

# Economic Development Informational Meeting

Tuesday, July 25, 2023 @ 12:00 PM to 1:30 PM

Walla Walla Regional Airport Terminal, 45 Terminal Loop Road, Walla Walla

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

**Important Note:** The Port of Walla Walla will be having its Economic Development Informational Meeting "In-Person" on Tuesday, May 23, 2023 at the Walla Walla Regional Airport - Conference Room. There will not be a GoToMeeting online format for this meeting.

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1. Pledge of Allegiance – 12:00 PM
2. Welcome & Introductions
3. 2023 Economic Development Plan
  - A. Small Business Development
    - Update - Walla Walla Small Business Development Center – Paul Bowen, SBDC Advisor
  - B. Economic Profiling
    - Economic Monthly Indicators (**Separate Attachment**)
  - C. Existing Business Retention/Expansion
    - 12:30 PM - Presentation – Key Technology - Omar Caldera, VP of Operations & Daniel Leighty, VP of Sales
    - Update on Alaska Airline - 2023 Airline Numbers (**Exhibit 1**) & 2023 Flight Schedule & 2<sup>nd</sup> Flight (**Exhibit 2**)
    - Valencia Pipe Announcement (**Exhibit 3**)
    - Tiger Cool Express Announcement (**Exhibit 4**)
  - D. Business Recruitment/Marketing & Advertising
    - Update on Recent and/or New Business Leads (**Exhibit 5**)
      - Project Darby – Animal Feed Supplements – Burbank Industrial Park
      - Project Energy Force - EV Battery MFG - Wallula Gap Business Park
      - Project Jupiter – Information Communication Technology - Wallula Gap Business Park
      - Project WSC – Construction Equipment Sales & Services – Melrose Business Park
    - Update on Previous Business Leads
      - Project Sequoia - Building Supply MFG - Wallula Gap Business Park
      - Project Broadbill – Hydrogen MFG - Wallula Gap Business Park
      - Project Mill – Food MFG – Walla Walla Regional Airport
      - Project Crosland – Food Distribution Warehouse – Avery Business Park
      - Project Forest - Data Center - Wallula Gap Business Park
      - Burbank Business Park – New Developments
        - Project Max - Food Distribution Company – 104K SQFT Building - TBA in October 2023.
        - Project SMK - Metals Fabrication – Burbank Business Park <https://smktricity.com/>
        - Project McEachen Electric <https://mceachenelectric.com/>
      - Business Leads Closed - Project Walleye, Project Greenhouse NW Campus, Project Epsilon, Project Flynn, Project Rental, Project Hans, Project CB-Plum
  - E. Site & Infrastructure
    - Update - US Highway 12 – Phase 8 & Interchanges – Multimodal Project Discretionary Grant Opportunity
    - Update - Mill Creek Flood Control Construction Project
    - Review - Economic Development Sales Tax Fund (EDSTF) Account (**Exhibit 6**)
  - F. Economic Development Advocacy
    - Other Economic Development Organization Reports - City of Walla Walla, City of College Place, County of Walla Walla, Walla Walla Chamber of Commerce, School Districts, Visit Walla Walla, Downtown Walla Walla Foundation & Walla Walla Valley Wine Alliance.

**Next EDIM is scheduled for Tuesday, September 26, 2023. Port staff will keep EDIM participants informed if there are any changes to the meeting format.**

**Year 2023: Outbound (Seattle to Walla Walla)**

Flight #	Jan 2023	Feb	Mar	Apr	May	June	2023 YTD	June 2022	2022 Year End	2021 Year End	2020 Year End	2019 Year End	2018 Year End	2017 Year End
#2087 - 6:00 AM	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	84.25%	81.15%	75.56%	44.22%	80.47%	80.33%	80.83%
Rev Pass.	0	0	0	0	0	0	0	1,921	14,432	20,157	10,990	21,099		
No. of Flights	0	0	0	0	0	0	0	30	234	351	327	345	355	333
#2096 - 1:15 PM	79.25%	78.57%	77.46%	75.13%	75.59%	82.63%	78.08%	71.05%	71.45%	68.40%	42.52%	80.01%	79.61%	79.67%
Rev Pass.	1,807	1,672	1,825	1,713	1,781	1,884	10,682	1,620	19,278	17,830	7,529	21,464		
No. of Flights	30	28	31	30	31	30	180	30	355	343	233	353	354	347
#2009 7:00 PM	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	38.58%	23.31%	54.75%	56.20%	63.58%
Rev Pass.	0	0	0	0	0	0	0	0	0	1,290	124	6,866		
No. of Flights	0	0	0	0	0	0	0	0	0	44	7	165	186	204
Average	79.25%	78.57%	77.46%	75.13%	75.59%	82.63%	78.08%	77.65%	75.31%	70.03%	43.26%	75.36%	73.38%	74.69%

6/2023 Cancel	Reason	6/2022 Cancel	Reason
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**Year 2023: Inbound (Seattle to Walla Walla)**

Flight #	Jan	Feb	Mar	Apr	May	June	2023 YTD	June 2022	2022 Year End	2021 Year End	2020 Year End	2019 Year End	2018 Year End	2017 Year End
#2096 - 12:35 PM	76.75%	77.73%	74.92%	75.04%	69.44%	77.98%	75.25%	84.08%	82.57%	74.37%	48.54%	80.35%	71.39%	73.33%
Rev Pass.	1,750	1,654	1,765	1,711	1,636	1,778	10,294	1,917	22,402	19,670	8,595	21,372		
No. of Flights	30	28	31	30	31	30	180	30	357	348	233	350	345	343
#2020 6:15 PM	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	66.54%	31.06%	76.88%	80.08%	83.83%
Rev Pass.	0	0	0	0	0	0	0	0	0	2,225	2,502	10,400		
No. of Flights	0	0	0	0	0	0	0	0	0	44	106	178	270	321
#2086 - 11:50 PM	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	66.01%	61.90%	61.48%	43.30%	66.96%	69.00%	68.18%
Rev Pass.	0	0	0	0	0	0	0	1,505	11,056	16,260	7,601	16,945		
No. of Flights	0	0	0	0	0	0	0	30	235	348	231	333	267	218
Average	76.75%	77.73%	74.92%	75.04%	69.44%	77.98%	75.25%	75.04%	74.36%	67.84%	43.16%	74.45%	73.77%	75.11%

6/2023 Cancel	Reason	6/2022 Cancel	Reason
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**Combined Inbound/Outbound Average**


Combined Average:	78.00%	78.15%	76.19%	75.09%	72.52%	80.31%	76.67%	76.35%	74.84%	68.94%	43.21%	74.91%	73.57%	74.90%
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Note: Passengers Numbers represented are "Revenue" passengers.

## Walla Walla Regional Airport Monthly Passenger Enplanements (Outbound)

	JAN		FEB		MAR		APR		MAY		JUN		JUL		AUG		SEP		OCT		NOV		DEC	
	Rev	Non	Rev	Non	Rev	Non	Rev	Non	Rev	Non	Rev	Non	Rev	Non	Rev	Non	Rev	Non	Rev	Non	Rev	Non	Rev	Non
2008 Enplanements	2,436	114	2,530	119	2,492	92	2,360	81	2,507	76	2,438	114	2,281	116	2,216	97	2,354	87	2,513	116	2,306	117	3,149	120
2008 Y-T-D	2,436	114	4,966	233	7,458	325	9,818	406	12,325	482	14,763	596	17,044	712	19,260	809	21,614	896	24,127	1,012	26,433	1,129	29,582	1,249
2009 Enplanements	2,545	140	2,329	102	2,969	128	2,683	109	2,867	120	2,798	143	2,383	172	2,501	118	2,687	112	3,092	124	3,110	133	3,466	137
2009 Y-T-D	2,545	140	4,874	242	7,843	370	10,526	479	13,393	599	16,191	742	18,574	914	21,075	1,032	23,762	1,144	26,854	1,268	29,964	1,401	33,430	1,538
2010 Enplanements	2,179	137	1,970	106	2,575	91	2,431	98	2,649	102	2,494	106	2,090	102	2,242	119	2,379	113	2,619	122	2,642	104	2,780	92
2010 Y-T-D	2,179	137	4,149	243	6,724	334	9,155	432	11,804	534	14,298	640	16,388	742	18,630	861	21,009	974	23,628	1,096	26,270	1,200	29,050	1,292
2011 Enplanements	2,268	113	2,167	103	2,585	72	2,743	98	2,795	118	2,837	129	2,524	121	2,568	105	2,574	100	2,947	113	3,058	119	3,061	99
2011 Y-T-D	2,268	113	4,435	216	7,020	288	9,763	386	12,558	504	15,395	633	17,919	754	20,487	859	23,061	959	26,008	1,072	29,066	1,191	32,127	1,290
2012 Enplanements	2,210	111	2,189	88	2,899	108	2,690	95	2,778	103	2,625	109	2,295	95	2,328	125	2,695	101	3,049	83	2,915	96	3,152	96
2012 Y-T-D	2,210	111	4,399	199	7,298	307	9,988	402	12,766	505	15,391	614	17,686	709	20,014	834	22,709	935	25,758	1,018	28,673	1,114	31,825	1,210
2013 Enplanements	2,279	95	2,334	90	2,849	96	2,630	85	2,885	95	2,824	77	2,634	120	2,470	111	2,851	90	3,055	106	2,839	113	3,400	71
2013 Y-T-D	2,279	95	4,613	185	7,462	281	10,092	366	12,977	461	15,801	538	18,435	658	20,905	769	23,756	859	26,811	965	29,650	1,078	33,050	1,149
2014 Enplanements	2,450	100	2,441	96	3,021	97	2,874	97	2,965	97	3,270	95	2,958	113	2,909	102	3,267	85	3,338	95	3,278	84	3,501	73
2014 Y-T-D	2,450	100	4,891	196	7,912	293	10,786	390	13,751	487	17,021	582	19,979	695	22,888	797	26,155	882	29,493	977	32,771	1,061	36,272	1,134
2015 Enplanements	2,789	90	2,973	88	3,444	87	3,334	112	3,661	98	3,528	115	3,379	123	3,500	113	3,520	107	3,782	101	3,549	112	3,800	90
2015 Y-T-D	2,789	90	5,762	178	9,206	265	12,540	377	16,201	475	19,729	590	23,108	713	26,608	826	30,128	933	33,910	1,034	37,459	1,146	41,259	1,236
2016 Enplanements	3,102	97	3,041	94	3,890	106	3,938	132	4,220	142	4,567	124	3,722	144	3,973	150	4,063	144	4,615	117	4,007	116	4,284	111
2016 Y-T-D	3,102	97	6,143	191	10,033	297	13,971	429	18,191	571	22,758	695	26,480	839	30,453	989	34,516	1,133	39,131	1,250	43,138	1,366	47,422	1,477
2017 Enplanements	3,881	151	3,517	154	4,576	155	4,123	129	4,059	140	4,360	158	3,541	153	4,122	155	3,791	142	4,452	86	4,532	81	4,642	88
2017 Y-T-D	3,881	151	7,398	305	11,974	460	16,097	589	20,156	729	24,516	887	28,057	1,040	32,179	1,195	35,970	1,337	40,422	1,423	44,954	1,504	49,596	1,592
2018 Enplanements	3,940	140	3,811	124	4,765	100	4,338	93	4,629	123	4,454	116	4,249	171	3,881	105	3,526	80	3,735	91	3,862	101	4,473	94
2018 Y-T-D	3,940	140	7,751	264	12,516	364	16,854	457	21,483	580	25,937	696	30,186	867	34,067	972	37,593	1,052	41,328	1,143	45,190	1,244	49,663	1,338
2019 Enplanements	3,102	113	2,601	50	4,095	107	3,994	136	4,595	119	4,714	106	4,095	146	4,202	108	4,379	94	4,694	95	4,152	110	4,791	78
2019 Y-T-D	3,102	113	5,703	163	9,798	270	13,792	406	18,387	525	23,101	631	27,196	777	31,398	885	35,777	979	40,471	1,074	44,623	1,184	49,414	1,262
2020 Enplanements	3,545	74	3,435	92	1,763	47	116	9	356	14	773	19	938	47	1,331	89	1,340	53	1,854	67	1,664	68	1,553	57
2020 Y-T-D	3,545	74	6,980	166	8,743	213	8,859	222	9,215	236	9,988	255	10,926	302	12,257	391	13,597	444	15,451	511	17,115	579	18,668	636
2021 Enplanements	1,557	62	1,508	44	2,546	68	2,971	108	3,957	81	4,287	79	3,867	74	3,842	43	3,909	67	3,447	86	3,604	52	3,784	44
2021 Y-T-D	1,557	62	3,065	106	5,611	174	8,582	282	12,539	363	16,826	442	20,693	516	24,535	559	28,444	626	31,891	712	35,495	764	39,279	808
2022 Enplanements	2,593	78	2,730	63	3,851	95	3,275	67	3,600	61	3,451	63	3,140	88	3,121	99	2,101	44	2,006	42	1,926	35	1,921	29
2022 Y-T-D	2,593	78	5,323	141	9,174	236	12,449	303	16,049	364	19,500	427	22,640	515	25,761	614	27,862	658	29,868	700	31,794	735	33,715	764
2023 Enplanements	1,807	47	1,672	41	1,825	29	1,713	39	1,781	52	1,884	45												
2023 Y-T-D	1,807	47	3,479	88	5,304	117	7,017	156	8,798	208	10,682	253	10,682	253	10,682	253	10,682	253	10,682	253	10,682	253	10,682	253
Mthly % Change - 22 to 23	-30.3%		-38.8%		-52.6%		-47.7%		-50.5%		-45.4%		-100.0%		-100.0%		-100.0%		-100.0%		-100.0%		-100.0%	
% Change YTD - 22 to 23	-30.3%		-34.6%		-42.2%		-43.6%		-45.2%		-45.2%		-52.8%		-58.5%		-61.7%		-64.2%		-66.4%		-68.3%	



 <b>WALLA WALLA REGIONAL AIRPORT</b>					
<span style="color: red;">6/15/2023 - 8/14/2023</span>					
	<u>Time</u>	<u>Departing</u>	<u>Time</u>	<u>Arriving</u>	<u>Frequency</u>
	11:40 AM	Seattle	12:52 PM	Walla Walla	Daily
	1:35 PM	Walla Walla	2:48 PM	Seattle	Daily
 <b>WALLA WALLA REGIONAL AIRPORT</b>					
<span style="color: red;">8/15/2023 - 9/5/2023</span>					
	<u>Time</u>	<u>Departing</u>	<u>Time</u>	<u>Arriving</u>	<u>Frequency</u>
	12:00 PM	Seattle	1:05 PM	Walla Walla	Daily
	1:45 PM	Walla Walla	2:55 PM	Seattle	Daily
 <b>WALLA WALLA REGIONAL AIRPORT</b>					
<span style="color: red;">9/6/2023 - TBD</span>					
	<u>Time</u>	<u>Departing</u>	<u>Time</u>	<u>Arriving</u>	<u>Frequency</u>
TSA Checkpoint opens 3:30 AM	5:00 AM	Walla Walla	6:08 AM	Seattle	Daily
	12:00 PM	Seattle	1:05 PM	Walla Walla	Daily
TSA Checkpoint 12:15 PM	1:45 PM	Walla Walla	2:55 PM	Seattle	Daily
Checkpoint Is Not Open	10:45 PM	Seattle	11:50 PM	Walla Walla	Daily



Toa55/iStock via Getty Images

## Aliaxis Goes West, Expands US Footprint with Valencia Pipe Buy

***Brussels-based Aliaxis announced the \$250-million deal, which adds pipe production facilities in Arizona and Washington to its portfolio, around the same time Uponor rejected its \$2-billion buyout bid.***

Norbert Sparrow | May 23, 2023

Thwarted repeatedly in its attempt to acquire Finland's Uponor, fluid-management company Aliaxis SA found slight solace, perhaps, when it signed an agreement today to acquire the manufacturing division of US-based Valencia Pipe Co. The \$250-million deal

expands Aliaxis' footprint in the key western US market by adding two production facilities and a distribution center in **Arizona and Washington**.

Based in Valencia, CA, Valencia Pipe produces PVC, ABS, and steel pipes, among other products, primarily for residential applications that meet or exceed plumbing standards. It is a division of VPC Global, which also includes gas tubing and materials in its portfolio of products.

"This acquisition will contribute to our 'Growth with Purpose' strategy and will allow us to provide our national customers with a truly coast-to-coast presence," said Aliaxis CEO Eric Olsen. "Valencia's plastic pipe and fittings manufacturing division brings two modern plants and a distribution center, providing a highly complementary geographic and product fit with IPEX, Aliaxis' leading brand in North America."

The deal is subject to regulatory approval, which the companies expect to receive in the coming weeks.

## Uponor rejects \$2 billion offer

Belgium-based Aliaxis currently owns a piece of Finland's Uponor, and has been trying to buy the company since last year to, in the words of Aliaxis, "create a global leader in water management solutions." Last month, it made an unsolicited €1.82 billion (\$2 billion) bid , which Uponor rejected on May 22 , saying it was "insufficient in light of the company's values and future prospects," reported Reuters. In making the all-cash offer initially, Aliaxis said that "Uponor is at a crossroads as a medium-sized player that cannot fully leverage the value of its assets due to the lack of scale."

Aliaxis generated €4.3 billion in revenue in 2022 producing pipes and fitting systems for the building, infrastructure, industrial, and agriculture sectors. It employs approximately 15,000 people and operates in more than 40 countries.

**Source URL:**<https://www.plasticstoday.com/extrusion-pipe-profile/aliaxis-goes-west-expands-us-footprint-valencia-pipe-buy>

# Tiger Cool Express ceases operations amid financial troubles

Refrigerated rail shipping and logistics company reportedly fell behind on loan payments



Clarissa Hawes • Friday, June 16, 2023



Overland Park-based Tiger Cool Express ceased operations after 10 years. (Photo: Jim Allen/FreightWaves)

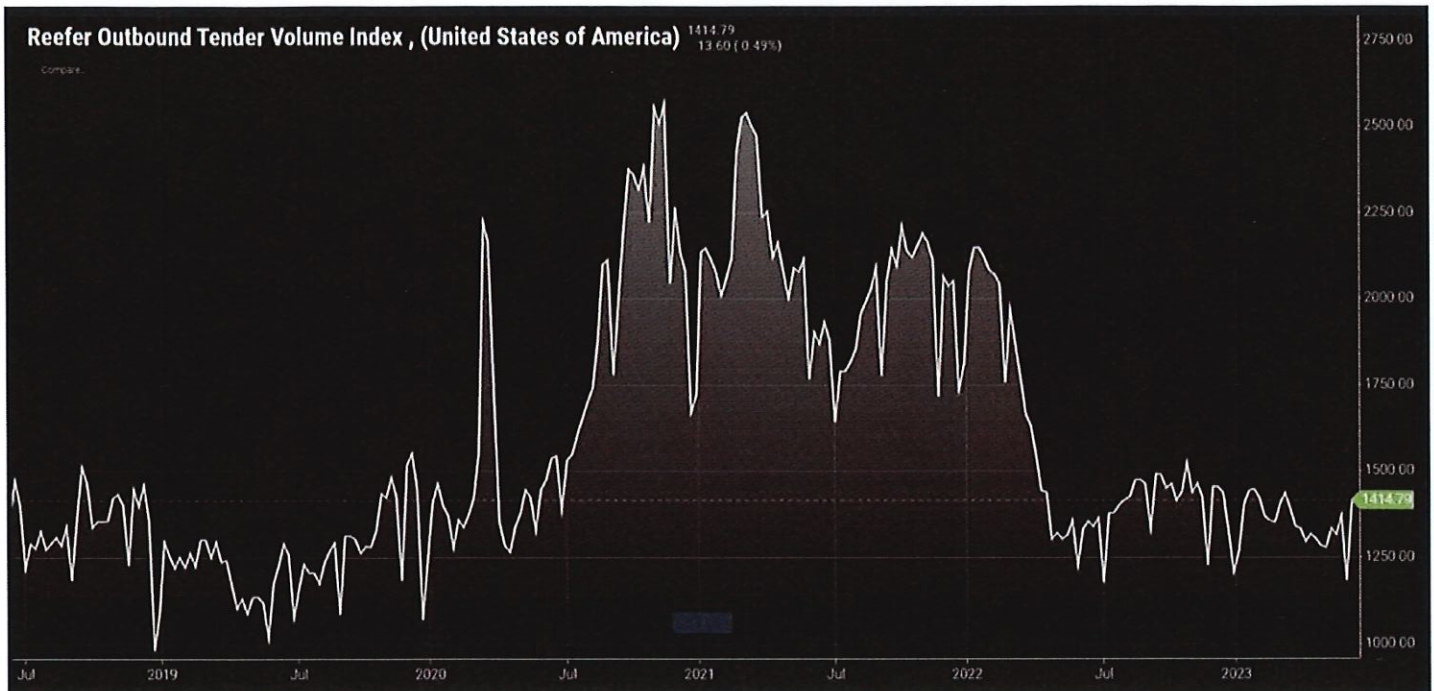
New details have emerged about Tiger Cool Express' financial health leading up to the company's abrupt closure on Tuesday.

A source familiar with the situation at the now-shuttered refrigerated rail shipping and logistics firm said Tiger Cool Express refinanced its equipment with Wells Fargo Bank a few years ago. The company had more than 700 53-foot temperature-controlled containers in its fleet, hauling produce, wine and frozen goods.

The company was doing well until last spring, when the refrigerated market "blew a tire" and volumes dropped significantly, which contributed to Tiger Cool Express falling behind on its loan payment to Wells



Fargo, according to the source.



5-year ROTVI— Reefer Outbound Tender Volume Index, which measures load tenders or requests from shipper to carrier for reefer loads (Chart: SONAR)

Since Tiger Cool Express allegedly “broke its financial covenants” with Wells Fargo over the missed payments, the bank requested that the leased equipment be returned, the source said.

On Friday, Wells Fargo spokesperson Melissa Eckmann confirmed that Tiger Cool Express is a customer but declined to share any details about the company’s financial state.

[Tiger Cool Express](#), which opened its doors in 2013, received \$15 million from private equity firm [Tiger Infrastructure Partners](#), which has offices in New York and London.

Emily Nevins, an executive assistant at Tiger Infrastructure Partners, said the private equity firm is aware of the situation at Tiger Cool Express but has no plans to issue a statement. Other executives at Tiger Infrastructure Partners did not respond to FreightWaves’ request for comment.

Tiger Cool Express executives, including Steve Van Kirk, CEO; Leslie Baird, chief commercial officer; and Theodore Prince, chief strategy officer, are also remaining silent about the closure of the logistics company. All three declined FreightWaves’ requests to be interviewed for this story.

One former Tiger Cool Express worker told FreightWaves that employees were fired during a Zoom meeting on Tuesday. The Kansas City Business Journal was the first news outlet to report on company's closure.

## Expansion plan hits the skids

Two months after Tiger Cool Express hosted a media day on April 12 to announce the future opening of [Tiger Tri-Cities Logistics Center](#) in Wallula, Washington, which was slated to open this month, the company abruptly pumped the brakes on the project and shut down the logistics company.

The source who spoke to FreightWaves claims the company was going to be unable to pay its contractors for construction work on the intermodal terminal because of ongoing cash constraints.

Patrick Reay, executive director at the Port of Walla Walla, said he found out Tiger Cool Express was ceasing operations from various news outlets.

He said the port's only involvement is that it owns the rail line that would be utilized for the intermodal facility. He added that the port "isn't involved on the operations side of things."

"We are hopeful that new investors get involved and reconstitute the concept because it's definitely a benefit to the Northwest," Reay told FreightWaves.

In December 2022, Tiger Cool Express signed a lease-purchase agreement to acquire the former Union Pacific Cold Connect warehouse, some property and to build an adjacent intermodal ramp in Wallula, Washington.

In a [press release](#) issued in January about the agreement reached between Tiger Cool Express and Union Pacific Railroad to create Tiger Tri-Cities Logistics Center, Prince said the facility "has the potential to be a 'triple threat.'"

Tiger Cool Express' Van Kirk was also quoted in the release about the project, stating, "Despite our continued growth and fleet expansion, we realize that the Pacific Northwest offers transformational potential for our company."

Reay said the buildings had remained closed since May 2020, when [Union Pacific announced it was shuttering its Cold Connect refrigerated division and its Cold Connect](#) warehouses in Wallula, Delano,

California and Rotterdam, New York, citing "sluggish market conditions as a result of COVID-19.

In 2017, Union Pacific acquired Railex LLC's cold storage facilities and terminals. Railex raised \$58 million through a public-private partnership in 2006 to fund its expansive infrastructure project to launch a cross-country refrigerated rail service.

One former Tiger Cool Express worker thought the company was on solid footing after the company announced the deal with UP. The ex-employee hopes that Tiger Cool Express' management team and/or Tiger Infrastructure Partners issues a statement soon to explain what caused the logistics firm to fold.

Do you have a news tip to share? Send me an [email](#) or message me [@cage\\_writer](#) on Twitter. Your name will not be used without your permission.

## Read more here:

[Union Pacific shuts operation of multimodal service Cold Connect](#)

[Truckers protest in LA after city ends hauling contracts over AB5](#)

[2 former employees charged with bilking \\$1.4M from carrier MH Group](#)



**Clarissa Hawes**

Clarissa has covered all aspects of the trucking industry for 14 years. She is an award-winning journalist known for her investigative and business reporting. Before joining FreightWaves, she wrote for Land Line Magazine and Trucks.com. If you have a news tip or story idea, send her an email to [chawes@freightwaves.com](mailto:chawes@freightwaves.com).



**BUSINESS RECRUITMENT - ACTIVE BUSINESS LEAD REPORT**

#	Date	Lead Source	Type of Business	Criteria	Benefits	Status
1	Mar-15	Private	Project Currie Food Processor Simplot	160 acres Large water, gas & electric user Dodd Road Industrial Area	300 FTE Private Investment \$500M Wages & Benefits Excellent \$20 to \$40 per hour	Several Site Visits & Meetings Possible 2024 Project Market Dependent
2	Aug-17	Private	Project Heartland Cold Storage Warehouse	50 acres Dodd Road Industrial Park Near Project Currie	70 FTE Private Investment \$75M	Site Proposal submitted August 2017 Project dependent on Project Currie
3	Aug-19	Private	Project Sherman Uniform Service Company	5 acres Burbank Business Park 40-50K SQFT Building	40-45 FTE with benefits Private Investment unknown	Site Proposal submitted Aug 2019 Conducted Site Visit - Aug 2019 Possible 2024 Project
4	Aug-21	DOC-Site Selector	Project Walleye Corp. Cloud Infrastructure Center	100-150 acres Wallula Gap Business Park 50+ MW Electrical, Water	150-200 FTE with benefits Private Investment \$1.5 to \$3B	Site Proposal submitted August 2021 No Current Updates from Site Selector
5	Oct-21	DOC-Site Selector	Project Greenhouse NW Campus Commercial Greenhouse	6-40 acres - Phased Project Wallula Gap Business Park Water & CO2 User	15-85 FTE with benefits Private Investment unknown	Site Proposal submitted Nov 2021 No Current Updates from Site Selector
6	Mar-22	DOC-Site Selector	Project Clay Porcelain MFG	5 acres Heavy Industrial Zoned Property Moderate Electrical, Gas, User Dodd Road Industrial Park	100 FTE with benefits Private Investment \$25M	Site Proposal submitted March 2022 No Current Updates from Site Selector
7	Mar-22	Private	Project McGee Contractor Warehouse/Office McGee Plumbing Company	1.6 Acres - 4K SQFT Building Burbank Business Park	FTE Unknown Private Investment \$1.5M+	Site Visit March 2022 Business performing Site Due Diligence PSA Executed with Port
8	Apr-22	DOC-Site Selector	Project Epsilon Battery Cell MFG Nationwide Search	500 acres Heavy Industrial Zoned Property Large Electrical & Water User Wallula Gap Business Park	3,000 FTE with benefits Private Investment \$4.2B	Site Proposal submitted April 2022 Site Selector Reviewing Information No Current Updates from Site Selector
9	Apr-22	Private	Project Flynn Truck Terminal	5 acres - 10K SQFT Building Near Raillex Dodd Industrial Park	20 FTE with benefits Private Investment \$2.0M	Site Proposal submitted April 2022 Reviewing Site Information No Current Updates
10	Apr-22	DOC-Site Selector Global Location Strategies	Project Sequoia Building Supply MFG	250 acres Heavy Industrial Zoned Property Large Electrical & Gas User Wallula Gap Business Park	150-180 FTE with benefits Private Investment \$250M	Site Proposal submitted April 2022 4 Site Visits to Date Port - Executed LOI & Finalizing PSA Business performing Site Due Diligence
		Project Completed or Permit Phase	New or Re-Activated Business Lead	Still Active Business Lead	Business Lead Cold or on Hold	Business Lead Closed

**BUSINESS RECRUITMENT - ACTIVE BUSINESS LEAD REPORT**

#	Date	Lead Source	Type of Business	Criteria	Benefits	Status
11	May-22	Private	Project Rental Equipment Rental Operation	2-3 Acres - 10K SQFT Building Burbank Business Park	FTE Unknown Private Investment \$2.75M	Site Visit April 2022 Business performing Site Due Diligence No Current Updates
12	Jul-22	DOC-Site Selector Strategic Development Development Group	Project Broadbill Green Hydrogen MFG	150 acres Heavy Industrial Zoned Property Large Electrical & Water User Wallula Gap Business Park	100 FTE with benefits Private Investment \$500-800M	Site Proposal submitted July 2022 Site Visit 02-23 & August 2023 Working finalizing PSA with Port
13	Jul-22	DOC-Site Selector	Project Widgeon MFG - Sustainable Aviation Fuels SKYNRG	100 acres Heavy Industrial Zoned Property Large Elect, Water, Rail User Stearns Kelly Property	80 FTE with benefits Private Investment \$600M	Site Proposal submitted July 2022 Site Visit 08-2022 Port - Executed LOI & PSA - 2022 Business performing Site Due Diligence
14	Jul-22	DOC-Site Selector	Project Metcalf Hydrogen MFG	50 acres Heavy Industrial Zoned Property Large Electrical User Wallula Gap Business Park	360 FTE with benefits Private Investment \$140M	Site Proposal submitted July 2022 Site Selector Reviewing Information No Current Updates
15	Jul-22	DOC-Site Selector	Project Scout Metal Fabrication	45-60 acres Heavy Industrial Zoned Property Large Electrical User WGBP, & & Dodd IP	300 FTE with benefits Private Investment \$275M	Site Proposal submitted July 2022 Site Selector Reviewing Information No Current Updates
16	Sep-22	Private	Project Crossland Food Distribution Company	2 acres Walla Walla Area Avery Business Park	6-10 FTE with benefits Private Investment \$3M	Site Proposal submitted September 2022 Site Selector Reviewing Information Working on finalizing PSA
17	Sep-22	Private	Project Sutton Trucking Business <a href="https://suttontruck.com/">https://suttontruck.com/</a>	6 acres Heavy Industrial Zoned Property Dodd Road Area	25-30 FTE with benefits Private Investment \$2.5M	Site Proposal submitted 09-22 Property Transaction Closed 06-30-23
18	Sep-22	DOC-Site Selector	Project Eyebrow Aerospace Research & Development Facility	200-250 acres Heavy Industrial Zoned Property Large Electrical User Wallula Gap Business Park	5,000 FTE with benefits Private Investment \$2B	Site Proposal submitted October 2022 Site Selector Reviewing Information Project on Hold
19	Dec-22	Private KBC Advisors	Project Hans Distribution Warehouse Last Mile Distribution	2-5 acres Melrose & Avery Sites Walla Walla Area	20 FTE with benefits Private Investment Unknown	Site Proposal submitted Dec 2022 Site Selector reviewing site info No Current Updates
20	Dec-22	Private	Project CB-Plum Contractor Warehouse/Office	1.6 Acres - 10K SQFT Building Burbank Business Park	12-14 FTE with benefits Private Investment \$1.5M+	Site Visit Dec 2022 Business performing Site Due Diligence No Current Updates
		Project Completed or Permit Phase	New or Re-Activated Business Lead	Still Active Business Lead	Business Lead Cold or on Hold	Business Lead Closed

**BUSINESS RECRUITMENT - ACTIVE BUSINESS LEAD REPORT**

#	Date	Lead Source	Type of Business	Criteria	Benefits	Status
21	Mar-23	DOC-Site Selector CBRE	Project Poppy Battery MFG	200-300 acres Heavy Industrial Zoned Property Large Electrical & Gas User Wallula Gap Business Park	1,500-2,000 FTE with benefits Private Investment \$2-3B	Site Proposal submitted March 2023 Site Selector Reviewing Information No Current Updates
22	Mar-23	DOC-Site Selector Site Selection Group	Project Stella Ingot and Wafer MFG	70-200 acres Heavy Industrial Zoned Property Large Electrical & Gas User Wallula Gap Business Park	1,850-4,000 FTE with benefits Private Investment \$600M - \$1.6B	Site Proposal submitted March 2023 Site Selector Reviewing Information No Current Updates
23	Mar-23	Private	Project Forest Data Center	100 acres Industrial Zoned Property Large Electrical User Wallula Gap Business Park	FTE Unknown at this time. Private Investment \$3B+	Site Proposal submitted March 2023 Client Reviewing Information Conducted Site Visit April & July 2023 Business performing Site Due Diligence
24	Apr-23	Private	Project Kustom Commercial Service Business	1.6 Acres - 10K SQFT Building Burbank Business Park	15-20 FTE with benefits Private Investment \$2.5M+	Site Proposal submitted April 2023 Business performing Site Due Diligence Possible 2024 Project
25	Apr-23	Private	Project Mill Food MFG	8 Acres - 11K SQFT Building Walla Walla Regional Airport	15 FTE with benefits Private Investment \$30M	Site Proposal submitted April 2023 Site Visit April 2023 Umatilla #1 Site, Walla Walla #2 Site
26	Apr-23	DOC-Site Selector Jones Lang LaSalle	Project Network Data Center	30 acres Industrial Zoned Property Large Electrical User Wallula Gap Business Park	FTE & Private Investment Unknown at this time.	Site Proposal submitted May 2023 Client Reviewing Information No Current Updates
27	Apr-23	DOC-Site Selector Jones Lang LaSalle	Project Albatross Advanced MFG Ingot and Wafer MFG	30-60 acres Industrial Zoned Property Large Electrical User Wallula Gap Business Park	300 FTE with benefits Private Investment \$420M	Site Proposal submitted May 2023 Client Reviewing Information No Current Updates
28	May-23	Private	Project Darby Animal Feed Supplements	1 Acre near Westway Feed Burbank Industrial Park	FTE & Private Investment Unknown at this time.	Site Proposal submitted May 2023 Client Reviewing Information
29	Jun-23	DOC-Site Selector PwC Pricewaterhouse Coopers	Project Energy Force EV Battery MFG	70-80 Acres Industrial Zoned Property Large Electrical User Wallula Gap Business Park	1,500 FTE with benefits Private Investment \$2.5B	Site Proposal submitted June 2023 Site Visit schedule for 4Q 2023 2 sites selected in WA State
30	Jun-23	DOC-Site Selector	Project Jupiter Information Communication Tech	20-40 Acres Industrial Zoned Property Large Electrical User Wallula Gap Business Park	450 FTE with benefits Private Investment \$1-2B	Site Proposal submitted June 2023 Client Reviewing Information
Project Completed or Permit Phase			New or Re-Activated Business Lead	Still Active Business Lead	Business Lead Cold or on Hold	Business Lead Closed

**BUSINESS RECRUITMENT - ACTIVE BUSINESS LEAD REPORT**

#	Date	Lead Source	Type of Business	Criteria	Benefits	Status
31	Jun-23	Private	Project WSC Construction Equipment Sales & Services	7-10 Acres Melrose Business Park Walla Walla Area	FTE & Private Investment Unknown at this time.	Site Proposal submitted June 2023 Business performing Site Due Diligence
Project Completed or Permit Phase		New or Re-Activated Business Lead		Still Active Business Lead		Business Lead Cold or on Hold
						Business Lead Closed

# Walla Walla County - Port's Economic Development Sales Tax Fund - 2023

Revenues	Jan	Feb	March	April	May	June	July	Aug	Sept	Oct	Nov	Dec	YTD
2021 Revenues	\$ 66,668	\$ 77,946	\$ 58,431	\$ 61,439	\$ 83,989	\$ 78,157	\$ 94,517	\$ 92,838	\$ 87,677	\$ 89,744	\$ 90,606	\$ 85,118	\$ 967,130
2022 Revenues	\$ 79,775	\$ 88,301	\$ 70,735	\$ 71,931	\$ 86,526	\$ 83,627	\$ 88,014	\$ 95,822	\$ 86,274	\$ 92,499	\$ 93,978	\$ 86,990	\$ 1,024,473
2023 Revenues	\$ 85,761	\$ 92,455	\$ 69,070	\$ 72,055	\$ 86,369	\$ 86,055	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 491,764
<b>Fund Balance on 12/31/22</b>				\$ 3,598,010									
<b>2023 Sales Tax Received</b>				\$ 491,764									
<b>2023 Sales Tax Loan Repayment</b>				\$ -									
<b>2023 YTD Balance</b>				\$ 4,089,774									
<b>2023 Fund Disbursement YTD</b>				\$ -									
<b>Present Fund Balance</b>				\$ 4,089,774									
<b>Less Future Project Commitments</b>				\$ 600,000									
<b>Available Fund Balance</b>				\$ 3,489,774									
						Projects 33, 34 & 40							
						Updated: 07/17/23							

#	Project Fund Allocations	Amount	Funding	Disbursed	Year	Type
1-18	*** 18 Archived EDSTF Projects from October 2001 - August 2010 (Grants & Loans) ****	\$ 3,030,007				
19	April 2012 - Port of Walla Walla - Dodd Road Industrial Park Waterline - Project Pet	\$ 100,000	Grant	Yes	2012	EDP
20	August 2012 - City of College Place - College Avenue/Rose Street Reconstruction Project	\$ 200,000	Grant	Yes	2013	EDP
21	September 2012 - City of Walla Walla - Alder Street Improvements	\$ 200,000	Grant	Yes	2015	EDP
22	October 2012 - Port of Walla Walla - Railex Phase 2 & 3 - Road Extension - Railex Road to Raindance	\$ 200,000	Grant	Yes	2013	EDP
23	October 2012 - Port of Walla Walla - Railex Phase 2 & 3 - Dodd Road/WGBP Water System Infrastructure	\$ 200,000	Grant	Yes	2014	EDP
24	March 2014 - Walla Walla County - Human Service Building- (Loan Paid in full in 2017)	\$ 200,000	Loan	Yes	2014	EDP
25	February 2015 - City of Prescott - Pedestrian Improvements & Other	\$ 199,028	Grant	Yes	2015	Non-EDP
26	September 2015 - Port of Walla Walla - Alder Street Office - Ingeniux	\$ 200,000	Grant	Yes	2015	EDP
27	September 2015 - Port of Walla Walla - City of WW & CP Fiber Projects (Loan Paid in full in 5-21)	\$ 400,000	Loan	Yes	2015	EDP
28	July 2016 - City of Walla Walla - Memorial Pool Reconstruction Project	\$ 200,000	Grant	Yes	2017	Non-EDP
29	March & July 2017 - City of Waitsburg - Main Street Bridge Replacement Project	\$ 150,000	Grant	Yes	2017	EDP
30	October 2018 - Port of Walla Walla - Wallula Dodd Water System (WDWS) Improvement Project	\$ 3,000,000	Grant	Yes	2019	EDP
31	February 2019 - City of Walla Walla - Spokane Street Improvement Project	\$ 250,000	Grant	Yes	2021	EDP
32	March 2020 - City of College Place - Southwest Wastewater Sewer Trunk Line Project	\$ 200,000	Grant	Yes	2021	EDP
33	December 2020 - City of Walla Walla - Heritage Square Redevelopment Project	\$ 200,000	Grant	No		Non-EDP
34	December 2020 - Walla Walla County - Historical Courthouse Upgrade Project	\$ 200,000	Grant	No		Non-EDP
35	August 2021 - City of Waitsburg - Millrace Grade Improvement Project	\$ 80,000	Grant	Yes	2021	EDP
36	February 2022 - Walla Walla County-Fairgrounds Arena Expansion (Viewing Platforms)	\$ 200,000	Grant	Yes	2022	Non-EDP
37	February 2022 - Walla Walla County-Fairgrounds Arena Expansion (Viewing Platforms)	\$ 200,000	Loan	Yes	2022	Non-EDP
38	March 2022 - Prescott Joint Parks & Recreation - Prescott Pool Repairs and Upgrades Project	\$ 100,000	Grant	Yes	2022	Non-EDP
39	September 2022 - City of Waitsburg - Sewer System Relining Project	\$ 200,000	Grant	Yes	2022	Non-EDP
40	October 2022 - City of College Place - Lions Park Renovation Project	\$ 200,000	Grant	No		Non-EDP
41		\$ -				
42		\$ -				
43		\$ -				
44		\$ -				
45		\$ -				
48		\$ -				
49		\$ -				
50		\$ -				
<b>Total Fund Allocations to Date</b>		<b>\$ 10,109,035</b>				

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