



# Port of Vancouver USA

## Request for Statement of Interest West Coast Bulk Facility Operator Opportunity

Submission deadline – 5:00 p.m. PST Friday, March 26, 2021

Please submit all deliverables in electronic format to  
[consultantproposals@portvanusa.com](mailto:consultantproposals@portvanusa.com)



Port of Vancouver USA  
3103 NW Lower River Road  
Vancouver, WA 98660

360-693-3611  
[info@portvanusa.com](mailto:info@portvanusa.com)

## Project Opportunity Overview



The Port of Vancouver USA is seeking Statements of Interest (SOI) from parties interested in operating a high-volume marine export bulk facility at the port's Terminal 2, Berth 7 location. This dry bulk dock is capable of handling a broad range of heavy mineral bulk commodities quickly and efficiently using a telescoping conveyor system. The port is open to a diverse commodity mix that will take advantage of this premium rail-served location.

The successful responder shall function under 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 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 100 miles up the Columbia River from the Pacific Ocean on a 43-foot, deep-draft shipping channel, the Port of Vancouver USA is a premier shipping gateway for the United States and Canada.

Our strategic location at the nexus of two interstate highways and a continent-spanning rail network allows shippers to and from Asia and South America to bypass the facility traffic and road congestion of other West Coast ports to achieve superior transit times with less hassle, cargo damage, and waiting.

The port has five marine terminals and 11 berths that handle more than 400 ocean-going vessels and river barges annually, with total cargo volume over 8 million metric tons.

The port's completed West Vancouver Freight Access rail project (WVFA) provides unmatched access and velocity into the port. A second, newly added rail lead now provides a direct connection from the BNSF Railway mainline into the port, removing the need to interchange in a destination yard. The WVFA increased the port's annual rail capacity from 55,000 to approximately 400,000 rail cars.

## Port Infrastructure

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

### Facility Site

- The dry bulk facility is located within the port's Terminal 2 on a total of 14.26 acres
- The cargo receiving and storage areas account for 11.23 acres

### Rail

- Facility served by four rail support tracks and one working track
  - Length of each support track - in feet - as follows:  
(1) 1,180 (2) 1,314 (3) 1,354  
(4) 1,489
- Prior 10-year annual average rail car count: 5,299
- 10-year high rail car count: 6,716
- Covered rail cargo receiving facility features bottom dump system and backhoe mounted over track to dig out material from open-top rail cars
- From the rail cargo receiving facility, product is then conveyed to one of two storage buildings



## Cargo Storage

- Product distributed to both storage buildings by overhead transfer conveyor system
- Warehouse #1: 55,000 square feet of undercover storage
- Warehouse #2: 72,000 square feet of undercover storage
- Outdoor storage pad: 40,000 square feet
- Both warehouses and the outdoor storage pad have access to load product onto the telescoping shipping conveyor, which has an outboard reach of 60 feet



## Vessel Loading and Berth 7 Specifications

- The Terminal 2 dry bulk facility utilizes Berth 7 for ship berthing and loading activities
- The berth is 800 linear feet and 30 feet high and is dredged to match the Columbia River Shipping Channel depth of 43 feet
- Prior 10-year annual average vessel calls: 36
- 10-year high vessel calls: 42



## Cargo Handling

- The dry bulk facility can handle a unique blend of dry bulk products:
  - In the past 10 years, copper concentrate, bentonite clay, mill scale and tire chips all destined for international export have transited the facility
- Prior 10-year annual average cargo throughput: 469,000 metric tons
- 10-year high cargo throughput: 577,000 metric tons



## Conditions and Requirements for Response to SOI

- The port has transitioned to receiving all proposals electronically, please send all deliverables to [consultantproposals@portvanusa.com](mailto:consultantproposals@portvanusa.com).
- 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.
- The Port of Vancouver assures that no person shall on the grounds of race, color, national origin, or sex, as provided by Title VI of the Civil Rights Act of 1964 and as amended, and the Civil Rights Restoration Act of 1987 (P.I. 100.259) be excluded from participation in, be denied the benefits of, or be otherwise subjected to discrimination under any program or activity receiving Federal financial assistance from the Washington State Department of Transportation. The Port of Vancouver further assures every effort will be made to ensure nondiscrimination in all of its programs and activities, whether those programs or activities are federally funded or not. In the event the Port of Vancouver distributes federal aid funds to another governmental entity or other sub-recipient, the Port of Vancouver will include Title VI language in all written agreements and will monitor for compliance.
- The Port of Vancouver's Office of the Title VI Coordinator is responsible for initiating and monitoring Title VI activities, preparing required reports and other the Port of Vancouver responsibilities as required by 23 CFR 200 and 49 CFR 21.

## Contents of SOI Response

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

### **1. Respondent introduction**

- a. Company name and type of organization (public, private, MLP, etc.)
- b. Brief company overview
- c. Market experience and capabilities
- d. Capital resources for project
- e. Safety records
- f. Environmental stewardship commitment and values
- g. Examples of public service in current communities
- h. References from customers

### **2. Market overview**

- a. Industry connections and commodity supply chain design
- b. Supply chain support capabilities
- c. Customer connections
- d. Market expansion and growth opportunities

### **3. Operational considerations**

- a. Prior experience operating dry bulk facilities
- b. Prior experience with maritime operations at a West Coast port

### **4. Financial considerations**

- a. Potential for investment in facility modernization and cargo throughput expansion
- b. Initial term sheet for the port's consideration

## SOI Schedule

The schedule for this SOI will be as follows:

Release of SOI	Monday, January 25, 2021
Questions due	by 5 p.m. PT on Monday, March 1, 2021
Question responses posted	Monday, March 15, 2021
Responses due	by 5 p.m. PT on Friday, March 26, 2021

## Questions

Submit questions regarding this SOI to Brent Berg at [bberg@portvanusa.com](mailto:bberg@portvanusa.com) by **5:00 pm PST on Monday, March 1, 2021**. Answers to questions will be prepared and disseminated to all firms at the same time no later than **5:00 pm PST on Monday, March 15, 2021**.

## Submission of SOI Response

Submit SOI responses via email to [consultantproposals@portvanusa.com](mailto:consultantproposals@portvanusa.com) **no later than 5:00 pm PST on Friday, March 26, 2021**.

Exhibit I: Submittal Acknowledgement (form)

<b>Authorized Official (Signature)</b>	
<b>Date</b>	
<b>Print Name of Authorized Official</b>	
<b>Title of Authorized Official</b>	
<b>Company Name</b>	
<b>Contact Person</b>	
<b>Address</b>	
<b>City, State, Zip</b>	
<b>Phone Number</b>	
<b>Website</b>	
<b>E-Mail Address</b>	
<b>Federal Tax ID #</b>	