INDUSTRIAL PROPERTY FAMILIARIZATION TOUR

City of Kelso

Mint Farm Industrial Park

Port of Longview

City of Woodland

Port of Kalama

Cowlitz Economic Development Council
The City of Woodland, population 5,500, is conveniently located along Interstate 5. It is a great place to live, work and play. There are excellent schools, reasonably priced housing and a nice mix of residential, commercial and industrial businesses. The city has a full service government and small airport. It is located a short drive to two population centers, Longview/Kelso to the north and Vancouver to the south and a 30 minute drive to Portland and the Portland International Airport.

Woodland is also adjacent to great outdoor activities. There is fishing on the Lewis River, hiking in the Gifford Pinchot National Forest and water activities on Lake Merwin and the Swift Reservoir. World class fishing rods are made in Woodland at GLoomis and Lamiglas and Talon.

**TRANSPORTATION BENEFITS**
- Interstate 5 exits 21 & 22 provide easy, direct access
- Mainline BNSF/UP rail access; port property served by a dual-carrier access rail spur adjacent to the North 25 acres at Schurman Way Industrial Park
- Light industrial development and manufacturing focus
- No marine terminals, however, Austin Point property is available for deep draft development

**PORT OF WOODLAND PROPERTY**
- 25 acres zoned light industrial in the Schurman Way Industrial Park
- All services are on site, including broadband
- Located within the City Limits of Woodland - fire, police, water, sewer all serviced by the city
- Less than 1 mile direct access to Interstate 5

“We looked at industrial areas farther South, and we have a much better deal here. This area provides a good labor base and it is close to major urban areas.”

- Bob Kinghorn, President, Stellar J Corporation
Port of Kalama offers all the superior facilities your business needs to thrive, and a quality of life without compare. We offer shovel ready sites, move-in ready industrial buildings, recreational activities, state of the art Marine Terminals and our transportation accessibility is excellent.

**TRANSPORTATION BENEFITS**
- Interstate 5 Exit 32 immediate access
- Mainline BNSF/UP rail access
- North Port Marine Terminal - deep draft on the Columbia River
- Telecommunications: dual access fiber optic service

**PORT OF KALAMA PROPERTY**
- Marine Park - two acres commercial riverfront
- Kalama River Industrial Park
  - Industrial Buildings 10k-33k s.f., move-in ready
  - 12 and 13 acre sites, utilities in place
- North Port 70 acres, heavy industrial with marine terminal access
  - Industrial gases: hydrogen, nitrogen and UHP oxygen
  - Natural gas: 8” main with 2” low pressure to site
  - Water: 12” main with 8” water line to each site
  - Domestic sewer: 4” force main
  - 12.47 KV with 1500 KVA service available to each site
  - 15 million gallons per day water right available for process water

“We operate an import/export business and chose the Port of Kalama because it is so centrally located between Portland and Seattle on the I-5 corridor and it’s an excellent location for our ocean freight needs. I’d tell any business considering a strategic move that Kalama is an excellent place to grow a business. The port staff is extremely helpful and supportive of our needs and the entire community is one of the best kept secrets in SW Washington. We’ll expand our business here and look forward to continued success at the Port of Kalama.”

- Mitch McClannahan, President, Karlington Electric, Inc.
The Port of Kalama is 100% ready for you to move into one of our new industrial buildings or come in and build your own. Our mild climate and sandy soils allow for year-round construction. All sites have immediate access to Interstate 5, major rail lines, and the North Port Marine Terminal, which provides international shipping access via a 600-foot concrete wharf on the deep draft Columbia River.

“The Port of Kalama is in a great location. For us, it’s the diversity of transportation. We work with raw materials and utilize ships, I-5 and rail. Plus, Kalama’s tax incentives have worked for us. And the work force is a huge draw; we have quite a few residents working for us. The Port has been fabulous... great support and great staff.”

- Renee Ramey, Marketing Director, Steelscape, Inc.
109 acres of property
Medium intensity runway lights
Automated Weather Observation System
Hangars available
Kelso Aviation, Fixed Based Operator
Airport open 24/7
Runway: 100’ w x 4,395’ long
Jet A and 100 LL fuel available
Services offered include environmental, economic development, emergency hospital, Lifeflite and aerial imaging
The Port of Longview is the first full-service operating port on the deep-draft Columbia River shipping channel. Just 66 river miles from the Pacific Ocean, 120 driving miles from Seattle and 40 driving miles from Portland, the Port of Longview has you connected to both main-line rail and interstate highway. Cargo handling specialties include bulk cargos and breakbulk commodities such as steel, lumber, logs, pulp, paper, project and heavy-lift cargo.

The fourth largest of 75 ports in the state (by operating revenue), the Port of Longview handled more than 2.1 million metric tons of cargo and celebrated its fourth consecutive record breaking revenue year in 2011. In 2009, the Washington Public Ports Association named the Port of Longview the Port of the Year for its outstanding leadership in community partnerships and economic development.
The Port owns 275 acres of undeveloped property on the Columbia River to accommodate future growth.

Marine Terminals
- Eight marine terminals at Columbia River mile 66
- Bulk, breakbulk and project cargo handling
- Short and long term storage
- On-dock rail for direct loading and discharge
- Heavy-lift cargo-handling equipment
- Foreign Trade Zone
- Customized industrial services

Warehouse Complex
- Approximately 1 million s.f. of covered space
- Utilities
- Available for short and long term lease
- Convenient truck and rail access

Additional Advantages
- Experienced workforce
- Onsite millwright/ fabrication services
- Customized cargo handling solutions
Ross Simmons property
- 250 Industrial Way, Longview, WA  98632
- Electricity, natural gas, water and sewer available
- Zoned Heavy Industrial, HI
- Rail spur on site, Burlington Northern
- Approximately 26 acres in seven lots of varying sizes; smaller parcels possible
- 742 feet of Industrial Way frontage
- 213 feet of 3rd Avenue frontage

Broker
CB  Richard Ellis, 1145 Broadway Plaza, Suite #100,
Tacoma, WA  98402, www.cbre.com/sgseattle

Don Moody, First Vice President
253.596.0045, don.moody@cbre.com
Teresa Patton, Team Leader
253.596.0043, teresa.patton@cbre.com

Mint Farm Industrial Park
- 3700 Industrial Way, Longview, WA  98632
- Zoned Heavy Industrial, HI
- Environmental permits secured
- Expedited building permit process
- Access to rail, water and freeway
- Distance from I-5 to Mint Farm via four-lane SR 432: 2.93 miles / 8 minutes

additional City of Longview properties

Mint Farm Industrial Park
- 178 acres available
  - Large and small parcels available
  - 85 acres of dedicated open space
  - 4.4 million sq. ft. of building yield area available
- Flexible site configuration to suit purchaser requirements
  - High capacity utilities
  - Infrastructure in place

Brother
NAI Norris, Beggs & Simpson, 700 Washington Street, Suite #608, Vancouver, WA  98660,
360.852.9600 main, www.nai-nbs.com

Ron Kawamoto, 360.852.9618,
rkawamoto@nai-nbs.com
Sierk Braam, 360.852.9627, sbraam@nai.nbs.com

Anderson Property
- 80-90 Tennant Way, Longview, WA  98632
- Excellent access to all major roads and destinations
- Minutes to Port of Longview, I-5 North/South, Oregon destinations via Lewis & Clark Bridge (Highway 30)
- Zoned Heavy Industrial, HI
- Vacant industrial land
- 14.23 acres
- Flat; good visibility in all directions

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“The City of Longview made the permitting process very easy and was willing to help in any way possible. It has and continues to support us at every turn. This is the type of partnership we were looking for.”

- Erik Kempf, Former General Manager
  Flexible Foam Products, Inc.
1 TAX BENEFITS  
Washington State does not collect personal or corporate income taxes.

2 SALES & USE TAX EXEMPTION  
Qualifying industries receive exemption of sales and use tax on machinery and equipment used directly in the manufacturing or research operations. Related labor and services for installation are also exempt from the sales and use tax.

3 NEW HIRE TAX CREDITS  
Cowlitz County provides a per-employee credit against the B&O tax for each new employment position created and filled by certain businesses locating in Cowlitz County.

4 HIGH TECH B&O TAX CREDITS  
Businesses that perform research and development in Washington in specified high technology categories and meet the minimum expense requirements are eligible for business and occupation tax credits.

5 FOREIGN TRADE ZONE  
Cowlitz County’s FTZ #120 offers several advantages to companies involved in international trade.

6 WORKFORCE ASSISTANCE  
Cowlitz County offers a variety of customized job training programs for new and expanding businesses. Financial incentives are available, including subsidies for new hire wages and training.

7 LOCATION & PERMIT ASSISTANCE  
Work closely with our experienced economic development team in selecting the perfect location and expediting the construction process.

For more information: 
Ted Sprague  
Cowlitz Economic Development Council  
sprague@cowlitzedc.com  
360.423.9921