

**Economic Development Informational Meeting  
Tuesday, November 26, 2024 @ 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.**

---

1. Pledge of Allegiance – 12:00 PM
2. Welcome & Introductions
3. 2024 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
    - Presentation – Dr. Patrick Jones, Eastern Washington University – Annual Walla Walla Trends Update
    - Update on Alaska Airline - 2024 Airline Passenger Numbers *(Exhibit 1)* & 2024 Flight Schedule *(Exhibit 2)*
    - Walla Walla Regional Airport - Passenger Demand Analysis – Year End Q1 – 2024 *(Exhibit 3)*
  - D. Business Recruitment/Marketing & Advertising
    - Update on Recent and/or New Business Leads *(Exhibit 4)*
      - Advanced Phase, LLC - Data Center - Wallula Gap Business Park
      - SkyNRG - MFG of Sustainable Aviation Fuels – Wallula Gap Business Park
      - Project OX – Industrial Supplies Retailer – Burbank Business Park
    - Update on Previous Business Projects & Leads
      - Rockwool North America - Stone Wool Insulation MFG - Wallula Gap Business Park
      - Project CP Plastics – HDPE Plastic MFG - Dodd Road Industrial Park
      - Project Crosland – Food Distribution Warehouse – Avery Business Park – 6.5K BLDG – Under Construction
      - Project Energy Force - EV Battery MFG - Wallula Gap Business Park
    - Business Leads Closed – Project Broadbill, Project Darby, Project WSC, Project Slag, Project Forge Forward & Project Railport
  - E. Site & Infrastructure
    - Burbank High Dock Improvements – Cruise Ship Industry
    - Update – Avery Business Park Infrastructure Improvements
    - Update – Wallula Gap Business Park – Water and Road Infrastructure Improvements
    - Update - US Highway 12 - Phase 8 & Corridor Completion Project
    - Update - US Highway 12 – Clinton Interchange Project
    - Update - Mill Creek Flood Control Construction Project
    - Review - Economic Development Sales Tax Fund (EDSTF) Account *(Exhibit 5)*
  - F. Economic Development Advocacy
    - 2025 Economic Development Informational Meeting (EDIM) Schedule *(Exhibit 6)*
    - Other Economic Development Organization Reports - City of Walla Walla, City of College Place, County of Walla Walla, Walla Walla Valley Chamber of Commerce, School Districts, Visit Walla Walla, Downtown Walla Walla Foundation & Walla Walla Valley Wine Alliance.

**Next EDIM is scheduled for Tuesday, January 28, 2025.**

**Port staff will keep EDIM participants informed if there are any changes to the meeting format**

**WALLA WALLA REGIONAL AIRPORT**  
**Commercial Air Load Factor Report**

**Year 2024: Outbound (Walla Walla to Seattle)**

Flight #	Jan 2024	Feb 2024	Mar 2024	Apr 2024	May 2024	June 2024	July 2024	Aug 2024	Sept 2024	Oct 2024	2024 Year End	Oct 2023	2023 Year End	2022 Year End	2021 Year End	2020 Year End	2019 Year End
#3463 - 5:00 AM	62.28%	62.15%	71.10%	63.11%	70.63%	71.87%	68.42%	63.03%	76.54%	78.29%	69.02%	70.66%	70.20%	81.15%	75.56%	44.22%	80.47%
Rev Pass.	994	1,228	1,675	1,439	1,664	1,584	1,508	1,485	1,745	1,785	15,107	1,611	5,602	14,432	20,157	10,990	21,099
No. of Flights	21	26	31	30	31	29	29	31	30	30	288	30	105	234	351	327	345
#3389 - 1:15 PM	65.23%	58.03%	65.87%	61.14%	66.88%	72.41%	64.56%	63.64%	79.47%	78.29%	67.59%	76.36%	76.63%	71.45%	68.40%	42.52%	80.01%
Rev Pass.	1,388	1,279	1,552	1,394	1,474	1,651	1,521	1,451	1,812	1,785	15,307	1,799	21,024	19,278	17,830	7,529	21,464
No. of Flights	28	29	31	30	29	30	31	30	30	30	298	31	361	355	343	233	353
Average	63.96%	59.98%	68.48%	62.13%	68.82%	72.15%	66.43%	63.33%	78.00%	78.29%	68.29%	73.55%	75.18%	75.31%	70.03%	43.26%	75.36%

10/2024 Cancel	Reason	10/2023 Cancel	Reason
1	No Crew	1	ATC

0		0	
---	--	---	--

1		1	
---	--	---	--

**Year 2024: Inbound (Seattle to Walla Walla)**

Flight #	Jan 2024	Feb 2024	Mar 2024	Apr 2024	May 2024	June 2024	July 2024	Aug 2024	Sept 2024	Oct 2024	2024 Year End	Oct 2023	2023 Year End	2022 Year End	2021 Year End	2020 Year End	2019 Year End
#3389 - 12:35 PM	74.41%	63.29%	73.01%	73.51%	76.45%	75.35%	75.55%	79.52%	81.36%	83.16%	75.59%	79.20%	77.30%	82.57%	74.37%	48.54%	80.35%
Rev Pass.	1,640	1,395	1,720	1,676	1,685	1,718	1,780	1,813	1,855	1,896	17,178	1,866	21,209	22,402	19,670	8,595	21,372
No. of Flights	29	29	31	30	29	30	31	30	30	30	299	31	361	357	348	233	350
#2455 - 11:50 PM	51.63%	50.81%	58.62%	57.54%	58.15%	62.66%	54.08%	60.36%	68.73%	68.25%	59.43%	53.73%	53.53%	61.90%	61.48%	43.30%	66.96%
Rev Pass.	824	1,004	1,381	1,312	1,370	1,381	1,192	1,422	1,567	1,556	13,009	1,225	4,231	11,056	16,260	7,601	16,945
No. of Flights	21	26	31	30	31	29	29	31	30	30	288	30	104	235	348	231	333
Average	64.84%	57.39%	65.81%	65.53%	67.00%	69.11%	65.18%	69.78%	75.04%	75.70%	67.67%	66.67%	71.99%	74.36%	67.84%	43.16%	74.45%

10/2024 Cancel	Reason	10/2023 Cancel	Reason
0		0	

1	No Crew	1	ATC
---	---------	---	-----

1		1	
---	--	---	--

**Combined Inbound/Outbound Average**

Combined Average:	Jan 2024	Feb 2024	Mar 2024	Apr 2024	May 2024	June 2024	July 2024	Aug 2024	Sept 2024	Oct 2024	2024 Year End	Oct 2023	2023 Year End	2022 Year End	2021 Year End	2020 Year End	2019 Year End
	64.40%	58.68%	67.15%	63.83%	67.91%	70.63%	65.80%	66.56%	76.52%	77.00%	67.98%	70.11%	73.58%	74.84%	68.94%	43.21%	74.91%

Note: Passengers Numbers represented are "Revenue" passengers only.

**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
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	1,754	73	1,766	45	2,788	83	3,410	84	3,264	81	2,962	74
2023 Y-T-D	1,807	47	3,479	88	5,304	117	7,017	156	8,798	208	10,682	253	12,436	326	14,202	371	16,990	454	20,400	538	23,664	619	26,626	693
2024 Enplanements	2,382	60	2,507	91	3,227	127	2,833	115	3,138	124	3,235	122	3,029	134	2,936	108	3,557	86	3,570	118				
2024 Y-T-D	2,382	60	4,889	151	8,116	278	10,949	393	14,087	517	17,322	639	20,351	773	23,287	881	26,844	967	30,414	1,085	30,414	1,085	30,414	1,085
Mthly % Change - 23 to 24	31.8%		49.9%		76.8%		65.4%		76.2%		71.7%		72.7%		66.3%		27.6%		4.7%		-100.0%		-100.0%	
% Change YTD - 23 to 24	31.8%		40.5%		53.0%		56.0%		60.1%		62.2%		63.6%		64.0%		58.0%		49.1%		28.5%		14.2%	

**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
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	1,765	38	1,711	33	1,636	45	1,778	48	1,785	61	1,955	51	2,566	63	3,091	66	3,176	69	2,572	81
2023 Y-T-D	1,750	47	3,404	87	5,169	125	6,880	158	8,516	203	10,294	251	12,079	312	14,034	363	16,600	426	19,691	492	22,867	561	25,439	642
2024 Deplanements	2,464	66	2,401	85	3,101	127	2,988	114	3,055	108	3,099	146	2,972	141	3,235	101	3,422	86	3,542	109				
2024 Y-T-D	2,464	66	4,865	151	7,966	278	10,954	392	14,009	500	17,108	646	20,080	787	23,315	888	26,737	974	30,279	1,083	30,279	1,083	30,279	1,083
Mthly % Change - 23 to 24	40.8%		45.2%		75.7%		74.6%		86.7%		74.3%		66.5%		65.5%		33.4%		14.6%		-100.0%		-100.0%	
% Change YTD - 23 to 24	40.8%		42.9%		54.1%		59.2%		64.5%		66.2%		66.2%		66.1%		61.1%		53.8%		32.4%		19.0%	

		<u>WALLA WALLA REGIONAL AIRPORT</u>		
<u>10/1/2024 - TBD</u>				
<u>Time</u>	<u>Departing</u>	<u>Time</u>	<u>Arriving</u>	<u>Frequency</u>
5:00 AM	Walla Walla	6:09 AM	Seattle	Daily
11:59 AM	Seattle	1:06 PM	Walla Walla	Daily
1:46 PM	Walla Walla	2:55 PM	Seattle	Daily
10:49 PM	Seattle	11:59 PM	Walla Walla	Daily

# EXECUTIVE SUMMARY

## DATA SOURCE/CATCHMENT AREA

The *Passenger Demand Analysis* includes 4,674 ARC tickets from the ALW catchment area for the year ended March 31, 2024. The catchment area has an estimated population of 73,907 in 2024 and 11 zip codes. In addition to ARC data, Diio Mi origin and destination data and schedule data is used throughout the report.

## DEPARTURES AND AVAILABLE SEATS

In the year ended Q1 2024, Alaska Airlines served ALW with regular scheduled service to Seattle. Alaska scheduled 572 departures with more than 43,000 seats. Departures and seats were up 9 percent year-over-year.

## AIRPORT USE

Thirty-three percent of catchment area travelers used ALW, while 45 percent diverted to Tri-Cities Airport in Pasco (PSC) and 23 percent used other airports. Retention of domestic passengers was 34 percent while retention of international passengers was 18 percent.

## TRUE MARKET

ALW's total air service market, called the true market, was estimated at 175,416 annual origin and destination passengers for the year ended March 31, 2024. Domestic travelers accounted for 163,825 of the total true market (93 percent). International travelers made up the remaining 11,591 passengers (7 percent).

## DESTINATIONS

Seventy-three percent of travelers were destined to or from one of the top 25 markets. Seattle was the number one destination with 18 percent of passengers. ALW retained 64 percent of passengers to/from Seattle. The next largest markets were Las Vegas, San Diego, Phoenix-Sky Harbor, and Los Angeles with retention of 14, 18, 31, and 21 percent, respectively. Other than Seattle, only Orange County had a retention rate of greater than 50 percent. Five markets in the top 25 had retention rates of 15 percent or less, including Las Vegas, Denver, Kahului (Maui), Phoenix-Mesa, and Salt Lake City.

## REGIONAL DISTRIBUTION

The West region was the largest traveled region for ALW catchment area passengers, with 42 percent of passengers, followed by the Northwest region at 24 percent of passengers. The Southeast and International regions were the third and fourth largest regions. ALW's retention was highest to the Northwest region at 53 percent and Alaska at 42 percent. The East region had the third highest retention at 34 percent. The lowest retention rate was to the International region at 18 percent.

## AIRLINES USED

Based on airline-reported U.S. DOT data, Alaska served nearly all of the passengers at ALW, with a 97 percent share of passengers for the year ended March 31, 2024. Other carriers, through codeshare or interline connections, combined for the remaining 3 percent of passengers at ALW.

Airline share of passengers diverting to PSC was estimated using an approximation of carrier share with ARC data. An adjustment was made for LCCs, ULCCs, and Southwest Airlines. PSC carrier shares were Delta Air Lines with 36 percent and Alaska with 32 percent. United Airlines had the third highest share at 13 percent, and Allegiant Air had the fourth largest share at 11 percent. Other airlines combined for the remaining 8 percent of passengers.

## PASSENGER ACTIVITY

For the year ended March 31, 2015 through the year ended March 31, 2024, ALW's origin and destination passengers (as reported by the airlines to the U.S. DOT) decreased at a compound annual growth rate (CAGR) of 2.9 percent compared to passengers at PSC increasing at a CAGR of 3.5 percent. ALW's passengers decreased 3.6 percent in the year ended March 31, 2024 year-over-year, compared to an increase of 13 percent at PSC.

## DOMESTIC AIRFARES

For the year ended March 31, 2024, the one-way average domestic airfare for ALW was \$197. ALW's fare was lower than PSC by \$45, but higher than PSC in nine of the top 25 domestic markets, including Las Vegas, San Diego, and Los Angeles. Higher fares at ALW in these markets is a positive factor for attracting new air service.

## AVERAGE FARE TREND

From the year ended March 31, 2015 through the year ended March 31, 2024, the average domestic airfare for ALW passengers increased at a CAGR of 2.4 percent compared to an increased CAGR of 2.0 percent at PSC. The fare disparity between ALW and PSC varied over the 10-year period. Prior to the pandemic, the fare difference ranged from \$33 to \$51, with fares at ALW consistently lower than those at PSC.

During the pandemic, the gap narrowed but was similar to pre-pandemic levels in the year ended March 31, 2024.

## NONSTOP SERVICE

For the year ended March 31, 2024, ALW offered nonstop service to one of the top 25 catchment area destinations with an average of 11 weekly frequencies. PSC had service to nine of the top 25 markets with 115 weekly roundtrips to those markets and had service to 11 total markets.

## AIR SERVICE OPPORTUNITIES

Although Alaska added capacity to Seattle, ALW passenger volumes fell to approximately 57,000 in the year ended March 31, 2024. This represented a decrease of 3.6 percent since the year ended March 31, 2023. Passenger volumes remained 40 percent below pre-pandemic levels.

In 2024 compared to 2023, seat capacity is scheduled to be up 51 percent at ALW. Starting in September 2023, Alaska resumed flying twice daily on most days and remains scheduled at that level for all published months. The added capacity should help passenger levels at ALW increase over 2023, though seats will remain below 2019 levels. Improving load factors to strengthen the Seattle service should be a priority.

Based on market sizes and retention levels, the Los Angeles Basin could support service if connecting traffic was sufficient to augment the local passengers, which amounted to 24.8 PDEW. Fares are higher to Los Angeles in ALW than PSC, which would help the business case for service. Other markets with higher fares in ALW than PSC could be future opportunities.

**BUSINESS RECRUITMENT - ACTIVE BUSINESS LEAD REPORT**

#	Date	Lead Source	Type of Business	Criteria	Benefits	Status
1	Mar-22	Private	Project McGee Contractor Warehouse/Office McGee Plumbing Company	1.6 Acres - 7.5K SQFT Building Burbank Business Park	FTE Unknown CapEx \$1.5M+	Site Visit March 2022 Business performing Site Due Diligence RE Closed on 08-26-2024 Building Permit Application Approved
2	Apr-22	DOC-Site Selector Global Location Strategies	Project Sequoia ROCKWOOL North America Building Supply MFG	250 acres Heavy Industrial Zoned Property Large Electrical & Gas User Wallula Gap Business Park	125 FTE with benefits CapEx \$250M	Site Proposal submitted April 2022 Formal Announcement 03-07-2024 RE Closed on 07-15-2024 Grading - Jan 2025
3	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 CapEx \$500-800M	Site Proposal submitted July 2022 Site Visit Feb & Aug 2023 Option to Purchase Executed with Port Project cancelled due to lack of demand
4	Jul-22	DOC-Site Selector	SkyNRG Americas, Inc. MFG - Sustainable Aviation Fuels Wallula Gap Business Park	165 acres Heavy Industrial Zoned Property Moderate Elect, Water, Rail User	100 FTE with benefits CapEx \$1B	Change in site location 11-14-2024 LOI executed 11-14-2024 Business performing Site Due Diligence
5	Sep-22	Private	Project Crossland Food Distribution Company	2.3 acres Walla Walla Area Avery Business Park	6-10 FTE with benefits CapEx \$3.5M	Site Proposal submitted September 2022 Executed PSA with Port - Dec 2023 Short Plat Recorded, RE Closed 06-18-24 Under Construction
6	Mar-23	Private	Project Tree - Advance Phase LLC Data Center Campus	500 acres Heavy Industrial Zoned Property WGBP Large Power and Water User	80-100 FTE with benefits CapEx \$4B	On-Site meeting with Client April 2024 LOI executed 10-24-2024 Working on PSA
7	May-23	Private	Project Darby Animal Feed Supplements	1 Acre near Westway Feed Burbank Industrial Park	FTE & CapEx Unknown	Site Proposal submitted May 2023 Client Reviewing Information No current updates or communication.
8	Jun-23	DOC-Site Selector PwC Price Waterhouse 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 CapEx \$2.5B	Site Proposal submitted June 2023 Site Visit Aug 2023 WGBP only site selected in WA State Business performing Site Due Diligence
9	Jun-23	Private	Project WSC Construction Equipment Sales & Services	7-10 Acres Melrose Business Park Walla Walla Area	FTE & CapEx Unknown	Site Proposal submitted June 2023 Business performing Site Due Diligence No current updates or communication.
10	Jul-23	DOC-Site Selector -	Project Picard Semiconductor MFG	5-10 Acres Melrose Business Park	110 FTE with benefits CapEx \$100M	Site Proposal submitted August 2023 Site Selector performing Due Diligence Waiting on Federal Fund Application
		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**

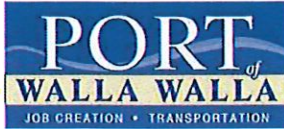
#	Date	Lead Source	Type of Business	Criteria	Benefits	Status
11	Oct-23	DOC-Site Selector -	Project Slag Green Cement MFG	15 acres Heavy Industrial Zoned Property WGBP & Dodd IP	35-50 FTE with benefits CapEx \$35-55M	Site Proposal submitted Oct 2023 Site Selector performing Due Diligence No current updates or communication.
12	Dec-23	Private	Project Forge Forward Metal MFG	200 acres Heavy Industrial Zoned Property Wallula Gap Business Park	230 FTE with benefits CapEx \$850M	Site Proposal submitted Dec 2023 Business performing Site Due Diligence Looking at another PNW site.
13	Dec-23	Private	Project Cast Concrete Cast MFG	4 acres Heavy Industrial Zoned Property Burbank Industrial Park	6-10 FTE with benefits CapEx \$4.5M	Site Proposal submitted Dec 2023 Business performing Site Due Diligence No Current Updates
14	Jan-24	Private	Project DEF Fuel MFG	2 acres Heavy Industrial Zoned Property Burbank Industrial Park	8-10 FTE with benefits CapEx \$6M	Site Proposal submitted Jan 2024 Business performing Site Due Diligence Working on site at Burbank IP
15	Feb-24	Private	Project CP Plastics HDPE Plastic MFG	15 acres Heavy Industrial Zoned Property Dodd Road Industrial Park Rail Access	30 FTE with benefits CapEx \$29M	Site Proposal submitted Feb 2024 Site Visit Feb 2024 PSA Executed with Port, BLA completed At WWC-CDD for Review
16	Apr-24	DOC-Site Selector -	Project Spring Data Center	20-30 acres Heavy Industrial Zoned Property WGBP Large Power and Water User	20-30 FTE with benefits CapEx \$75M	Site Proposal submitted April 2024 Site Selector performing Due Diligence Virtual Site Visit Call April 2024
17	Apr-24	DOC-Site Selector -	Project Railport Next Generation of Microreactor Power Industry	20 acres + 150K SQFT Building Heavy Industrial Zoned Property Former Railex BLDG - Dodd Site	250 FTE with benefits CapEx \$230M	Site Proposal submitted April 2024 Site Selector performing Due Diligence No current updates or communication.
18	Apr-24	Private	Project Chicken Cold Storage Warehouse Operation	10 acres Heavy Industrial Zoned Property Rail Siding - Near Tri-Cities	10 FTE with benefits CapEx \$30M	Virtual Site Visit Call April 2024 Port & Client trying to identify a site No Current Updates
19	Aug-24	Private	Project OX Industrial Supplies Retailer	4 acres Heavy Industrial Zoned Property Burbank Industrial Park Rail Siding - Near Tri-Cities	4-6 FTE with benefits CapEx \$2M	Site Visit August 2024 Port executed 2YR lease option - 10-24-24
		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 - 2024

Revenues	Jan	Feb	March	April	May	June	July	Aug	Sept	Oct	Nov	Dec	YTD
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	\$ 88,599	\$ 98,146	\$ 84,962	\$ 99,915	\$ 103,517	\$ 89,443	\$ 1,056,346
2024 Revenues	\$ 78,170	\$ 102,574	\$ 66,488	\$ 70,166	\$ 83,603	\$ 82,643	\$ 86,017	\$ 87,729	\$ 87,085	\$ 88,629	\$ -	\$ -	\$ 833,105
<b>Fund Balance on 12/31/23</b>				\$ 4,450,356									
<b>2024 Sales Tax Received</b>				\$ 833,105									
<b>2024 Sales Tax Loan Repayment</b>				\$ -									
<b>2024 YTD Balance</b>				\$ 5,283,461									
<b>2024 Fund Disbursement YTD</b>				\$ -									
<b>Present Fund Balance</b>				\$ 5,283,461									
<b>Less Future Project Commitments</b>				\$ 1,575,000									
<b>Available Fund Balance</b>				\$ 3,708,461									
				Projects 34,40,41,42,44,45 & 46									
				Updated: 11/15/24									

#	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	Yes	2023	Non-EDP
34	December 2020 - Walla Walla County - Historical Courthouse Upgrade Project	\$ 200,000	Grant	No	(1)	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	December 2023 - Walla Walla Community College - Farm to Fork Expansion Project	\$ 200,000	Grant	No		Non-EDP
42	December 2023 - Port of Walla Walla/Walla Walla Regional Airport - Life Flight Hangar Project	\$ 200,000	Grant	No		EDP
43	February 2024 - Walla Walla Public Schools - Multi-Sport Community Complex Project	\$ 200,000	Grant	Yes	2024	Non-EDP
44	February 2024 - Walla Walla County Rural Library District - Touchet Library Construction Project	\$ 200,000	Grant	No		Non-EDP
45	June 2024 - Port of Walla Walla - WGBP Attaila Road Improvements	\$ 400,000	Grant	No		EDP
46	June 2024 - Port of Walla Walla - Avery Business Park Infrastructure Project	\$ 200,000	Grant	No		EDP
47		\$ -				
(1) 2023 - Project 34 was disbursed \$25K of its \$200K Allocation						
<b>Total Fund Allocations to Date</b>		<b>\$ 11,509,035</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



310 A Street  
Walla Walla Regional Airport  
Walla Walla, WA 99362-2269

Phone (509) 525-3100 • FAX (509) 525-3101 • [www.portwallawalla.com](http://www.portwallawalla.com) • [www.wallawallaairport.com](http://www.wallawallaairport.com)

## 2025 MEETING SCHEDULE

### Economic Development Information Meeting

<u>Date</u>	<u>Location</u>	<u>Time</u>
Tuesday, January 28, 2025	Airport Terminal	12:00-1:30 p.m.
Tuesday, March 25, 2025	Airport Terminal	12:00-1:30 p.m.
Tuesday, May 27, 2025	Airport Terminal	12:00-1:30 p.m.
Tuesday, July 22, 2025	Airport Terminal	12:00-1:30 p.m.
Tuesday, September 23, 2025	Airport Terminal	12:00-1:30 p.m.
Tuesday, November 25, 2025	Airport Terminal	12:00-1:30 p.m.