evaluated include: 1) size of the market, 2) financial feasibility, and 3) competition from other yards. If the Port decides to add a larger lift, a 300-ton lift would appear to be the best option.

The financial feasibility of adding a larger lift is constrained by the cost of support infrastructure required. The existing lift pier does not have the strength to accommodate a larger lift, and would need to be rebuilt in order to handle a larger lift (i.e., 100 metric tons or more). A much larger lift (such as one with 300 metric tons capacity) would require the lift itself, as well as an additional lift pier, a second environmental work building, and a larger washdown pad.

Large lifts exist at a number of boatyards in the market region, including at the Port of Toledo, Fred Wahl Shipyard, Port of Port Angeles, Port of Port Townsend, et al. A new, large lift would compete with these yards for a relatively small market. In addition to those yards listed, the Hyak Marine boatyard at nearby North Tongue Point was recently awarded a grant to purchase a large mobile lift; with this lift, Hyak may be able to service the larger vessels in the Astoria market.

Due to these factors (e.g., high capital costs, small market, strong competition, uncertain financial performance), our recommendation is to focus on the existing boatyard operations in the near term. As market conditions change, the viability of a larger lift should be re-evaluated in the future.

East Mooring Basin

The key finding for the East Mooring Basin is that the moorage revenue generated by any of the alternatives will fall far short of that needed to pay for improvements. It may be in the Port's financial interest to solicit proposals for a public-private or public-public partnership(s). Other public or private parties may have concepts for using a portion of the basin, and, most importantly, bring additional funding sources to the table.

CHAPTER 2. COMMERCIAL FISHING TRENDS

The Astoria-Warrenton area is the largest fishing and seafood processing center on the U.S. West Coast mainland. The commercial fishing industry is a key part of the regional economy, and is a primary driver of demand for the Port of Astoria's boating facilities. This chapter reviews trends in the commercial fishing industry and the associated economic impact.

Fleet Trends

BST Associates performed an extensive analysis of Port records for the period of 2010 through 2021 in order to understand the types of vessels and their geographic distribution that comprise the primary markets.

The commercial fishing industry in the Pacific Northwest and Alaska has changed substantially over the past several decades. While harvest levels and harvest values have generally increased, the number of vessels engaged in commercial fishing has declined significantly. This decline was not distributed evenly across vessel sizes, however, and most of the decline was due to a sharp drop in the number of smaller vessels.

The decline in the number of vessels licensed for commercial fishing in the region has primarily been due to two factors: the decline in commercial salmon fishing, and vessel-limiting initiatives.

Commercial salmon fishing was historically a mainstay of Pacific Northwest Ocean fisheries, and drove the demand for moorage and repair facilities on the coast. Access to the fishery was essentially open to anyone with a boat, and many of these boats were relatively small. Due to a variety of factors, salmon populations dropped to critically low levels, and severe restrictions on commercial salmon fisheries in the region were imposed. These restrictions caused many boat-owners to leave the industry.

Vessel-limiting initiatives have included license buyback programs, vessel buyback programs, and the adoption of individual quota systems. These programs were instituted in a variety of fisheries in an effort to make the commercial harvest more sustainable, and have generally accomplished that goal.

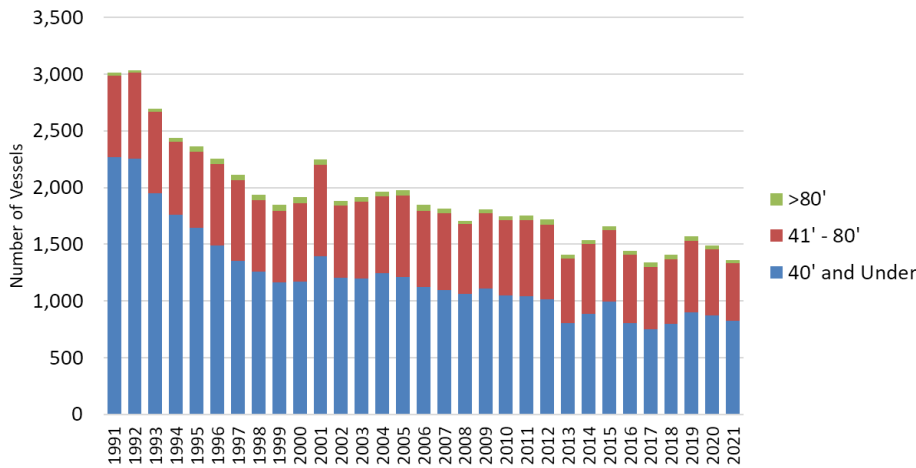
The decline in the number of commercial fishing vessels has had significant implications for both boatyards and marinas. For boatyards, this means that yards must compete for a smaller number of boats. For marinas, it means demand for fewer moorage slips.

The shift away from smaller boats also impacts boatyards and marinas. For boatyards, lift equipment and facilities designed for the existing fleet of past decades may not be the right size to handle the current fleet. For marinas, the slip layout and distribution may not match the fleet size distribution.

Oregon Commercial Fleet

For the reasons described above, the size of the commercial fishing fleet in Oregon has trended downward over the past three decades. In 1991 approximately 3,000 vessels had commercial licenses in Oregon, but by 2021 this had fallen to 1,360. The fleet declined by more than 760 vessels between 1991 and 2001, by an additional 500 vessels between 2001 and 2011, and by another 400 vessels between 2011 and 2021. (See Figure 2-1).

FIGURE 2-1: OREGON COMMERCIAL FLEET TRENDS

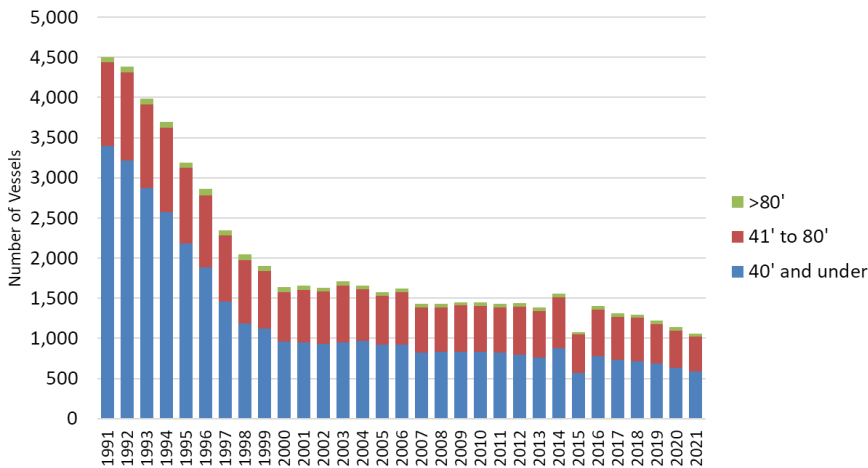


Source: Oregon Dept. of Fish & Wildlife

Washington Commercial Fleet

The decline in the size of the Washington commercial fishing fleet is largely attributable to the decline in salmon fishing. As shown in Figure 2-2, the number of vessels with commercial fishing licenses in Washington dropped from approximately 4,500 in 1991 to fewer than 1,100 in 2021.

FIGURE 2-2: WASHINGTON COMMERCIAL FLEET TRENDS



Source: Washington Dept. of Fish & Wildlife

Alaska Commercial Fleet

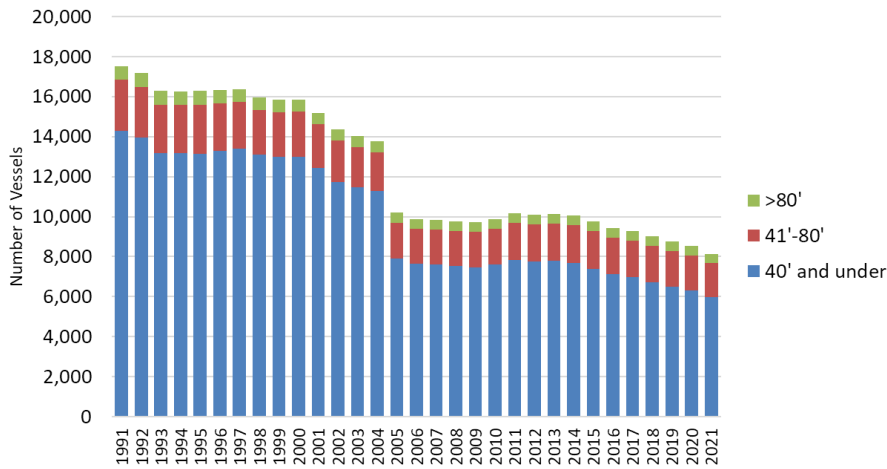
The Alaska fishing fleet contracted significantly over the past three decades, falling from approximately 17,500 boats in 1991 to just 8,700 boats in 2019. The largest decline occurred between 2004 and 2005, when the fleet shrank by more than 3,500 boats, although the number of boats fell fastest from 1991 through 2004. The number of boats licensed to fish in Alaska in 2021 was the lowest on record.

The main driver behind the decline in the fleet size was a change from an open-entry system for most fisheries, with no limit on the number of permits issued, to a system of individual transferrable quotas.

What typically occurs when a fishery is converted to the quota system is that existing permit holders are issued the right to a share of the total harvest, based on catch totals for recent years. The permit owners can then continue to fish for that share of the harvest, or they can sell that share.

For many boat owners, the quota allocated to them was too low to be profitable, and so they chose to sell their quota and exit the industry. For those vessel owners with larger quotas, the profits they generated enabled them to buy additional quota shares. This has tended to result in consolidation of the fleet, with a smaller number of boats controlling larger shares of the harvest.

FIGURE 2-3: ALASKA COMMERCIAL FLEET TRENDS



Source: Alaska Commercial Fisheries Entry Commission

Commercial Fishing Fleet Summary

As shown in Table 2-1, in 2021 there were a total of 2,348 unique vessels that were licensed to fish in Oregon and/or Washington. Most of these vessels were licensed in only Oregon (31%) or only Washington (53%). The remainder were licensed in both Oregon and Washington (6%), or a combination of these state plus Alaska.¹

The Alaska fleet is much larger than the combined Oregon and Washington fleets, but only a small share of the Alaska fleet is also licensed to fish in Oregon and/or Washington.

As shown in Table 2-1, the commercial fishing boats licensed in Oregon and Washington account for around 24% of the tri-state fleet.

The key findings from this analysis are:

- The total number of commercial fishing boats in Oregon, Washington, and Alaska has declined substantially over recent decades, and is not likely to grow.
- The primary target market for the Port of Astoria's Boatyard and East Basin Moorage is commercial fishing boats that are licensed to fish in Oregon and Washington.
- Alaska fishing boats are a secondary market.

¹ There are also 11 boats with an unknown length.

TABLE 2-1: COMMERCIAL FLEET LENGTH DISTRIBUTION BY STATE

Licensing State	Vessel Length		Total
	Less than 50 feet	50+ feet	
OR only	600	128	728
WA Only	1,084	157	1,241
OR & WA	52	101	153
AK & OR	8	34	42
AK & WA	29	107	136
AK & OR & WA	8	40	48
Any OR or WA	<u>1,781</u>	<u>567</u>	<u>2,348</u>
AK Only	<u>6,377</u>	<u>1,197</u>	<u>7,574</u>
AK Total	<u>6,422</u>	<u>1,378</u>	<u>7,800</u>
Total	8,158	1,764	9,922

Source: Oregon Dept. of Fish & Wildlife,
Washington Dept. of Fish & Wildlife,
Alaska Commercial Fisheries Entry Commission

Additional detail on the commercial fleet is provided in the boatyard section of this report, where the data is used to estimate the number of haulouts that could be performed at the Port of Astoria Boatyard using different sizes of lifts.

Economic Impact of Commercial Fishing

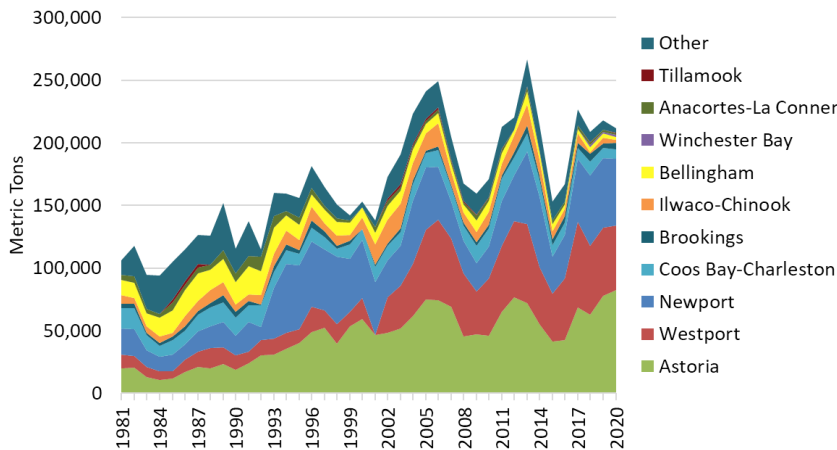
One of the primary goals of the Port of Astoria is to facilitate the economic impact created by vessel facilities. The following section presents an overview of the impact of the commercial fishing industry.

Oregon commercial fisheries are generally well managed. Since 1990 the volume and value of commercial landings have generally increased, despite fluctuations from year to year. This growth in landings occurred at the same time that the number of active fishing vessels declined.

Astoria is located in the center of the regional commercial fishing harvest. As shown in Figure 2-4, most of the regional harvest (by weight) is landed at the top five coastal ports, which include Astoria (and Warrenton), Westport, Newport, Coos Bay-Charleston, and Ilwaco-Chinook.² The total commercial harvest in Oregon and Washington saw sustained growth from 1981 through 2020, with total landings increasing from approximately 100,000 metric tons per year to more than 210,000 metric tons per year. During this period, landings at these top five ports grew from less than 50,000 metric tons per year to an average of nearly 200,000 metric tons per year. Over time, the share of the harvest landed at the top five coastal ports increased from less than half to nearly 90%.

² NMFS National Ocean Economics Program. Top Commercial Fishing Search webpage, <https://www.oceaneconomics.org/LMR/topPorts.asp>, accessed April 20, 2022.

FIGURE 2-4: FISH LANDINGS TONNAGE BY PORT (METRIC TONS)

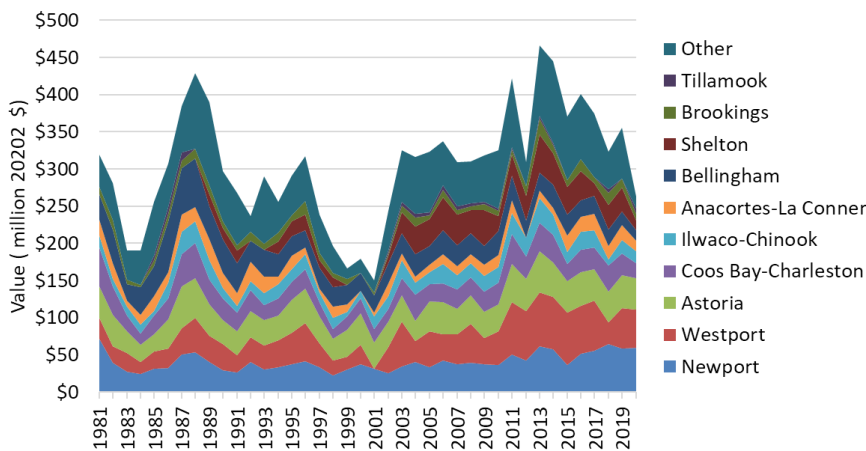


Source: National Ocean Economics Program, NMFS

The value of the regional commercial fish harvest (adjusted for inflation) has slowly trended upward over the past four decades, although this grow has not been steady. The long-term average annual harvest value was approximately \$368 million, but varied from a high of \$565 million to a low of \$167 million. The year-to-year change in harvest value depends on several factors, including harvest volumes, species harvested, and average price per pound of the various species. (See Figure 2-5).

For the Astoria market area (i.e., Astoria, Ilwaco-Chinook, Newport, and Westport), the harvest value averaged \$138 million from 1981 through 2020, and varied from a high of \$223 million to a low of \$74 million. Over the most recent decade (2011 through 2020) the harvest value in the Astoria market area was higher, averaging \$183 million per year. During this time the Astoria market area accounted for an average of 42% of the total Oregon-Washington annual harvest value.

FIGURE 2-5: FISH LANDINGS VALUE BY PORT (2020 DOLLARS)



Source: National Ocean Economics Program, NMFS

As these graphs indicate, the commercial fishing industry has become concentrated in a few ports, one of which is Astoria (and Warrenton). Evidence of the importance of the Astoria-Warrenton area to the industry is two relatively recent changes to local processors, Pacific Seafood and Bornstein Seafoods.

When the Pacific Seafood processing plant in Warrenton was destroyed by a fire in 2013 it could have closed permanently; the company instead chose to build a new state-of-the-art plant in the same location. Bornstein Seafoods, which operates plants in Astoria and Bellingham (WA), has shifted an increasing share of processing to the Astoria plant.

The commercial fisheries of Oregon and Washington are generally well-managed and sustainable. Harvest volumes in the past several years were negatively impacted by tariff disputes and the Covid 19 pandemic, but the impact of each of these issues is likely to be short-term. The long-term impacts of climate change are not known, but could impact the species available for harvest and the size of the harvest.

The Astoria port group (consisting of Astoria and Warrenton/Hammond) generates a significant economic impact in the state of Oregon, including:

- 1,440 total jobs, which equaled 33% of the employment generated on the Oregon Coast and 28% of the statewide employment in commercial fishing and processing,
- \$697.9 million in total output, which equaled 38% of the related output generated on the Oregon Coast and 30% of the statewide output in commercial fishing and processing. (See Table 2-2)

As noted in *Oregon’s Marine Fisheries, 2019 Update*, the marine commercial fishing industry provides value beyond the economic activity associated with harvesting and processing. They also support sustainable marine species populations, and the quality of life on the Oregon coast, as demonstrated by through taxes, property values, tourism, and other mechanisms.³

TABLE 2-2: COMMERCIAL FLEET ECONOMIC CONTRIBUTION – ASTORIA (2019)

Port Group	Total Employment			Total Output (\$M)		
	Coastal	Rest of Oregon	Statewide	Coastal	Rest of Oregon	Statewide
Astoria	1,440	475	1,915	\$201.6	\$7.6	\$209.1
Oregon State	4,316	1,510	6,847	\$535.5	\$20.1	\$697.9
Astoria Share	33%	31%	28%	38%	38%	30%

Note: Impacts from Astoria include activity at Warrenton and Hammond et al.
Source: ECONorthwest

³ ECONorthwest. Economic Contributions of Oregon’s Marine Fisheries, 2019 Update, prepared for Oregon Department of Fish and Wildlife

CHAPTER 3. RECREATIONAL BOATING TRENDS

Astoria is one of the most active recreational boating and recreational fishing locations in Oregon. This chapter reviews the market trends and economic impact associated with the recreational boating fleet.

Fleet Trends

Port customer records for the most recent ten years were analyzed in order to determine the geographic reach of the market for the Port of Astoria boatyard and mooring basins. Based on boat owner address, this analysis shows that the primary market includes:

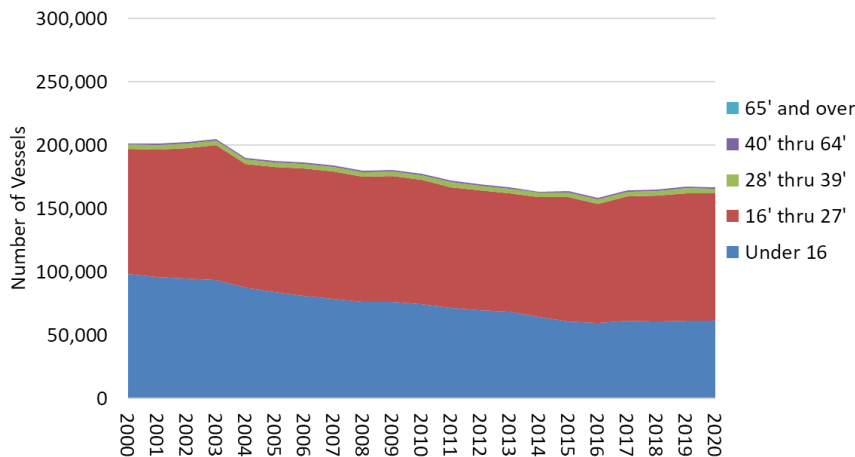
- The Oregon and Washington Coast, from Newport, OR to Westport, WA. This region accounted for approximately 27% of recreational boats that have used the boatyard and/or mooring basins, and
- The Columbia River, from Astoria to the Portland Metro Area. This region accounted for approximately 73% of recreational boats that have used the boatyard and/or mooring basins.

Oregon Recreational Fleet

The size of the Oregon recreational boat fleet declined over the past two decades, falling from a total fleet size of approximately 201,000 boats in 2000 to 167,000 boats in 2020.

Most of the decline was in small boats, specifically those under 16 feet in length. In the length ranges over 16 feet (i.e., 16 feet to 27 feet, 28 feet to 39, 40 feet to 64 feet, and 65 feet and longer) the number of boats remained essentially flat.

FIGURE 3-1: OREGON RECREATIONAL BOATS



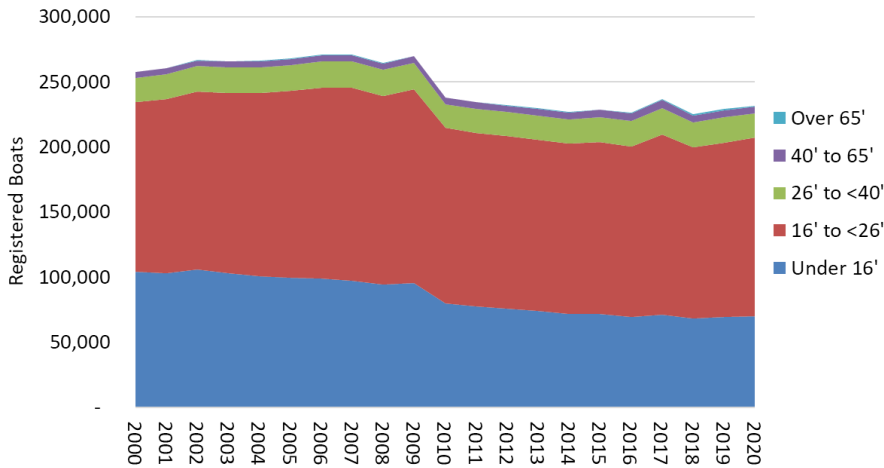
Source: Oregon State Marine Board

Washington Recreational Fleet

The Washington recreational boat fleet declined from around 260,000 to 270,000 boats (from 2000 to 2009) to 220,000 to 240,000 boats (from 2009 to 2020), resulting in average annual decline of -0.5%

from 2000 to 2020. The number of boats 26 feet and longer increased at 0.3% per year, from 23,300 boats in 2000 to 24,900 boats in 2020.⁴

FIGURE 3-2: WASHINGTON RECREATIONAL BOATS



Source: Washington State Dept. of Licensing

The key findings from this analysis are:

- The primary target for the Port of Astoria’s Boatyard and East Basin Moorage is recreational boats in Oregon and Washington, primarily the area from Newport to Westport, and up the river to Portland.
- There was modest growth over the past two decades in the larger boats that might use the boatyard, i.e., those boats longer the 25 feet.

Importance of Recreational Boating

Local Economic Impacts from the Buoy 10 fishery

Recreational boating generates significant economic activity in the Astoria area. According to data from the Oregon State Marine Board, Clatsop County had 181,691 user days of boating activity in 2017. For the third quarter (July to September), Clatsop County had more boating activity than any other region in Oregon, with 112,346 user days.⁵

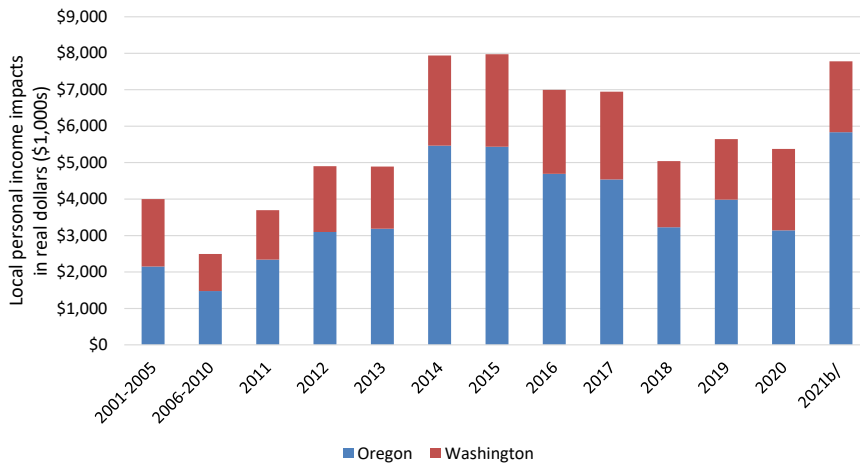
As shown in Figure 2-8, “the estimated local community income impacts associated with the 2021 Columbia River Buoy 10 recreational salmon fishery were \$7.8 million, 45 percent above the prior year’s value of \$5.4 million, 38 percent above the 2019 value of \$5.6 million, 30 percent above the 2016-2020 annual average value of approximately \$6.0 million, and the third highest estimated annual value since 2009 (all values adjusted for inflation).”⁶ Approximately two-thirds of this impact accrues to activity in Oregon, and the remainder in Washington.

⁴ Please note that there are small differences in the length ranges reported by Oregon and Washington.

⁵ Oregon State Marine Board. Triennial Survey 2017 (most recent data available).

⁶ Pacific Fishery Management Council. Review of 2021 Ocean Salmon Fisheries Stock Assessment and Fishery Evaluation Document for the Pacific Coast Salmon Fishery Management Plan, February 15, 2022.

FIGURE 3-3: LOCAL ECONOMIC IMPACTS FROM THE BUOY 10 FISHERY (2021 \$1,000s)



Note: Inflation-adjusted local personal income impacts (2021 dollars).
 Source: Pacific Fishery Management Council⁷

Economic Impact of Recreational Boating in District 1 and Oregon

The National Marine Manufacturer’s Association (NMMA) estimates that there are 62 businesses directly related to recreational boating in Oregon Congressional District 1 of Oregon (District 1 includes Clatsop, Columbia, Washington, Yamhill and part of Multnomah counties). These businesses generate an estimated 1,051 jobs, with estimated output of \$297 million. A significant portion of this activity is located in Astoria.

TABLE 3-1: ECONOMIC IMPACT FROM RECREATIONAL BOATING IN U.S. DISTRICT 1 AND OREGON

Region	Total Output mils	Jobs Supported	Businesses Supported
Oregon	\$1,600.0	5,993	419
District 1	\$297.4	1,051	62
% State	18.6%	17.5%	14.8%

Source: National Marine Manufacturers Association, 2020 estimates;
 District 1 includes Clatsop, Columbia, Washington, Yamhill and part of Multnomah counties

⁷ Pacific Fishery Management Council. Review of 2021 Ocean Salmon Fisheries Stock Assessment and Fishery Evaluation Document for the Pacific Coast Salmon Fishery Management Plan, February 15, 2022.

CHAPTER 4. PUBLIC OUTREACH

BST conducted significant outreach to gather input for this analysis. Components of this outreach included interviews with more than 30 stakeholders, and an online survey of existing and potential customers.

Interviews

The interviews conducted for this study included:

- In-person meetings with groups of vessel owners and service providers
- In-person meetings with Port staff
- Video meetings with individual Port Commissioners
- Video meetings with Port staff and management
- Video meetings with additional stakeholders.

In total, more than 30 interviews were conducted for this analysis, and the results of these interviews were incorporated into the analysis. Several key themes emerged from these interviews, including:

- The boatyard is an important asset to the commercial fishing industry, as well as to the recreational boating industry.
- Critical needs at the boatyard include shelter from wind and rain, indoor shop space, and a restroom.
- The boatyard supports a wide variety of local service providers.
- The boatyard and mooring basins have limited capacity for large vessels.
- Future Port investments must be fiscally responsible; the potential to serve a larger market must be balanced with the financial risk to the Port.

Survey

As part of the outreach for this analysis, BST Associates conducted an online survey of potential customers of the Boatyard and the East Mooring Basin. The goal of this survey was to better understand the needs of the two facilities, and to gauge the interest in using each of the facilities.

The survey invitation was e-mailed to a total of 813 boat owners. The list of owners was developed using contact information provided by the Port of Astoria (past and current boatyard and moorage customers), City of Warrenton marina (moorage customers), and Englund Marine (owners of large fishing boats).

A total of 98 responses were received, with a response rate of 12.0%. The 98 responses included the following: 31 owners of commercial fishing boats, 12 fishing guides, 20 owners of recreational power boats, 14 owners of recreational sailboats and other boats (designation unknown). The key results are reported below.

Survey Findings - Boatyard

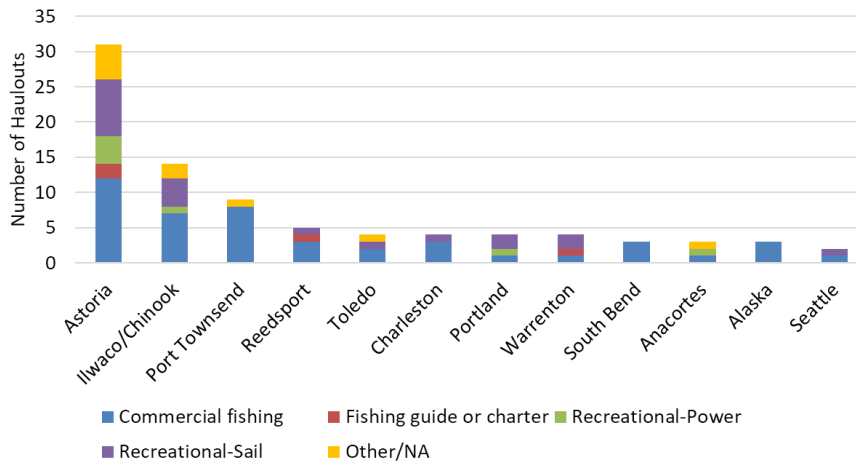
Boatyards Used in Past Five Years

Survey respondents were asked to name the boatyards that they used during the past five years. Most of the respondents used the Port of Astoria boatyard. The next most popular yards were:

- Port of Ilwaco (smaller boats also used facilities in the Port of Chinook),
- Port of Port Townsend
- Reedsport (Fred Wahl)
- Port of Toledo
- Charleston (Giddings, Port of Coos Bay)
- Portland (private yards),
- Yards in:
 - Warrenton
 - South Bend
 - Anacortes
 - Alaska
 - Seattle
 - Garibaldi
 - Rainier
 - Hoquiam
 - Bellingham
 - Port Angeles, among other.

Each type of boat was likely to call on more than one yard.

FIGURE 4-1: BOATYARDS USED IN PAST FIVE YEARS



Source: Port of Astoria Survey, BST Associates

Reasons for Boatyards Selection

Survey respondents were asked to name the boatyards that they used during the past five years. Most of the yards were selected based on their convenience and proximity to homeport and home followed by access to marine trades, ability for do-it-yourself services, price, type of lift, yard staff. Availability, quality of work and service were also important considerations.

TABLE 4-1: BOATYARD SELECTION CRITERIA

Reason for Selection	Responses
Convenience	17
Proximity	11
Access to businesses/trades	10
DIY	9
Accessibility	7
Price	6
Lift Size/type	5
Port staff	4
Availability	2
Service	2
Quality of work	1

Source: Port of Astoria Survey, BST Associates

A sample of the open-ended responses further describe the reasons for yard selection:

- Ability to haul out longer and heavier vessels
- Access to boat and Englund Marine in Astoria; competent help from Port staff; security
- Accessibility, convenient location, access to repair items at Englund Marine
- Astoria is a DIY yard. That is the main reason - and good people there. Everybody there is always willing to help
- Astoria is home base. Use of contractors of choice instead of relying on single yard crew. Near Englund Marine, but also Napa Auto, Junes, and other marine suppliers in the nearby area.
- Big enough travel lift, can do your own work on city lot.
- Boat Trailer storage.
- Buildings to do inside work such as welding and painting with adequate power available
- Closest to home port.

Do you and your crew perform work on the vessel in the yard?

56% of respondents indicated that they prefer to do some or all the work by themselves and their crew, as opposed to 20% of respondents who prefer to not do their own work. In other words, three times as many respondents prefer DIY work as those who do not prefer it. Commercial fishermen and recreational sailors had the strongest response to need for DIY capability.

TABLE 4-2: DOES CREW PERFORM VESSEL WORK

Type of Boat	Yes	No
Commercial fishing	90%	3%
Fishing guide or charter	17%	67%
Recreational-Power	25%	45%
Recreational-Sail	71%	0%
Other/NA	48%	10%
Total	56%	20%

Source: Port of Astoria Survey, BST Associates

How important is it that your vendor(s) of choice is able to perform work in the yard?

Respondents felt very strongly about the need to hire the vendor(s) of choice. A majority (52%) reported it was very important to hire the vendor of choice, while only 15% indicated it was less important.

TABLE 4-3: HOW IMPORTANT IS CHOICE OF VENDORS

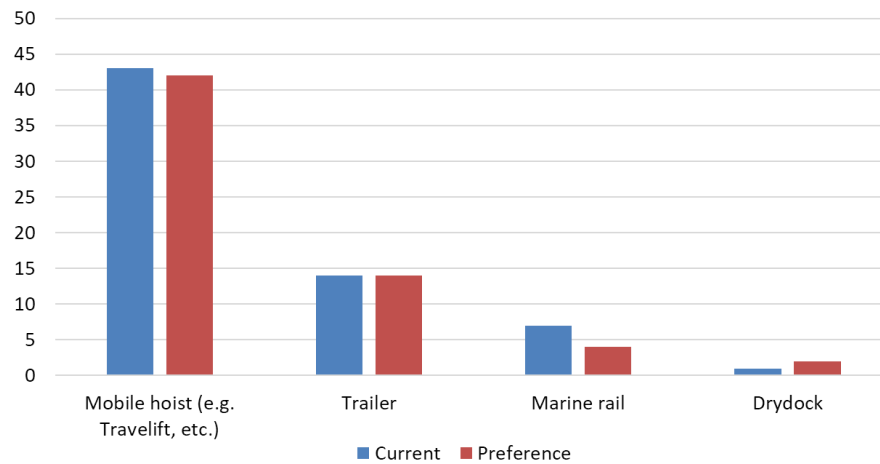
Type of Boat	Yes	No
Commercial fishing	3%	87%
Fishing guide or charter	18%	27%
Recreational-Power	35%	30%
Recreational-Sail	7%	71%
Other/NA	19%	19%
Total	15%	52%

Source: Port of Astoria Survey, BST Associates

Lift Equipment

Mobile hoists are the current and preferred means of lifting the boat out of water. Smaller boats typically use a trailer to access boatyards. Larger boats also use marine rail and drydocks.

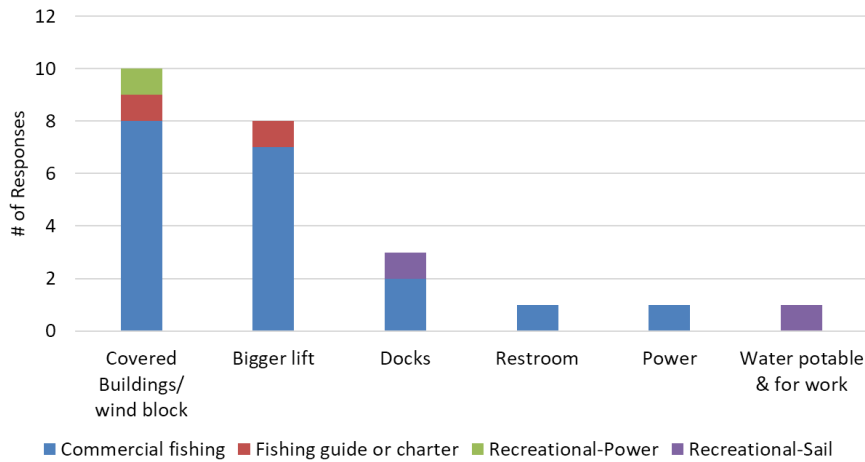
FIGURE 4-2: EQUIPMENT CURRENTLY USED & PREFERRED FOR HAULOUT



Source: Port of Astoria Survey, BST Associates

What do you see as needed improvement, repairs, replacement, expansion at the Port of Astoria boatyard?

Respondents identified two high priority needs: covered buildings/wind blockage and a bigger lift. Other demands had fewer responses (improvements to docks, restroom, power and water systems).

FIGURE 4-3: BOATYARD NEEDS BY SECTOR

Source: Port of Astoria Survey, BST Associates

Other Comments on the Boatyard

Positive responses focused on the proximity of the East Basin and overall location as well as better weather and deep water, among other responses.

- Employees of Astoria boat yard always Courteous and helpful
- Great location, vendors and Englund Marine right there. Large paint shack would solve it. Good luck.
- Great place. clean well organized. Professional and cheerful staff, very pleased with my experience there!!
- Great staff, reasonable security; accommodating staff; great location regarding Astoria (home) & with Englund Marine
- I moor at Astoria for the yard. If the DIY situation ever changes, I will move away.
- It should be developed to compliment Hyak out at Tongue Point giving boat owners a range of options to fit their needs and pocket book.
- Keep up the good work Brendon. Your professionalism and knowledge are an asset to the boatyard and the port. They are lucky to have you.
- Package deal, slips to tie up big boats for sea trials, final in water work, service during the fishing season, is part of a larger yard capacity also. 95% of boats I do larger projects on are based in the area (Warrenton, Ilwaco, a couple still moor in Astoria), and those from other ports that need seasonal repairs can't find a place to tie, outside of fish plant piers if they're also making a delivery
- Poor security

Final Comments

- All the planned improvements and expansions are well and good, but hopefully the costs to users won't out run the demand.
- Astoria Marinas and Waterfront is a very special place. I believe the long-term investments made in these areas will pay dividends.

- Boatyard staff are amazing people who are dedicated to their job and make our lives as boaters possible.
- Great staff!
- I couldn't be any happier with my Port of Astoria experience :)

Survey Findings - Moorage

Prior use of the East Mooring Basin

A majority of respondents had previously moored at the East Mooring Basin (58%). The highest responses were fishing guides/charters, recreational sailboats and recreational power boats.

TABLE 4-4: HAS RESPONDENT USED EAST MOORING BASIN

Type of Boat	Yes	No
Commercial fishing	48%	48%
Fishing guide or charter	75%	17%
Recreational-Power	60%	35%
Recreational-Sail	71%	21%
NA	52%	19%
Total	58%	32%

Source: Port of Astoria Survey, BST Associates

Interest in the East Mooring Basin

One half of the respondents indicated they were interested in moorage at the East Mooring Basin. Interest was highest among commercial fishing boats, recreational sailboats and other boats.

TABLE 4-5: IS RESPONDENT INTERESTED IN EAST MOORING BASIN

Type of Boat	Yes	No
Commercial fishing	55%	42%
Fishing guide or charter	33%	67%
Recreational-Power	35%	65%
Recreational-Sail	57%	36%
Other	62%	29%
Total	50%	46%

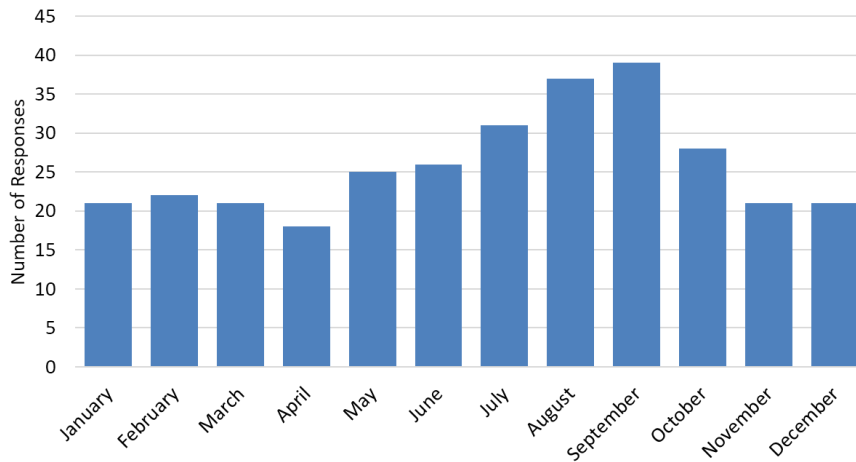
Source: Port of Astoria Survey, BST Associates

Type of Moorage

51% of respondents mentioned a preference for annual moorage, followed by monthly moorage (20%) and daily moorage (5%).

Seasonality of Use

Demand is expected to increase during the peak season starting in May and peaking in September before falling in October. During the rest of the year (November to April), monthly basis, moorage was lower but relatively steady.

FIGURE 4-4: INTEREST IN MOORAGE BY MONTH

Source: Port of Astoria Survey, BST Associates

Linear Moorage

Respondents were split on linear moorage versus moorage by slip (38% yes and 38% no). Interest in linear moorage was greatest by commercial fishing boats and recreational sailboats.

TABLE 4-6: IS LINEAR MOORAGE ACCEPTABLE

Type of Boat	Yes	No
Commercial fishing	55%	19%
Fishing guide or charter	25%	67%
Recreational-Power	30%	45%
Recreational-Sail	43%	29%
NA	24%	48%
Total	38%	38%

Source: Port of Astoria Survey, BST Associates

Vehicular Access

More respondents thought vehicular access to moorage slip was needed (42% yes and 33% no). Commercial fishing boats were evenly split on vehicular access. All other respondents favored vehicular access.

TABLE 4-7: IS VEHICLE ACCESS NEEDED

Type of Boat	Yes	No
Commercial fishing	39%	39%
Fishing guide or charter	58%	25%
Recreational-Power	50%	25%
Recreational-Sail	43%	29%
NA	29%	38%
Total	42%	33%

Source: Port of Astoria Survey, BST Associates

Power Needs

The largest share of respondents indicated that single 30-amp power would meet their needs. Others wanted one 50-amp, two 30-amp, or one each of 30-amp and 50-amp service.

TABLE 4-8: POWER REQUIRED

Type of Boat	1 - 30 amp	1 - 50 amp	2 - 30 amp	1- 30/1-50 amp
Commercial fishing	38%	19%	13%	9%
Fishing guide or charter	50%	17%	0%	0%
Recreational-Power	37%	16%	5%	0%
Recreational-Sail	50%	6%	13%	0%
Other/NA	45%	14%	5%	0%
Total	43%	15%	8%	3%

Source: Port of Astoria Survey, BST Associates

Comments on the pros and cons of the East Mooring Basin

Pro responses focused on the proximity of the East Mooring Basin and overall location as well as better weather and deep water, among other responses.

TABLE 4-9: EAST MOORING BASIN COMMENTS (PROS)

Rank	Type of Boat	Responses
1	Proximity to fishing, home, town	17
2	Better weather, shelter	8
3	Location (general)	7
4	More moorage, space	6
5	Deep water	5
6	Lower cost	4
7	Access to upland stores	4
8	Fish station	3
9	Convenient	2

Source: Port of Astoria Survey, BST Associates

Con responses focused on the sea lion problem and disrepair of the existing docks as well as concerns about security, distance from services, lack of parking, strong current and tides, among other comments.

TABLE 4-10: EAST MOORING BASIN COMMENTS (CONS)

Rank	Type of Boat	Responses
1	Sea Lions	28
2	Disrepair of docks	11
3	Security	8
4	Distance from house/downtown/boatyard	8
5	Parking	6
6	Current/tides	5
7	Dredging	4
8	Distance from bar/buoy 10	4
9	Fewer support services	4

Source: Port of Astoria Survey, BST Associates

Overall responses echoed the pro and con comments above, focusing on needs for maintenance and new docks, resolving/mitigating the sea lion problem, dredging, providing more upland stares and facilities and improved restrooms.

TABLE 4-11: GENERAL COMMENTS

Rank	Type of Boat	Responses
1	Better maintenance/more dock space	21
2	Sea Lions	9
3	Dredging	9
4	Upland services/shops/restaurants	7
5	Security	4
6	Rest rooms	4
7	Other (Parking, Water, Fish cleaning area, Ramp, Dry Storage)	13

Source: Port of Astoria Survey, BST Associates

CHAPTER 5. BOATYARD TRENDS AND POTENTIAL MARKET

This section presents a detailed review of operations at the existing boatyard.

Existing Yard

The Port of Astoria Boatyard is located at the west end of Astoria, near the mouth of the Columbia River at river mile 13.

Lift equipment currently used is a Marine Travelift, with a weight capacity of 88 short tons and a maximum beam of 24.5 feet.

The boatyard is fully paved, and currently has 50 boat stations with electricity, and significant additional storage space without power. The yard also has a fully-compliant vessel washdown pad. The Travelift can deliver boats to any of portion of the yard. The yard also has a drive-out service pier, accessed via a single trestle, that can be used to move supplies on and off boats.

The Port of Astoria Boatyard is a do-it-yourself (DIY) facility. Port staff operate the boat lift and vessel washdown, while work on vessels is performed by vessel owners and crews, and/or by vendors. The yard has a wide variety of equipment available for rent, and maintains a list of local skilled service providers.

Activity Trends

Activity Trends & Projections

The number of vessel haulouts performed at the Port of Astoria Boatyard increased significantly over the most recent five years, growing from a total of 144 haulouts in 2017 to 228 haulouts in 2021. The number of haulouts in 2021 was higher than the previous peak year of 2012, when 213 vessels were hauled out. (See Figure 5-1).

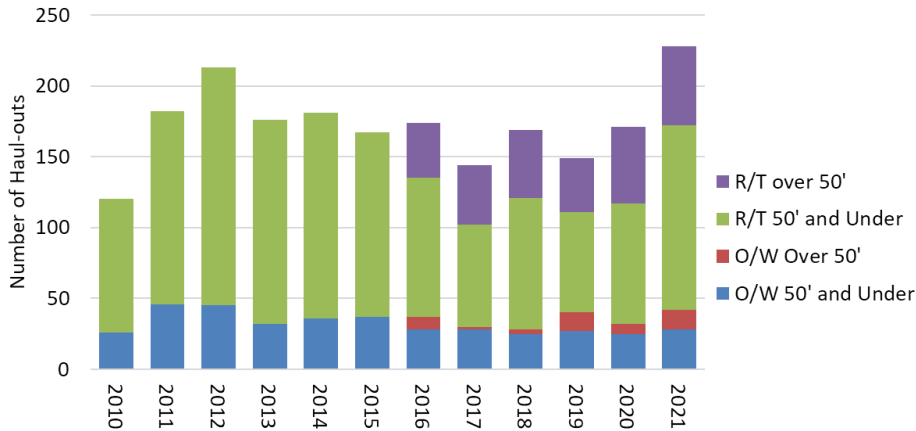
A key reason for the decline in boatyard activity following the 2012 peak was the Port's focus on log exports. The log export operation used a portion of Pier 3 that had previously been part of the boatyard, which limited boatyard capacity. The growth in activity after 2017 reflects the decline in (and eventual end of) log exports, and the reallocation of Pier 3 space to the boatyard.

The boatyard performs both round-trip and one-way haulouts. One-way haulouts typically involve hauling the boat out of the water and leaving it in the lift slings for a short period before putting it back in the water. Round-trip haulouts typically involve hauling the boat from the water, washing down the boat, and then placing the boat on blocking, then placing back in the water after work is complete.

Round-trip haulouts account for approximately 80% of all haulouts, and this share remained relatively steady from 2010 through 2021.

Since 2016 the Port has charged different rates based on the boat length, with one rate for boats 50 feet or less and another rate for boats longer than 50 feet. Vessels 50 feet or less accounted for an average of 69% of haulouts (round-trip plus one-way) between 2016 and 2021, and vessels longer than 50 feet accounted for 31%. These shares remained fairly steady during that period.

FIGURE 5-1: BOATYARD HAULOUT TRENDS, BY REVENUE CATEGORY

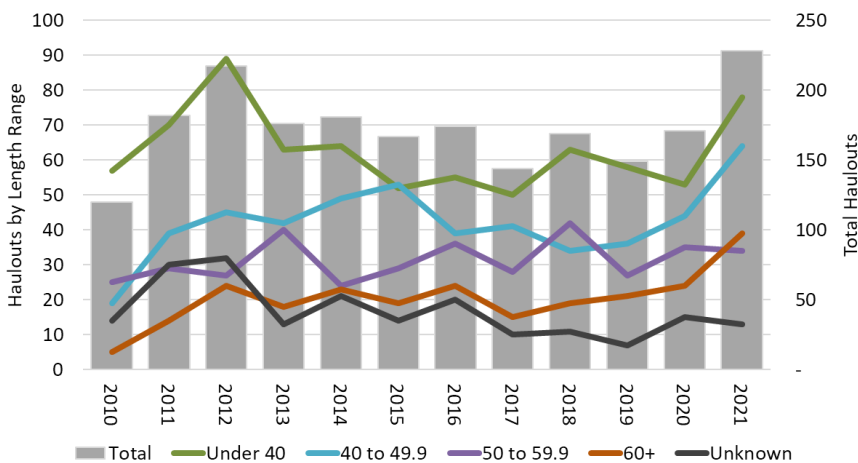


Source: Port of Astoria

Haulout activity was analyzed by length range, using vessel length data when available. As illustrated in Figure 5-2, the number of haulouts increased for each 10-foot length range after 2017 (i.e., during and after the end of log exports). For those vessels where the length was known:

- Vessels under 40 feet accounted for the largest number of haulouts, and these increased by 56% from 2017 through 2021.
- Vessels 40 to 49 feet accounted for the second-largest number of haulouts, and these also increased by 56%.
- Vessels longer than 60 feet accounted for the third-largest number of haulouts, and these increased by 160%.
- Vessels 50 to 59 feet grew by 21%.
- Overall, the average boat length is 43 feet.

FIGURE 5-2: BOATYARD HAULOUTS, BY BOAT LENGTH



Source: Port of Astoria

Based on a comparison of billing records, most Port of Astoria Boatyard customers are not also moorage tenants of the Port. For the period analyzed, moorage tenants accounted for approximately 37% of Boatyard activity and non-tenants accounted for 63%.

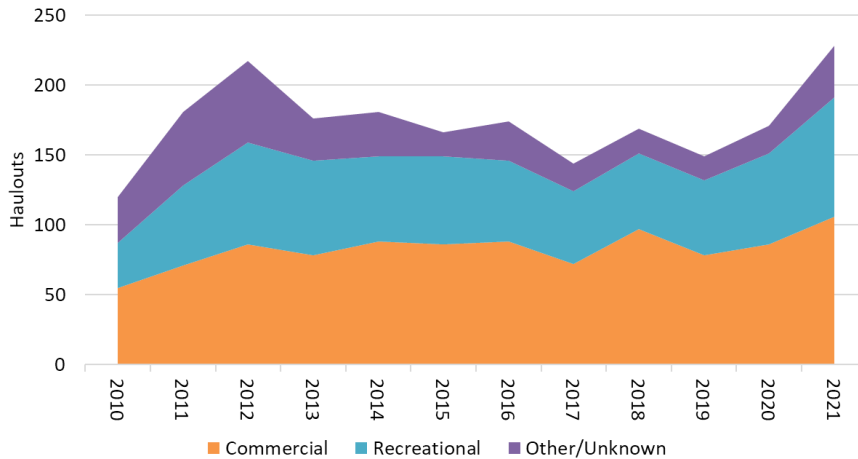
The following section evaluates vessel beam, which is also a major factor in boatyard lift considerations.

Vessel Types

The Port of Astoria Boatyard serves a variety of vessel types, with most revenue generated by recreational vessels and commercial fishing vessels. In 2021, approximately 90% of boatyard revenue was generated by these types of vessels, while the remaining 10% was generated by a variety of other types of boats (other commercial, charter, unknown). Specifically, the share of revenue from each type of boat was:

- Recreational power boats: approximately 39% of revenue,
- Commercial fishing boats: approximately 32% of revenue,
- Recreational sailboats: approximately 19% of revenue,
- Other: approximately 10% of revenue (charters, other commercial, and other types of boats). (See Figure 5-3).

FIGURE 5-3: RECREATIONAL LENGTH AND BEAM RELATIONSHIP



Source: Port of Astoria

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Recreational Boats

Based on analysis of Port customer billing records, the primary geographic market for recreational boats that utilize the boatyard includes:

- The Coast, from Newport, OR to Westport, WA: approximately 27% of recreational boats; and
- The Columbia River, from Astoria to the Portland Metro Area: approximately 73% of recreational boats.

As shown in Table 5-1, there are around 23,000 boats that are 20 feet or longer in this market region.

TABLE 5-1: RECREATIONAL FLEET LENGTH DISTRIBUTION

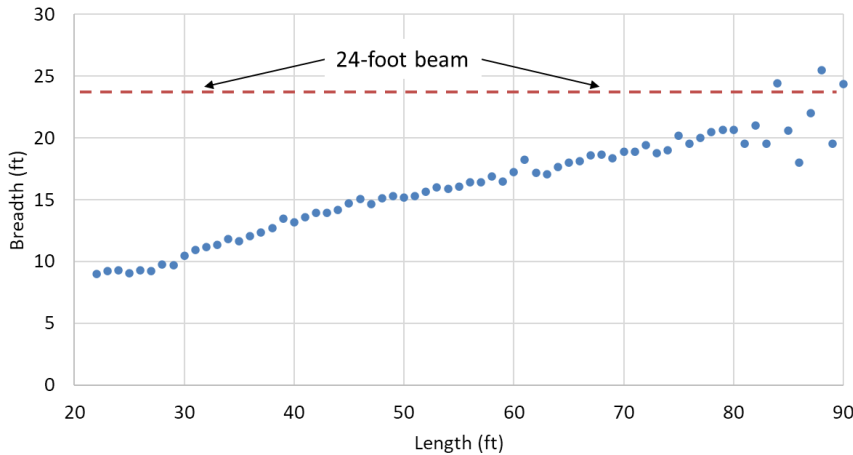
Length Range	Portland Metro	Other WA and OR	Total
20 to 24	14,236	3,878	18,114
25 to 29	1,965	765	2,730
30 to 34	812	265	1,077
35 to 39	439	155	594
40 to 44	308	94	402
45 to 49	68	26	94
50 to 54	59	23	82
55 to 59	39	9	48
60+	29	6	35
Total	17,955	5,221	23,176

Source: Oregon State Marine Board, Washington Dept. of Licensing

In order to determine if the existing 88-ton Travelift is adequate to handle the recreational fleet in this market area, BST Associates examined data from the U.S. Coast Guard vessel documentation file. This file contains information on the length and beam of each documented vessel.

Figure 5-4 illustrates the relationship between vessel length and vessel beam. As shown in the figure, the 24-foot beam is sufficient for all recreational vessel less than 80 feet long, and is also sufficient for most of the recreational vessels longer than 80 feet. As shown in Table 5-1, the primary market region has only 35 vessels (out of 23,176 vessels) that are 60 feet or longer.

FIGURE 5-4: RECREATIONAL LENGTH AND BEAM RELATIONSHIP



Source: BST Associates, U.S. Coast Guard, OSMB, WA DOL

Commercial Fishing Boats

Fleet Composition

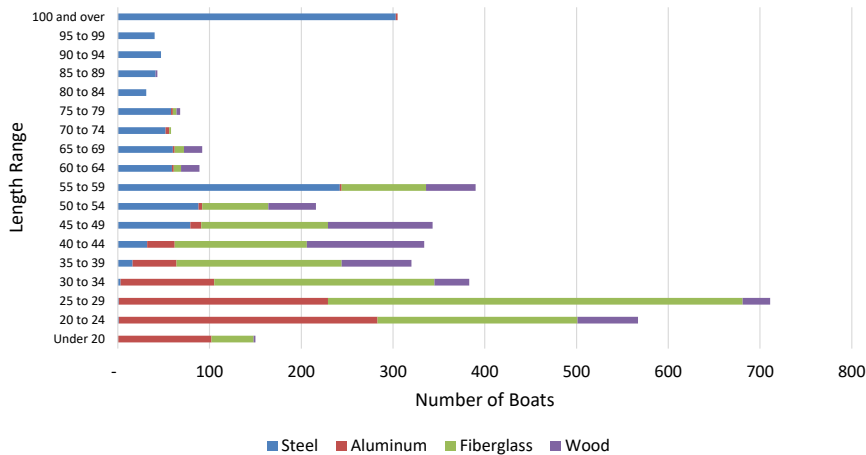
Commercial fishing boats range in length from less than 20 feet to more than 100 feet. Figure 5-5 shows the distribution of the fleet in Oregon, Washington and Alaska by length and hull type.

- Aluminum and fiberglass hulled boats dominate the fleet for lengths up to 50 feet.
- Wood boats represent a large portion of the fleet in the 40- to 49-foot length range.
- Steel boats dominate the fleet in vessels 55 feet and longer.

Excluding wood boats, which are generally not handled at the Port of Astoria Boatyard, steel boats account for 88% of the boats 55 feet or longer.

Vessels with aluminum or fiberglass hulls are lighter than boats with steel hulls, and the existing 88-ton TravelLift at the Port of Astoria Boatyard is adequate to handle essentially all of the aluminum and fiberglass fishing vessels in the region.

FIGURE 5-5: COMMERCIAL FISHING FLEET BY LENGTH AND HULL TYPE



Source: BST Associates, Alaska CFEC, ODFW, WDFW

As shown in Table 5-2, there are a total of 1,764 vessels 50 feet or longer that are licensed to fish in Oregon, Washington, and/or Alaska. Of this total, 303 are licensed in Oregon, and 175 of these are also licensed to fish in at least one of the other two states.

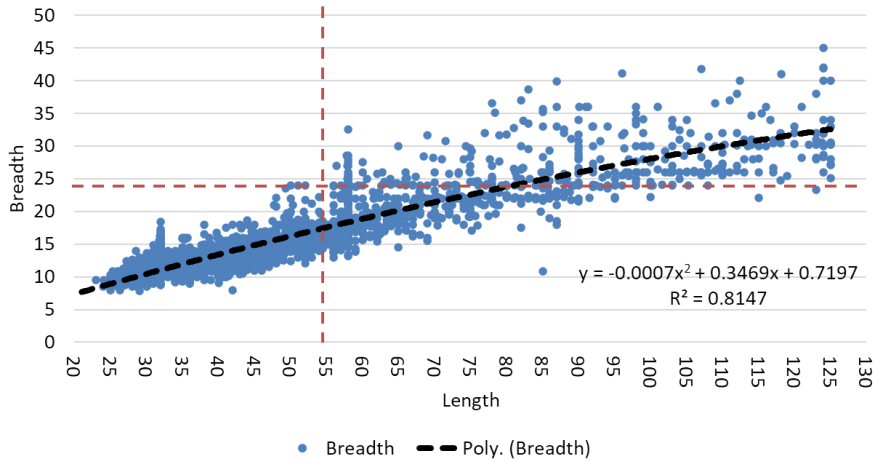
TABLE 5-2: COMMERCIAL FISHING FLEET IN OREGON, WASHINGTON AND ALASKA

Length Range	AK & OR	AK & OR & WA	AK & WA	AK Only	OR & WA	OR Only	WA Only	Total	Oregon Boats
50 to 59	17	20	69	617	42	70	83	918	149
60 to 69	4	5	11	61	24	39	32	176	72
70 to 79	4	4	4	88	24	15	18	157	47
80 to 89	2	6	4	65	9	4	13	103	21
90 to 99	5	4	1	78	2	-	5	95	11
100+	2	1	18	288	-	-	6	315	3
Total	34	40	107	1,197	101	128	157	1,764	303

Source: BST Associates, Alaska CEFC, ODFW, WDFW

As noted above, boats that are over 55 feet with a steel hull generally require a 300+ ton lift. In addition to exceeding the weight capacity of the existing lift, the 24-foot width of the existing lift starts to become a constraint for steel boats longer than 55 feet, as illustrated in Figure 5-6.

FIGURE 5-6: LENGTH AND BEAM OF STEEL COMMERCIAL FISHING BOATS



Source: BST Associates, U.S. Coast Guard data

The primary Astoria market region for commercial fishing boats (Astoria, Warrenton, Ilwaco/Chinook, and Westport) includes approximately 85 steel-hulled vessels that are 50 or longer. These 85 vessels represent approximately 5% of the total commercial fishing fleet in Oregon, Washington, and Alaska.

TABLE 5-3: ASTORIA MARKET - STEEL COMMERCIAL FISHING BOATS (50+ FEET)

Length Range	AK & OR	AK & OR & WA	AK & WA	AK Only	OR & WA	OR Only	WA Only	Total
50 to 59	-	6	6	3	6	3	8	32
60 to 69	2	3	-	1	6	4	2	18
70 to 79	-	3	-	2	7	1	2	15
80 to 89	-	1	1	-	6	3	3	14
90 to 99	-	2	1	3	-	-	-	6
100+	-	-	-	-	-	-	-	-
Astoria Market	2	15	8	9	25	11	15	85
% of Total Market	6%	38%	7%	1%	25%	9%	10%	5%
Total	34	40	107	1,197	101	128	157	1,764

Source: BST Associates, Alaska CEFC, ODFW, WDFW

Potential Market for Larger Lift

The 88-ton lift currently handles approximately 186 haulouts per year, across all boat types (i.e., recreational, commercial fishing, and other boats).

BST Associates estimated the number of additional haulouts per year that could be accommodated if the Port of Astoria Boatyard had a larger lift. This analysis compared the number of haulouts performed by

the 88-ton (short ton) lift with the projected number of haulouts for lifts with capacity of 100, 125, 150, 300, and 500 metric tons.

The fleet in the Port’s market region is bifurcated between small boats (i.e., boats that can be handled with the existing 88-ST lift) and large boats (heavier boats that require a larger lift). The projections show that marginally larger lifts (i.e., 100 MT, 125 MT, and 150 MT) are likely to generate few additional annual haulouts. Larger lifts (i.e., 300 MT and 500 MT) may generate more additional haulouts than the smaller lifts, but number of additional lifts is relatively low

Table 5-4 shows the projected number of haulouts per year for each lift size, and compares the additional haulouts among each of the lift sizes. Row 1 in Table 5-4 presents the total annual haulouts projected for each lift size, with each column representing a different lift size. Rows 2 through 7 show the relative change between each pair of lift sizes. For example, Row 3 shows the additional haulouts for each lift size, relative to the 88 ST lift.

As shown in the table, relative to the 88 ST lift,

- The 100 MT lift is projected to generate no additional haulouts,
- The 125 MT lift is projected to generate one additional haulout per year,
- The 150 MT lift is projected to generate five additional haulouts per year,
- The 300 MT lift is projected to generate 17 additional haulouts per year, and
- The 500 MT lift is projected to generate 21 additional haulouts per year.

One critical matter related to using a lift larger than the existing 88 ST lift is the capacity and condition of the existing Travelift pier. According to a local waterfront construction contractor familiar with the pier, it is likely that some level of repair/upgrade will be needed to the existing pier in the near future in order to continue operating the existing 88-ton lift. In order to accommodate a larger lift, extensive modifications would be needed, including demolishing and rebuilding the pier caps and adding additional piling. The 300 MT and 500 MT lifts would require additional, separate pier and related infrastructure. This is discussed in detail in the following chapter.

TABLE 5-4: ASTORIA BOATYARD MARKET ESTIMATED ANNUAL HAULOUTS, BY LIFT SIZE

Row	Boat/Lift Size	Lift Capacity					
		88 ST	100 MT	125 MT	150 MT	300 MT	500 MT
1	Total potential haulouts by lift size	186	186	187	191	203	207
2	Additional potential haulouts						
3	Versus 88 ST lift		-	1	5	17	21
4	Versus 100 MT lift			1	5	17	21
5	Versus 125 MT lift				4	16	20
6	Versus 150 MT lift					12	16
7	Versus 300 MT lift						4

Note: the existing boat lift has a capacity of 88 short tons (i.e., 80 metric tons)

Source: Port of Astoria, BST Associates

Regional Boatyard Supply

Smaller boat yards (defined as yards with a lift capacity up to 100 tons) typically serve boats from 20 to 60 feet in length, with the majority between 30 and 50 feet long. Smaller yards typically serve the local market. Astoria fishermen report using local repair yards in Hoquiam, South Bend, Ilwaco, Port Angeles or elsewhere in the region.

Interviews with vessel owners and operators provide insight into the criteria used when selecting a boatyard. These include:

- Quality and size of facilities - Covered space improves the quality of the work product by eliminating the vagaries of the weather and reducing the number of days in the yard.
- Shipyard availability - Minimizing downtime is important for fishing boats as well as other market sectors.
- Open shipyard - Many customers prefer to have their crew or their choice of contractors perform some of the work, versus a yard that handles all of the work.
- Reputation of the boatyard - Within the customer's market (fishing, recreation and other vessels).
- Long-term reputation of labor force - At the yard and/or with local area contractors.
- Location of the boatyard - Relative to the vessel owner's home port or primary fishing area or cruising area is often an important consideration.
- Project budget versus actual costs - Managing cost increases and schedule changes.

As described above, the primary market for the Port of Astoria Boatyard includes the Oregon and Washington Coast and the Columbia River most proximate to Astoria. The yard also attracts vessels from farther away, but the farther away a boat is based, the more boatyards there are to compete for that business.

For the existing Port of Astoria Boatyard and the existing 88-ton lift, the primary competitors in the region include:

- Ilwaco - Port of Ilwaco's Boatyard & Haul out facility has a new 75-ton Travelift.
- Warrenton - Warrenton Boatyard has two marine rails (50-ton and 175-ton capacity).
- Toledo - Port of Toledo has a 75-ton Travelift.
- Portland - private boatyards in Portland include Schooner Creek, Rocky Pointe, et al. (Travelifts from 50 tons to 75 tons).
- Secondary competitors include:
 - Southwest Washington – private yards: The Shipyard, South Bend Boatyard, et al. (marine rail)
 - Reedsport - Fred Wahl has a 75-ton marine lift.
 - Reedsport - Reedsport Machine & Fabrication LLC has an 82-ton Travelift
 - Coos Bay - Port of Coos Bay has a 100-ton Travelift at the Charleston boatyard.
 - Port Angeles - Port of Port Angeles has a 70-ton lift located at the Boat Haven.
 - Port Townsend - Port of Port Townsend has two 75-ton lifts located at the Boatyard.

Larger yards (defined as yards with a lift capacity greater than 100 tons) typically serve boats from 30 feet to more than 100 feet in length, with the majority of lifts between 50 and 90 feet long. Larger yards typically serve a wide market region (West Coast to Alaska and occasionally the Pacific Islands).

In recent years there have been some changes in the large-yard market, with some facilities closing and others opening or expanding. If the Port of Astoria were to expand the boatyard with a larger lift, the primary competitors would include:

- North Tongue Point – Trailer with capacity of 450 tons. Also developing larger lift capabilities.
- Toledo – 660-ton Ascom mobile hoist, large work building.
- Columbia River yards
 - Diversified – 100/160/700 ton drydocks.
 - JT Marine - 1,200-ton dry dock, 1000' pier, shoreside ways.
- Reedsport – Fred Wahl Bolon Island site (685-ton Ascom mobile hoist).
- Charleston – Giddings Boat Works, 200-ton marine ways.
- Crescent City - Fashion Blacksmith, full-service shipyard, 230-ton Syncrolift with a 100' by 34' platform.
- Humboldt Bay - Fields Landing, full-service shipyard, 150-ton Travelift.
- Port Angeles - Platypus Marine, 300-ton Travelift; Westport Yacht, 500-ton Travelift. Port of Port Angeles is developing a 19-acre marine trades park adjacent to Platypus.
- Port Townsend - Port of Port Townsend Shipyard (330-ton Marine Travelift)

Other regional yards that are located farther from Astoria include:

- Puget Sound
 - Seattle - Lake Union Drydock (two drydocks - 6,000-ton and 1,200-ton), Northlake Shipyard (two drydocks (1000-ton and 1,900-ton), four marine ways (150-ton to 600-ton). Stabbert Yacht & Ship LLC (1,100-ton drydock), among others.
 - Everett - Hansen Boat Company (860-ton drydock), Everett Shipyard (20,000-ton semi-submersible barge)
 - Anacortes - Dakota Creek (9,000 Drydock and 5,000-ton Synchronlift), Pacific Marine (200-ton Travelift)
 - Blaine - On Board Services (250-ton marine rail)
 - Bellingham - Seaview North (165-ton Travelift)
- Alaska
 - Kodiak (660-ton Travelift, Yard is operated by Highmark Marine)
 - Seward - Seward Marine Industrial Center (330-ton Marine Travelift (run by the City of Seward and 5,000-ton Syncrolift (privately run by JAG Industrial).
 - Wrangell - 150-ton Travelift, 300-ton Ascom lift, among others.

It should be noted that several yards have both a small lift and a large lift (e.g., Port of Toledo, Fred Wahl Shipyard, Port of Port Angeles and the Port of Port Townsend, among others). Sizing the lift to meet the market is an essential requirement for boatyards/shipyards. A larger lift requires larger facilities (lift pier, buildings and other structures) as well as stronger pavement to accommodate the larger load. In addition, a larger lift has a wider frame that does not maximize ground spacing for smaller boats. For these reasons, a larger lift cannot replace all of the capacity provided by a smaller lift.

Boatyard Financial Trends

The Port of Astoria's boatyard experienced strong financial growth over the past five years. In the period from FY11 to FY16, revenues ranged from \$200,000 to \$250,000. Revenues continued to grow from FY17 to FY21, reaching \$457,000. Revenues increased at 8.1% between FY11 and FY21.

Expenses increased from \$211,000 in FY11 to \$311,000 in FY21, or at an average rate of 4.0%. Net revenues from operations increased from -\$1,000 in FY11 to \$145,000 in FY21.

TABLE 5-5: FINANCIAL PERFORMANCE – BOATYARD (\$1,000)

Category	Revenues	Expenses	Net Revenue
FY11	\$210	\$(211)	\$(1)
FY12	\$216	\$(192)	\$24
FY13	\$243	\$(101)	\$142
FY14	\$238	\$(215)	\$23
FY15	\$248	\$(187)	\$60
FY16	\$209	\$(265)	\$(56)
FY17	\$335	\$(232)	\$103
FY18	\$311	\$(238)	\$73
FY19	\$351	\$(263)	\$88
FY20	\$391	\$(240)	\$151
FY21	\$457	\$(311)	\$145
CAGR 2011-21	8.1%	4.0%	NM

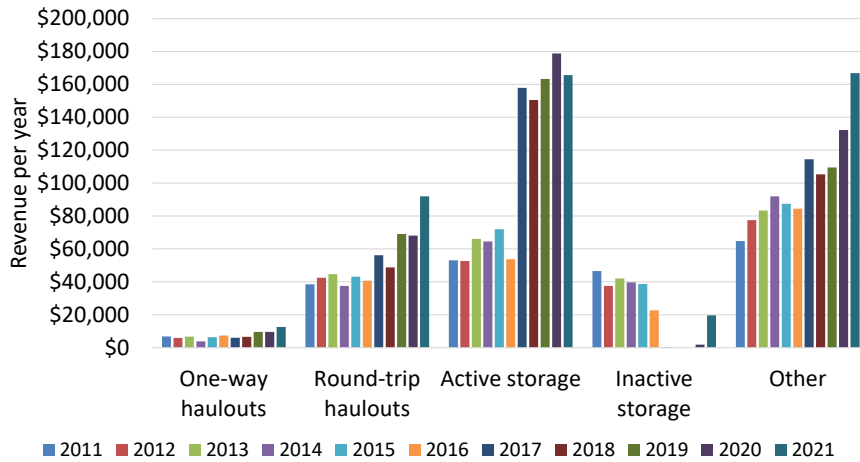
Source: Port of Astoria

Revenues

As shown in Figure 5-7, the primary sources of boatyard revenue are:

- Active storage (charges for users to rent space while actively undertaking boat repair) increased from around \$60,000 per year in FY11 to FY16 to around \$160,000 from FY17 to FY21.
- Other revenues (gear/trailer storage, equipment rental/labor, electrical and environmental fee) increased steadily from FY11 to FY21. There appears to be additional opportunity for increasing this revenue stream, especially by increasing gear storage. This will require a new hoist, which is considered in the redevelopment strategies.
- Roundtrip and one-way haulouts have also increased.
- Inactive storage (charges for boat storage without boat repair) disappeared from FY17 to FY20 due to expanded log exports, but reappeared in FY21. There is an opportunity to increase this revenue stream as more land is made available.

FIGURE 5-7: BOATYARD REVENUES BY SOURCE



Source: Port of Astoria

Revenues grew due to an increase in activity (boat lifts and yard days) as well as an increase in rates. Rates were very low in FY11, but the Port began to raise rates from FY17 to FY22. Rates are now closer to regional market rates, but there may be an opportunity to raise them further. The Port should consider a rate study to further evaluate appropriate rates.

TABLE 5-6: BOATYARD RATE TRENDS (2011, 2019 TO 2022)

Item	2011	2022	Unit	CAGR 2011-2022
Haul-Out/Round Trip				
per ft for less than 50 ft	\$6.50	\$10.00		4.0%
per ft for greater than 50 ft	\$6.50	\$15.00		7.9%
Haul-Out 1 Way				
per ft for less than 50 ft	\$3.90	\$6.00	60%	4.0%
per ft for greater than 50 ft	\$3.90	\$9.00	60%	7.9%
one-way % of RT	60%	60%		
Boat Storage				
Active	\$0.15	\$0.65	\$/ft/day	14.3%
Inactive	\$0.12	\$0.33	\$/ft/day	10.1%
<30 days	\$0.12	\$0.33	\$/ft	10.1%
>30 days	\$0.12	\$0.33	\$/ft	10.1%
Power (Daily)				
30 amp	\$5.00	\$5.00	per day	0.0%
50 amp	\$10.00	\$10.00	per day	0.0%
Power Wash (per person)				
Minimum (first 1/2 hour)		\$55.00		
per hour		\$95.00	per hour	

Note: CAGR refers to compound annual growth rate

Source: Port of Astoria

Expenses

Expenses grew at 4.0% per year from FY11 to FY21, growing from \$211,000 in FY11 to \$311,000 in FY21. Payroll, benefits and payroll taxes, which represent the largest portion of the boatyard expenses, increased at a rate of 5.5% per year on average from \$147,000 in FY11 to \$251,000 in FY21. Other boatyard expenses have ranged between \$40,000 and \$70,000 per year.

Net Revenues from Operations

Net revenue from operations grew from -\$1,000 in FY11 to \$145,000 in FY21. The estimated net revenue from operations in FY22 is \$292,000.

CHAPTER 6. BOATYARD DESIGN ALTERNATIVES

This section presents a detailed description of potential improvements to the Port of Astoria Boatyard. These improvements are designed to respond to needs identified through the outreach process.

The proposed improvements include facilities to accommodate the existing Travelift (or a similar-size replacement), as well as facilities designed to accommodate an additional, larger lift.

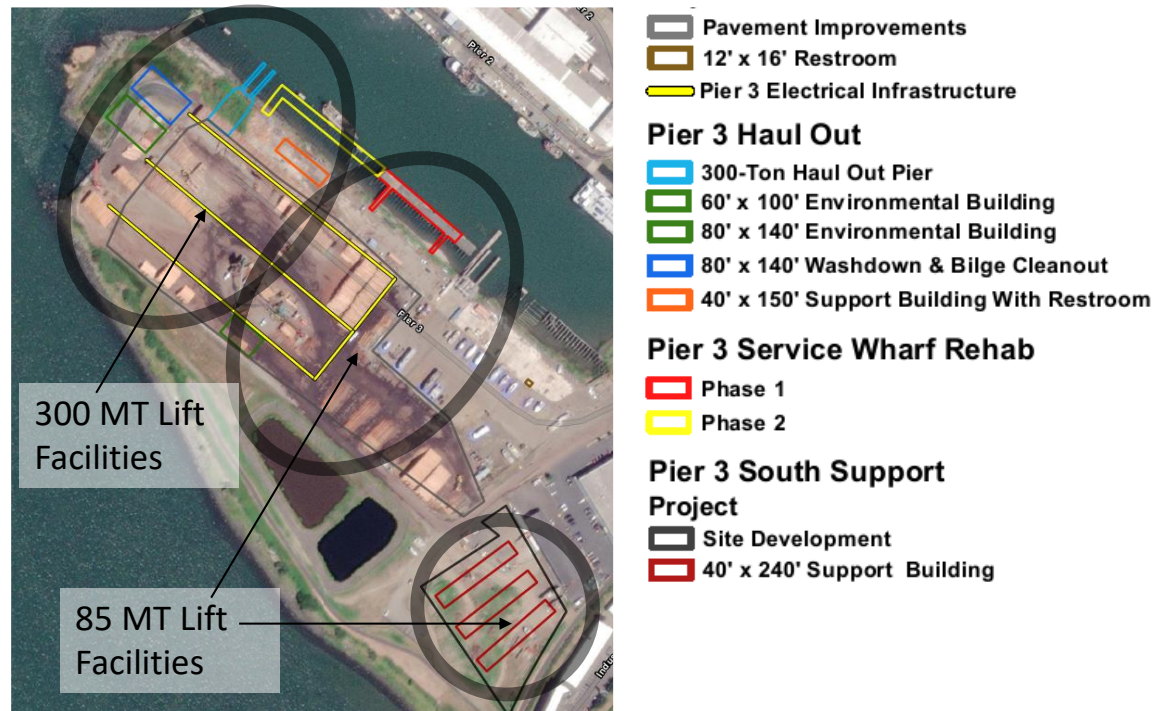
Overview

The outreach effort identified two high priority needs, as well as several other desired improvements. The most important need identified was protection from the weather (wind and rain), specifically a building large enough to enclose a vessel for weather-dependent work. The second-highest priority was a higher-capacity lift that could haul out larger vessels. Other items that stood out included additional dock space, covered workshop/storage space, a restroom building, more electrical capacity, and running water (for consumption and for work).

Based on these findings, PBS Engineering and Environmental developed a proposed site layout, as shown in Figure 6-1. In this site plan, facilities that serve the smaller lift are grouped on the southern portion of Pier 3, where they are now located. Facilities that serve a larger lift are grouped on the northern portion of Pier 3. In addition, two proposed improvements would serve both of the lifts: a new restroom building that centrally located on Pier 3, and support buildings (storage/workshop space) are located at the far southern end of Pier 3.

Descriptions of the proposed facilities are presented in the following sections.

FIGURE 6-1: BOATYARD IMPROVEMENT OPTIONS



Source: PBS Engineering and Environmental

Small Lift and Related Improvements

The major component of the site plan that are focused on the smaller lift include:

- a new mobile hoist,
- rehabilitation of the service pier,
- yard improvements,
- support buildings, and
- dredging.

Cost estimates for these items and their sub-components are presented in Table 6-1. The table also includes cost estimates for alternatives, which are discussed in the next section.

The new mobile hoist is intended to replace the existing 88-ton (short tons) hoist. The existing hoist is aging, and will need to be replaced at some point. Based on the analysis described in the previous chapter, the recommended hoist would have a capacity of 85 metric tons, or approximately 93 short tons. A hoist of this size would be compatible with the existing lift pier and would provide a marginal increase in capacity. The existing lift pier will be re-used, but is expected to require some repair/improvements.

Rehabilitation of the service pier would involve lengthening the existing service pier, and adding a second access trestle. This pier would provide enough space for several vessels to moor, and could be used for dockside repair, transferring material to and from boats, and staging vessels for haulout. The second trestle would improve vehicle flow by providing separate routes on and off the pier.

Yard improvements include:

- Electrical – extending electrical service throughout the yard, and providing power to an additional 16 boat positions
- Paving – the existing yard is paved, but portions were damaged during the former log operations and require repair.
- Restroom – the new restroom building would be fully plumbed, with hot and cold running water, and would replace the portable toilets currently in use.

Two types of service buildings are included in the site plan. The first is a vessel work building that is large enough that the mobile hoist can drive inside it to place a boat on stands. The other type of building is storage/shop space for private vendors.

Dredging has not been performed around the service pier recently, and will be required to provide the necessary water depth.

Cost Estimates

The initial cost estimate of the full buildout of facilities related to the small lift was approximately \$18 million, as shown in Table 6-1.

The project team was tasked with developing a potential alternative that would reduce the total cost, and potential cost savings were identified for the service pier and both types of buildings. Costs remained the same for the mobile hoist (and its pier), yard improvements, and dredging.

The initial estimate for the service pier included 285 linear feet of pier. The alternative reduces this to 200 feet, and reduces the cost from approximately \$5.0 million to \$3.5 million. This alternative still provides two access trestles, and would provide room for three or more vessels.

The initial estimate for the vessel work building (Environmental Building) was \$2.7 million, based on a steel frame/steel exterior building. The proposed alternative is a PVC building with shipping container sidewalls, with an estimated price of \$356,000.

The proposed storage/shop space buildings would be replaced under the alternative with used 8x40 shipping containers, reducing the estimated cost from approximately \$8.0 million to \$50,000.

The total alternative project cost is \$6.2 million.

TABLE 6-1: PROPOSED IMPROVEMENTS – 85 MT LIFT (\$2022)

Cat.	Item	Qty	Unit Cost	Original Estimate	Alternate Estimate
Mobile Hoist					
	Ascom Lift 85 MT (existing pier)	1	\$432,000	\$432,000	\$432,000
	Repair existing pier	1		\$100,000	\$100,000
Service Pier Rehab					
	Phase 1 (linear feet)	285	\$17,502	\$4,988,022	\$3,500,366
Yard Improvements					
	Electrical	16	\$33,729	\$539,659	\$539,659
	Paving	1	\$472,466	\$472,466	\$472,466
	Restroom	1	\$249,150	\$249,150	\$249,150
Support Buildings					
	40' x 240' Buildings with site prep, utilities, paving	3	\$2,683,190	\$8,049,571	-
	Environmental Building; 60' x 100'	1	\$2,701,827	\$2,701,827	
	Big Top PVC building 40' x 80'	1	\$158,400		\$356,460
	Used 8 x 40 containers	10	\$5,000		\$50,000
Dredging					
	Dredging for Services Pier Ph 1 - 10,000 CY	10000	<u>\$48.77</u>	<u>\$487,667</u>	<u>\$487,667</u>
Total Construction Cost				<u>\$18,020,362</u>	<u>\$6,187,768</u>

Source: PBS Engineering and Environmental, BST Associates

Financial Performance

This section reviews the projected financial performance for the small lift. As described above, this option would improve the existing boatyard operation: mobile hoist (replace lift, repair existing pier), service pier rehabilitation, yard improvements, support buildings, and dredging.

The pro forma is based on a reference case, which projects that the estimated round-trip equivalents (round trip haulouts, plus one-way lifts times 0.6)⁸ will increase from 196 in FY22 (estimated) to 335 in FY44. The rate of growth for haulouts is projected at 1.7% per year from FY22 to FY44.

⁸ One-way lifts are charged at 60% of the round-trip rate.

Revenues

Revenue is projected to grow from \$580,000 in FY22 to \$1.87 million in FY44, with annual growth of 5.2% per year. Annual rate adjustments are expected to account for more than half of the growth in revenue. Increased activity (haulouts, storage, building use etc.) accounts for the remainder of the revenue growth. Revenue assumptions include:

- Boatyard haulout and storage rates are based on existing FY22 rates, with annual growth of 2.5%,
- Building rentals assumes building or containers are in place by FY25. Rate per square foot is estimated at \$0.45 per square foot per month (roughly half the current rate at local storage facilities). Rate is projected to grow at 3.0% per year.
- Environmental building revenue based upon Port of Toledo environmental building rates of \$3.71 per foot per week (43-foot boat) plus \$1,250 for use of the building. Rate is projected to grow at 3.0% per year. Occupancy is estimated at 60% in early years, increasing to 85% in out years.
- Other revenues are miscellaneous charges.
- Due to uncertainty of use, revenues were not estimated for use of the service pier.

Expenses

Labor is the largest component of operating expenses (estimated at \$198,000 in FY22). Current staffing is projected to continue through the study period, with an additional staff person added in FY25 when the improvements are completed. Labor expenses are projected to increase at 3.5% per year.

Other expenses (miscellaneous expenses) are projected to increase at 4.0% per year.

Net Revenue

Net revenues are projected to increase from \$292,000 in FY22 to \$1.1 million in FY44, with annual growth of 6.8% per year.

TABLE 6-2: BOATYARD PRO FORMA – SMALL LIFT

Pro Forma	Actual	Estimated	Forecast			CAGR	
	FY17	FY 22	FY 25	FY 35	FY 44	FY17-22	FY25-44
Revenue							
Boatyard haulouts and storage	\$325	\$575	\$632	\$1,127	\$1,638	12.10%	5.10%
Building rentals	\$0	\$0	\$52	\$85	\$123	NM	4.60%
Environmental Building	\$0	\$0	\$26	\$52	\$102	NM	7.30%
Other	<u>\$10</u>	<u>\$5</u>	<u>\$6</u>	<u>\$8</u>	<u>\$10</u>	-11.50%	3.00%
Total	<u>\$335</u>	<u>\$580</u>	<u>\$716</u>	<u>\$1,273</u>	<u>\$1,872</u>	11.60%	5.20%
Expenses							
Labor	(\$180)	(\$198)	(\$220)	(\$310)	(\$423)	1.90%	3.50%
Labor – new staff in FY25	\$0	\$0	(\$75)	(\$106)	(\$144)	NM	3.50%
Other Operations	<u>(\$51)</u>	<u>(\$89)</u>	<u>(\$98)</u>	<u>(\$131)</u>	<u>(\$171)</u>	11.80%	3.00%
Total	<u>(\$232)</u>	<u>(\$288)</u>	<u>(\$392)</u>	<u>(\$547)</u>	<u>(\$738)</u>	4.40%	3.40%
Net Revenue	<u>\$103</u>	<u>\$292</u>	<u>\$324</u>	<u>\$725</u>	<u>\$1,134</u>	23.20%	6.80%
Haulouts							
Est round-trip equivalent haulouts	150	196	242	288	335	5.50%	1.70%

Note: CAGR refers to compound annual growth rate

Source: BST Associates

The net present value (NPV) of earnings (net revenue) is shown in Table 6-3. This NPV is based on the period FY22 to FY44, and represents 20 years of operations after the improvements are in place (FY25). NPV is calculated using three different discount rates, ranging from 3% to 7%.

TABLE 6-3: NPV OF EARNINGS – SMALL LIFT

Interest Rate	NPV \$millions
3.0%	\$12.0
5.0%	\$9.3
7.0%	\$7.4

Source: BST Associates

Economic Impact

The economic impact of the proposed small lift and related improvements is expected to generate:

- Employment
 - Direct Impacts of 10.9 FTEs in FY25 growing to 15.0 FTEs in FY44
 - Total impact of 22.3 FTEs in FY25 growing to 30.7 FTEs in FY44
 - There are an additional 1.05 indirect and induced jobs in the state of Oregon for every job at the boatyard.
- Income

- Direct Impacts of \$600,000 in FY25 growing to \$900,000 in FY44 (Average wage of \$62,000 in FY22)
- Total impact of \$1.1 million in FY25 growing to \$1.7 million in FY44
 - For every dollar in direct impact, there are an additional \$0.85 in the state of Oregon.
- Revenue/Output
 - Direct Impacts of \$1.0 million in FY25 growing to \$1.7 million in FY44
 - Total impact of \$1.6 million in FY25 growing to \$2.7 million in FY44
 - For every dollar in direct revenue, there is additional output of \$0.61 output in the state of Oregon.

The net present value of real direct income for the period FY22 to FY35 is estimated, representing 10 years of operations after the improvements is shown below based on discount rates from 3% to 7%:

TABLE 6-4: NPV OF INCOME – SMALL LIFT

Interest Rate	NPV \$millions
3.0%	\$8.7
5.0%	\$7.5
7.0%	\$6.6

Note: NPV of real direct income generated in Oregon between 2022 and 2035
Source: BST Associates

Large Lift and Related Improvements

As discussed in previous chapters, one of the needs identified for the Port of Astoria Boatyard is a lift capable of hauling larger vessels. BST Associates analyzed the composition of the fleet most likely to use the yard, and concluded that a new lift with 300 metric ton capacity would meet the need of most of the larger boats.

This section discusses the proposed yard improvements that would service this larger lift. As illustrated in Figure 6-1, these improvements include:

- a new 300 MT mobile hoist,
- additional rehabilitation of the service pier,
- support buildings, and
- dredging.

Cost estimates for these items and their sub-components are presented in Table 6-5. The table also includes cost estimates for alternatives, which are discussed in the next section.

Facilities serving the new 300 MT mobile hoist would be located at the northern end of Pier 3. This includes a new lift pier, designed to accommodate the 300 MT hoist.

The environmental work building proposed for the 85 MT hoist would be too small for the 300 MT hoist and the larger boats, so a larger building is included in the site plan and costs estimates. In addition, a larger vessel washdown pad would be located adjacent to this building.

The service pier would be extended an additional 315 feet, and would include a third access trestle.

Additional dredging would be required for both the lift pier and the service pier.

Other yard improvements identified for the small lift (i.e., electrical, paving, restroom) and the vendor shop space would also serve the large lift, and those costs are included in the estimate for the small lift.

Cost Estimates

The initial cost estimate of the full buildout of facilities related to the small lift was approximately \$19.5 million, as shown in Table 6-5.

As with the cost estimates for the small lift, the project team was tasked with developing a potential alternative that would reduce the total cost. Potential cost savings were identified for the service pier, environmental work building, and dredging. Costs remained the same for the mobile hoist (and its pier), vessel washdown, yard improvements, and dredging.

The initial estimate for the service pier rehabilitation included 315 linear feet of pier and one additional access trestle. The alternative eliminates this portion of the pier, and reduces the cost from approximately \$5.5 million to \$0. This alternative still provides two access trestles, and would provide room for three or more vessels.

The initial estimate for the vessel work building (Environmental Building) was \$5.37 million, based on a steel frame/steel exterior building. The proposed alternative is a PVC building with shipping container sidewalls, with an estimated price of \$586,000.

Dredging was initially estimated to be \$975,000, split evenly between the new lift pier and the service pier. With the additional service pier eliminated, the dredging cost falls to \$488,000.

The total alternative project cost is \$7.6 million.

TABLE 6-5: PROPOSED IMPROVEMENTS – 300 MT LIFT (\$2022)

Ref #	Item	Qty	Unit Cost	Original Estimate	Alternate Estimate
Mobile Hoist					
	New 300-ton hoist pier	1	\$3,960,110	\$3,960,110	\$3,960,110
	Ascom Lift 300 MT mobile hoist	1	\$1,242,000	\$1,242,000	\$1,242,000
Service Pier Rehab					
	Phase 2 (linear feet)	315	\$17,502	\$5,513,076	\$0
Improvements North					
	Environmental Building; 80' x 140'	1	\$5,290,826	\$5,290,826	\$586,000
	Washdown; 80' x 140'	1	\$833,148	\$833,148	\$833,148
Support Buildings					
	Building; 40' x 150' Building with site prep, utilities, paving	1	\$1,667,795	\$1,667,795	
	Big Top PVC building 40' x 120'	1	\$297,000		\$348,400
Dredging					
	Dredging for hoist pier - 10,000 CY	10000	\$48.77	\$487,667	\$487,667
	Dredging for service pier rehab Phase 2 - 10,000 CY	10000	\$48.77	<u>\$487,667</u>	\$0
Total Construction Cost				<u>\$19,482,289</u>	<u>\$7,591,098</u>

Source: PBS Engineering and Environmental, BST Associates

Financial Performance

This section reviews the projected financial performance for the large lift. As described previously, this option would enable the boatyard to handle larger boats: mobile hoist (new 300 MT lift, new lift pier), environmental building, service pier, and dredging.

The pro forma is based on a reference case, which projects that the estimated round-trip equivalents (round-trip haulouts, plus one-way lifts times 0.6) will increase from 21 in FY25 to 25 in FY44. The rate of growth for haulouts is projected at 0.9% per year from FY25 to FY44.

Revenues

Revenue is projected to grow from \$226,000 in FY25 to \$494,7000 in FY44, with annual growth at 5.2% per year. Annual rate adjustments (3.0% to 3.5%) are expected to account for more than half of the growth in revenue. Increased activity (haulouts, storage, building use etc.) accounts for the remainder of the revenue growth. Revenue assumptions include:

- Boatyard haulout/washdown rates are based on Port of Port Townsend existing FY22 rates, with annual growth of 3.5%:
 - Haulout rate \$21.29 per foot,
 - Washdown rate of \$10.41 per foot
- Open storage revenue is charged at \$1.25 per foot per day (based on Port of Port Townsend rate).
- Building rental rate per square foot is estimated at \$0.45 per square foot per month (roughly half the current rate at local storage facilities).
- Environmental building revenue based upon Port of Toledo environmental building rates of \$5.90 per foot per week (60-foot boat) plus \$1,250 for use of the building. Occupancy is estimated at 60% in early years, increasing to 85% in out years.
- Other revenues include miscellaneous charges.

Expenses

An additional staff person is added in FY25 when the improvements are completed. Labor expenses are projected to increase at 3.5% per year. Other expenses (miscellaneous expenses) are projected to increase at 3.0% per year.

Net Revenue

Net revenues are projected to increase from \$132,000 in FY25 to \$315,000 in FY44, with annual growth of 4.7% per year.

TABLE 6-6: BOATYARD PRO FORMA – LARGE LIFT

Item	Forecast			CAGR
	FY25	FY35	FY44	FY25-44
Revenue				
Boatyard - lift/washdown	\$51.4	\$85.0	\$114.3	4.3%
Outside storage	\$80.3	\$128.5	\$167.7	3.9%
Building rentals	\$19.7	\$24.1	\$28.8	2.0%
Environmental Building	\$65.4	\$107.5	\$168.9	5.1%
Other (misc.)	\$10.0	\$12.2	\$14.6	2.0%
Total	<u>\$226.9</u>	<u>\$357.2</u>	<u>\$494.2</u>	<u>4.2%</u>
Expenses				
Labor - new staff at FY25	-\$75.0	-\$105.8	-\$144.2	3.5%
Other Op	<u>-\$20.0</u>	<u>-\$26.9</u>	<u>-\$35.1</u>	<u>3.0%</u>
Total	<u>-\$95.0</u>	<u>-\$132.7</u>	<u>-\$179.3</u>	<u>3.4%</u>
Net Revenue	<u>\$131.9</u>	<u>\$224.5</u>	<u>\$314.9</u>	<u>4.7%</u>
Haulouts				
Est round-trip equivalent haulouts	21	25	25	0.9%

Note: CAGR refers to compound annual growth rate

Source: BST Associates

The net present value (NPV) of earnings (net revenue) is shown in Table 6-7. This NPV is based on the period FY22 to FY44, and represents 20 years of operations after the improvements are in place (FY25). NPV is calculated using three different discount rates, ranging from 3% to 7%.

TABLE 6-7: NPV OF EARNINGS – LARGE LIFT

Interest Rate	NPV \$millions
3.0%	\$2.9
5.0%	\$2.3
7.0%	\$1.8

Source: BST Associates

Economic Impact

The economic impact of the proposed small lift and related improvements is expected to generate:

- Employment
 - Direct Impacts of 6.8 FTEs in FY25 growing to 8.1 FTEs in FY44
 - Total impact of 13.9 FTEs in FY25 growing to 16.5 FTEs in FY44
 - There are an additional 1.05 indirect and induced jobs in the state of Oregon for every job at the boatyard.
- Income
 - Direct Impacts of \$500,000 in FY25 growing to \$600,000 in FY44
 - Total impact of \$900,000 in FY25 growing to \$1.0 million in FY44

- For every dollar in direct impact, there is an additional \$0.85 in the state of Oregon.
- Revenue/Output
 - Direct Impacts of \$800,000 in FY25 growing to \$1.0 million in FY44
 - Total impact of \$1.3 million in FY25 growing to \$1.6 million in FY44
 - For every dollar in direct revenue, there is additional output of \$0.61 output in the state of Oregon.

The estimated net present value of real direct income for the period FY22 to FY35 is presented in Table 6-8. This represents 10 years of operations after the improvements are completed, and is based on discount rates ranging from 3% to 7%.

TABLE 6-8: NPV OF INCOME – LARGE LIFT

Interest Rate	NPV \$millions
3.0%	\$5.1
5.0%	\$4.3
7.0%	\$3.6

Note: NPV of real direct income generated in Oregon between 2022 and 2035
Source: BST Associates

CHAPTER 7. EAST MOORING BASIN MARKET AND POTENTIAL DESIGN ALTERNATIVES

Overview

The Port of Astoria East Mooring Basin is located at the east end of Astoria, approximately three miles upriver from the Port of Astoria Boatyard and 1.5 miles upriver from downtown Astoria.

The basin encompasses nearly 40 acres, and is protected by a main sheet pile breakwater running parallel to the shoreline, one rubble mound breakwater on the upstream end, and two rubble mound breakwaters on the downstream end. The main breakwater is approximately 2,300 long and 40 feet wide.

The breakwater is connected to shore by a causeway that is approximately 950 long and 30 feet wide. The causeway historically provided vehicle and pedestrian access to the breakwater, and the breakwater was used for vehicle parking. However, the Port closed the causeway in 2018 due to structural damage in the substructure, and a portion of the causeway subsequently collapsed in 2021.

The basin currently has three main docks, two of which also have moorage side slips. Two of these docks currently have vessels moored, but are only accessible by boat due to the causeway collapse. The third dock has been taken over by a colony of sealions. At one time the basin had three additional linear docks, but these have been removed.

The Port of Astoria also operates the West Mooring Basin, which is located just upstream of the boatyard. The West Mooring Basin has approximately 365 moorage spaces and the East Mooring Basin 69 moorage spaces. These numbers are estimated because the number of spaces on linear moorage docks varies with boat length.

Moorage for larger vessels is limited in Astoria. The largest moorage slips in the West Mooring Basin are 50 feet long; the linear docks in the East Mooring Basin can accommodate 100-foot vessels, but the lack of landside access is a major drawback.

FIGURE 7-1: AERIAL VIEW OF EAST MOORING BASIN



Source: Google Earth

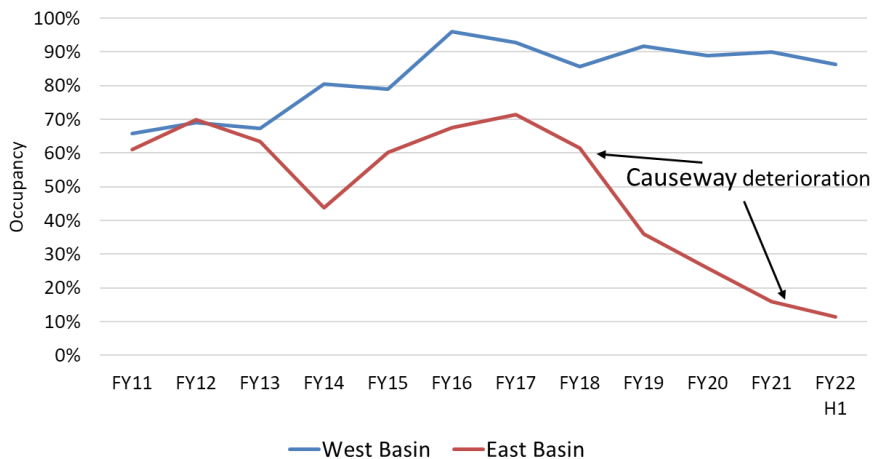
Moorage Market

Demand for Moorage at Astoria Marinas

Prior to the issues with the causeway, occupancy at the East Mooring Basin averaged 60% to 70% for most of the period from FY11 through FY18. With the closure of the causeway, occupancy dropped to approximately 35% in 2019, and continued to drop to an estimated 10% in the first half of FY22.

Occupancy at the West Mooring Basin grew from less than 70% in FY11 to more than 90% in FY16, and has been close to 90% in each year since.

FIGURE 7-2: EAST MOORING BASIN – OCCUPANCY TRENDS



Source: BST Associates, Port of Astoria data

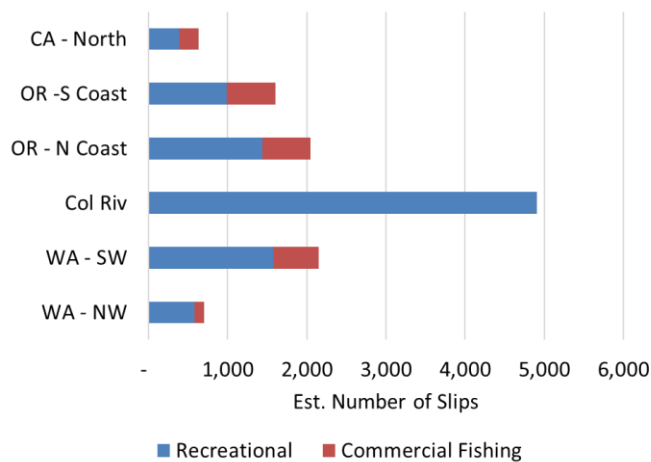
Regional Market⁹

For this analysis, the market region in which the Port of Astoria marinas are located includes the northern West Coast of the U.S from Humboldt County in Northern California to Clallam County in Washington, and the Columbia River from the mouth to the Portland metropolitan area. (See Figure 7-3)

There is a substantial inventory of moorage in this market region, including:

- Approximately 12,000 moorage slips,
- Approximately 10,000 recreational boat slips, and
- Approximately 2,000 commercial fishing boat slips.

FIGURE 7-3: COMPETITIVE MARKET FOR MOORAGE



Source: BST Associates, websites

The moorage facilities at the Port of Astoria share similarities with most of the coastal ports, including:

- Primarily public ownership (although there are also private marinas located along the coast and particularly in the Columbia River upstream of Astoria),
- Seasonal use,
- Too many slips,
- Relatively low moorage rates,
- Slips in deteriorated condition, and
- Mismatch between the size of the slip and the length of the boat.

The low moorage rates throughout the region make it difficult to remedy the deteriorated condition of the moorage facilities and the mismatch between boat size and length of boat. For most of these facilities the moorage rate is barely sufficient (or is not sufficient) to cover operating costs, which leaves little or no revenue from moorage fees available for facility replacement.

⁹ From Northwest Washington (Clallam County) to Northern California (Humboldt County)

Some improvements are currently planned or under way, such as at Newport and Westport. These projects depend on outside funding (grants).

Financial Performance

From FY11 through FY21, moorage revenue at the East Mooring Basin peaked in FY15; in that year gross operating revenue was \$122,000 and net revenue was \$44,100. Revenue dropped after FY15, and due to the loss of the causeway, net revenues were negative in each year from FY19 through FY21. (See Table 7-1).

TABLE 7-1: FINANCIAL PERFORMANCE – EAST MOORING BASIN (\$1,000S)

Category	Revenues	Expenses	Net Revenue
FY11	\$1.9	\$(38.0)	\$(36.1)
FY12	\$102.6	\$(62.5)	\$40.1
FY13	\$109.2	\$(88.8)	\$20.3
FY14	\$88.5	\$(80.9)	\$7.7
FY15	\$122.2	\$(75.9)	\$46.4
FY16	\$96.2	\$(78.1)	\$18.1
FY17	\$113.5	\$(97.8)	\$15.7
FY18	\$104.3	\$(99.3)	\$5.0
FY19	\$62.0	\$(80.2)	\$(18.2)
FY20	\$50.2	\$(71.2)	\$(21.1)
FY21	\$38.5	\$(91.9)	\$(53.4)
CAGR 2011-21	35.1%	9.2%	4.0%

Source: Port of Astoria

Potential Improvements

A layout was developed that maximizes the amount of moorage in the East Mooring Basin. This full-development layout includes three main components:

- Reconstruction of the causeway
- Construction of new floats and upgrades to old floats
- Dredging (See Figure 7-4).

Under this scenario, the causeway would be constructed to the original dimensions. This would provide vehicle and pedestrian access to the main breakwater and to the floats.

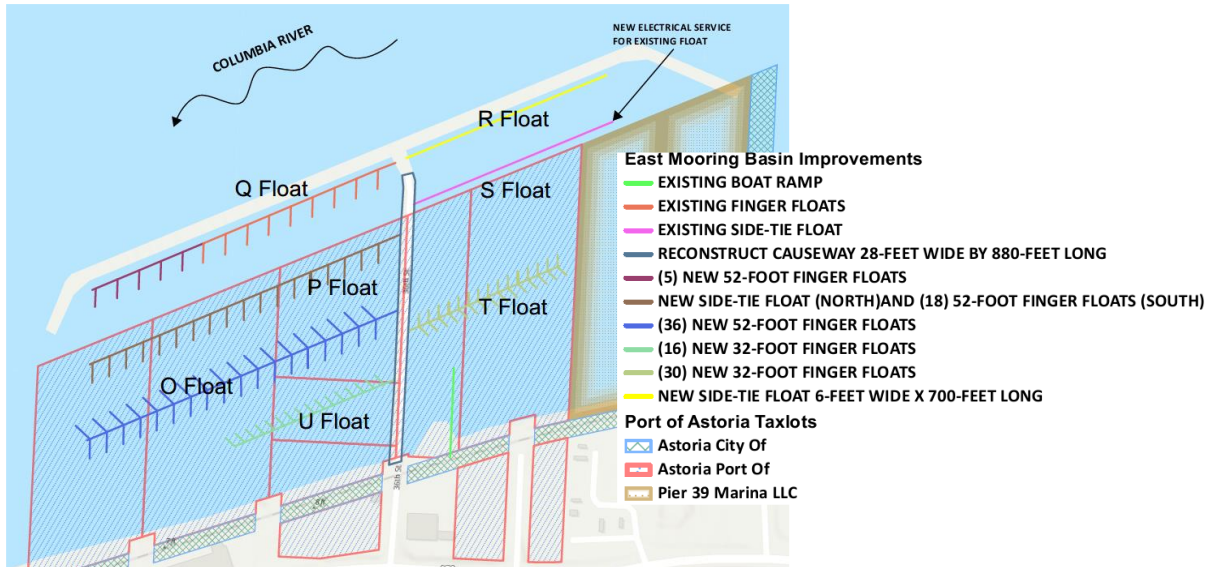
The three existing floats (i.e., P Float, Q Float, and S Float in Figure 7-4) would remain, with reconstruction of P Float, an extension of Q Float, and electrical upgrades to S Float. A new, linear R Float would also be added adjacent to the breakwater, replacing a dock once located in that location. Three new inner floats would also be added, each of which would provide individual mooring slips.

The project would also include maintenance dredging, to restore the water depths to the authorized dimensions.

Cost Estimates

The estimated project cost is \$34.0 million, and shown in Table 7-2.

FIGURE 7-4: EAST MOORING BASIN REDEVELOPMENT – ORIGINAL



Source: PBS Engineering and Environmental

The project team was tasked with developing a potential alternative that would reduce the total construction cost. The team estimated the construction cost of two potential alternatives, both of which excluded reconstructing the entire causeway from shore to the breakwaters to reduce redevelopment costs.

Under Alternative 1, 300 feet of causeway would be built, and a 650-foot main float would extend from the end of the causeway to the breakwater, with pedestrian access ramps at each end. Under this alternative, there would be pedestrian access to the main breakwater. This alternative also includes building or rebuilding the four outermost docks (Docks P, Q, R, and S).

Under Alternative 2, 300 feet of causeway would be built, but there would be no main float running from the causeway to the main breakwater. Under this alternative the three inner docks would be constructed (i.e., Docks O, T, and U). No construction would take place on the outer docks.

Alternative 1 would reduce the estimated construction cost from the original \$34.0 million to \$16.1 million. Alternative 2 would reduce the estimated construction cost to \$19.2 million.

TABLE 7-2: EAST MOORING BASIN COST ESTIMATE

Detail	Original Estimate	Alternative Estimate 1	Alternative Estimate 2
Causeway Reconstruction	\$11,680,615	\$6,575,903	\$5,463,018
Dredging	\$2,250,000	\$1,511,250	\$1,511,250
Marina Expansion	\$19,997,477	\$7,998,895	\$12,189,896
Total	\$33,928,092	\$16,086,048	\$19,164,164

Source: PBS Engineering and Environmental (see appendix for details)

Financial Performance

This section reviews the projected financial performance for the rehabilitation of the East Mooring Basin. As described above, this option would improve access (causeway) and replace or create new moorage

space, resulting in additional moorage. After redevelopment, there would be 305 slips (including side-ties).

The pro forma is based on a reference case, which projects that the occupancy of the East Mooring Basin would increase from 50% in FY25 to 86% in FY44.

Revenues

Revenue is projected to grow from \$267,000 in FY25 to \$792,000 in FY44, with annual growth at 4.4% per year. Annual rate adjustments are expected to account for two-thirds of the growth in revenue. Increased occupancy accounts for the remainder of the revenue growth. Revenue assumptions include:

- Moorage is projected to increase from \$323,000 in FY25 to \$741,000 in FY44, with annual growth at 4.5% per year,
- Other revenues (miscellaneous charges) are projected to increase from \$14,700 in FY25 to \$25,900 in FY44, with annual growth at 3.0% per year.

Expenses

Labor is the largest component of operating expenses. Current staffing is projected to continue through the study period with an additional staff person added in FY25 when the improvements are completed. Labor expenses are projected to increase at 3.5% per year.

Other expenses (miscellaneous expenses) are projected to increase at 3.0% per year.

Net Revenue

Net revenues are projected to increase from \$202,000 in FY25 to \$516,400 in FY44, with annual growth of 5.1% per year.

TABLE 7-3: PRO FORMA - EAST MOORING BASIN

Pro Forma	Actual	Estimated	Forecast			CAGR	
	FY17	FY 22	FY 25	FY 35	FY 44	FY17-22	FY25-44
Revenue							
Moorage	\$89.7	\$10.2	\$323.2	\$500.1	\$740.9	-35.3%	4.5%
Other Revenues	\$23.8	\$13.5	\$14.7	\$19.8	\$25.9	-10.7%	3.0%
Total Revenue	\$113.5	\$23.6	\$337.9	\$519.9	\$766.8	-26.9%	4.4%
Expenses							
Labor	-\$28.4	-\$32.9	-\$71.5	-\$100.8	-\$137.4	3.0%	3.5%
Other	-\$69.4	-\$59.0	-\$64.4	-\$86.6	-\$113.0	-3.2%	3.0%
Total Expenses	-\$97.8	-\$91.9	-\$135.9	-\$187.4	-\$250.4	-1.2%	3.3%
Net Revenues	\$15.7	-\$68.2	\$202.0	\$332.5	\$516.4	-234.2%	5.1%

Note: CAGR refers to compound annual growth rate
Source: BST Associates

The net present value (NPV) of earnings (net revenue) is shown in Table 7-4. This NPV is based on the period FY22 to FY44, and represents 20 years of operations after the improvements are in place (FY25). NPV is calculated using three different discount rates, ranging from 3% to 7%.

TABLE 7-4: NPV OF EARNINGS – EAST MOORING BASIN

Interest Rate	NPV \$millions
3.0%	\$4.2
5.0%	\$3.2
7.0%	\$2.5

Source: BST Associates

Economic Impact

The economic impact of the full improvements to the East Mooring Basin is expected to generate:

- Employment
 - Direct Impacts of 9.4 FTEs in FY25 growing to 12.4 FTEs in FY44
 - Total impact of 16.2 FTEs in FY25 growing to 21.4 FTEs in FY44
 - There are an additional 0.72 indirect and induced jobs in the state of Oregon for every job at the East Moorage Basin.
- Income
 - Direct Impacts of \$500,000 in FY25 growing to \$900,000 in FY44 (Average wage of \$56,000 in FY22)
 - Total impact of \$1.3 million in FY25 growing to \$1.8 million in FY44
 - For every dollar in direct income, there is additional output of \$1.51 in the state of Oregon.
- Revenue/Output
 - Direct Impacts of \$1.5 million in FY25 growing to \$2.0 million in FY44
 - Total impact of \$2.2 million in FY25 growing to \$2.9 million in FY44
 - For every dollar in direct revenue, there is additional output of \$0.44 in the state of Oregon.
- The net present value of real direct income for the period FY22 to FY35 is estimated, representing 10 years of operations after the improvements is shown below based on discount rates from 3% to 7%:

TABLE 7-5: NPV OF INCOME – EAST MOORING BASIN

Interest Rate	NPV \$millions
3.0%	\$4.8
5.0%	\$4.1
7.0%	\$3.5

Note: NPV of real direct income generated in Oregon between 2022 and 2035

Source: BST Associates

A summary of the three alternatives considered is presented below in Table 7-6. These alternatives do not significantly improve the financial or economic performance of the alternatives.

TABLE 7-6: NPV OF INCOME – EAST MOORING BASIN REBUILD

Category	Original Estimate	Alt. 1 Estimate	Alt. 2 Estimate
Financial – NPV of net revenues (\$mil)	\$3.2	\$1.1	\$1.4
Cost of improvements (\$mils)	\$33.9	\$16.1	\$19.2
Total Economic Impacts (year 2044)			
Income- \$mils in 2044	\$1.8	\$1.0	\$1.1
Jobs FTEs in 2044	21.4	12.1	13.8
NPV of Direct Income (10 years of ops, 5%)	\$4.1	\$2.3	\$2.6

Source: BST Associates

Key Findings

There is interest in mooring at the East Mooring Basin, based on the results of the online survey and interviews. Several of the modifications described in the alternative layouts are acceptable to the respondents, and may provide a route to reduce construction costs. These include:

- Not rebuilding the entire causeway - most survey respondents indicated that they do not need vehicular access to their dock.
- Linear moorage - approximately half of the respondents said that linear moorage was acceptable.

Even using these cost-saving alternatives, projected moorage revenues are projected to cover only fraction of the construction cost.

Sealion control is another major issue. It is possible that increased activity on the docks may discourage the sealions from using them, but this issue will need to be resolved.

Finally, it may be in the Port’s financial interest to solicit proposals for a public-private or public-public partnership(s). Other public or private parties may have concepts for using a portion of the basin, and, most importantly, bring additional funding sources to the table.

Figure 7-5 shows the Port of Newport’s Dock 5, which is accessed by a 253-foot causeway (20 feet wide) and ramp. This structure was recently replaced at a cost of \$2.2 million, and was partially financed by an EDA grant of \$1.2 million.

This facility serves the mid-water trawler fleet in Newport, which generates a significant economic impact to Newport and the State of Oregon. In addition to serving the fleet, this improvement also provides public access along the causeway. The proposed improvements in Astoria could represent a similar opportunity.

FIGURE 7-5: PORT OF NEWPORT CAUSEWAY IMPROVEMENT



CHAPTER 8. COST ESTIMATES

Boatyard Improvements

FIGURE 8-1: BOATYARD FULL BUILDOUT



Source: PBS Engineering and Environmental

-  Pavement Improvements
 -  12' x 16' Restroom
 -  Pier 3 Electrical Infrastructure
- #### Pier 3 Haul Out
-  300-Ton Haul Out Pier
 -  60' x 100' Environmental Building
 -  80' x 140' Environmental Building
 -  80' x 140' Washdown & Bilge Cleanout
 -  40' x 150' Support Building With Restroom
- #### Pier 3 Service Wharf Rehab
-  Phase 1
 -  Phase 2
- #### Pier 3 South Support Project
-  Site Development
 -  40' x 240' Support Building

TABLE 8-1: PIER 3 NEW HAUL OUT PIER

ITEM	ITEM #	ITEM DESCRIPTION	UNIT	AMOUNT	UNIT COST	TOTAL
PREPARATION						
	1	MOBILIZATION (10% of items 2 through 5)	L.S.			\$257,150
DEMOLITION						
	2	Pier Demolition	SF	2250	\$20.00	\$45,000
	3	Pile Removal	EA	150	\$510.00	\$76,500
HAUL-OUT PIER						
	4	Pier 3 New Boat Haulout - Option A	L.S.			<u>\$2,450,000</u>
		SUB-TOTAL				<u>\$2,828,650</u>
SOFT COSTS						
		Engineering	L.S.		13.00%	\$367,725
		Construction / Contract management	L.S.		6.00%	\$169,719
		Permitting	L.S.		6.00%	\$169,719
		Contingency	L.S.		15.00%	<u>\$424,298</u>
		SUB-TOTAL				<u>\$1,131,461</u>
TOTAL CONSTRUCTION COST						<u>\$3,960,110</u>

Source: PBS Engineering and Environmental

TABLE 8-2: PIER 3 MARINE PIER REHABILITATION

ITEM	ITEM #	ITEM DESCRIPTION	UNIT	AMOUNT	UNIT COST	TOTAL
PREPARATION						
	1	MOBILIZATION (10% of items below)	L.S.			\$615,900
PIER REHABILITATION						
	2	Phase 1, Fixed piers, pile supported with 2	S.F.	9,000	\$300.00	\$2,700,000
	3	Phase 2, Fixed piers, pile supported with 1	S.F.	10,000	\$300.00	\$3,000,000
DEMOLITION						
	4	Pile removal Phase 1	Ea.	440	\$510.00	\$224,400
	5	Pile removal Phase 2	Ea.	460	\$510.00	<u>\$234,600</u>
		SUB-TOTAL				<u>\$6,774,900</u>
SOFT COSTS						
		Engineering	L.S.		13.00%	\$880,737
		Construction / Contract management	L.S.		6.00%	\$406,494
		Permitting	L.S.		6.00%	\$406,494
		Contingency	L.S.		30.00%	<u>\$2,032,470</u>
		SUB-TOTAL				<u>\$3,726,195</u>
TOTAL CONSTRUCTION COST						<u>\$10,501,095</u>

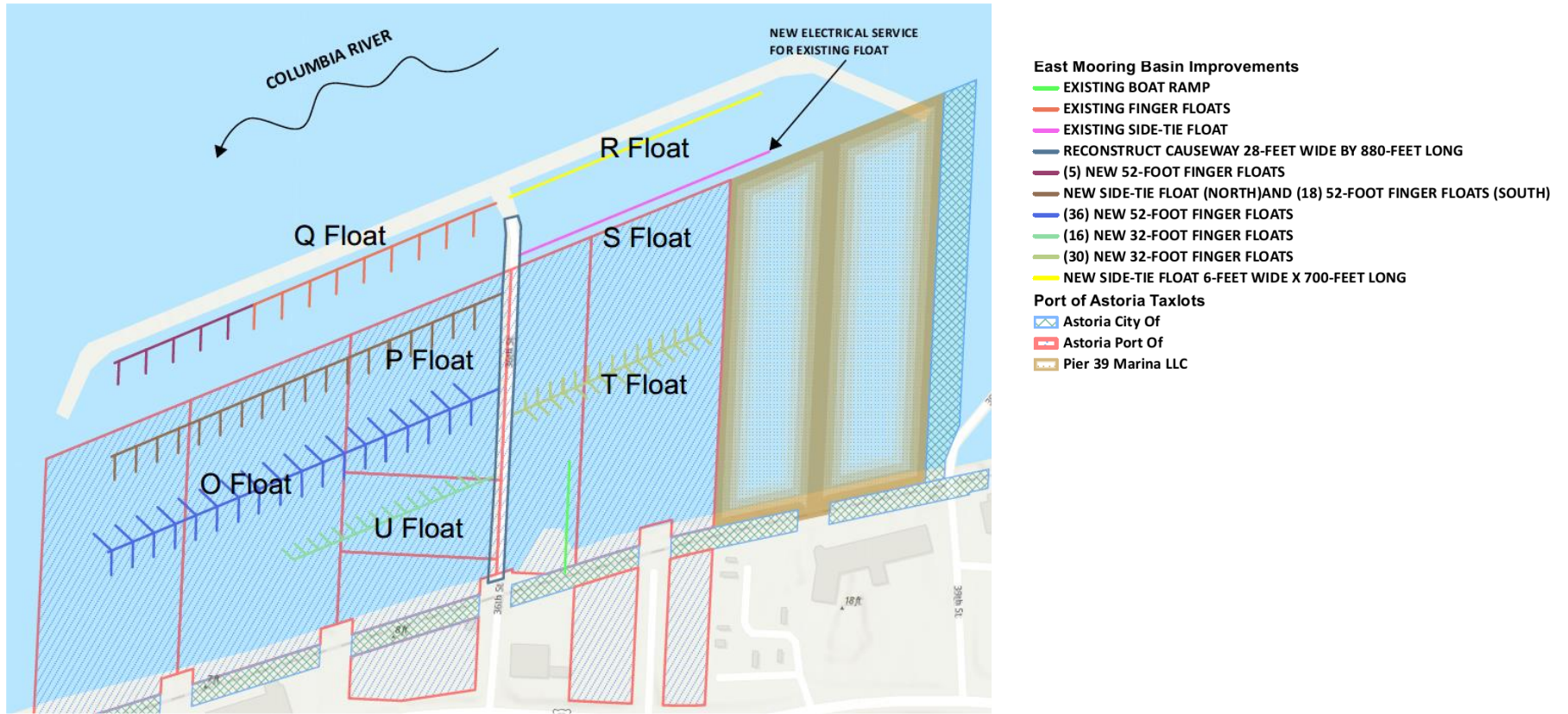
Source: PBS Engineering and Environmental

TABLE 8-3: PIER 3 PAVING, ELECTRICAL SERVICE, MODULAR RESTROOM

ITEM	ITEM #	ITEM DESCRIPTION	UNIT	AMOUNT	UNIT COST	TOTAL
PREPARATION						
	1	MOBILIZATION (10% of items below)	L.S.			\$75,935
PAVING						
	4	AC Paving - 1 Acre	S.F.	43560	\$6.53	\$284,447
ELECTRICAL						
	5	Wire - 5kv #1	LF	3500	\$7.00	\$24,500
		Conduit, in trench; RGS 3"	LF	3500	\$28.00	\$98,000
		3-phase, 500kVA transformer with switchgear	LS	2	\$50,000.00	\$100,000
		Socket, 100 amp	EA	16	\$300.00	\$4,800
		Meter Center; Rainproof 3P; 120/208V; 400 amp	EA	16	\$2,600.00	\$41,600
		Main Circuit Breaker	EA	16	\$3,500.00	\$56,000
RESTROOM						
	6	Modular Restroom w/ water, power, sewer; 12x16	L.S.	1	\$150,000.00	<u>\$150,000</u>
		SUB-TOTAL				<u>\$835,281</u>
SOFT COSTS						
		Engineering	L.S.		13.00%	\$100,234
		Construction / Contract management	L.S.		6.00%	\$50,117
		Permitting	L.S.		6.00%	\$25,058
		Contingency	L.S.		30.00%	<u>\$250,584</u>
		SUB-TOTAL				<u>\$425,993</u>
TOTAL CONSTRUCTION COST						<u>\$1,261,275</u>

Source: PBS Engineering and Environmental

FIGURE 8-2: EAST MOORING BASIN FULL BUILDOUT



Source: PBS Engineering and Environmental

TABLE 8-4: EAST MOORING BASIN FULL BUILDOUT COST SUMMARY

ITEM	TOTAL
Causeway Reconstruction	\$11,680,615
East Mooring Basin Dredging	\$2,250,000
East Mooring Basin Marina Expansion	\$19,732,609
	<u>\$33,663,224</u>

Source: PBS Engineering and Environmental

TABLE 8-5: EAST MOORING BASIN CAUSEWAY RECONSTRUCTION

ITEM	ITEM #	ITEM DESCRIPTION	UNIT	AMOUNT	UNIT COST	TOTAL
PREPARATION						
	1	MOBILIZATION (10% of items below)	L.S.			\$804,450
DEMOLITION						
	2	Causeway removal	S.F.	33,500	\$15.00	\$502,500
	3	Pile Removal	L.S.	1	\$150,000.00	\$150,000
CAUSEWAY CONSTRUCTION						
	4	New fixed causeway 28 x 950	S.F.	24640	\$300.00	<u>\$7,392,000</u>
		SUB-TOTAL				<u>\$8,848,950</u>
CAUSEWAY CONSTRUCTION						
		Engineering	L.S.		10.00%	\$884,895
		Construction / Contract management	L.S.		4.00%	\$353,958
		Permitting	L.S.		3.00%	\$265,469
		Contingency	L.S.		15.00%	<u>\$1,327,343</u>
		SUB-TOTAL				<u>\$2,831,665</u>
TOTAL CONSTRUCTION COST						<u>\$11,680,615</u>

Source: PBS Engineering and Environmental

TABLE 8-6: EAST MOORING BASIN DREDGING

ITEM	ITEM #	ITEM DESCRIPTION	UNIT	AMOUNT	UNIT COST	TOTAL
PREPARATION						
	1	MOBILIZATION (10% of items below)	L.S.			\$125,000
		Dredging mobilization and demobilization - add to	L.S.			\$125,000
DREDGING						
	2	Barge Mounted clamshell excavation into scows	B.C.Y.	50,000	\$25.00	\$1,250,000
	3		L.S.			<u>\$0</u>
		SUB-TOTAL				<u>\$1,500,000</u>
		Engineering	L.S.		10.00%	\$150,000
		Construction / Contract management	L.S.		6.00%	\$90,000
		Permitting	L.S.		4.00%	\$60,000
		Contingency	L.S.		30.00%	\$450,000
		SUB-TOTAL				<u>\$750,000</u>
TOTAL CONSTRUCTION COST						<u>\$2,250,000</u>

Source: PBS Engineering and Environmental

TABLE 8-7: EAST MOORING BASIN MARINA EXPANSION

ITEM	ITEM #	ITEM DESCRIPTION	UNIT	AMOUNT	UNIT COST	TOTAL
PREPARATION						
	1	MOBILIZATION (10% of items below)				\$1,203,942
NEW FLOATING DOCKS						
	2	New 6' Main Floats + 5' Fingers (50', 52', 32')				\$10,800,000
ELECTRICAL						
	3	Electrical				<u>\$1,239,420</u>
SUB-TOTAL						<u>\$13,243,362</u>
SOFT COSTS						
		Engineering	L.S.		10.00%	\$1,324,336
		Construction / Contract management	L.S.		6.00%	\$794,602
		Permitting	L.S.		3.00%	\$397,301
		Contingency	L.S.		30.00%	<u>\$3,973,009</u>
			Sub-Total			<u>\$6,489,248</u>
TOTAL CONSTRUCTION COST			Grand Total			<u>\$19,732,609</u>

Source: PBS Engineering and Environmental

CHAPTER 9. APPENDIX

LOCAL SUPPORT BUSINESSES

The economic activity generated at the boatyard and marina support the economy of greater Astoria. A partial list of firms and agencies providing goods and support services is presented below.¹⁰

- Berthing
 - Astoria Marinas East and West
 - Hammond Marina
 - Skipanon Marina
 - Warrenton Marina
 - Ilwaco
- Boat Hauling
 - Associated Boat Transport
 - Driftco
 - Norgaurd Boat Hauling
- Canvas
 - Four Winds Canvas
- Car Rentals
 - Enterprise
 - Lum's Auto Center
- Cranes
 - Bergerson Construction
 - Larson Construction
 - WCT Marine & Construction
- Diesel Service
 - Coast Diesel Inc.
 - Michalsky Fab & Repair
- Dive Service
 - Keith Warren
 - Kevin Loy
- Electrical
 - A & E Marine
 - Cascade Yachts Works
 - Independent Marine Service
 - Marine Boat Works
 - Rods Electric
 - Wadsworth Electric
 - Wells Electric
- Electronics
 - Jensen Communication
- Equipment Rental
 - Clatsop Power Equipment
- Fuel Supplies
 - Englund Marine Supply
 - Napa Auto Parts Astoria
- Fuel
 - Jackson & Sons
 - Port of Astoria Fuel Dock
 - Wilcox & Flegel
- Groceries
 - Safeway
 - Fred Meyer
- Haulout/ Boatyard
 - Port of Astoria
 - Warrenton Shipyard
- Hydraulic
 - Englund Marine Supply
 - Michalsky Fab & Repair
- Ice
 - Astoria Ice Co.
 - Bornstein Seafoods
- Machine Shops/Welding & Fabrication
 - A F Dick Manufacturing
 - Bell & Whistle Marine LLC
 - Defiant Boatworks
 - Eastern Pacific Fabrication LLC
 - Full Circle Marine
 - K Manufacturing
 - Joaquin Cruz
 - Liberty Welding and Repair
 - Marine Boat Works
 - Northwest Prop. & Machineworks
 - Pacific Machine Shop
 - North Coast Marine

¹⁰ Some of the local businesses provide multiple services.

- Walluski Western Ltd
- Western Fabrication
- Marine Repair and Maintenance
 - Alicia Palmer
 - L&M Marine Repair
 - Warrenton Auto and Marine
 - North Coast Marine
 - Rachael Kuhn
- Marine Supply
 - Englund Marine Supply
 - Skipanon Marine & RV Supply
- Medical Service
 - Columbia Memorial Hospital
- Net Repair
 - Englund Marine Supply
- Plumbing Service
 - JP Plumbing Co.
- Propeller Service
 - Northwest Prop. and Machineworks
 - West Coast Propeller Service
 - Sheffield Marine Propeller Inc.
- Refrigeration
 - Ilwaco Marine Services
 - P & L Johnson Mechanical
- Shipwrights
 - Gary Salmi (Fiberglass)
 - Richard Lahti
- Storage
 - Astoria Mini Storage
 - Safekeeping Mini Storage
- Surveyors
 - Alison Mazon
 - Captain Crowley Marine Surveyor
 - Frans T Honl
 - Earl W Soule
 - Larry Goodson
 - Pat Devlin
- Taxicabs
 - Mom's Cab
 - Regal Coach
 - Royal Cab
- Tow Service
 - Coastal Towing & Salvage
- Water Taxi
 - Kiwi Water Taxi
 - Triumph II
- Agencies
 - National Marine Fisheries Service
 - Oregon Department of Fish & Wildlife
 - Oregon State University Seafood Lab
 - Oregon State University Sea Grant
 - U.S. Coast Guard Group Astoria
 - U.S. Customs and Immigrations
 - Astoria-Warrenton Chamber of Commerce
 - Columbia River Bar & Weather Report
 - Columbia River Fishermen's Protective Union
 - Columbia River Estuary Study Taskforce
 - Marine Spill Response Corp.



Notice of Intent to Award

Issued: August 30, 2022

FY 2022-23 Pile Replacement & Cleanup

Bid Opening: August 25, 2022

The Port of Astoria intends to award a contract from the subject ITB to:

Bergerson Construction

Note: an awarded contract is contingent upon successful contract negotiations:

Contractor	Bid Amount	Review Score (Avg)
Bergerson Construction	\$383,695	96.33
Legacy Contracting	\$547,760	80

FY 2022-23 Pile Replacement

Bid Evaluation Results

		Scoring				
		JB	MM	JT		Avg Score
Bergerson Construction		95	97	97		96.33333
Legacy Contracting		75	81	84		80

FY 2022-23 Pile Replacement Bid Opening

Thursday, August 25, 2022 18:00

Bidder	Amount
<u>LEGACY CONTRACTING</u>	<u>*590,395.00</u>
<u>BENKINSON CONST.</u>	<u>*383,695.00</u>
<u> </u>	<u> </u>
<u> </u>	<u> </u>

FY 2022-23 Pile Replacement

Bid Evaluation Form

Contractor: Bergerson Construction Inc.

Evaluator: Janice Burk

Date Evaluated: 8-30-22

Bids will be evaluated on "best value" based on the evaluation criteria as stated below. A 100-point scale will be used to create the final evaluation recommendation. When assessing points, utilize a 1-10 scale which will then be multiplied by the weight assigned.

Points	Guidance
10	Couldn't imagine a better response
9-8	Excellent, insightful response
7-6	More than adequate response
5-4	Adequate response, no special insights
3-2	Inadequate response
1-0	Totally inadequate response
0	No response given

Criteria Number	Factor	Weight
1	Submission by Original Deadline	10%
2	Project Understanding	20%
3	Experience	20%
4	References	20%
5	Cost	30%

Evaluation

Criteria	Possible Points	Points Awarded	Multiplier (To be done by project manager)	Total Points
Criteria 1 – Submission by Original Deadline	0-10	10	1	10
Criteria 2 – Understanding of Project	0-10	10	2	20
Criteria 3 – Experience	0-10	10	2	20
Criteria 4 – References	0-10	9	2	18
Criteria 5 – Cost	0-10	9	3	27
TOTAL SCORE				95

FY 2022-23 Pile Replacement Bid Evaluation Form

Contractor: BERGELSON CONSTRUCTION

Evaluator: MIT MCGINLEY

Date Evaluated: 8-30-22

Bids will be evaluated on "best value" based on the evaluation criteria as stated below. A 100-point scale will be used to create the final evaluation recommendation. When assessing points, utilize a 1-10 scale which will then be multiplied by the weight assigned.

Points	Guidance
10	Couldn't imagine a better response
9-8	Excellent, insightful response
7-6	More than adequate response
5-4	Adequate response, no special insights
3-2	Inadequate response
1-0	Totally inadequate response
0	No response given

Criteria Number	Factor	Weight
1	Submission by Original Deadline	10%
2	Project Understanding	20%
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4	References	20%
5	Cost	30%

Evaluation

Criteria	Possible Points	Points Awarded	Multiplier (To be done by project manager)	Total Points
Criteria 1 – Submission by Original Deadline	0-10	10	1	10
Criteria 2 – Understanding of Project	0-10	10	2	20
Criteria 3 – Experience	0-10	10	2	20
Criteria 4 – References	0-10	10	2	20
Criteria 5 – Cost	0-10	9	3	27
TOTAL SCORE				97

FY 2022-23 Pile Replacement Bid Evaluation Form

Contractor: BERGERSON CONST.

Evaluator: JOE TADEI

Date Evaluated: 8-26-2022

Bids will be evaluated on "best value" based on the evaluation criteria as stated below. A 100-point scale will be used to create the final evaluation recommendation. When assessing points, utilize a 1-10 scale which will then be multiplied by the weight assigned.

Points	Guidance
10	Couldn't imagine a better response
9-8	Excellent, insightful response
7-6	More than adequate response
5-4	Adequate response, no special insights
3-2	Inadequate response
1-0	Totally inadequate response
0	No response given

Criteria Number	Factor	Weight
1	Submission by Original Deadline	10%
2	Project Understanding	20%
3	Experience	20%
4	References	20%
5	Cost	30%

Evaluation

Criteria	Possible Points	Points Awarded	Multiplier (To be done by project manager)	Total Points
Criteria 1 – Submission by Original Deadline	0-10	10	1	10
Criteria 2 – Understanding of Project	0-10	10	2	20
Criteria 3 – Experience	0-10	10	2	20
Criteria 4 – References	0-10	10	2	20
Criteria 5 – Cost	0-10	9	3	27
TOTAL SCORE				97

FY 2022-23 Pile Replacement

Bid Evaluation Form

Contractor: Legacy Contracting Inc

Evaluator: Janice Bulk

Date Evaluated: 8-30-22

Bids will be evaluated on "best value" based on the evaluation criteria as stated below. A 100-point scale will be used to create the final evaluation recommendation. When assessing points, utilize a 1-10 scale which will then be multiplied by the weight assigned.

Points	Guidance
10	Couldn't imagine a better response
9-8	Excellent, insightful response
7-6	More than adequate response
5-4	Adequate response, no special insights
3-2	Inadequate response
1-0	Totally inadequate response
0	No response given

Criteria Number	Factor	Weight
1	Submission by Original Deadline	10%
2	Project Understanding	20%
3	Experience	20%
4	References	20%
5	Cost	30%

Evaluation

Criteria	Possible Points	Points Awarded	Multiplier (To be done by project manager)	Total Points
Criteria 1 – Submission by Original Deadline	0-10	10	1	10
Criteria 2 – Understanding of Project	0-10	9	2	18
Criteria 3 – Experience	0-10	9	2	18
Criteria 4 – References	0-10	7	2	14
Criteria 5 – Cost	0-10	5	3	15
TOTAL SCORE				75

FY 2022-23 Pile Replacement Bid Evaluation Form

Contractor: LEGACY CONTRACTING

Evaluator: MARY MCGRAITH

Date Evaluated: 8-30-22

Bids will be evaluated on "best value" based on the evaluation criteria as stated below. A 100-point scale will be used to create the final evaluation recommendation. When assessing points, utilize a 1-10 scale which will then be multiplied by the weight assigned.

Points	Guidance
10	Couldn't imagine a better response
9-8	Excellent, insightful response
7-6	More than adequate response
5-4	Adequate response, no special insights
3-2	Inadequate response
1-0	Totally inadequate response
0	No response given

Criteria Number	Factor	Weight
1	Submission by Original Deadline	10%
2	Project Understanding	20%
3	Experience	20%
4	References	20%
5	Cost	30%

Evaluation

Criteria	Possible Points	Points Awarded	Multiplier (To be done by project manager)	Total Points
Criteria 1 – Submission by Original Deadline	0-10	10	1	10
Criteria 2 – Understanding of Project	0-10	10	2	20
Criteria 3 – Experience	0-10	10	2	20
Criteria 4 – References	0-10	8	2	16
Criteria 5 – Cost	0-10	5	3	15
TOTAL SCORE				81

FY 2022-23 Pile Replacement

Bid Evaluation Form

Contractor: LEGACY CONTRACTING

Evaluator: JOE TADEI

Date Evaluated: 8-26-2022

Bids will be evaluated on "best value" based on the evaluation criteria as stated below. A 100-point scale will be used to create the final evaluation recommendation. When assessing points, utilize a 1-10 scale which will then be multiplied by the weight assigned.

Points	Guidance
10	Couldn't imagine a better response
9-8	Excellent, insightful response
7-6	More than adequate response
5-4	Adequate response, no special insights
3-2	Inadequate response
1-0	Totally inadequate response
0	No response given

Criteria Number	Factor	Weight
1	Submission by Original Deadline	10%
2	Project Understanding	20%
3	Experience	20%
4	References	20%
5	Cost	30%

Evaluation

Criteria	Possible Points	Points Awarded	Multiplier (To be done by project manager)	Total Points
Criteria 1 – Submission by Original Deadline	0-10	10	1	10
Criteria 2 – Understanding of Project	0-10	10	2	20
Criteria 3 – Experience	0-10	10	2	20
Criteria 4 – References	0-10	8	2	16
Criteria 5 – Cost	0-10	6	3	18
TOTAL SCORE				84



Port of Astoria

FY 2022-23 Pile Replacement

Proposal by:



Bergerson Construction, Inc.

August 25, 2022

P.O. Box 387
Astoria, OR 97103
Office 503-325-7130
Fax 503-325-0174
24 Hour Service



TIN # 93-0600594
OR CCB# 63328
WA CCOI BERGECI 1210H
info@bergerson-const.com
www.bergerson-const.com

August 25, 2022

Port of Astoria
ATTN: Matt McGrath
422 Gateway Ave., Suite 100
Astoria, OR 97103

Project: FY 2022-23 Pile Replacement
SUBJECT: Proposal

Mr. McGrath,

I would like to take this opportunity to thank you for considering our firm for the subject project. As an established marine contractor in the lower Columbia River region for the past 54 years, Bergerson Construction is very familiar with the waterfront environment in Pacific Northwest. Additionally, as a local marine contractor, we offer unique understanding of the Port of Astoria facilities. We endeavor to bring this experience and our commitment to excellence to your project.

During preparation of this proposal we have carefully considered the nature of the facility, the necessary repairs and anticipated operational concerns to develop a comprehensive project approach that we believe meets the requirements of this solicitation. We look forward to working with you and your staff on this and future projects.

The following pages contain our response to the items listed in the solicitation with the appropriate certifications and the bid forms.

We look forward to working closely with you and your staff to ensure a quality product that will serve the Port for many years to come. If you have any questions or require any additional information, please do not hesitate to contact me personally.

Respectfully,

Greg Morrill
President

Project Understanding

This project consists primarily of pile replacement at two distinct facilities owned by the Port. The guide pile replacement in the West Basin is under a different in-water work window than the rest of the project which is at the Central Waterfront.

West Mooring Basin Guide Piles

The pile replacement work in the West Basin is to be completed before the end of November and will be scheduled accordingly. As such, this project likely will not conflict significantly with the upcoming dredging work which is scheduled to start this fall.

The existing piles will be removed with a vibratory hammer and laid on a barge for transfer to our yard at Tongue Point for recycling and disposal. The new piles will be installed using vibratory methods to the greatest extent possible. It is expected that ground conditions in some areas will require the use of impact driving methods. We will have an impact hammer on board the crane barge for such situations. Additionally, a bubble-curtain system will also be available for use during impact driving to meet permit requirements.

It is possible that some of the existing piles have already rusted off below water. In these cases, it is sometimes possible to install the new, larger diameter pipe piles over the existing stub. However, this is not always the case. If this is encountered, we will work with Port staff to explore the best approach, including alternate locations for the new pile that will provide similar functionality.

After piling, bird caps will be installed on each new pile, secured with screws and/or adhesive to the steel piles.

Piers 1 & 2 Pile Work

This work is currently specified as needing to be completed in the November through February in-water work window. This work will be scheduled as it fits with other in-water projects. It is likely that it will follow immediately after the West Basin work.

The existing piles to be removed at Piers 1 and 2 are timber. At Pier 2 they are untreated. At Pier 1 they are a combination of treated and untreated. It is understood that all piles removed in these areas will be set on the pier for handling and disposal by Port staff.

All pile work at the Central Waterfront is proposed to be completed with vibratory driving methods. It is our experience that the soils in these areas are soft and should not require impact driving.

The new steel piles will be attached to the existing timber bullrail with a single U-bolt per pile. The top of the pile will be capped with a welded steel plate.

Submission Requirements

The following pages are the required submissions as outlined in the solicitation:

Bergerson Construction, Inc.

Project Contacts:

Greg Morrill, President/General Manager
gmorrill@bergerson-const.com
(503) 325-7130 office

Chad Curs, Project Manager
ccurs@bergerson-const.com
(503) 325-7130 office
(541) 221-8952 cell

Mike Puckett, Vice President/Project Superintendent
mpuckett@bergerson-const.com
(503) 440-7344 cell

Clayton Solberg, Alternate Project Superintendent
csolberg@bergerson-const.com
(503) 440-7782 cell

Bergerson Construction, Inc.

Locations:

Main Office
300 Railroad Ave, Suite 200
Astoria, OR 97103

Shop/Yard
300 Railroad Ave.
Astoria, OR 97103

Mailing Address
PO Box 387
Astoria, OR 97103

First-Tier Subcontractor Disclosure form

See Attachment B – Bid Forms

Resident Bidder Status

As certified by the undersigned, Bergerson Construction, Inc. is a resident bidder in Oregon as defined in ORS 279 A.120.

Experience with Environmental Permit Compliance

Since Bergerson Construction's primary line of work is marine and waterfront construction, most of our projects for at least the past 25-30 years have been subject to requirements set forth in environmental permits. Additionally, we work with many of our clients in obtaining such permits for in-water work. This provides our project management staff with an excellent working knowledge of the environmental requirements for a project of this nature.

As with any waterfront construction, environmental protection is second only to safety. All Best Management Practices (BMP's) required by the project permits and specifications will be implemented and maintained to ensure effective protection of our natural resources. In addition we will employ many other BMP's including but not limited to the following:

- Floating containment/debris boom will be installed around the work area.
- Patrol of water for "flotsam and jetsam" escaping from debris boom
- Spill response kits will be maintained on site for the duration of the contract
- Equipment will be inspected for leaks each day prior to operation
- Emergency contact information in case of spill will be posted on site in the dryshack on the crane barge
- 24-hour contractor contact will be established for duration of contract
- BMP's will be adjusted if deficiencies are noted
- Turbidity during in-water work will be monitored in accordance with the permits. A daily log of turbidity monitoring will be maintained and submitted to the Port at the close of the project.
- A detailed spill prevention plan will be prepared and submitted prior to beginning work on site

Upon award of this contract, Bergerson Construction will prepare a project specific environmental protection plan in accordance with the environmental permits. This will provide guidelines for all construction activities.

Experience in Marine Construction/Dredging for Public Agencies

See Attachment A – Reference Projects

Applicable Licenses

Bergerson Construction is a licensed commercial contractor in the State of Oregon. See below:



BUSINESS DETAIL			
Licensee : BERGERSON CONSTRUCTION INC	Address : PO BOX 387 ASTORIA OR 97103-0387		
License No. : 63328	License Status: Active		
Date First Licensed : 1/25/1990	Expiration Date: 1/25/2023		
Entity Type : Corporation	Phone : (503) 325-7130		
Endorsement Type : Commercial General Contractor Level 1			
Workers' Compensation/Independent Contractor Status : Nonexempt			
ADDITIONAL BUSINESS LICENSES AND CERTIFICATIONS			
CERTIFIED LEAD-BASED PAINT RENOVATION (LBPR) CONTRACTOR LICENSE: NO <i>Required to bid and work on pre-1978 residential structures.</i>			
OTHER BUSINESS INFORMATION			
WORKERS' COMPENSATION INSURANCE INFORMATION			
<u>Coverage</u>	<u>Carrier</u>	<u>Policy No.</u>	
Employee	SAIF	812459	
Personal Election	None	None	
<i>The CCB does not receive automatic notification of changes to workers' compensation coverage status. Current Oregon coverage status can be confirmed through the Oregon Workers' Compensation Division.</i>			
LIABILITY INSURANCE INFORMATION (History)			
<u>Company</u>	<u>Amount</u>	<u>Expiration Date</u>	
TRAVELERS PROPERTY CASUALTY COMPANY OF AMERICA	\$1,000,000.00	10/1/2022	
SURETY BOND INFORMATION (History)			
<u>Type</u>	<u>Company</u>	<u>Amount</u>	
Residential	None	None	None
Commercial	TRAVELERS CASUALTY & SURETY CO OF AMER	\$75,000.00	Continuous until cancelled
PUBLIC WORKS BOND INFORMATION (History)			
<u>Company</u>	<u>Effective Dates</u>		
TRAVELERS CASUALTY & SURETY CO OF AMER	01/19/2006 - (UNTIL CANCELLED)		
<u>Exemption</u>	<u>Expiration Date</u>		
N/A			

Certifications

- As certified by the undersigned, Bergerson Construction provides worker's compensation coverage for all its employees working in Oregon.
- As certified by the undersigned, Bergerson Construction will ensure responsibility for any subcontractors working on this project.
- As certified by the undersigned, Bergerson Construction has in place an employee drug testing program that will be maintained throughout the term of this agreement.

Past Project Contacts

City of Astoria
Jeff Harrington, Public Works Director
jharrington@astoria.or.us
(503) 338-5177

Big River Construction
Mike Sarin, President
msarin@bigrivercompanies.com
(503) 338-3878 office

Port of Alsea
Roxie Cuellar, Port Manager
(541) 563-3872
rcuellar@portofalsea.com

Litigation History

Bergerson Construction has had no litigation on any contract of any type in the past five years.

Addenda Acknowledgement

As certified by the undersigned, Bergerson Construction acknowledges 0 addenda.

Certified By:



Gregory A. Morrill, President August 25, 2022

ATTACHMENT A

Project Experience

Bergerson Construction



Contractor:	Bergerson Construction	Contract Number:	
Project Title:	17 th Street Dock Reconstruction	Completion Date:	July 2013
Award Date:	June 2012	Final Value:	\$4.5 Million
Original Value:	\$4.35 Million		

17th Street Dock Reconstruction

Throughout its history, the City of Astoria has been the beneficiary of a strong U.S. Coast Guard presence, and has endeavored to support Coast Guard operations. For the past several decades, Coast Guard cutters have moored at the City's pier on the historic Astoria waterfront. Recently, the 17th Street Pier has been the home for the USCGC Alert and the USCGC Steadfast. However, this timber pier was aging and beyond its serviceable life. Replacement of this important waterfront facility was funded through a Connect Oregon grant to the City of Astoria. With this funding in place, the city hired BergerABAM to design a replacement structure designed to suit the needs of the U.S. Coast Guard. As this public facility is adjacent to the Columbia River Maritime Museum, public access was a key consideration in appearance and function.

Bergerson Construction was awarded the contract to remove and replace this pier through a public bidding process. After award, Bergerson's team worked with the City to save over \$100k through value engineering changes, which allowed the City to implement additional upgrades to the facility.

The 109 steel pipe piles were installed through a silty riverbed into the dense siltstone. Given restrictive in-water work requirements, Bergerson worked closely with the City to install all piles during a one month period, thus avoiding costly marine mammal monitoring. The entire pier was removed (including extraction of over 200 piles) over the next month to meet a very limited in-water work window.

Key Experience Items

- **Marine Construction**
- **Piledriving in dense soils**
- **Precast Concrete**
- **Over-water concrete construction**
- **Utility Construction**
- **Security & Safety Coordination**
- **Project Coordination with Coast Guard operational activities**
- **Strict Environmental Requirements**



The cast-in-place concrete pilecaps and prestressed deck slabs were installed over the next few months. Close coordination was necessary throughout the project to allow for installation of water, sewer, communications and electrical in a utility trench that was constructed in the concrete pier.

Bergerson Construction selected local contractors Clatsop Electric and JP Plumbing to install the utilities. Construction crews worked carefully to ensure public safety throughout the project.

OWNER CONTACT

Name:	Jeff Harrington	Title:	City Engineer
Organization:	City of Astoria	Email:	jharrington@astoria.or.us
Telephone:	(503) 338-5173	Fax:	(503) 338-6538

Bergerson Construction



Prime Contractor:	Ballard Marine Construction	Owner:	United States Coast Guard
Project Title:	Davey Crockett Emergency Response	Contract Number:	
Award Date:	March 2011	Completion Date:	December 2012
Original Value:	\$1.2 Million	Final Value:	\$1.2 Million

Davey Crockett Vessel – Emergency Response



Bergerson Construction was contracted by Ballard Marine Construction (formerly Ballard Diving) to install an emergency temporary sheetpile containment system around a sunken vessel for in-water deconstruction. The Davy Crockett was an old liberty ship converted into a barge and had been moored near Washougal, WA for a number of years. In early 2011, this vessel began to sink and leak petroleum products into the surrounding environment. Early attempts to find a shipyard to receive the vessel for deconstruction were unsuccessful. Therefore, the US Coast Guard requested a plan for containment and in-water deconstruction of the vessel. Bergerson Construction worked closely with Ballard Marine and Coast Guard personnel to develop a plan for sheetpile and floating barriers to isolate the vessel from the surrounding environment.

Due to the large number of temporary sheets required for this cofferdam, steel was sourced from numerous locations as far away as New York. Over 1100 LF of sheetpile was installed into rocky soils. A floating impermeable barrier was installed inside the cofferdam for improved containment of contaminants. This system ensured complete containment of the deconstruction operation throughout some of the highest river levels in over a decade.

Key Experience Items

- **Ecological Response**
- **Piledriving in dense soils**
- **Design-Build**
- **Emergency Project**
- **Project Coordination with river traffic**
- **Strict Environmental Requirements**

The containment system was removed at the conclusion of the vessel removal.

Close cooperation between the US Coast Guard and the contractors were critical to the success of this challenging project.

OWNER CONTACT

Name:	Jesse Hutton	Title:	Owner
Organization:	Ballard Marine Construction	Email:	Jesse.hutton@ballardmc.com
Telephone:	(360) 538-8502	Fax:	

Bergerson Construction, Inc.



Contractor:	Bergerson Construction	Contract Type:	Design-Bid-Build
Engineer:	Berger Abam & Hart Crowser	Contract Number:	HSCG50-09-C-623002
Project Title:	Piers 24/25 Repairs & Capping	Completion Date:	June 2008
Award Date:	Summer 2007	Final Value:	\$6.9 Million

Port of Tacoma Piers 24/25

The Port of Tacoma's facility at Piers 24 & 25 on the Hylebos waterway is situated in an area designated by the EPA as a superfund. The aging timber pier structures are actively used by Port tenants, but were in poor structural condition and required substantial repairs. However, any repair contract for these piers required that the environmental issues be addressed. Bergerson Construction worked closely with the Port, its tenants, the EPA and the Army Corps of Engineers to perform this difficult project.

Key Experience Items

- *Extensive Pile Driving*
- *General Construction*
- *Timber Pier Demolition*
- *Marine Construction*
- *Environmental Remediation*
- *Project Coordination with Owner operational activities*
- *Strict Environmental Requirements*

Structural repairs included pile removal and replacement, pilecap and stringer replacement, timber decking replacement and miscellaneous other repairs. The environmental work included underwater rock berm construction, underwater placement of over 30,000 tons of aggregates

for underwater capping of contaminated soils, select dredging and shotcrete capping of contaminated riprap slopes. Most of this work took place underneath the footprint of the existing pier which presented numerous construction challenges.

Despite difficult access, active pier operations, compressed schedule, and strict environmental requirements, all in-water work was completed within the work window.



OWNER CONTACT

Name:	Dave Myers	Title:	Project Manager
Organization:	Port of Tacoma	Email:	dmyers@portoftacoma.com
Telephone:	(253) 428-8612	Fax:	(253) 572-4181

Bergerson Construction, Inc.



Contractor:	Bergerson Construction	Owner:	Port of Everett
Engineer:	Segment B - Moffat & Nichol Segment C - Reid Middleton Segment D - PND	Completion Date:	June 2017
Original Contract:	\$4,039,456 (Segment D) \$4,766,630 (Segment C) \$1,387,890 (Segment B)	Final Value:	\$4,270,451 (Segment D) \$4,787,868 (Segment C) \$1,498,827 (Segment B)

Port of Everett Central Marina Improvements

(Segment B, C & D)

The Port of Everett is in the middle of an extensive redevelopment of their Central Marina, which used to be home for many marine related industrial operations, including small shipyard operations. Bergerson Construction has had the privilege of participating in three phases of this exciting transformation of the Everett waterfront, first as a subcontractor on Segment B and then as the prime contractor on the other phases.



Segment C (2016)

Segment B involved environmental cleanup, seawall construction, marine demolition, and marina reconstruction. Segment C was similar, but involved much less remediation work but added extensive utility construction. Segment D shared elements similar to the Segment C but added a steel and timber wharf structure that becomes the focus of the public interface with the marina.

Each phase was constrained by in-water work timing that placed much of the construction in the winter months. Careful planning around weather, tides, daylight and operational scheduled was essential to the ultimate success of these projects.

At the beginning of each phase, Bergerson personnel worked closely with the Port and its design consultants to develop a strong partnering relationship. This proved to be highly beneficial when addressing various challenges associated with these projects.

Name:	Willie Watson	Title:	Project Manager
Organization:	Port of Everett	Email:	williew@portofeverett.com
Telephone:	(360) 632-7070	Fax:	

Bergerson Construction

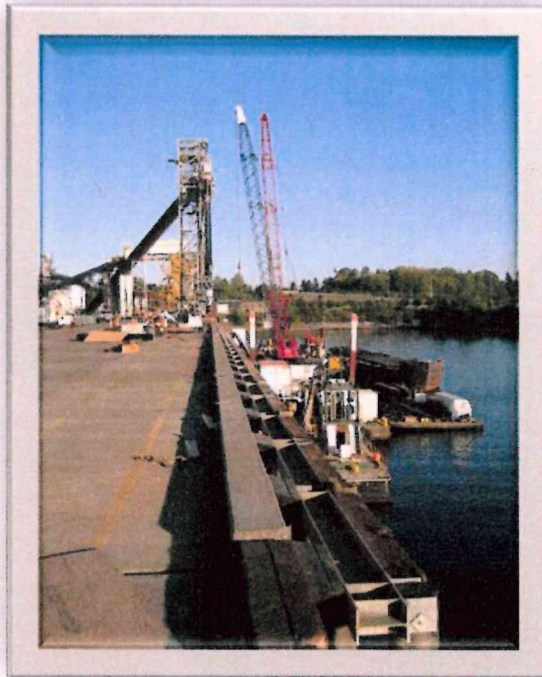


Contractor:	Bergerson Construction	Project Title:	Berth 410/411 Fender Pile
Engineer:	Port of Portland	Owner:	Port of Portland
Contract Value:	\$250,000	Completion Date:	November 2010

Port of Portland Berth 410/411 Fender System Upgrade

Berths 410 and 411 at the Port of Portland form what is perhaps the busiest shipping terminal on the Willamette River. Ships arriving at this facility are loaded with soda ash from a fixed point on the pier. This necessitates that the ships be shifted along the pier several times throughout the loading process. In recent years, this facility has been so busy, that pier and fender maintenance has been limited to only 2 or 3 weeks per year.

This contract was for replacing a portion of the



Key Experience Items

- *Pier Repair*
- *Marine Construction*
- *EPA Superfund Area*
- *Project Coordination with terminal operations*
- *Strict Environmental Requirements*
- *Structural Welding*
- *Strict Schedule Requirements*

aging timber fender piles with new steel pipe piles equipped with HDPE for abrasion resistance. Additionally, several damaged timber fender piles, walers and chocks were replaced in kind. All of this work was compressed into two weeks. Two crane barges and two crews worked 12-hours per day, 7 days per week in order to meet the required schedule which was at the end of the in-water work period.

To complicate matters, this facility is located in a designated superfund site which added strict handling requirements for any materials removed from the waterway. Additionally, any turbidity-causing activities were carefully monitored to ensure compliance with water quality requirements.

This project was completed on time, under budget and without incident.

OWNER CONTACT

Name:	Dave Dittmer	Title:	Construction Manager
Organization:	Port of Portland	Email:	Dave.Dittmer@portofportland.com
Telephone:	(503) 415-6342	Fax:	

Bergerson Construction, Inc.



Contractor:	Bergerson Construction	Owner:	Port of Toledo
Engineer:	BergerABAM & GRI	Completion Date:	July 2015
Guaranteed Max. Price:	\$1,726,604	Final Value:	\$1,636,084

Port of Toledo Boat Haulout Pier

(Design-Build)

This project involves both design and construction of a two-fingered haulout pier for a 660-ton boat hoist. The original concept and budget were based on plans for a 300-ton boat hoist, but the Port decided to increase its program to include a larger hoist. This presented some challenges in terms of balancing design



needs against limited budgets and an existing in-water work permit. Through creative design effort and effective constructability input, our team was able to negotiate an adjusted permit and provide a very economical pier structure for the Port of Toledo.

The support system consists of 24" diameter (maximum allowed by permit) driven steel piles that penetrate into the dense siltstone. Steel bracing was added to the piles to provide additional lateral stability. The superstructure consists of large steel wide-flange beams, topped

with an 18" thick cast-in-place concrete slab. A plastic timber fender system was designed and installed to protect boats entering the slip. A steel curb was installed with UHMW facing to provide further protection for the vessels.

Due to very limited upland space, a pile-supported concrete apron was incorporated to allow adequate space for the hoist to maneuver. This eliminated the need for a future soldier pile wall to retain the adjacent hillside.

BergerABAM provided the structural design and GRI provided the geotechnical design. Bergerson Construction assisted during the design phase and ultimately constructed the project. Despite the very tight schedule for design and in-water work, the key deadlines were met. This facility has been a great addition to waterfront infrastructure in the central Oregon Coast region.

Name:	Bud Shoemake	Title:	Port Manager
Organization:	Port of Toledo	Email:	bud.shoemake@portoftoledo.org
Telephone:	(541) 336-5207	Fax:	

Bergerson Construction, Inc.



Contractor:	Bergerson Construction	Completion Date:	2005- 1 st Phase
Engineer:	Berger/ Abam		2014- 2 nd Phase
Project Title:	Rainier Barge Loading Facility	Original Value:	\$511,327- 1 st Phase
			\$1.1 Million- 2 nd Phase

Teevin Brothers Rainier Barge Loading Facility



Key Experience Items

- Marine Construction
- Sheetpile Bulkhead
- Structural Backfill & Compaction
- Dolphin Construction
- Strict Environmental Requirements

Teevin Brothers' contracted with Bergerson Construction in 2004 to construct their Barge Loading Facility in Rainier, OR. Construction was a joint effort between the owner and Bergerson Construction. Due to a volatile steel market at the time of

construction, sheetpile delivery became a critical schedule component requiring a fast-paced in-water work schedule. All in-water work tasks were completed within the allotted timeframe and in compliance with all environmental regulations.

Work activities included: Installation of 800 LF of sheetpile wall with up to 70' long sheetpiles, construction of waler and tieback system, installation of 24" diameter piles up to 90' long, construction of steel mooring dolphins, construction of marine fender system, coordination of backfill activities.

A second barge loading facility at the same property was awarded to Bergerson Construction in 2013. This facility is nearly identical to the first project but includes more mooring dolphins. The second facility was completed in April 2014.

Major materials for these projects were purchased by the owner and installed by Bergerson Construction.

Name:	Paul Langner	Title:	Facilities Manager
Organization:	Teevin Brothers	Email:	plangner@teevinbros.com
Telephone:	(503) 556-0410	Fax:	

ATTACHMENT B

Bid Forms

Bid Bond

BID DOCUMENTS

Bids shall be completed and submitted on the Bid forms provided.

By signing the signature page of the Bid, the Contractor acknowledges and agrees to the terms and conditions of each of the following forms and all requirements included in the bid documents.

BIDDER INFORMATION

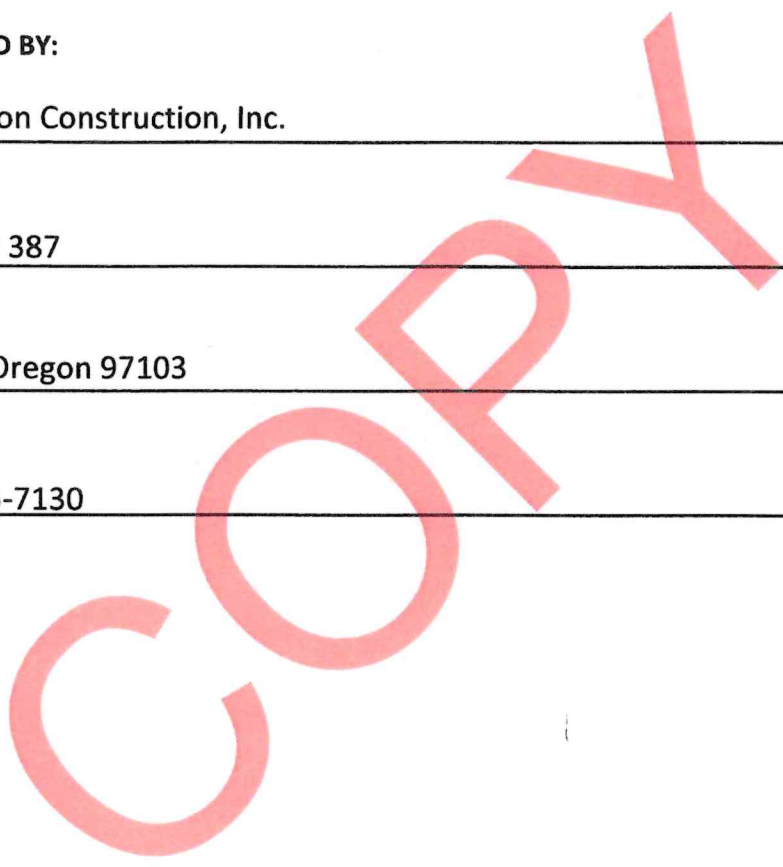
BID SUBMITTED BY:

Bergerson Construction, Inc.
Contractor

P.O. Box 387
Address

Astoria, Oregon 97103
City, State, Zip

(503) 325-7130
Telephone



BID BOND FORM
FY 2022-23 PILE REPLACEMENT
CASHIER'S CHECK

Herewith find deposit in the form of a cashier's check in the amount of \$ N/A, which amount is not less than ten percent (10%) of the total bid.

Signature _____

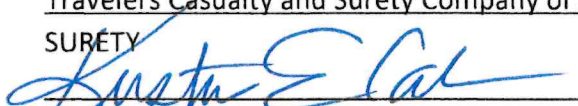
BID BOND

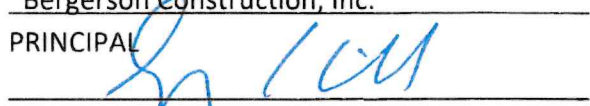
Name of Firm: Bergerson Construction, Inc.

We, Bergerson Construction, Inc. as Principal, and Travelers Casualty and Surety Company of America as Surety, are held and firmly bound unto the Port of Astoria, an Oregon Special District, in the penal sum of ten percent (10%) of the amount of Bid, for the payment of which we jointly and severally bind ourselves and our legal representatives and successors.

The conditions of the obligation are that if the Port of Astoria shall make timely award to the Principal according to the terms of the bid documents; and the Principal shall within ten (10) days after notice of the award, exclusive of the day of notice, enter into the contract with the Port of Astoria and furnish the contractor's performance and payment bonds with Surety satisfactory to the Port of Astoria, each in an amount equal to one hundred percent (100%) of the amount of the bid proposed, then this obligation shall be null and void. Otherwise, if the Principal fails to enter into the contract and furnish the contractor's bond within ten (10) days, after notice of the award, exclusive of the day of notice, the amount of the bid deposit shall be forfeited to the Port of Astoria; but in no event will the Surety's liability exceed this bond's face amount.

SIGNED AND SEALED THIS 23rd DAY OF August, YEAR 2022

Travelers Casualty and Surety Company of America
SURETY

Signature
Kristine E. Calvin
Printed Name
Attorney-in-Fact
Title

Bergerson Construction, Inc.
PRINCIPAL

Signature
Gregory A. Morrill
Printed Name
President
Title



**Travelers Casualty and Surety Company of America
Travelers Casualty and Surety Company
St. Paul Fire and Marine Insurance Company**

POWER OF ATTORNEY

KNOW ALL MEN BY THESE PRESENTS: That Travelers Casualty and Surety Company of America, Travelers Casualty and Surety Company, and St. Paul Fire and Marine Insurance Company are corporations duly organized under the laws of the State of Connecticut (herein collectively called the "Companies"), and that the Companies do hereby make, constitute and appoint **Kristine E. Calvin**, of **Portland, Oregon**, their true and lawful Attorney-in-Fact to sign, execute, seal and acknowledge any and all bonds, recognizances, conditional undertakings and other writings obligatory in the nature thereof on behalf of the Companies in their business of guaranteeing the fidelity of persons, guaranteeing the performance of contracts and executing or guaranteeing bonds and undertakings required or permitted in any actions or proceedings allowed by law.

IN WITNESS WHEREOF, the Companies have caused this instrument to be signed, and their corporate seals to be hereto affixed, this **3rd** day of **February**, 2017.



State of Connecticut

City of Hartford ss.

By: *Robert L. Raney*
Robert L. Raney, Senior Vice President

On this the **3rd** day of **February**, 2017, before me personally appeared **Robert L. Raney**, who acknowledged himself to be the Senior Vice President of Travelers Casualty and Surety Company of America, Travelers Casualty and Surety Company, and St. Paul Fire and Marine Insurance Company, and that he, as such, being authorized so to do, executed the foregoing instrument for the purposes therein contained by signing on behalf of the corporations by himself as a duly authorized officer.

In Witness Whereof, I hereunto set my hand and official seal.

My Commission expires the **30th** day of **June**, 2021



Marie C. Tetreault
Marie C. Tetreault, Notary Public

This Power of Attorney is granted under and by the authority of the following resolutions adopted by the Boards of Directors of Travelers Casualty and Surety Company of America, Travelers Casualty and Surety Company, and St. Paul Fire and Marine Insurance Company, which resolutions are now in full force and effect, reading as follows:

RESOLVED, that the Chairman, the President, any Vice Chairman, any Executive Vice President, any Senior Vice President, any Vice President, any Second Vice President, the Treasurer, any Assistant Treasurer, the Corporate Secretary or any Assistant Secretary may appoint Attorneys-in-Fact and Agents to act for and on behalf of the Company and may give such appointee such authority as his or her certificate of authority may prescribe to sign with the Company's name and seal with the Company's seal bonds, recognizances, contracts of indemnity, and other writings obligatory in the nature of a bond, recognizance, or conditional undertaking, and any of said officers or the Board of Directors at any time may remove any such appointee and revoke the power given him or her; and it is

FURTHER RESOLVED, that the Chairman, the President, any Vice Chairman, any Executive Vice President, any Senior Vice President or any Vice President may delegate all or any part of the foregoing authority to one or more officers or employees of this Company, provided that each such delegation is in writing and a copy thereof is filed in the office of the Secretary; and it is

FURTHER RESOLVED, that any bond, recognizance, contract of indemnity, or writing obligatory in the nature of a bond, recognizance, or conditional undertaking shall be valid and binding upon the Company when (a) signed by the President, any Vice Chairman, any Executive Vice President, any Senior Vice President or any Vice President, any Second Vice President, the Treasurer, any Assistant Treasurer, the Corporate Secretary or any Assistant Secretary and duly attested and sealed with the Company's seal by a Secretary or Assistant Secretary; or (b) duly executed (under seal, if required) by one or more Attorneys-in-Fact and Agents pursuant to the power prescribed in his or her certificate or their certificates of authority or by one or more Company officers pursuant to a written delegation of authority; and it is

FURTHER RESOLVED, that the signature of each of the following officers: President, any Executive Vice President, any Senior Vice President, any Vice President, any Assistant Vice President, any Secretary, any Assistant Secretary, and the seal of the Company may be affixed by facsimile to any Power of Attorney or to any certificate relating thereto appointing Resident Vice Presidents, Resident Assistant Secretaries or Attorneys-in-Fact for purposes only of executing and attesting bonds and undertakings and other writings obligatory in the nature thereof, and any such Power of Attorney or certificate bearing such facsimile signature or facsimile seal shall be valid and binding upon the Company and any such power so executed and certified by such facsimile signature and facsimile seal shall be valid and binding on the Company in the future with respect to any bond or understanding to which it is attached.

I, **Kevin E. Hughes**, the undersigned, Assistant Secretary of Travelers Casualty and Surety Company of America, Travelers Casualty and Surety Company, and St. Paul Fire and Marine Insurance Company, do hereby certify that the above and foregoing is a true and correct copy of the Power of Attorney executed by said Companies, which remains in full force and effect.

Dated this 23rd day of August, 2022



Kevin E. Hughes
Kevin E. Hughes, Assistant Secretary

**To verify the authenticity of this Power of Attorney, please call us at 1-800-421-3880.
Please refer to the above-named Attorney-in-Fact and the details of the bond to which the power is attached.**

**FIRST-TIER SUBCONTRACTOR DISCLOSURE FORM
FY 2022-23 PILE REPLACEMENT**

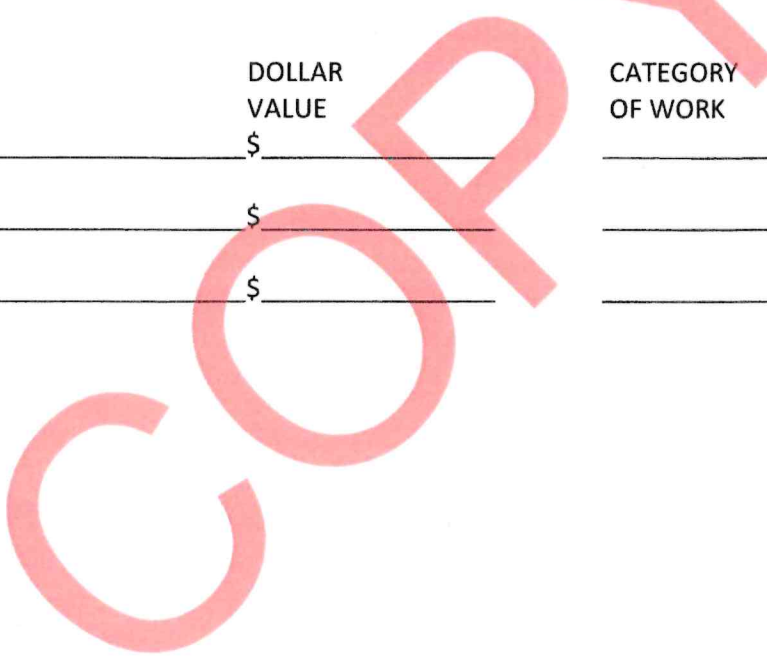
BID CLOSING: Date: 8/25/22 Time: 4:00P.M.

Prime Contractor Name: Bergerson Construction, Inc.

This form must be submitted at the location specified in the Invitation to Bid on the advertised bid closing date within two (2) working hours after the advertised bid closing time.

List below the name of each subcontractor that will be furnishing labor or will be furnishing labor and materials and that is required to be disclosed, the category of work that the subcontractor will be performing and the dollar value of the subcontract. Enter "NONE" if there are no subcontractors that need to be disclosed. (ATTACH ADDITIONAL SHEETS IF NEEDED.)

NAME	DOLLAR VALUE	CATEGORY OF WORK
1 <u>NONE</u>	<u>\$</u>	<u></u>
2 <u></u>	<u>\$</u>	<u></u>
3 <u></u>	<u>\$</u>	<u></u>



BID

To: Board of Commissioners
Port of Astoria
Astoria, Oregon

The undersigned hereby certifies that the location and details of the work outlined below and further delineated in Exhibit A have been personally examined for the Port of Astoria's **Pile Replacement** project and that he/she has read and thoroughly understands the plans, specifications and all attachments and conditions associated with the U.S. Army Corps of Engineers and Department of State Lands' permits issued for the Port of Astoria's FY 2022-23 Pile Replacement Project referenced on page 4 of this Invitation to Bid. The undersigned also hereby certifies that he/she has personally examined the contract governing the work included in this project and the method by which payment will be made for such work and hereby proposes to undertake and complete the work included in this project in accordance with said plans, specifications, contract and schedule.

Award will be based on the lowest bid from a responsive, responsible bidder.

Instructions regarding completion of Bid table:

- Show prices in legible figures (not words) written in ink or typed
- Where conflict occurs unit price shall prevail
- Bid shall be considered non-responsive and void if:
 - Figures are illegible
 - Minimum bid requirements are not met (where applicable)

Item #	Qty	Description	Unit Price	Total Price
1	1 LS	Mobilization	Lump Sum	\$ 33,150.00
2	12	Pier 2 East – Furnish/install Piles (80 ft, 16" diameter, .5 thickness)	\$11,500.00	\$ 138,000.00
3	6	Pier 1 West – Install Piles (80 ft, 16" diameter, .5 thickness)	\$6,695.00	\$ 40,170.00
4	25	West Basin Marina – Furnish/Install Piles (50 ft, 12" diameter, .375 thickness)	\$6,895.00	\$ 172,375.00
5	Grand Total (Add Items 1,2,3, & 4 for total project cost)			\$ 383,695.00


The following Addendum/Addenda is/are hereby acknowledged:

Addendum No.	Date of Addendum/Addenda	Signed Acknowledgement
<u>NONE</u>		

Note: Failure to acknowledge addenda may render the bid non-responsive and therefore void. If no addenda, mark "none."

The undersigned hereby certifies that said person(s), firm, association or corporation has/have not, either directly or indirectly, entered into any agreement, participated in any collusion, or otherwise taken any action in restraint of free competitive bidding in connection with the project for which this Bid is submitted.

The undersigned declares that before preparing the bid, he or she read carefully the specifications and requirements for bidders; the bid is made with the full knowledge of the kind, quality and quantity of services and equipment to be furnished; and the bid is as stated on these pages. By signing below, the Contractor acknowledges and agrees to the terms and conditions of each of the forms and all requirements included in the bid documents.

<u></u> Authorized Official (Signature)	<u>Aug. 25, 2022</u> Date
<u>Gregory A. Morrill</u> Printed Name of Authorized Official	<u>President</u> Title of Authorized Official
<u>Bergerson Construction, Inc.</u> Company Name	<u>(503) 325-7130</u> Telephone Number
<u>P.O. Box 387, Astoria, OR 97103</u> Address	<u>admin@bergerson-const.com</u> E-mail

OR State Contractor's License #: 63328

Federal I.D. #: 93-0600594

BID DOCUMENTS



Bids shall be completed and submitted on the Bid forms provided.

By signing the signature page of the Bid, the Contractor acknowledges and agrees to the terms and conditions of each of the following forms and all requirements included in the bid documents.

BIDDER INFORMATION

BID SUBMITTED BY:

Legacy Contracting, Inc.

Contractor

41850 Kingston-Jordan Rd.

Address

Stayton, Oregon 97383

City, State, Zip

(503) 749-1818

Telephone

BID BOND FORM
FY 2022-23 PILE REPLACEMENT
CASHIER'S CHECK

Herewith find deposit in the form of a cashier's check in the amount of \$ _____, which amount is not less than ten percent (10%) of the total bid.

Signature _____

BID BOND

Name of Firm: Legacy Contracting, Inc.

We, Legacy Contracting, Inc. as Principal, and Fidelity and Deposit Company of Maryland, as Surety, are held and firmly bound unto the Port of Astoria, an Oregon Special District, in the penal sum of ten percent (10%) of the amount of Bid, for the payment of which we jointly and severally bind ourselves and our legal representatives and successors.

The conditions of the obligation are that if the Port of Astoria shall make timely award to the Principal according to the terms of the bid documents; and the Principal shall within ten (10) days after notice of the award, exclusive of the day of notice, enter into the contract with the Port of Astoria and furnish the contractor's performance and payment bonds with Surety satisfactory to the Port of Astoria, each in an amount equal to one hundred percent (100%) of the amount of the bid proposed, then this obligation shall be null and void. Otherwise, if the Principal fails to enter into the contract and furnish the contractor's bond within ten (10) days, after notice of the award, exclusive of the day of notice, the amount of the bid deposit shall be forfeited to the Port of Astoria; but in no event will the Surety's liability exceed this bond's face amount.

SIGNED AND SEALED THIS 25th DAY OF August, YEAR 2022

Fidelity and Deposit Company of Maryland
SURETY
Tracy Stewart
Signature
Tracy Stewart
Printed Name
Attorney-in-Fact
Title

Legacy Contracting, Inc.
PRINCIPAL
Jeff Howell
Signature
Jeff Howell
Printed Name
President
Title

**ZURICH AMERICAN INSURANCE COMPANY
COLONIAL AMERICAN CASUALTY AND SURETY COMPANY
FIDELITY AND DEPOSIT COMPANY OF MARYLAND
POWER OF ATTORNEY**

KNOW ALL MEN BY THESE PRESENTS: That the ZURICH AMERICAN INSURANCE COMPANY, a corporation of the State of New York, the COLONIAL AMERICAN CASUALTY AND SURETY COMPANY, a corporation of the State of Illinois, and the FIDELITY AND DEPOSIT COMPANY OF MARYLAND a corporation of the State of Illinois (herein collectively called the "Companies"), by **Robert D. Murray, Vice President**, in pursuance of authority granted by Article V, Section 8, of the By-Laws of said Companies, which are set forth on the reverse side hereof and are hereby certified to be in full force and effect on the date hereof, do hereby nominate, constitute, and appoint **Ty R. MOFFETT, Derek A. SADOWSKI, Tracy L. STEWART of Salem, Oregon, EACH**, its true and lawful agent and Attorney-in-Fact, to make, execute, seal and deliver, for, and on its behalf as surety, and as its act and deed: **any and all bonds and undertakings**, and the execution of such bonds or undertakings in pursuance of these presents, shall be as binding upon said Companies, as fully and amply, to all intents and purposes, as if they had been duly executed and acknowledged by the regularly elected officers of the ZURICH AMERICAN INSURANCE COMPANY at its office in New York, New York., the regularly elected officers of the COLONIAL AMERICAN CASUALTY AND SURETY COMPANY at its office in Owings Mills, Maryland., and the regularly elected officers of the FIDELITY AND DEPOSIT COMPANY OF MARYLAND at its office in Owings Mills, Maryland., in their own proper persons.

The said Vice President does hereby certify that the extract set forth on the reverse side hereof is a true copy of Article V, Section 8, of the By-Laws of said Companies, and is now in force.

IN WITNESS WHEREOF, the said Vice-President has hereunto subscribed his/her names and affixed the Corporate Seals of the said ZURICH AMERICAN INSURANCE COMPANY, COLONIAL AMERICAN CASUALTY AND SURETY COMPANY, and FIDELITY AND DEPOSIT COMPANY OF MARYLAND, this 07th day of October, A.D. 2021.



**ATTEST:
ZURICH AMERICAN INSURANCE COMPANY
COLONIAL AMERICAN CASUALTY AND SURETY COMPANY
FIDELITY AND DEPOSIT COMPANY OF MARYLAND**

By: *Robert D. Murray*
Vice President

By: *Dawn E. Brown*
Secretary

**State of Maryland
County of Baltimore**

On this 07th day of October, A.D. 2021, before the subscriber, a Notary Public of the State of Maryland, duly commissioned and qualified, **Robert D. Murray, Vice President and Dawn E. Brown, Secretary** of the Companies, to me personally known to be the individuals and officers described in and who executed the preceding instrument, and acknowledged the execution of same, and being by me duly sworn, depose and saith, that he/she is the said officer of the Company aforesaid, and that the seals affixed to the preceding instrument are the Corporate Seals of said Companies, and that the said Corporate Seals and the signature as such officer were duly affixed and subscribed to the said instrument by the authority and direction of the said Corporations.

IN TESTIMONY WHEREOF, I have hereunto set my hand and affixed my Official Seal the day and year first above written.



Constance A. Dunn, Notary Public
My Commission Expires: July 9, 2023

Authenticity of this bond can be confirmed at bondvalidator.zurichna.com or 410-559-8790

BID

To: Board of Commissioners
Port of Astoria
Astoria, Oregon

The undersigned hereby certifies that the location and details of the work outlined below and further delineated in Exhibit A have been personally examined for the Port of Astoria's **Pile Replacement** project and that he/she has read and thoroughly understands the plans, specifications and all attachments and conditions associated with the U.S. Army Corps of Engineers and Department of State Lands' permits issued for the Port of Astoria's FY 2022-23 Pile Replacement Project referenced on page 4 of this Invitation to Bid. The undersigned also hereby certifies that he/she has personally examined the contract governing the work included in this project and the method by which payment will be made for such work and hereby proposes to undertake and complete the work included in this project in accordance with said plans, specifications, contract and schedule.

Award will be based on the lowest bid from a responsive, responsible bidder.

Instructions regarding completion of Bid table:

- Show prices in legible figures (not words) written in ink or typed
- Where conflict occurs unit price shall prevail
- Bid shall be considered non-responsive and void if:
 - Figures are illegible
 - Minimum bid requirements are not met (where applicable)

Item #	Qty	Description	Unit Price	Total Price
1	1 LS	Mobilization	Lump Sum	\$ 183,000.00
2	12	Pier 2 East – Furnish/install Piles (80 ft, 16" diameter, .5 thickness)	12,980.00	\$ 155,760.00
3	6	Pier 1 West – Install Piles (80 ft, 16" diameter, .5 thickness)	12,980.00	\$ 77,880.00
4	25	West Basin Marina – Furnish/Install Piles (50 ft, 12" diameter, .375 thickness)	6,950.00	\$ 173,750.00
5 Grand Total (Add Items 1,2,3, & 4 for total project cost)				\$ 590,390.00

The following Addendum/Addenda is/are hereby acknowledged:

Addendum No.	Date of Addendum/Addenda	Signed Acknowledgement
<u>n/a</u>		

Note: Failure to acknowledge addenda may render the bid non-responsive and therefore void. If no addenda, mark "none."

The undersigned hereby certifies that said person(s), firm, association or corporation has/have not, either directly or indirectly, entered into any agreement, participated in any collusion, or otherwise taken any action in restraint of free competitive bidding in connection with the project for which this Bid is submitted.

The undersigned declares that before preparing the bid, he or she read carefully the specifications and requirements for bidders; the bid is made with the full knowledge of the kind, quality and quantity of services and equipment to be furnished; and the bid is as stated on these pages. By signing below, the Contractor acknowledges and agrees to the terms and conditions of each of the forms and all requirements included in the bid documents.

 _____ Authorized Official (Signature)	<u>8/25/2022</u> _____ Date
<u>Jeff Howell</u> _____ Printed Name of Authorized Official	<u>President</u> _____ Title of Authorized Official
<u>Legacy Contracting, Inc.</u> _____ Company Name	<u>(503) 749-1818</u> _____ Telephone Number
<u>41850 Kingston-Jordan Rd.</u> <u>Stayton, Oregon 97383</u> _____ Address	<u> bids@legacycontractinginc.com </u> _____ E-mail
	City, State, Zip

OR State Contractor's License #: 185342

Federal I.D. #: 80-0335364

Bidder Qualifications

1. See Attached Completed ITB for Port of Astoria 2022-2023 Pile Replacement
2. Legacy Contracting, Inc. is not disqualified from doing work for any entity.
3. Legacy Contracting, Inc. is a resident bidder of the state of Oregon per ORS 279A.120.
4. Legacy Contracting, Inc. has been in business since 2009. We have performed numerous projects for the following Ports and Agencies:
 - Port of Port Angeles, WA. (Dredging greater than 15,000 CY)
 - Port of Siuslaw, OR.
 - Port of Brookings, OR.
 - Port of Coos Bay, OR.
 - Port of Camas, WA. (Dredging less than 1,000 CY)
 - Oregon Department of Transportation
 - Washington Department of Transportation
 - Many other customer references are available upon request
5. While performing work for the above listed agencies we have demonstrated and complied with USACE, DSL, DEQ, NMFS. References and examples available upon request.
6. While performing work for the above listed agencies we have demonstrated and complied with all federal, state and local laws and taxes. References available upon request.
7. Legacy Contracting, Inc. has great relationship with its' bank, and subcontractors, and suppliers. We have an excellent track record of paying on time. References available upon request.
8. Legacy Contracting, Inc is current with its' registration with the Oregon Secretary of State, and current Oregon CCB license.
9. Legacy Contracting, Inc. has performed other projects of similar with above satisfactory performance for the above listed agencies. A sample of these projects may be viewed at: [Marine Work - Legacy Contracting, Inc. \(legacycontractinginc.com\)](http://legacycontractinginc.com)
10. Legacy Contracting, Inc. has an above satisfactory record and has no CCB complaints filed with the CCB board.
11. Legacy Contracting, Inc. has an employee drug-free testing program in place. LCI pre-screens all of its' potential employees along with random drug screening throughout their employment.

Submission Requirements:

Item 5:

a. Names & Titles of Principal Contacts for Legacy Contracting:

- Jeff Howell, President
- Todd Ross, Vice-President

b. Company address:

PO Box I
41850 Kingston Jordan Rd
Stayton, Oregon 97383

c. A completed First-Tier Subcontract

First-Tier Subcontract will be submitted within 2 hours after bid is submitted

d. Legacy Contracting, Inc. is a resident bidder as defined in ORS 279.120.

e. A description of business activities and experience that demonstrates:

- 1) Familiarity and expertise with environmental permit compliance
 - See "Bidder Qualifications"
- 2) a minimum of ten (10) years of prior experience in the marine construction and/ or dredging business
 - See "Bidder Qualifications"

f. Licenses

- Legacy Contracting, Inc holds State of Oregon Contractor's License # 185342 which expires on 2/2/2023.
- Legacy Contracting, Inc holds State of Oregon Corporation Division License # 574102-93 expires on 1/23/2023.

g. Worker's Compensation

Legacy Contracting, Inc. provides worker's compensation coverage for all employees working in Oregon. The worker's compensation policy is with SAIF # 777360.

h. Subcontract Certification

Legacy Contracting, Inc. will ensure responsibility for each subcontract work on the project.

i. Drug -Testing program

Legacy Contracting, Inc. maintains an agreement with Construction Industry Drug Free Workplace Program.

j. Contact information from previous contracts

1. Port of Coos Bay – Rick Adamek – radamek@portofcoosbay.com
2. Port of Port Angeles – Chris Hartman - chrish@portofpa.com
3. Port of Brookings – Jack Aiken - emc@emcengineersscientists.com

k. Previous litigation

Legacy Contracting, Inc. has no litigation in the last 5 years pertaining to previous dredging contracts.

**FIRST-TIER SUBCONTRACTOR DISCLOSURE FORM
FY 2022-23 PILE REPLACEMENT**

BID CLOSING: Date: 8/25/22 Time: 6 pm

Prime Contractor Name: Legacy Contracting, Inc.

This form must be submitted at the location specified in the Invitation to Bid on the advertised bid closing date within two (2) working hours after the advertised bid closing time.

List below the name of each subcontractor that will be furnishing labor or will be furnishing labor and materials and that is required to be disclosed, the category of work that the subcontractor will be performing and the dollar value of the subcontract. Enter "NONE" if there are no subcontractors that need to be disclosed. (ATTACH ADDITIONAL SHEETS IF NEEDED.)

NAME	DOLLAR VALUE	CATEGORY OF WORK
1 <u>None</u>	\$ _____	_____
2 _____	\$ _____	_____
3 _____	\$ _____	_____

REQUEST FOR EXPENDITURE

RE# 0127

SECTION A	Date:	08/15/22	Department:	Maintenance
	Staff Contact:	Joe Tadei	Vendor (if determined):	Bergerson Construction, Inc.
	Description of Product or Service being requested:	Repair Pier 1 wood dock		
	Purpose of Product or Service being requested:	Dock in need of emergency repairs due to vessel damage		
	Cost Estimate:	\$11,164.96		
SECTION B	1. Does this expenditure exist within the current budget? (Original Budget Amount)			
	<input checked="" type="checkbox"/> No (Skip to Section C-2) / <input type="checkbox"/> Yes (Proceed)		\$	
	2. Does this expenditure exceed \$5,000?			
<input type="checkbox"/> No (Skip to Section D) / <input type="checkbox"/> Yes (Proceed to Section C-1)				
3. Will services be performed on Port of Astoria property? <input type="checkbox"/> No <input checked="" type="checkbox"/> Yes				
SECTION C	1.			
	Account # for Budgeted Item (ex: XXX-XX)	TOTAL NET OF GRANTS		
		710-00		
	FY 2022-2023 Budget for this Account	\$ 3,959,368	\$ 2,018,605	
	Amount Spent Year-to-Date for this Account	\$	\$	
	Amount Available to Spend for this Account	\$	\$	
	Does this Request for Expenditure require Commission Approval (>=\$25,000)? <input type="checkbox"/> Yes / <input type="checkbox"/> No			
	2. If Not included in the current budget or the current budget for this account # has been spent:			
	Does this Request for Expenditure require Commission Approval (>=\$5,000)? <input checked="" type="checkbox"/> Yes / <input type="checkbox"/> No			
	3.			
If Commission approval is required, please specify date Request for Expenditure will be submitted to Commission for approval.				
(Specify date of Commission meeting when item is scheduled to be heard/approved)				
09/06/22				
SECTION E	Signature of Department Head		Signature of Operations Manager	
	Date		Date	
	Signature of Finance Manager		Signature of Executive Director	
	Date		Date	

(over for Quotation Analysis)

Project: Pier 1 - Dock Repairs

Project Manager: Joe Tadei

Quotes obtained by: Joe Tadei

Procurement Method: Small procurement Intermediate procurement Request for Bid
 Sole source Emergency Request for Proposal

Solicitation Method: Verbal quotes (informal) Requests for written quotes (informal) Public solicitation (formal)

Vendor	Amount	Description	Availability	Specific expertise	Other information
Bergerson Construction, LLC	\$11,164.96	dock in need of unexpected, urgent repairs to due vessel damage	N/A - repairs complete	Marine Construction	Subcontractor WCT Marine & Construction provided tug boat services

Bergerson Construction is the only local company available to perform emergency repairs.

Vendor selection & justification:
(REQUIRED)



WCT Marine & Construction, Inc.
 PO BOX 298
 Astoria, OR 97103

Date	Invoice #
7/12/2022	1480B

Bill To
Bergerson Construction, Inc. Marine & Heavy Civil Construction 55 Portway • PO Box 387 • Astoria, OR 971 (503) 325-7130 • CCB#, OR 63328

P.O. No.	Terms	Project
	Net 30	22 - 1088 Boat Assist 6/30/22

Description	Rate	Quantity	Amount
Ernie G. Tug Service (06/30/2022): L/B Tongue Point, Assist Port Dock. Tow Bergerson Derrick & Flat Deck Barge. Light Boat to Home Dock & Secure	525.00	4	2,100.00
Tug Boat Fuel Surcharge due to inflation of fuel prices	632.10		632.10
Estimated Recovery of CAT	15.57		15.57

Phone #	Fax #
503-440-1009	503-325-1452

Total	USD 2,747.67
Payments/Credits	USD 0.00
Balance Due	USD 2,747.67



Bergerson Construction, Inc.
 P.O. BOX 387
 ASTORIA, OR 97103
 Phone: (503) 325-7130

INVOICE

Invoice #: 222.709 Your PO #:
 Invoice Date: 07/31/22 Customer #: 19
 Due Date: 08/30/22 Work Order #:
 Terms: Net 30 days
 Wood Dock Repair

Sold To: PORT OF ASTORIA
 422 Gateway Avenue, Suite 100
 ASTORIA, OR 97103

Quantity	Item ID	Description	Unit Price	Unit Name	Amount
6		Crane Barge and Crew	845.00	Hr.	5,070.00
1		WCT Tug Boat Services	5,483.37		5,483.37
1		OH&P on Subcontractors-10%	548.34		548.34
1		CAT TAX SURCHARGE	63.25		63.25

Please see the attached billing. If you have any questions, please call our office or email ar@bergerson-const.com. Thank you for your business!

Subtotal: 11,164.96
 Tax: 0.00
 Other: 0.00
 Shipping: 0.00

Total: **\$11,164.96**

Thank You



WCT Marine & Construction, Inc.
 PO BOX 298
 Astoria, OR 97103

Date	Invoice #
6/20/2022	1467B

Bill To
Bergerson Construction, Inc. Marine & Heavy Civil Construction 55 Portway • PO Box 387 • Astoria, OR 971 (503) 325-7130 • CCB#, OR 63328

P.O. No.	Terms	Project
	Net 30	22 - 1074 Tug Assist 06/17/...

Description	Rate	Quantity	Amount
Ernie G. Tug Service (06/17/2022): Light boat to Bergerson Rig C Museum. Tow Bergerson Derrick & Work Barge to Astoria Pier #1. Light Boat to Astoria P.D. to Tongue Point	525.00	4	2,100.00
Tug Boat Fuel Surcharge due to inflation of gas prices	632.10		632.10
Estimated Recovery of CAT	3.60		3.60

Phone #	Fax #
503-440-1009	503-325-1452

Total	USD 2,735.70
Payments/Credits	USD 0.00
Balance Due	USD 2,735.70

RE# 0128

REQUEST FOR EXPENDITURE

SECTION A	Date:	08/15/22	Department:	Maintenance	
	Staff Contact:	Joe Tadei	Vendor (if determined):	TBD	
	Description of Product or Service being requested:	Pier 2 West - Repair dock structure/surface			
	Purpose of Product or Service being requested:	Install steel plates to temporary repair the west side of Pier 2			
	Cost Estimate:	\$50,000			
SECTION B	1. Does this expenditure exist within the current budget? (Original Budget Amount)				
	<input checked="" type="checkbox"/> No (Skip to Section C-2)	/	<input type="checkbox"/> Yes (Proceed)	\$ <input type="text"/>	
	2. Does this expenditure exceed \$5,000?				
<input type="checkbox"/> No (Skip to Section D)	/	<input checked="" type="checkbox"/> Yes (Proceed to Section C-1)			
3. Will services be performed on Port of Astoria property?					
<input type="checkbox"/> No	/	<input checked="" type="checkbox"/> Yes			
SECTION C	1.				
	Account # for Budgeted Item (ex: XXX-XX)	TOTAL		NET OF GRANTS	
	FY 2022-2023 Budget for this Account	\$	\$		
	Amount Spent Year-to-Date for this Account	\$	\$		
	Amount Available to Spend for this Account	\$	\$		
	Does this Request for Expenditure require Commission Approval (>=\$25,000)?				
	<input type="checkbox"/> Yes	/	<input type="checkbox"/> No		
	2.				
	If Not included in the current budget or the current budget for this account # has been spent:				
	Does this Request for Expenditure require Commission Approval (>=\$5,000)?				
<input checked="" type="checkbox"/> Yes	/	<input type="checkbox"/> No			
Account # to deduct funds from to reallocate & accommodate this expenditure (ex: XXX-XX)	TOTAL		NET OF GRANTS		
FY 2022-2023 Budget for the Account being reduced	\$	\$			
Amount Spent Year-to-Date for this Account	\$	\$			
Amount Available to Spend for this Account	\$	\$			
What is being given up to accommodate the reallocation of funds for this expenditure?					
3.					
If Commission approval is required, please specify date Request for Expenditure will be submitted to Commission for approval.					
(Specify date of Commission meeting when item is scheduled to be heard/approved)					
<input type="text" value="09/06/22"/>					
SECTION E	Signature of Department Head		Signature of Operations Manager		
	Date		Date		
Signature of Finance Manager		Signature of Executive Director			
Date		Date			
(required if cost is unbudgeted, or > \$5,000 budgeted)					

(over for Quotation Analysis)

Project: Emergency Repairs Pier 2 West

Project Manager: Joe Tadei

Quotes obtained by: Joe Tadei

Procurement Method: Small procurement Intermediate procurement Request for Bid
 Sole source Emergency Request for Proposal

Solicitation Method: Verbal quotes (informal) Requests for written quotes (informal) Public solicitation (formal)

Vendor	Amount	Description	Availability	Specific expertise	Other information
Oregon Surplus Management System	15 - sheets = 1/2" x 8' x 20'	Steel road plate	Quantities on hand varies as it becomes available. Currently not in stock.	Total cost = \$36,000.00	Best price thru govt. agency (\$15.00/sq.ft.) Availability difficult New plate
GovPlanet	15 - sheets = 1/2" x 8' x 20'	Steel road plate	Quantities on hand varies as it becomes available. Currently not in stock.	Total cost = \$43,200.00	Auction website Avg. price \$16.00 - \$18.00/ sq.ft. Used steel plate Availability & size varies Lots of bidders Location varies
Waite Machinery Longview, WA	15 - sheets = 1/2" x 8' x 20'	Steel road plate	In stock 2-3 days lead time for delivery	Total cost = \$62,400.00	Best price thru vendor (\$26.00/sq.ft.) In stock New plate
Columbia Steel	15 - sheets = 1/2" x 8' x 20'	Steel road plate	2- 3 week delivery when order is placed.	Total cost = \$79,200.00	Local vendor Highest price (\$33.00/ sq.ft.) New plate

Vendor selection & justification: (REQUIRED)

Will need to select vendor when approval for project has been completed.
Will resource best possible price and availability for materials.