

## **Terminal Development Opportunity – Request for Statement of Interest**

**Submission deadline – 5 p.m. PST Tuesday, January 31, 2017**

[View video and photos on our website](#)

### Project Opportunity Overview

The Port of Vancouver USA is seeking Statements of Interest (SOIs) from firms interested in designing, permitting, constructing and operating a high-volume marine terminal facility within the port's Terminal 5. The port is open to a diverse commodity group that could include dry bulk, liquid bulk, auto and other commodities that will take advantage of this premium rail-served location. Commodities may be import, export or both. Commodities may transit to/from the facility by truck, rail or barge. The terminal may either be a single-entity or common-user facility.



The successful Terminal Operator shall function under a Rail Operating Agreement, a Ground Lease and a Marine Terminal Operating Agreement. These agreements shall contain the various commercial and operational terms and conditions that will guide the relationship between the port, rail operator and the Terminal Operator.

### Port of Vancouver USA Overview



Since 1912, the Port of Vancouver USA has been an economic engine and job creator in Washington state. Located at the hub of the Pacific Northwest on the Columbia-Snake River System, the deep-water port has five marine terminals and 11 berths that handle more than 400 ocean-going vessels and river barges annually, with total cargo volume nearing 7 million metric tons.

The port's nearly complete West Vancouver Freight Access rail project (WVFA) provides unmatched access and velocity into the port and Terminal 5. The new rail lead is now providing a direct connection from the BNSF Railway mainline into the port, removing the need to interchange in a destination yard. Terminal 5 features a loop track that allows unit trains to be handled within the port's internal rail complex. Four 8,500-foot-long loop tracks were specially designed to accommodate multiple unit trains carrying a variety of dry and liquid bulk cargoes.

Upon full completion in early 2018, WVFA will increase the port's annual rail capacity from 55,000 cars to approximately 400,000 cars.

## Port Infrastructure

Interested firms should consider the following port infrastructure when preparing their SOIs.

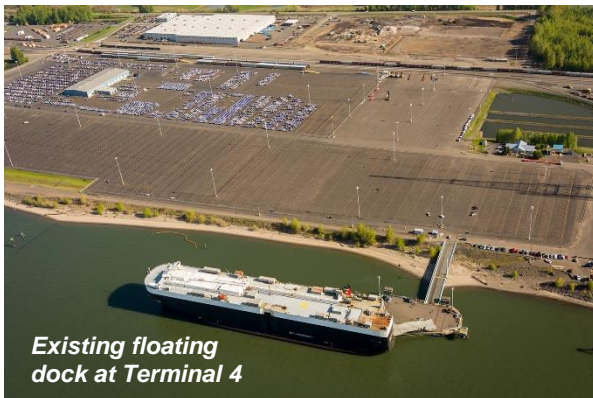
### **Unit Train Cargo Facility**

The site can support an additional 8,500-foot-long unit train rail track and up to two (2) unit train arrival/departure tracks. The Terminal Operator shall design, construct and operate a Unit Train Cargo Facility. The port envisions that the Unit Train Cargo Facility will be capable of successfully discharging/loading a full unit train within a maximum time period of twenty-four (24) hours. However, the final facility design, construction and operating plan is to be determined by the Terminal Operator with the approval of the port and the port's rail operator.

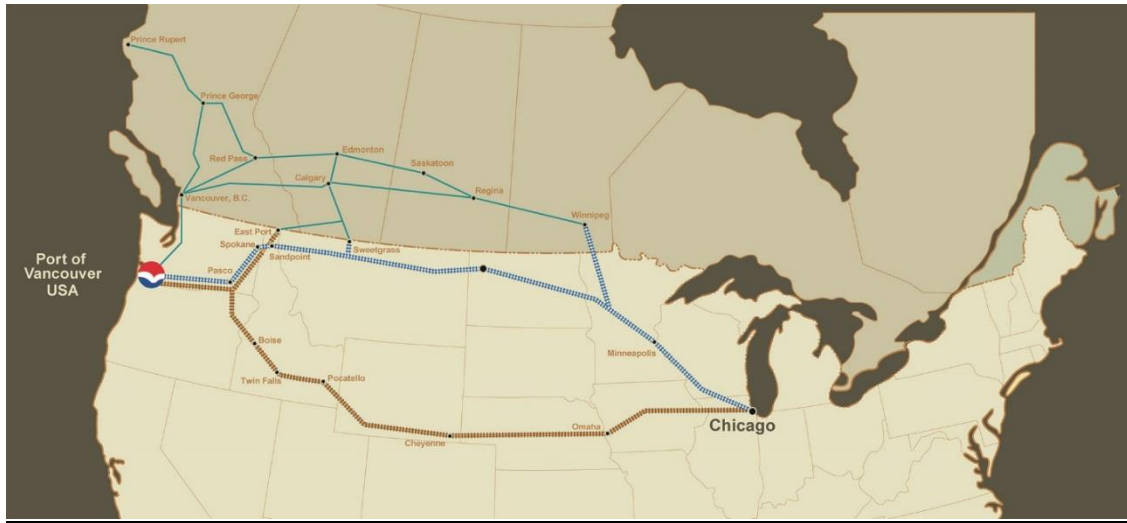
### **Vessel Operating Berths**

The port's priority is the development of a new berth located on the southeastern corner of Terminal 5 but is open to ideas. Firms should outline how they envision handling marine activities at the port. Options include redevelopment of Berth 17 or the creation of a new berth for new bulk commodities at Terminal 5. There is an existing floating dock at Terminal 4 that can be used for automobile operations. The Terminal Operator will propose initial design modifications or development plans for berth use to be included in their SOI.

**BULK OPPORTUNITY** – The port will supply the Terminal Operator with approximately forty (40) acres on the south side of Terminal 5 to support the Product Storage Facility. The Terminal Operator will design, permit, construct and operate the storage facility with the approval of the port.



**AUTO OPPORTUNITY** – The port will provide the Terminal Operator with approximately forty (40) acres on the south side of Terminal 5 to support the Import/Export Auto Handling Facility. The Terminal Operator may utilize the existing floating dock at Berth 10. The Terminal Operator will design, permit, construct and operate the auto facility with the approval of the port. The port is also open to discussing future growth options within Columbia Gateway, which allow for up to 350 acres of expansion on heavy-industrial property adjacent to Terminal 5.



## Conditions and Requirements for Response to Statement of Interest

All submittals shall become the property of the port.

All submittals shall remain confidential until an agreement, if any, resulting from this request, is signed by the authorized representative of the port and the responding firm that has been determined to be most suitable to the port to enter into an agreement. Thereafter, the submittals shall be deemed public records as defined in the Washington state Public Records Act, Chapter 42.56 RCW.

Any information in the submittal that the party desires to claim as proprietary and exempt from disclosure under the provision of Chapter 42.56 RCW must be clearly designated. The page(s) must be identified and the particular exception from disclosure upon which the responding party is making the claim. Each page claimed to be exempt from disclosure must be clearly identified by the word "Confidential" printed on the lower right hand corner of the page.

The port will consider a responding party's request for exemption from disclosure; however, the port will make a decision predicated upon Chapter 42.56 RCW. Marking the entire submittal exempt from disclosure will not be honored. The responding party must be reasonable in designating information as confidential. If any information is marked as proprietary in the submittal, such information will not be made available until the affected responding party has been given an opportunity to seek a court injunction against the requested disclosure.

The port reserves the right to contact a responding party or their listed references for clarification of its submittal during the evaluation process.

The port will not reimburse for any costs involved in the preparation and submission of responses to the SOI or in the preparation for and attendance at subsequent interviews. The port reserves the right to withdraw from this project at any time before a contract is executed.

## Statement of Interest Format

At a minimum, the port requests interested firms address the following topics in their SOI.

- a. Company Introduction:
  - Company organization – public, private, MLP, etc.
  - Environmental stewardship commitment and values
  - Market experience and capabilities
  - Capital resources for project
  - Safety records
  - Examples of public service in current communities
  - References from customers
- b. Market Overview:
  - Industry connections and commodity supply chain design
  - Supply chain support capabilities
  - Customer connections
  - Market expansion and growth opportunities
- c. Logistics Considerations:
  - Rail, barge, truck operating plan, equipment availability strategy and status of discussions with servicing railroads and the port's rail operator
  - Ocean carrier relationships
- d. Community Considerations:
  - How would the prospective Terminal Operator partner with the port in communicating this project with local governments and communities, including Columbia River maritime organizations?
- e. Design Concept:
  - Rail discharge/loading facility
  - Product storage facility
  - Vessel loading facility
  - Infrastructure to connect storage and vessel
  - Timeline for design, permitting and construction
  - How the design could be expanded for additional cargo opportunities
- f. Operating Concept:
  - Project vision for near term (one to three years) and longer term (more than five years)
  - Current strategic relationships that would enhance success of this project
  - How the port could jointly market the new commodities expected through the facility (reserved as a right of the port in any case)
  - Potential for partnering with other port tenants involved in similar operations
  - How the design and operation of the facility will be conducted safely
  - How leading-edge environmental design and operations of the facility will protect the fragile Columbia River ecosystem

- How the facility will be staffed, including anticipated job numbers and labor relationships
- g. Financial Considerations:
  - Initial term sheet for the port's consideration

### Questions

All questions involving this SOI should be addressed in writing via email to:

Port of Vancouver USA  
Attn: Steve Mickelson, Sales Director  
Email: [smickelson@portvanusa.com](mailto:smickelson@portvanusa.com)

Questions will be received and compiled through Nov. 23, 2016. Answers will be prepared and disseminated to all firms at the same time no later than Nov. 30, 2016.

### Submittals

Statements of Interest may be mailed or emailed and must be received by the port **no later than 5:00 pm (PST) on Tuesday, Jan. 31, 2017.**

Responses should be addressed to:

Attention: Steve Mickelson, Sales Director  
Port of Vancouver USA  
3103 NW Lower River Road,  
Vancouver, Washington 98660

Or

Steve Mickelson, Sales Director  
[smickelson@portvanusa.com](mailto:smickelson@portvanusa.com)