

**South Puget Sound's
Premier Seaport**



**MEET SAM GIBBONEY, NEW PORT OF OLYMPIA
EXECUTIVE DIRECTOR**

Sam Gibboney recently joined the Port of Olympia, bringing years of executive experience in community development, public works and environmental leadership to her new role. Most recently, she served as the Executive Director of the Port of Port Townsend. We recently sat down with Sam to discuss the challenges and opportunities facing the Port and why she is so excited about the future of the Seaport.



with the Commission and our talented and professional staff to increase our volume and productivity.

You have a strong background in building relationships and partnerships with stakeholders and the community. Tell me about that approach to spur economic development.

I tend toward the collaborative side. One of the off-quoted lines is Darwin's survival of the fittest. What Darwin actually described was competing by organizing the

What role do you see for the Seaport in creating economic opportunities here in Thurston County?

The Seaport is an economic engine for the Port and our community. Our studies show the direct and indirect benefits of bringing cargo across our docks. Those effects include the number of jobs that are created and in the taxes that are paid on services. It is important to keep in mind that we are creating family wage jobs that allow our region to grow and prosper. We have a direct impact on jobs here such as our longshore and our tenants. But thanks to a multiplier effect, we create an economic ecosystem. We impact Port and cargo suppliers, but also those ripples go out into the service industry, restaurants, retailers and other businesses. One of the things that I have learned since being here is that often the crew that come into our Port, go out to eat in our restaurants, and spend a lot in our retail shops. That's a huge benefit we provide to our downtown and Thurston County businesses.

I see a big opportunity for the Seaport to be an even more effective economic engine in the future. My goal is to work

cooperating. As we build that economic ecosystem, that web of interconnected services, with partnerships in the community, we can provide not only a better customer service experience, but also deliver on our mission of economic development, environmental stewardship and stewardship of community assets.

The Port of Port Townsend, like the Port of Olympia, is not a container-driven operation. What sectors going forward are you optimistic about for the seaport here?



We are niche market and that provides a great opportunity to deliver a really high level of customized customer service. I saw that recently during a cattle shipment. It's snowing to beat the band, and everyone showed up and worked in

continued on page 2

some unbelievably challenging conditions to make sure we delivered effectively and on time.

Our current business focus is on niche cargoes that require unique handling by an experienced workforce and business team. What we can do is effectively deliver special care and attention to detail, especially with high-valued cargoes. The key to being a great service provider is providing value to the supply chain through collaboration with our fantastic longshore ILWU Local 47 and other partnerships.



And the collaborative effort the Port has with labor, really helps ensure that high level of customer service.

I experienced that during the cattle operation during the February snowstorm. I spent two days on the docks and

saw that level of cooperation and commitment. There was problem solving in the moment. There weren't a lot of lines drawn where someone might say, "that's outside my job description." It was a joint effort, with labor, with the agents, and with our staff to getting the job done right. That level of customer service happens with every shipment here at the Port.

In addition to your commitment to be an economic engine for the region, the Port has also earned a great reputation for its commitment to environmental stewardship. Why is that important?

First of all, it's a reflection of our community's values and our Commission's values. The Commission has made environmental stewardship one of the pillars of our strategic plan. We want to see business and industry grow while incorporating these kind of best management practices and the ethic of stewardship along with it. Do we always have room for improvement? Absolutely. Is this organization going to continue to invest a tremendous amount and act as a real leader in environmental stewardship? Unequivocally.

I think customers also look for that kind of commitment when they think about where they want to do business. They prefer to do business with environmentally-friendly partners. Our seaport is one of few in Washington which is part of Green Marine, a third-party certification requiring us to create baseline performance indicators in multiple facets of our operations. We are on a path to continuous improvement to demonstrate tangible year-over-year improvements in our daily operations.

Going forward, what do you see as some of the challenges facing the seaport?



One of the biggest challenges, and this is facing local jurisdictions across the country, is what is it going to take to repair or sometimes replace infrastructure? We went from a model in the post-World War II era where there was a lot of federal investment made in communities of all size across America. And as a country, we have benefited greatly from that and experienced our greatest economic growth during those decades. As a civil engineer, I do have a bias toward maintaining investments in our infrastructure. But policies and funding

continued on page 3



Neither snow nor rough seas nor government shutdown can stop Port of Olympia cattle shipment

Successfully shipping 1,625 cattle to Vietnam can be a logistical challenge in the best of conditions. But it was all hands-on-deck when Olympia experienced a massive winter snowstorm. And the Port delivered and delivered on time.

According to *Thurston Talk*, there were a number of challenges in coordinating this shipment beginning with the US government shutdown and its impact on USDA inspections. Contributing to challenging timing, the *MV Devon Express* faced rough seas on its transit across this Pacific delaying its arrival. Finally, just as the Devon was pulling into port, the blizzard hit. You can read the full story [here](#).



“It was totally a joint effort, with labor, with the agents, with our staff to working seamlessly together to get the job done right.”

Sam Gibboney, Port of Olympia Executive Director

Check out this cool [video](#) of the operation here from Clayton Agri-Marketing.

PORT OF OLYMPIA MARINE TERMINAL FACILITIES & SERVICES

Click here to learn more.



Click here to view the Port's 140MT Mobile Harbor Crane in action at the Seaport.

Succeed with us Choose Olympia

WEST COAST LIVESTOCK EXPORT EXPERTS

Click here to learn why the Port of Olympia is the West Coast's Livestock export experts.

have shifted dramatically on both the federal and state fronts. And so, we as local governments, are called on now to respond to the question of how we are going to repair, maintain and/or replace these critical assets? I don't believe this is an impossible challenge, but we have to have our eyes wide open and our pencils very sharp.

Local ports are in many ways are at the mercy of global economic or political factors. And that's a huge challenge.

It is a huge challenge for our seaport to operate in a global economy, but it is also a huge opportunity. One of the things we are trying to do at the Port of Olympia is to build resiliency into our organization on many different fronts.



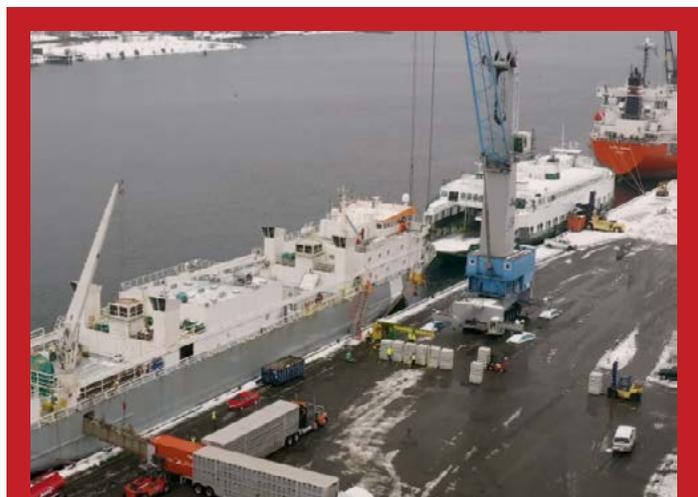
Sam with Len Faucher, Marine Terminal Director, and Kim Kawada, Business Development Coordinator

There are natural ups and downs in business or political cycles. The more diversity we can build into our business model, the more the opportunity is for us to weather those ups and downs.

The Port of Olympia is approaching its 100th anniversary. Sounds like you are optimistic about the future of the Port.

We as humans, we're a trading species. So being connected to the global market it is a huge opportunity here in Olympia. We have to ask: What's going to happen with climate change, the fleets, fuel standards, etc.? But I think that kind of challenge brings incredible opportunities.

On many different fronts, we are going through some radical transformations in our economy. Everything from autonomous vehicles and vessels to fuel systems. And that to me is exciting. To be alive at this moment in time. To respond to the question of how we can use technology and strategy to move goods around in new ways. We have built trade routes since the dawn of civilization. We will continue to do that. But now we're called upon to create economic opportunities in a way that allows us to continue to inhabit the planet. And we at the Port of Olympia look forward to collaborating with our community and stakeholders to respond to that opportunity.



Click here to watch the new Port of Olympia Seaport Marketing Video!

New Ship Calls Highlight First Quarter



MV Devon Express plaque presentation (L to R): Nancy Armstrong, Bill Graham, Marcus "Bill" Andrews, Commissioner E.J. Zita, Sam Gibboney, Captain Paredes, and Len Faucher.



Commissioner Bill McGregor presenting a plaque to MV Enishi Captain Rex Magbanua.

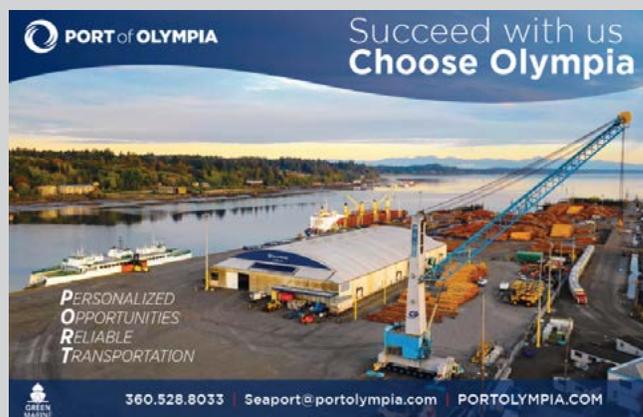
Help set Port of Olympia future priorities

The Port of Olympia requested input for ideas



to help shape our future, and you delivered! We received nearly 10,000 comments and, with help from a community-based Task Force, we have identified ten core goals and 60 potential actions. Now, we need your help to decide what opportunities are the priorities.

Please click [here](#) to take the Community Review Survey and let us know what's most important to you. We'll use your feedback to confirm priorities and shape the implementation timeline. All survey respondents will be automatically entered into a drawing for a \$250 Visa Gift Card.



"Succeed with Us, Choose Olympia" is the theme of the Port's 2019 advertising campaign. The slogan and the "PORT" acronym were developed by Thurston County high school students. The first ad appeared in the American Journal of Transportation.

Succeed with us Choose Olympia

When it comes to special handling needs, the Port of Olympia has the equipment, experience, and know-how to get the job done right.

When you make the move with us, you can expect customized, efficient shipping services that enhance your bottom line.

Owned and operated by the Port of Olympia, our 66-acre terminal is situated on Budd Inlet at the head of Puget Sound. We are centrally located to serve Puget Sound and the Columbia River Basin, providing ready access to local, regional and international markets.

- + A complete cargo facility focused on breakbulk, bulk and ro-ro goods.
- + Rail service provided by Union Pacific and BNSF with an on-dock rail loop. Switching provided by the Olympia and Belmore Railroad.
- + Three modern, deepwater berths.
- + Strong working relationship with the ILWU to efficiently and safely expedite your cargo.
- + Heavy machinery, conveyor system, a heavy-lift mobile harbor crane, and truck scales.
- + A U.S. Customs bonded warehouse.
- + Easy access to Interstate 5.
- + Midway between Vancouver, Canada and Portland, Oregon.

Highway	—
Railroad	- - -
Road miles from:	
Tacoma	30
Seattle	60
Portland	110
Vancouver, B.C. ...	201
Nautical miles from:	
Seattle.....	50
Tacoma	25
Latitude	47° 03' N
Longitude	122° 54' W



IN THE NEWS...

Here are some recent maritime industry news articles we found of interest:



[Red flag raised on Canada's west coast port breakbulk capabilities](#) American Journal of Transportation

[Propulsion](#) Pacific Maritime Magazine

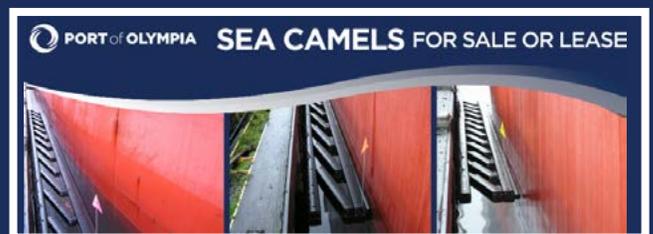
[Nautilus Labs: Microsoft Joins Initiative to Digitize Shipping Industry](#) World Maritime News

[IMO 2020: What Every Shipper Needs To Know](#) JOC.com

[Maritime Cyber Security... Like the Game of Backgammon](#) The Maritime Executive

[Sub M is here, now what?](#) MarineLink

MORE INFO:



Sea camels intended for vessel standoff are available for sale or lease. Each section is 4.5' x 66' and weighs approximately 25,500 lbs. [Click here](#) to learn more.



Three heavy duty, privately marked flat rail cars are now available for short or long-term lease. These 235 ton 60-straight flat deck cars are ideal for handling a wide variety of cargo. [Click here](#) to learn more.

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