

**Economic Development Informational Meeting
Tuesday, March 28, 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, March 28, 2023 at the Walla Walla Regional Airport - Conference Room. There will **not** be a GoToMeeting online format for this meeting.

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 (**Exhibit 1**)
 - B. Economic Profiling
 - Economic Monthly Indicators (**Separate Attachment**)
 - C. Existing Business Retention/Expansion
 - Presentation - Andy Coleman, City of Walla Walla Director, Parks & Recreation Department – Update on Parks Projects and Programs
 - Presentation-Kathryn Witherington, Downtown WW Foundation, Creative Districts (College Place & Walla Walla)
 - Update on Alaska Airline – 2023 Airline Passenger Numbers (**Exhibit 2**) & 2023 Flight Schedule (**Exhibit 3**)
 - D. Business Recruitment/Marketing & Advertising
 - Update on Recent and/or New Business Leads (**Exhibit 4**)
 - Project Poppy - Battery MFG - Wallula Gap Business Park
 - Project Stella - Ingot and Wafer MFG - Wallula Gap Business Park
 - Project Forest - Data Center - Wallula Gap Business Park
 - Update on Previous Business Leads
 - Project Max - Food Distribution Company – 104K SQFT Building - Burbank Business Park
 - Project Intermodal – Intermodal Facility – Railex Site - Dodd Road I.P. - Tiger Cool Express
 - Project Crosland – Food Distribution Warehouse – Avery Business Park
 - Project Sequoia - Building Supply MFG - Wallula Gap Business Park
 - Project Widgeon - MFG of Sustainable Aviation Fuels – Stearns Kelly Property (Wallula)
 - Business Leads Closed
 - Project Shade, Project OD, Project Eclipse, Project Catch, Project Diamond, Project DeLorean, Project Runway, Project Relay & Project King Ventures
 - E. Site & Infrastructure
 - Update - US Highway 12 – Phases 7 & 8; Clinton Interchange
 - Update - Mill Creek Flood Control Construction Project
 - Review - Economic Development Sales Tax Fund (EDSTF) Account (**Exhibit 5**)
 - 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 May 23, 2023. Port staff will keep EDIM participants informed if there are any changes to the meeting format.

Washington State SBDC Performance YTD

Line No	Data Elements	Current Period	Cumulative to Date	Goal (Cumulative)	% Goal Reached
1.	Capital Infusion	\$25,561,856.50	\$25,561,856.50	\$113,818,191.00	22.46%
2.	Business Starts	38	38	318	11.95%
3.	Total Clients Counseled	1,014	1,014	4,836	20.97%
4.	Long Term Clients (5+ Hrs in Calendar Yr)	204	204	1,693	12.05%
5.	Total C&P Hours (excl. Leveraged)	3,502.20	3,502.20	29,300.00	11.95%
6.	Total Leverage Hours	234	234	3,200	7.32%
7.	Change in Gross Annual Revenue	\$60,188,619.76	\$60,188,619.76	\$69,000,000.00	87.23%
9.	2a Jobs Created	404.00	404.00	890.00	45.39%
10.	2b Jobs Retained	1,026.00	1,026.00	1,800.00	57.00%
11.	Jobs Created + Retained (FT&PT)	1,430	1,430	2,690	53.16%
12.	Jobs Supported	5,424	5,424	17,446	31.09%

Walla Walla (Office) SBDC Performance YTD

Line No	Data Elements	Current Period	Cumulative to Date	Goal (Cumulative)	% Goal Reached
1.	Capital Infusion	\$7,000.00	\$7,000.00	\$3,000,000.00	0.23%
2.	Business Starts	6	6	10	60.00%
3.	Total Clients Counseled	49	49	135	36.30%
4.	Long Term Clients (5+ Hrs in Calendar Yr)	14	14	47	29.79%
5.	Total C&P Hours (excl. Leveraged)	205.25	205.25	900.00	22.81%
6.	Total Leverage Hours	9	9	100	8.75%
7.	Change in Gross Annual Revenue	\$1,896,070.00	\$1,896,070.00	\$2,132,727.00	88.90%
9.	2a Jobs Created	14.00	14.00	26.00	53.85%
10.	2b Jobs Retained	23.00	23.00	52.00	44.23%
11.	Jobs Created + Retained (FT&PT)	37	37	78	47.44%
12.	Jobs Supported	94	94	550	17.09%

Eastern Washington SBDC Performance YTD

Line No	Data Elements	Current Period	Cumulative to Date	Goal (Cumulative)	% Goal Reached
1.	Capital Infusion	\$3,318,368.00	\$3,318,368.00	\$38,015,276.00	8.73%
2.	Business Starts	14	14	106	13.21%
3.	Total Clients Counseled	305	305	1,615	18.89%
4.	Long Term Clients (5+ Hrs in Calendar Yr)	87	87	565	15.40%
5.	Total C&P Hours (excl. Leveraged)	1,249.25	1,249.25	10,050.00	12.43%
6.	Total Leverage Hours	109	109	1,075	10.13%
7.	Change in Gross Annual Revenue	\$16,635,235.00	\$16,635,235.00	\$23,046,000.00	72.18%
9.	2a Jobs Created	83.00	83.00	297.00	27.95%
10.	2b Jobs Retained	138.00	138.00	601.00	22.96%
11.	Jobs Created + Retained (FT&PT)	221	221	898	24.61%
12.	Jobs Supported	848	848	5,827	14.55%

Year 2023: Outbound (Seattle to Walla Walla)

Flight #	Jan 2023	Feb	2023 YTD	Feb 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%	#DIV/0!	0.00%	79.10%	81.15%	75.56%	44.22%	80.47%	80.33%	80.83%
Rev Pass.	0	0	0	1,563	14,432	20,157	10,990	21,099		
No. of Flights	0	0	0	26	234	351	327	345	355	333
#2096 - 1:15 PM	79.25%	78.57%	78.92%	56.87%	71.45%	68.40%	42.52%	80.01%	79.61%	79.67%
Rev Pass.	1,807	1,672	3,479	1,167	19,278	17,830	7,529	21,464		
No. of Flights	30	28	58	27	355	343	233	353	354	347
#2009 7:00 PM	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	1,290	124	6,866		
No. of Flights	0	0	0	0	0	44	7	165	186	204
Average	79.25%	78.57%	78.92%	67.78%	75.31%	70.03%	43.26%	75.36%	73.38%	74.69%

2/2023 Cancel	Reason	2/2022 Cancel	Reason
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Year 2023: Inbound (Seattle to Walla Walla)

Flight #	Jan	Feb	2023 YTD	Feb 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%	77.22%	69.05%	82.57%	74.37%	48.54%	80.35%	71.39%	73.33%
Rev Pass.	1,750	1,654	3,404	1,417	22,402	19,670	8,595	21,372		
No. of Flights	30	28	58	27	357	348	233	350	345	343
#2020 6:15 PM	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	2,225	2,502	10,400		
No. of Flights	0	0	0	0	0	44	106	178	270	321
#2086 - 11:50 PM	0.00%	0.00%	0.00%	59.60%	61.90%	61.48%	43.30%	66.96%	69.00%	68.18%
Rev Pass.	0	0	0	1,223	11,056	16,260	7,601	16,945		
No. of Flights	0	0	0	27	235	348	231	333	267	218
Average	76.75%	77.73%	77.22%	64.33%	74.36%	67.84%	43.16%	74.45%	73.77%	75.11%

2/2023 Cancel	Reason	2/2022 Cancel	Reason
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Combined Inbound/Outbound Average

Combined Average:	78.00%	78.15%	78.07%	66.05%	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																				
2023 Y-T-D	1,807	47	3,479	88	3,479	88	3,479	88	3,479	88	3,479	88	3,479	88	3,479	88	3,479	88	3,479	88	3,479	88	3,479	88
Mthly % Change - 22 to 23	-30.3%		-38.8%		-100.0%		-100.0%		-100.0%		-100.0%		-100.0%		-100.0%		-100.0%		-100.0%		-100.0%		-100.0%	
% Change YTD - 22 to 23	-30.3%		-34.6%		-62.1%		-72.1%		-78.3%		-82.2%		-84.6%		-86.5%		-87.5%		-88.4%		-89.1%		-89.7%	

Walla Walla Regional Airport
Monthly Passenger Deplanements (Inbound)

	JAN		FEB		MAR		APR		MAY		JUN		JUL		AUG		SEP		OCT		NOV		DEC	
	Rev	Non	Rev	Non	Rev	Non	Rev	Non	Rev	Non	Rev	Non	Rev	Non	Rev	Non	Rev	Non	Rev	Non	Rev	Non	Rev	Non
2008 Deplanements	2,574	103	2,625	121	2,495	87	2,403	81	2,431	86	2,375	92	2,310	123	2,465	99	2,241	82	2,478	100	2,160	123	2,949	124
2008 Y-T-D	2,574	103	5,199	224	7,694	311	10,097	392	12,528	478	14,903	570	17,213	693	19,678	792	21,919	874	24,397	974	26,557	1,097	29,506	1,221
2009 Deplanements	2,786	126	2,342	110	3,041	127	2,886	147	2,725	135	2,720	151	2,569	168	2,793	118	2,584	118	3,029	113	3,317	124	3,106	122
2009 Y-T-D	2,786	126	5,128	236	8,169	363	11,055	510	13,780	645	16,500	796	19,069	964	21,862	1,082	24,446	1,200	27,475	1,313	30,792	1,437	33,898	1,559
2010 Deplanements	2,340	110	1,973	84	2,436	86	2,551	103	2,351	96	2,434	112	2,190	99	2,555	110	2,271	118	2,617	126	2,489	107	2,385	78
2010 Y-T-D	2,340	110	4,313	194	6,749	280	9,300	383	11,651	479	14,085	591	16,275	690	18,830	800	21,101	918	23,718	1,044	26,207	1,151	28,592	1,229
2011 Deplanements	2,415	91	2,214	119	2,595	82	2,760	111	2,606	111	2,795	136	2,534	113	2,842	100	2,615	101	2,825	111	2,994	118	2,807	88
2011 Y-T-D	2,415	91	4,629	210	7,224	292	9,984	403	12,590	514	15,385	650	17,919	763	20,761	863	23,376	964	26,201	1,075	29,195	1,193	32,002	1,281
2012 Deplanements	2,501	91	2,215	93	2,742	121	2,770	100	2,714	116	2,521	92	2,139	104	2,643	124	2,685	97	2,918	74	2,807	84	2,882	101
2012 Y-T-D	2,501	91	4,716	184	7,458	305	10,228	405	12,942	521	15,463	613	17,602	717	20,245	841	22,930	938	25,848	1,012	28,655	1,096	31,537	1,197
2013 Deplanements	2,470	87	2,317	89	2,875	77	2,799	97	2,920	92	2,732	75	2,625	106	2,924	109	2,740	107	3,064	80	2,765	112	3,223	73
2013 Y-T-D	2,470	87	4,787	176	7,662	253	10,461	350	13,381	442	16,113	517	18,738	623	21,662	732	24,402	839	27,466	919	30,231	1,031	33,454	1,104
2014 Deplanements	2,695	96	2,393	101	3,081	92	2,965	97	2,845	82	3,137	107	3,076	103	3,217	117	3,171	100	3,348	90	3,133	72	3,252	67
2014 Y-T-D	2,695	96	5,088	197	8,169	289	11,134	386	13,979	468	17,116	575	20,192	678	23,409	795	26,580	895	29,928	985	33,061	1,057	36,313	1,124
2015 Deplanements	3,066	78	2,671	78	3,534	77	3,474	98	3,352	107	3,520	124	3,469	124	4,032	109	3,423	96	3,736	69	3,426	73	3,574	89
2015 Y-T-D	3,066	78	5,737	156	9,271	233	12,745	331	16,097	438	19,617	562	23,086	686	27,118	795	30,541	891	34,277	960	37,703	1,033	41,277	1,122
2016 Deplanements	3,212	90	3,046	99	3,836	81	3,921	137	3,925	148	4,382	152	3,750	143	4,526	149	4,076	144	4,474	116	3,872	118	4,103	105
2016 Y-T-D	3,212	90	6,258	189	10,094	270	14,015	407	17,940	555	22,322	707	26,072	850	30,598	999	34,674	1,143	39,148	1,259	43,020	1,377	47,123	1,482
2017 Deplanements	4,123	127	3,407	155	4,481	138	4,333	120	3,854	123	4,256	160	3,635	148	4,535	141	3,812	132	4,476	77	4,369	54	4,018	90
2017 Y-T-D	4,123	127	7,530	282	12,011	420	16,344	540	20,198	663	24,454	823	28,089	971	32,624	1,112	36,436	1,244	40,912	1,321	45,281	1,375	49,299	1,465
2018 Deplanements	4,242	119	3,862	133	4,619	93	4,528	92	4,562	126	4,244	123	4,144	155	4,108	72	3,156	73	3,533	89	3,573	102	3,843	98
2018 Y-T-D	4,242	119	8,104	252	12,723	345	17,251	437	21,813	563	26,057	686	30,201	841	34,309	913	37,465	986	40,998	1,075	44,571	1,177	48,414	1,275
2019 Deplanements	3,309	100	2,520	59	3,857	102	4,227	125	4,570	134	4,541	126	4,113	133	4,560	120	4,219	109	4,800	80	3,906	88	4,069	88
2019 Y-T-D	3,309	100	5,829	159	9,686	261	13,913	386	18,483	520	23,024	646	27,137	779	31,697	899	35,916	1,008	40,716	1,088	44,622	1,176	48,691	1,264
2020 Deplanements	3,733	59	3,461	109	1,919	46	104	5	372	12	738	23	910	50	1,431	72	1,274	51	1,801	60	1,451	62	1,486	50
2020 Y-T-D	3,733	59	7,194	168	9,113	214	9,217	219	9,589	231	10,327	254	11,237	304	12,668	376	13,942	427	15,743	487	17,194	549	18,680	599
2021 Deplanements	1,633	73	1,423	40	2,555	67	2,922	88	3,702	94	4,185	69	3,758	68	3,921	50	3,925	65	3,174	55	3,364	60	3,593	60
2021 Y-T-D	1,633	73	3,056	113	5,611	180	8,533	268	12,235	362	16,420	431	20,178	499	24,099	549	28,024	614	31,198	669	34,562	729	38,155	789
2022 Deplanements	2,485	57	2,640	62	3,669	109	3,354	64	3,477	73	3,422	77	3,174	96	3,407	87	2,202	27	1,951	45	1,831	33	1,760	38
2022 Y-T-D	2,485	57	5,125	119	8,794	228	12,148	292	15,625	365	19,047	442	22,221	538	25,628	625	27,830	652	29,781	697	31,612	730	33,372	768
2023 Deplanements	1,750	47	1,654	40																				
2023 Y-T-D	1,750	47	3,404	87	3,404	87	3,404	87	3,404	87	3,404	87	3,404	87	3,404	87	3,404	87	3,404	87	3,404	87	3,404	87
Mthly % Change - 22 to 23	-29.6%		-37.3%		-100.0%		-100.0%		-100.0%		-100.0%		-100.0%		-100.0%		-100.0%		-100.0%		-100.0%		-100.0%	
% Change YTD - 22 to 23	-29.6%		-33.6%		-61.3%		-72.0%		-78.2%		-82.1%		-84.7%		-86.7%		-87.8%		-88.6%		-89.2%		-89.8%	

<i>Alaska</i>		WALLA WALLA REGIONAL AIRPORT		
1/9/2023 - TBD				
<u>Time</u>	<u>Departing</u>	<u>Time</u>	<u>Arriving</u>	<u>Frequency</u>
11:25 AM	Seattle	12:36 PM	Walla Walla	Daily
1:20 PM	Walla Walla	2:25 PM	Seattle	Daily

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 2023 Project
4	Jul-21	DOC-Site Selector	Project Shade European Home Goods MFG	Existing 20K SQFT Building Walla Walla Area	30-50 FTE with benefits Private Investment \$2M	Site Proposal submitted July 2021 No Current Updates from Site Selector Project Cancelled
5	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
6	Sep-21	Private	Project OD Logistics Company	10 acres Burbank Business Park Dodd Road IP	40-100 FTE Private Investment \$10M	Site Proposal submitted Sept 2021 Company Conducting Due Diligence Burbank Site #2 on their list No Current Updates
7	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
8	Nov-21	DOC-Site Selector	Project Eclipse Solar Cell, Wafer & Ingot MFG	120-150 acres Wallula Gap Business Park Large Electrical, Gas, Water & Wastewater User	2,000-3000 FTE with benefits Private Investment \$1 to \$1.5B	Site Proposal submitted Nov 2021 Low probability project for WA Project Cancelled
9	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
10	Mar-22	Private	Project O'Brien Contractor Warehouse/Office O'Brien Construction Company	1.6 Acres - 6K SQFT Building Burbank Business Park	FTE Unknown Private Investment \$1.5M+	Site Visit March 2022 Business performing Site Due Diligence PSA with Port - Sept. 2022
		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	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 Working on finalizing PSA
12	Apr-22	DOC-Site Selector	Project Catch Disposable Medical Product MFG	50 acres Heavy Industrial Zoned Property Moderate Electrical & Gas User WGBP, Stearns Kelly & Dodd IP	100-150 FTE with benefits Private Investment \$65M	Site Proposal submitted April 2022 Site Selector Reviewing Information Project Cancelled
13	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
14	Apr-22	Private	Project Flynn Truck Terminal	5 acres - 10K SQFT Building Near Railex Dodd Industrial Park	20 FTE with benefits Private Investment \$2.0M	Site Proposal submitted April 2022 Reviewing Site Information No Current Updates
15	Apr-22	DOC-Site Selector Global Location Strategies	Project Sequoia Building Supply MFG	2500 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 & Final PSA 03-23 Business performing Site Due Diligence
16	Apr-22	Private Site Selector Jones Lang LaSalle	Project Diamond Synthetic Diamond MFG	10-15 acres Heavy Industrial Zoned Property Large Electrical User WGBP, Stearns Kelly & Dodd IP	75 FTE with benefits Private Investment \$30M	Site Proposal submitted May 2022 Site Selector Reviewing Information Project Cancelled
17	Apr-22	DOC-Site Selector	Project DeLorean Metals Processing MFG	35-85 acres Heavy Industrial Zoned Property Large Electrical & Water User Wallula Gap Business Park	150-300 FTE with benefits Private Investment \$300M	Site Proposal submitted April 2022 Site Selector Reviewing Information Project Cancelled
18	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
19	Jun-22	DOC-Site Selector	Project Green Fertilizer Green Fertilizer MFG	250 acres Heavy Industrial Zoned Property Large Electrical & Water User Wallula Gap Business Park	160 FTE with benefits Private Investment \$1.2B	Site Proposal submitted June 2022 Site Selector Reviewing Information No Current Updates
20	Jun-22	DOC-Site Selector	Project Runway Battery Cell MFG 2 Fortune 200 Co. in Partnership	250 acres Heavy Industrial Zoned Property Large Electrical & Water User Wallula Gap Business Park	2,100 FTE with benefits Private Investment \$2.5B	Site Proposal submitted June 2022 Site Selector Reviewing Information Project Cancelled
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	Jul-22	DOC-Site Selector Strategic Development Development Group	Project Broadbill Green Hydrogen MFG	100 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 Working with Site Selector on LOI
22	Jul-22	DOC-Site Selector	Project Widgeon MFG - Sustainable Aviation Fuels	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
23	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
24	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
25	Aug-22	DOC-Site Selector	Project Relay Battery Cell MFG	200 acres Heavy Industrial Zoned Property Large Electrical User Wallula Gap Business Park	300-1,000 with benefits Private Investment \$600M-\$2B	Site Proposal submitted August 2022 Site Selector Reviewing Information Chose a site in Arizona
26	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
27	Sep-22	Private	Project Sutton Trucking Business	6 acres Heavy Industrial Zoned Property Dodd Road Area	25-30 FTE with benefits Private Investment \$2.5M	Site Proposal submitted September 2022 Working on finalizing PSA
28	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
29	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
30	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
		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	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 178,215
Fund Balance on 12/31/22				\$ 3,598,010									
2023 Sales Tax Received				\$ 178,215									
2023 Sales Tax Loan Repayment				\$ -									
2023 YTD Balance				\$ 3,776,226									
2023 Fund Disbursement YTD				\$ -									
Present Fund Balance				\$ 3,776,226									
Less Future Project Commitments				\$ 600,000	Projects 33, 34 & 40								
Available Fund Balance				\$ 3,176,226	Updated: 03/22/23								

#	Project Fund Allocations	Amount	Funding	Disbursed	Year	Type
1	October 2001 - Walla Walla Community College - Enology & Viticulture Building	\$ 250,000	Grant	Yes	2002	EDP
2	January 2002 - Walla Walla County - Fairground Exhibition Center Rehabilitation	\$ 200,000	Grant	Yes	2002	EDP
3	May 2002 - Port of Walla Walla - Cliffstar Project	\$ 200,000	Grant	Yes	2002	EDP
4	May 2002 - Port of Walla Walla - Cliffstar Project	\$ 200,000	Grant	Yes	2002	EDP
5	March 2003 - City of Walla Walla - Downtown Walla Walla Improvements	\$ 200,000	Grant	Yes	2003	EDP
6	March 2003 - Walla Walla Community College - Culinary Project	\$ 200,000	Grant	Yes	2003	EDP
7	October 2003 - City of Prescott- Fire Station Improvements	\$ 20,000	Grant	Yes	2004	EDP
8	March 2004 - City of College Place - Whitman Road Extension Project	\$ 200,000	Grant	Yes	2007	EDP
9	March 2004 - City of Waitsburg - Main Street Enhancement Project	\$ 100,000	Grant	Yes	2008	EDP
10	July 2005 - Port of Walla Walla- Key Technology Avery Expansion	\$ 200,000	Grant	Yes	2005	EDP
11	July 2005 - Port of Walla Walla- Key Technology Avery Expansion (Loan Paid Off)	\$ 200,000	Loan	Yes	2005	EDP
12	January 2006 - Port of Walla Walla - Railx Project	\$ 400,000	Grant	Yes	2006	EDP
13	February 2006 - Walla Walla Community College - Allied Health Building	\$ 100,000	Grant	Yes	2007	EDP
14	August 2006 - City of Walla Walla - Isaacs Avenue Improvements	\$ 200,000	Grant	Yes	2007	EDP
15	October 2007 - Walla Walla Community College - Water Resource Building - Phase 1	\$ 50,000	Grant	Yes	2007	EDP
16	November 2008 - Walla Walla Community College - Water Resource Building - Phase 2	\$ 200,000	Grant	Yes	2010	EDP
17	August 2009 - Walla Walla Watershed Management Partnership	\$ 12,500	Grant	Yes	2009	EDP
18	August 2010 - City of Walla Walla - Dell Avenue Industrial Area - Water Line Upgrade	\$ 97,507	Grant	Yes	2010	EDP
19	April 2012 - Port of Walla Walla - Dodd Road Industrial Park Waterline - Project Pet	\$ 100,000	Grant	Yes	2012	EDP
20	August 2012 - City of College Place - College Avenue/Rose Street Reconstruction Project	\$ 200,000	Grant	Yes	2013	EDP
21	September 2012 - City of Walla Walla - Alder Street Improvements	\$ 200,000	Grant	Yes	2015	EDP
22	October 2012 - Port of Walla Walla - Railx Phase 2 & 3 - Road Extension - Railx Road to Raindance	\$ 200,000	Grant	Yes	2013	EDP
23	October 2012 - Port of Walla Walla - Railx 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	Yes		Non-EDP
34	December 2020 - Walla Walla County - Historical Courthouse Upgrade Project	\$ 200,000	Grant	Yes		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	Yes		Non-EDP
Total Fund Allocations to Date		\$ 10,109,035				

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. **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