



MERCHANTS EXCHANGE

SERVING THE COLUMBIA RIVER
MARITIME COMMUNITY SINCE 1879

2020 ANNUAL
REPORT

Message from the Executive Director



On behalf of the staff and our Board of Directors, I am pleased to present the 2020 Merchants Exchange Annual Report. This report provides us with the opportunity to recognize our members, client associations, Board of Directors, and the projects and endeavors of the Merchants Exchange staff. The Annual Report allows us to showcase our services and our Five-Year Strategic Plan Action Initiatives, along with our Financial Statement for the year ending December 2020.

Looking back on 2020, it's difficult to pick a single thing to focus on—after all, this past year was one for the history books. We will define it as a year of global health crisis, loss and colossal shifts in how we interact with the world, wildfires, and an expanded vocabulary. But perseverance will also be a defining trait of 2020. We all watched as toilet paper and hand sanitizer and masks became prized commodities that dominated the news cycle, but we also saw the importance of supply chains and transportation logistics as maritime essential workers became a more visible part of the national conversation.

Workplaces, including our own, shifted to hybrid forms of remote work as we were all forced to adapt to a 'new normal'. And yet, it was "business as usual" for the maritime sector with ship arrivals and departures, cargo loaded and off-loaded, regulatory compliance obligations, and much more, albeit with COVID safety protocols. We are indeed essential to the global economy and we showed ourselves to be adaptable and determined to keep commerce moving.

2020 was the year where many things changed, but the Exchange's commitment to 24/7/365 service to the maritime community of the Lower Columbia Region remained the same.

Service is the core of our work here at the Merchants Exchange. Despite the challenges and adaptations required as we moved through the year under the shadow of COVID-19, I am personally very proud of what we accomplished. The staff did an amazing job. We are especially thankful for the continued support and commitment of our members and Board of Directors as we celebrate 140 years of service to the Columbia River maritime community. Some of our highlights included:

- ✓ We activated our Business Continuity Disaster Recovery Plan to manager our worksite, services, and above all else, promote staff and community safety.
- ✓ We remained open 24/7/365 with no interruptions in service to support our members and stakeholders with custom reports and statistics—providing historical data and tracking current trends in both vessel traffic and cargo.
- ✓ We launched our 2020-2024 Five-Year Strategic Plan and made considerable progress—see our updates on page 8 for more details.
- ✓ We shifted our Shipping Education Series to a virtual platform and launched the Maritime Virtual Roundtable speaker series allowing us to continue to provide our community with opportunities to learn from industry experts, network with colleagues, and gain a deeper understanding of the nuances and roles of the shipping industry, vessel movements, and cargoes...all socially distanced!
- ✓ We updated the software in our Marine Operations Services Department to better manage call volume and continue to provide the excellent service that our industry expects: 24 hours a day, 7 days a week. When you need us, we're here for you!

As we close out this historic year, we want to say thank you to our members, our industry stakeholders and partners, and each person who makes up this maritime community. The Merchants Exchange is proud to have served you for the last 140 years and we look forward to the next 140!

Happy New Year from all of us!

A handwritten signature in blue ink that reads "Liz Wainwright".

Liz Wainwright
Executive Director

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History of Service

In 1879, Boss Shenck's Saloon on the Portland waterfront was an early gathering place for the maritime trade. News of ship arrivals was posted by patrons, and the establishment became the birthplace of the Merchants Exchange.

Since that time, the Merchants Exchange has grown and expanded in order to keep pace with the ever-changing maritime trade needs and advancing technology.

Operating 24 hours a day, seven days a week, the Merchants Exchange is an integral part of the maritime industry, providing the Lower Columbia and Willamette Rivers' maritime community with valuable information and services. As the leading provider of maritime vessel tracking and intelligence, cargo and vessel statistics, and communication and answering services, we ensure our members stay in the know.

Today, members of the Merchants Exchange include, but are not limited to: vessel agents and operators; admiralty attorneys; customs brokers; tug and barge companies; grain

export facilities, freight forwarders; stevedores; ship repair services, and port authorities.

Additionally, Merchants Exchange provides extensive association management services. Through our association management, we have brought together a diverse group of organizations, and has promoted and enhanced the common business interest of the maritime community.

The Merchants Exchange continues to seek opportunities to serve its members and the maritime community as needs and government regulations change.



Staff Contacts



STAFF NAME	PHONE	E-MAIL
Aaron Garber-Paul	(503) 220-2092	garberpaul@pdxmex.com
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Chann Noun	(503) 220-2041	noun@pdxmex.com
Chris Wilson	(503) 228-4361	wilson@pdxmex.com
Curtis Cannizzaro	(503) 220-2087	cannizzaro@pdxmex.com
Dayle Brinton	(503) 228-4361	brinton@pdxmex.com
Ellen Wax	(503) 220-2064	ellen.wax@workingwaterfrontportland.org
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Shawn Kubitza	(503) 228-4361	kubitza@pdxmex.com
Thomas Semrau	(503) 220-4361	semrau@pdxmex.com

Exchange Organization

EXECUTIVE DIRECTOR

Liz Wainwright

ADMINISTRATIVE SERVICES

Executive Administrator: Bekah Canfield

MARINE OPERATIONS SERVICES

Marine Operations Supervisor: John Cordasco
Marine Operations Specialists:
Dayle Brinton, Jessica Bates, Shauna Dallas,
Shawn Kubitz, Rindy Primeau, Thomas Semrau

ACCOUNTING DEPARTMENT

Controller: Chann Noun
Accounting Specialist & Grants Admin: Jennifer Tran

MARKETING AND MEMBERSHIP SERVICES

Marketing & Membership Manager: Mary Wiley

DATA & INFORMATION SERVICES

Comm. & Computer Systems Manager: Jonathan Nichol

ASSOCIATION MANAGEMENT

CLEAN RIVERS COOPERATIVE

General Manager; Curtis Cannizzaro
Operations Manager: Carl Boelter
Equipment Maintenance Supervisor: Chris Wilson
Administrative Coordinator: Mason Sullivan

COLUMBIA RIVER CUSTOM BROKERS & FORWARDERS ASSOCIATION

Association Administrator: Margerie Vis

COLUMBIA RIVER SHIPPERS ASSOCIATION

Independent Administrator: Liz Wainwright

COLUMBIA RIVER STEAMSHIP OPERATORS ASSOCIATION

Association Accounting Administrator: Chann Noun

LOWER COLUMBIA REGION HARBOR SAFETY COMMITTEE

Association Administrator: Bekah Canfield

MARITIME COMMERCE CLUB. COLUMBIA RIVER

Association Director: Margerie Vis
Association Administrator: Aaron Garber-Paul

MERCHANTS EXCHANGE SCHOLARSHIP FUND

Association Director: Margerie Vis
Association Administrator: Aaron Garber-Paul

MARITIME FIRE & SAFETY ASSOCIATION

Executive Director: Liz Wainwright
General Manager: Holly Robinson
Program Manager: Curtis Cannizzaro
Administrative Coordinator: Mason Sullivan

WORKING WATERFRONT COALITION

Executive Director: Ellen Wax
Association Administrator: Aaron Garber-Paul

ROLE OF THE BOARD



The principal role of a Board member is stewardship. The directors of the Merchants Exchange are ultimately responsible for the management of the affairs of the Merchants Exchange. This requires active participation. The Board must ensure that the organization is operated for a not-for-profit purpose; it may not be operated for private benefit. Proper stewardship requires that the organization’s assets be held “in trust” to be applied to its mission.

One of the most important functions of the Board of Directors is keeping the resources and efforts focused on the mission. This requires the Board to have an adequate understanding of Merchants Exchange programs, staff and resources available to achieve the organization’s goals. As a starting point, every Board member should be familiar with the organization’s Articles of Incorporation, Bylaws, Role of the Board Policy, and Administrative Authority of the Executive Director.

The Board fulfills its role of stewardship through Board of Director meetings and participation in Board Committees. Committees include:

- CUSTOMS OF THE PORT
- EXECUTIVE & MANAGEMENT
- FINANCE & BUDGET
- GRAIN
- NOMINATING
- TECHNICAL & BUSINESS DEVELOPMENT

The Board is not expected to manage the day-to-day activities of the Merchants Exchange - that is the responsibility of the Executive Director. It is the Board’s responsibility to hire the Executive Director and to oversee that person’s work to see that the organization is fulfilling its mission. The Board annually reviews and assesses the Executive Director’s performance.

A related function of the Board is to set the compensation of the Executive Director. The compensation should be reasonable for the services rendered and compare favorably to similarly situated executives.

The Board oversees the effective use of the resources of the organization. Policies should be adopted and large transactions approved to ensure that the organization’s assets are not misapplied or wasted. The Board should ensure that the assets are invested prudently, avoiding high risk investments and employing some diversification of investments.

The Merchants Exchange engages in five-year strategic planning process to guide the board of directors and staff as they continue to improve processes and member services.

2020 Board of Directors

PRESIDENT

Carl Bertapelle (23)
Talon Marine Services

Alex Scott (23)
Anchorage Launch Services Co.

VICE PRESIDENT

Todd Krout (23)
Port of Vancouver USA

Eric Kastner (22)
Cascade Marine Agencies Ltd.

TREASURER

Roger Hsieh (21)
BNSF Railway Company

Geoff Doerfler (21)
Tidewater Transportation & Terminals

Matt Huffman (21)
TEMCO, LLC

SECRETARY

Chris Cummins (21)
General Steamship Corporation

Ryan Statz (22)
Columbia Grain Inc.

William Monroe (22)
Jones Stevedoring, Co.

LEGAL COUNSEL

Tyson Calvert
Lindsay Hart LLP

Jerry Henderson (*ex officio*)
President, Clean Rivers Cooperative
Chevron

Mat Cusma (*ex officio*)
President, Maritime Fire & Safety Association
Schnitzer Steel Industries, Inc

Capt. Jeremy Neilsen (*ex officio*)
Columbia River Pilots

BOARD MEMBERS ELECTED AT THE 2020 ANNUAL MEETING:

PORT: Todd Krout, Port of Vancouver (23)
AGENT: Carl Bertapelle, Talon Marine Services (23)
OTHER: Alex Scott, Anchorage Launch Services Co. (23)
Nominated to finish the unexpired term 2020-2022:
AGENT: Eric Kastner, Cascade Marine Agencies Ltd.

Term expires (listed in parenthesis) in February of the given year.

Progress Report

2020 Year-End Highlights and 2021 Goals

The Strategic Planning Staff Workgroup identified 2020 as a “Research and Development” year as we sought to implement our 2020-2024 Strategic Plan. During the COVID-19 event, team leaders for each action item identified 30-day, 60-day and 90-day goals that further advanced or accelerated Strategic Plan Action Items.

2020 -2024 FIVE-YEAR STRATEGIC PLAN

On September 18, 2019 the Merchants Exchange held a Strategic Planning Workshop. Through a collaborative workshop process with stakeholders, members, Board Members and staff, we identified our strategic direction for the next five-year cycle. The 2020 -2024 Strategic Plan builds and expands upon on the successes of the prior plan. Our Action Initiatives for 2020-2024 are:

- Member and Stakeholder Needs
- Maritime Education Program
- Succession Planning and Career Development
- Finance
- Marketing



MEMBER NEEDS

Highlights:

- Updated the Business Continuity Disaster Recovery Plan (BCDRP) to incorporate lessons learned from the COVID-19 activation and response. The end goal was to make this document more user-friendly and make critical updates.
- Began identifying the scope of work required to update the VITALS (vessel database) program to

provide enhanced notifications, custom reporting and mobile apps.

- Due to the rise in virtual events we worked to identify platform options, budget for subscription and purchase needed equipment.

Goals:

- BCDRP – Finalize the update and issue plan to staff and train them on its use.
- Improved interaction regarding vessel intelligence.
- Virtual event platform – Finalize decision on platform to best meet Exchange service needs.

EDUCATION

Highlights:

- Successfully adapted the **Shipping Education Series** to an online webinar format spanning four weeks in two-hour increments; classes were well attended, and student fees fully covered the cost of the webinar platform.
- Developed a new educational program featuring the Incident Command System (ICS). This **ICS Lite program** summarizes the history and basic components and roles of ICS, and provides examples of its use in the maritime industry. The first event had 22 registrants and was well received.
- To engage our members during the COVID-19 crisis, developed **Maritime Industry Roundtable program** featuring industry leaders sharing their perspective of current events, and COVID-19 best practices. Roundtables were well attended by both members and non-members.

Goals:

- Continue to develop and expand the **Industry Roundtable** program.
- Continue online webinar series for **Shipping 101, 201 and 202**.
- Continue online webinar for **ICS Lite** with a bi-yearly event.
- Develop a **Lunch and Learn** program concept for launch in 2022.

SUCCESSION PLANNING

Highlights:

- Developed a plan to fill potential gaps in critical positions. This project is currently focused on the roles of: Controller, Information Technology, Marine Operations Manager, Administration and Association Services.
- Onboarded Administrative Specialist in early July, in addition to other recruitment designed to fill gaps.

Goals:

- Continue Succession Plan and gap analysis of senior positions, with a goal of completing the Controller position in 2021.
- Draft an Associations Unplanned Executive Exit Plan for the Executive Director.
- Document internal onboarding and HR processes.
- Continue cross-training documentation for key positions.

FINANCE

Highlights:

- Tracked and managed COVID-19 expenses and developed a budgeting forecasting tool to be used by the Strategic Planning team.
- Updated and expanded the MISNA Services Audit document created during the 2014-2019 Strategic Planning Cycle. This document allows the Exchange to analyze revenue streams from other marine exchange organizations and evaluate any adjustments that could be made to ours.

Goals:

- Schedule Marine Exchange of Alaska training using virtual platform to allow additional training in AIS to better serve Exchange members/stakeholders. (Originally scheduled as an in-person training)
- Assist Strategic Planning Team Leaders with budgeting and project forecasting.

MARKETING

Highlights:

- Significant improvement of social media presence: 451 total online followers engaged in 186 posts and
- 76,876 impressions (views) from January to December of 2020. Our email campaigns included 78 notices and 262 Daily News bulletins reaching 1,055 contacts.
- The new (April 2019) pdxmex.com website has shown substantial increase in visitors by 38% and page views by 10%.
- Website improvements in 2020 included a Member Directory with member profiles and contact information. Expanded resources to include COVID-19 resource page with relevant local community and maritime information. In addition, we posted maritime career opportunities as requested by members and provided sources for career advancements. Finally, we expanded fund-raising opportunities for the Scholarship Fund with a donation page and online raffle. All of which increased the website traffic and improved our online presence.

Goals:

- Implement and expand the Friends of the Exchange program to expand our presence in the maritime community and provide our members with increased benefits through partnerships with companies that become Friends of the Exchange.
- Create a business development plan for Association Management and define strategies to attract and gain new association management business.

IN CONCLUSION

Thank You - We would like to thank all our members, committees, board of directors (past & all) and the Merchants Exchange staff for all of the time and work that has gone into the successful accomplishment of these action plans!

2020 Membership

ACGI Shipping Company
Alexander Gow
Anchorage Launch Service Co.
Blue Water Shipping
Columbia River Steamship Operators' Association
Cascade Marine Agencies Ltd.
Columbia Export Terminal
Columbia Grain
Columbia River Bar Pilots
Columbia River Launch Service
Columbia River Pilots
Crowley Maritime Corporation
CVT Tanker Brokers & Associates
Degesch America
Durham & Bates Agencies
EGT
Executive Security Service
Foss Maritime Company
Fred Devine Diving & Salvage
Fujitrans USA
General Steamship Agencies
Geo. S. Bush & Company
Great Western Malting
Haglund, Kelley LLP
Inchcape Shipping Services
International Registries, Inc
Interport PNW
Jones Stevedoring Company
Kalama Export Company
Kinder Morgan Bulk Terminals
Kinder Morgan Energy
Kirby Offshore Marine
K-Line America
Lindsay Hart LLP
McCall Chemical
McDonald - Pelz Commodities
Mid Columbia Producers
Millennium Bulk Terminals
Monarch Inspection Services
National Cargo Bureau
North American Shipping Agencies
Norton Lilly International
Olympic Tug & Barge / Centerline Logistics
Oregon Dept. of Environmental Quality
Overseas Merchandising
Pacific International Maritime Medical Services
Pacific Maritime Association
Pacific Ship Supply
Port of Astoria
Port of Kalama
Port of Longview
Port of Portland
Port of Vancouver USA
Portland Lines Bureau
Reuters Limited
San Pedro Harbor Ship Supply
Sause Bros. Ocean Towing
Schwabe, Williamson & Wyatt
Seaport Marine Surveys
Shaver Transportation Company
Ship to Shore Water Taxi
Southport Agencies
T. Parker Host
Talon Marine Services
Temco LLC
Terra Hydr
Tesoro Maritime Company
Tidal Transport & Trading USA
Tidewater Barge Lines
Toyota Tsusho America
TradeWest Brokerage Company
Transmarine Navigation
Trans-Tec
Transversal International
United States Customs Service
United Grain
Vanport Marine
Vigor Industrial
Washington Department of Ecology
West Coast Marine Cleaning
Western Bulk Chartering
Wilhelmsen Ship Service

Marine Operations Services

Our Marine Operations Services Department is staffed at all times with fully-trained and knowledgeable personnel. We are available 24 hours a day, 365 days a year to answer questions, provide updates, arrange for services, assist our members with their jobs, and help visiting vessels have a trouble-free arrival and stay in port.

Our staff is there for you . . . all day, every day.

VESSEL TRACKING

- 24/7 ship movement information
- Real Time tracking of vessel movement between Astoria, and Portland/Vancouver USA
- 96-hour advance notification of ship arrival and departures

VESSEL REPORTING

- Data capture, database maintenance and archiving
- Access to all vessel information
- Set up call jobs
- Calling with leave-up and river times
- Knowing who to call for movements
- Maintaining weekend duty lists

REGULATORY COMPLIANCE

- Submit electronic filing of required documents for regional, state and federal agencies
- Interact with government agencies to implement efficient procedures and processes
- Monitor government regulations and initiatives from an operational perspective

COMMUNICATIONS

- Act as liaison, information hub
- Answering vessel related questions from vendors, suppliers, crew etc.
- Relay information to/from vessel
- Maintain VHF radio coverage for Lower Columbia River
- Access to radio patches
- Potential problem notification

REAL-TIME REPORTS

- Vessel Activity Report
- Ships by Location
- 4-Day Lightship Report

ANSWERING SERVICE

- Local to worldwide connectivity
- Maintain weekend duty lists for industry



Member Services

The Exchange tracks, records and reports on every vessel that enters the Lower Columbia River. As the leading provider of information related to the intermodal transportation system, we maintain over 100 years of historical data from which we can develop real-time and historical custom reports.

Over 100 years of service & historical data

REPORTS

Monthly vessel and cargo statistics

- Cargo and Vessel Summary Report
- Columbia River Cargo Statistics Report
- Columbia River Grain Statistics Report
- Custom Report available upon request



DAILY NEWS BULLETIN

The Daily News Bulletin is a convenient daily round-up of news relevant to the Columbia and Willamette River Shipping Industry. The Daily is distributed via e-mail each weekday morning. This service is free for our members and our friends!

THE EXCHANGE

The Exchange is a bi-monthly newsletter featuring Pacific Northwest maritime industry relevant articles and reviews from regional associations and Columbia River Port Authorities. The Exchange is a magazine styled newsletter distributed electronically and free to our members and friends.



OTHER PUBLICATIONS

- Daily Grain Bulletin
- Merchants Exchange Grain Trading Rules
- Customs of the Port

GRANT MANAGEMENT SERVICES

Through our Grant Management services, the Merchants Exchange provides industry members the opportunity to reduce the administrative responsibilities associated with being the steward of federal funds.



The Merchants Exchange has direct experience managing Port Security Grant Program (PSGP) through FEMA and Department of Transportation grants. These Federal grant administrative requirements and regulations can be uniformly applied to most all Federal and State grant programs, allowing us to use our expertise in additional funding opportunities such as Assistance to Firefighter Grants (AFG), Staffing for Adequate Fire and Emergency Response Grants (SAFER), and Fire Prevention and Safety Grants (FP&S) programs.

GRANT ADMINISTRATION SERVICES:

Staff has taken experience and training from administering the PSGP grants and offered services to our members to support their grant application and award administration needs. PSGP funds focus on supporting increased port-wide maritime security risk management; enhancing maritime domain awareness; supporting maritime security training and exercises; and maintaining or reestablishing maritime security mitigation protocols that support port recovery and resiliency capabilities while addressing the security needs of the port area.



In 2020, the Exchange was able to assist in the administration of three PSGP grants, with no interruption of duties due to the COVID-19 pandemic.

*Sign Up! &
Stay Informed*



We share the latest news & information with you daily or bi-monthly; your choice. The Daily News Bulletin & The Exchange Newsletter are FREE to all members. Go to our website to learn more: www.pdxmex.com/services/reports

In 2015, in response to the maritime community's desire to enhance understanding of the Columbia River Marine Transportation System, we developed an education program. Our goals are to provide quality informational content to explain maritime and transportation industry resources and build a stronger community awareness.

Shared knowledge and education strengthen our industry

SHIPPING EDUCATION SERIES

We were excited to see our commitment to providing industry education continue from 2020 to 2021.

Shipping 101: The Business of Shipping

We provide an overview of the business of shipping on the Columbia River. The class explores the history of the River, the infrastructure, ports and terminals, and the economic impact of the imports and exports to this region. Furthermore, we review the types of vessels that travel the River and introduce the maritime industry parties and their essential roles to shipping.

Shipping 201: The Movement of a Ship

We look at the business of shipping from the perspective of the ship, exploring the requirements and regulation of a ship and the important roles agents, pilots, regulatory agencies, insurance and laws play in enabling a ship to move from port to port.

Shipping 202: The Movement of Cargo

We look at the business of shipping from the perspective of the cargo. We detail the types of cargo, labor demands, and various forms of transportation from rail, barge, to pipeline. Additionally, we present the needs of supply chain, logistics, and regulatory compliance as it effects the economy of the Columbia River.

MARK YOUR CALENDARS:

Shipping 101: The Business of Shipping
September/October 2021

Shipping 201: The Movement of a Ship
February 2021

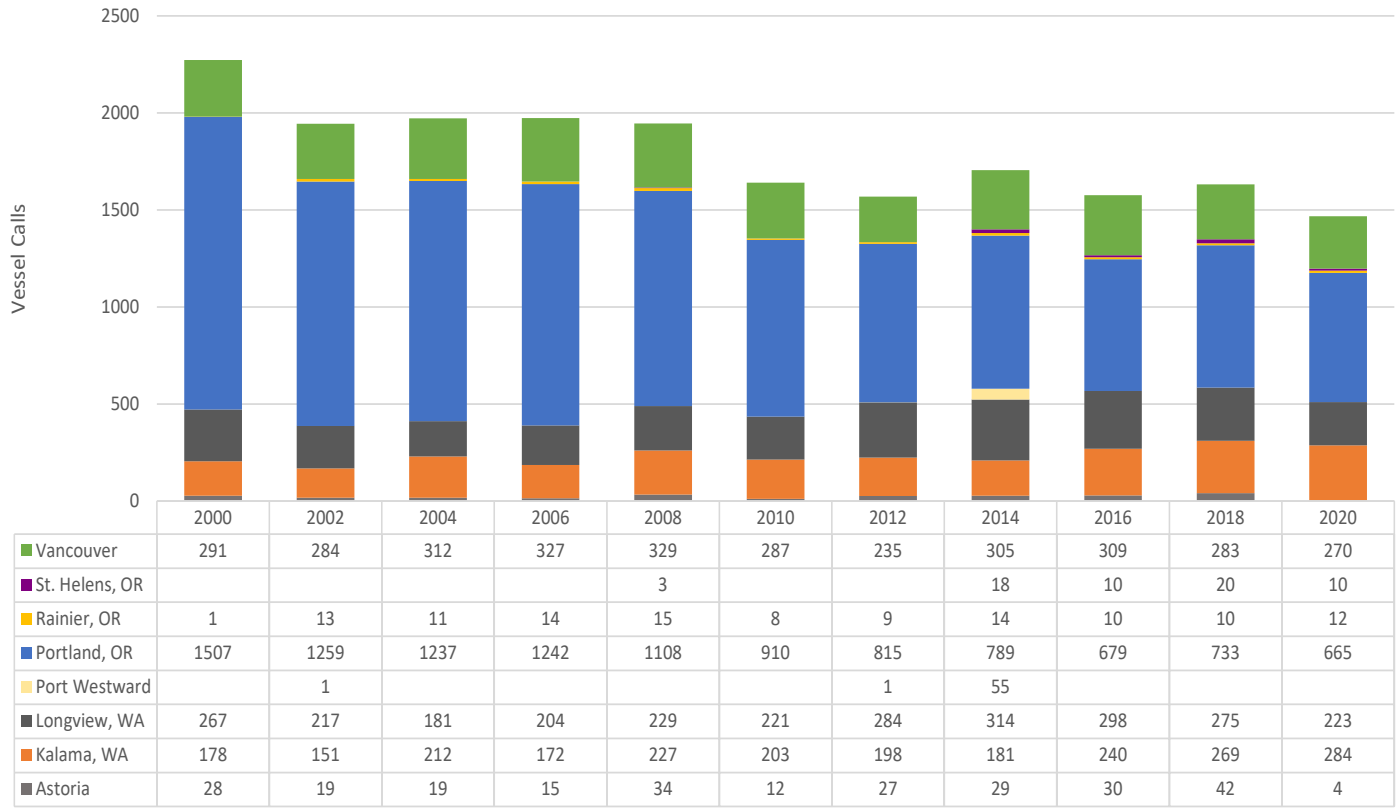
Shipping 202: The Movement of Cargo
April 2021

Online Webinars

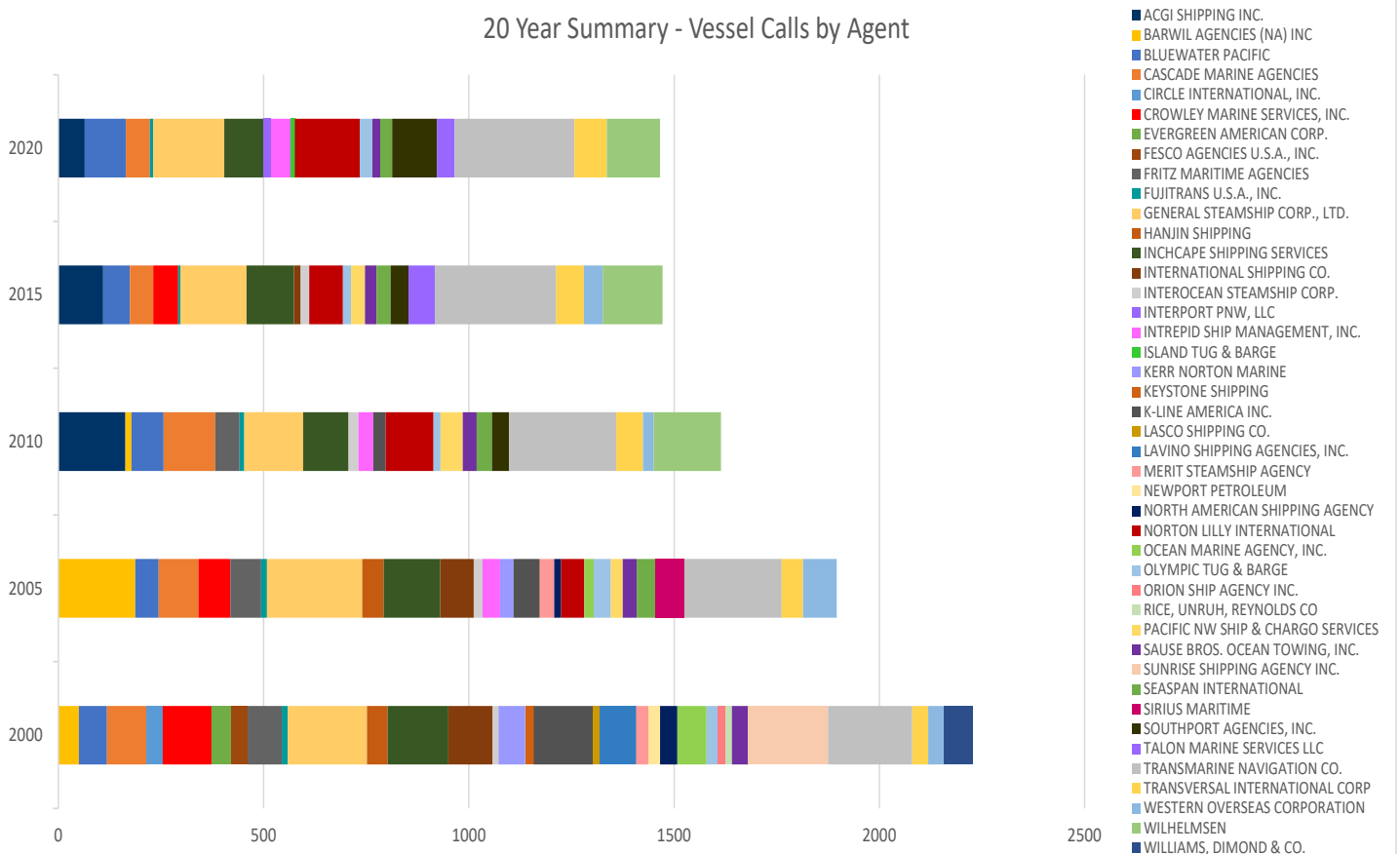


Year-End Statistics

20 Year Summary - Vessel Calls by Port



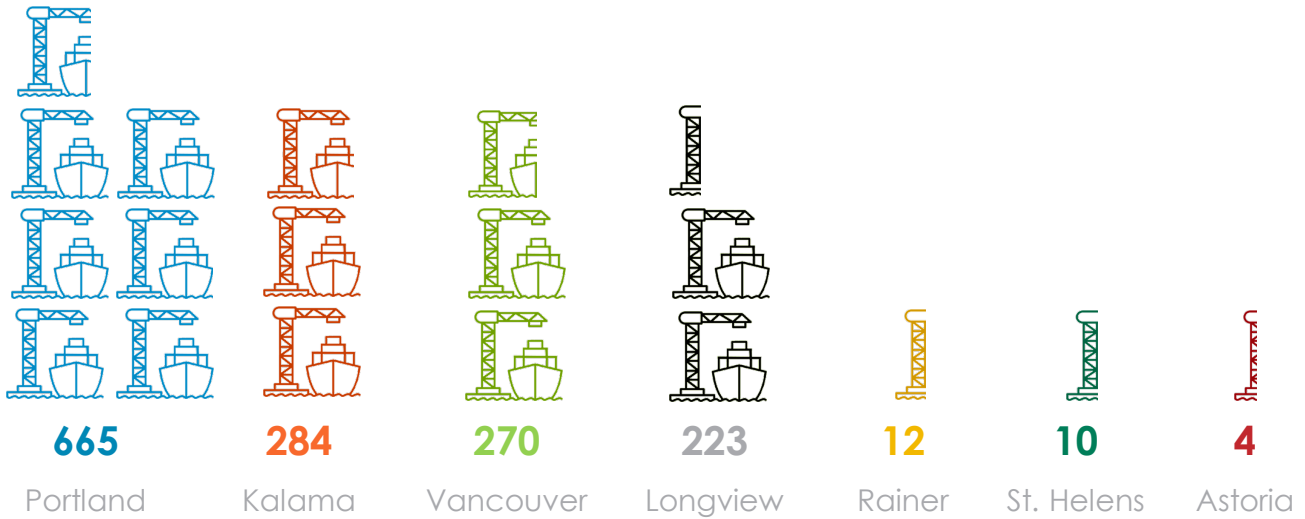
20 Year Summary - Vessel Calls by Agent



Year-End Statistics

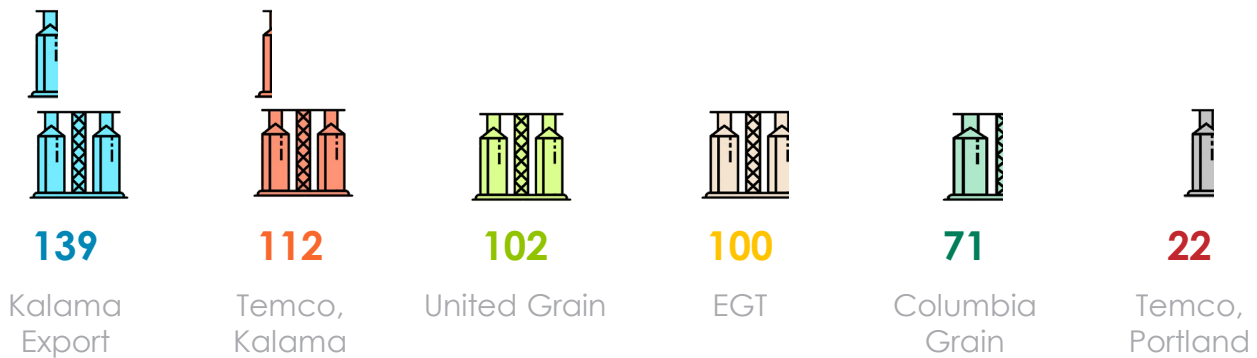
2020 Vessel Calls by Port

icon represents 100+/- calls



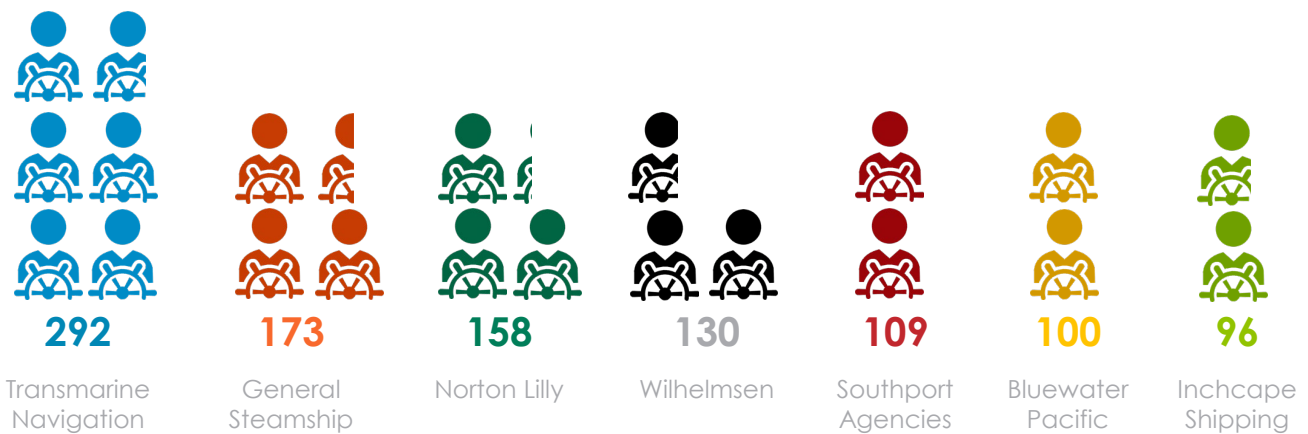
2020 Vessel Calls by Terminal

not showing all terminals, icon represents 100+/- calls



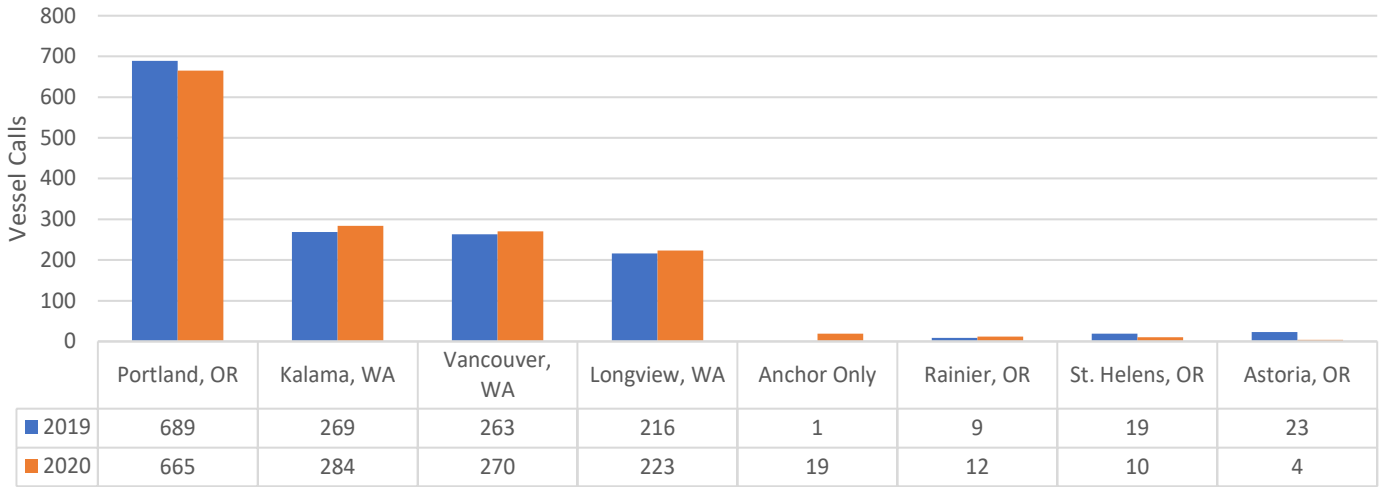
2020 Vessel Calls by Agent

not showing all agents, icon represents 50+/- calls

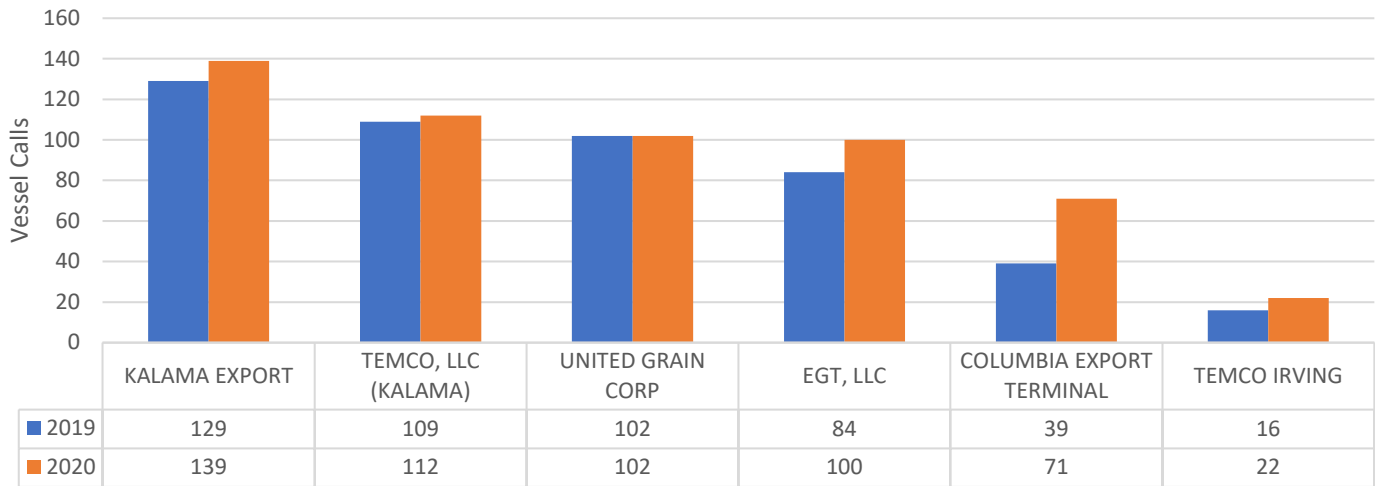


Year-End Statistics

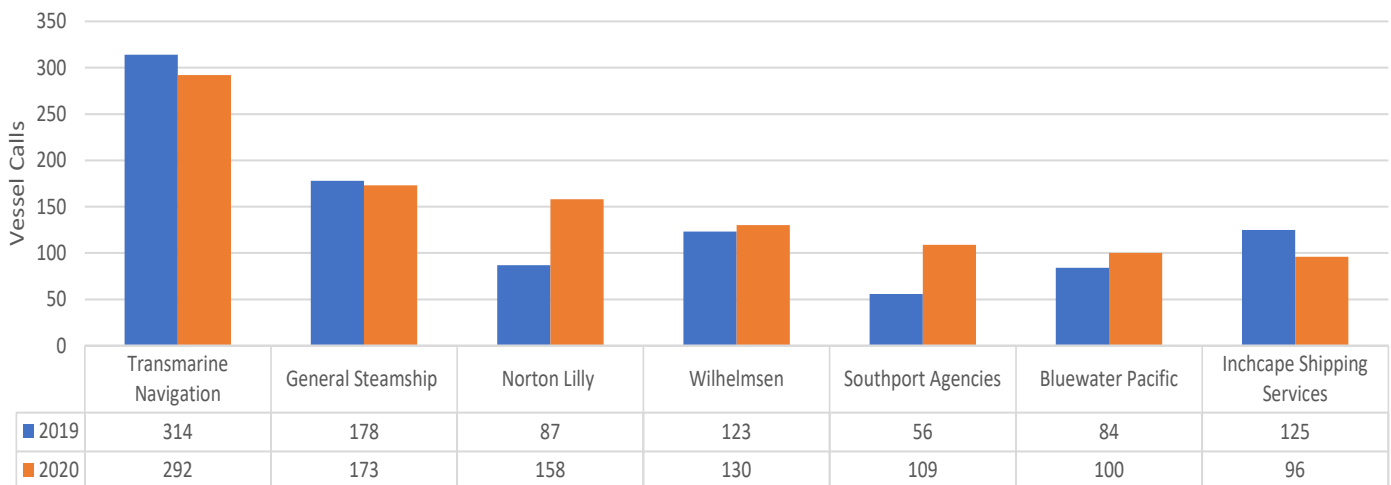
2020 Vessel Calls by Port



2020 Vessel Calls by Terminal

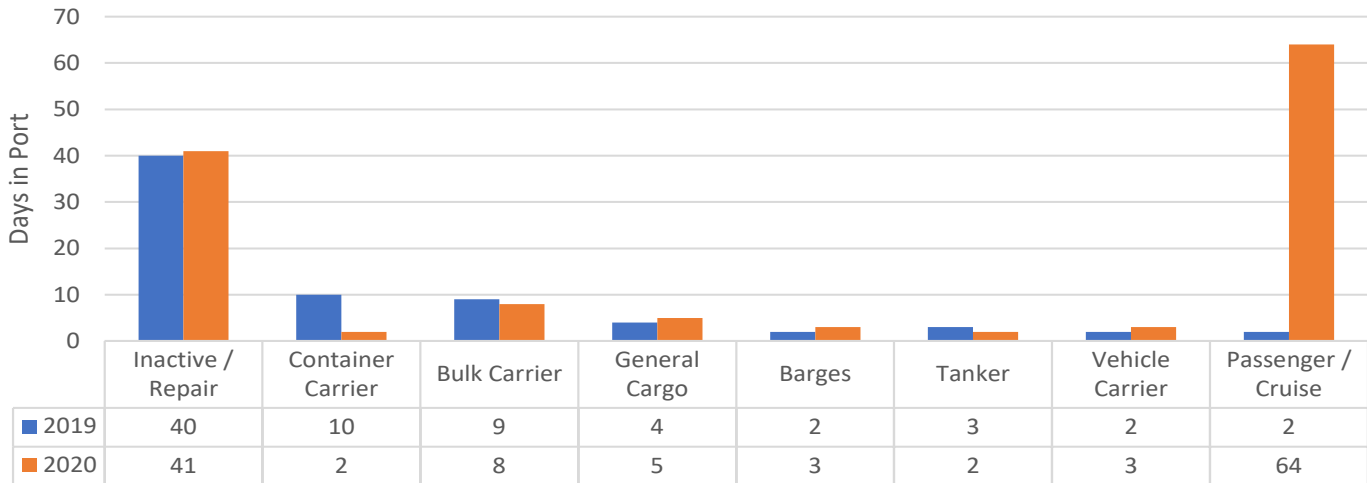


2020 Vessel Calls by Agent

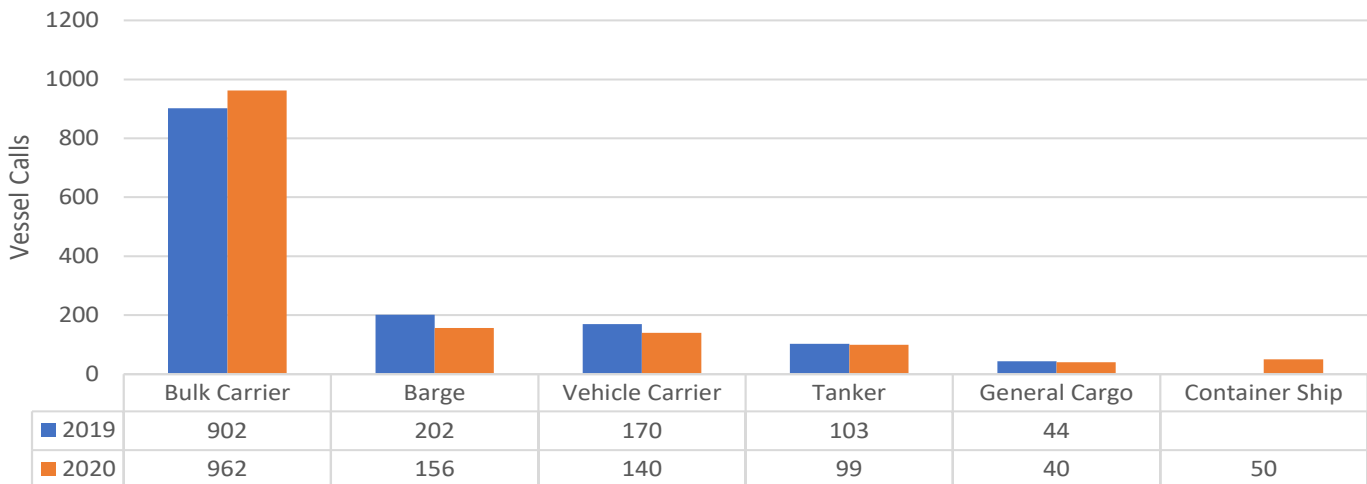


Year-End Statistics

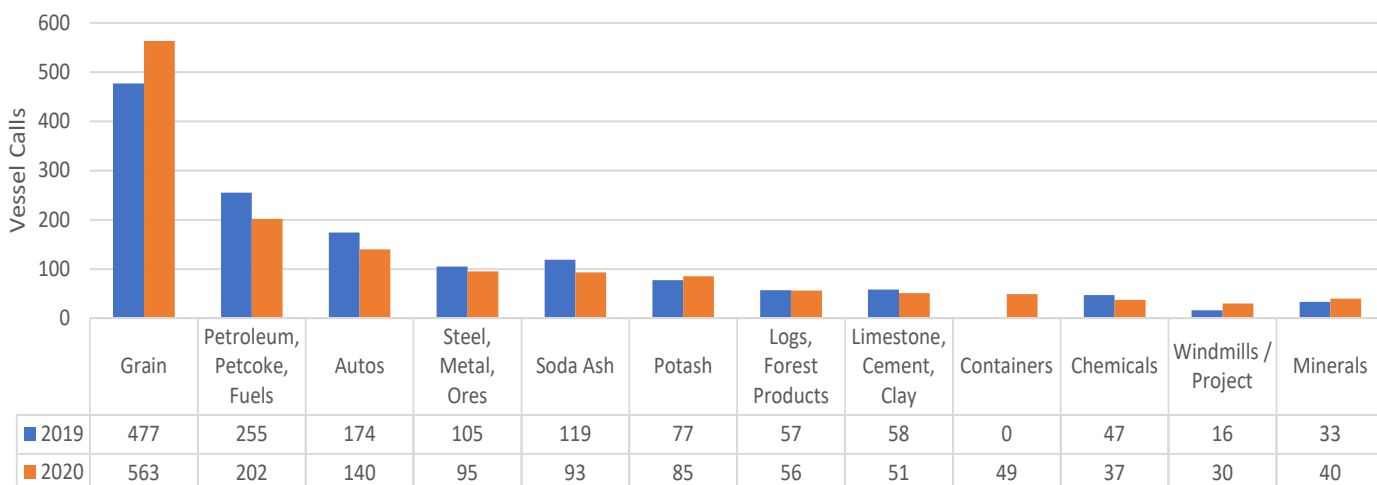
Average Stay in Port



Vessel Calls by Ship Type

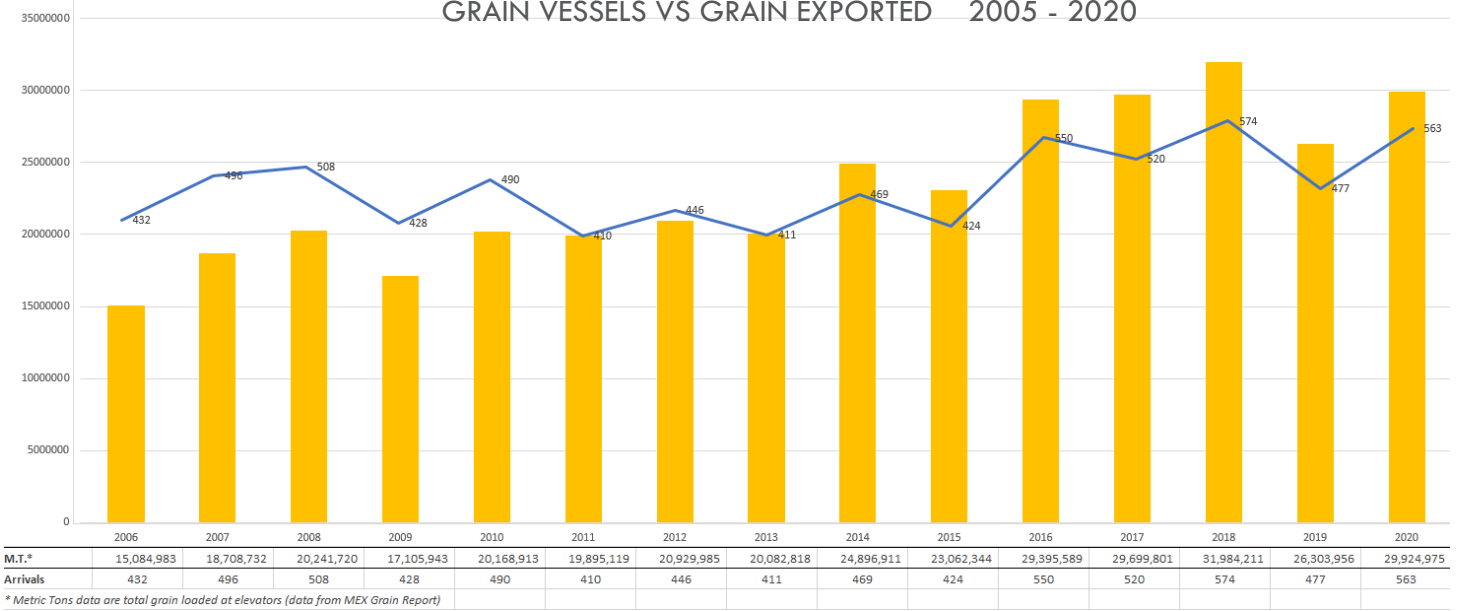


Vessel Calls by Cargo

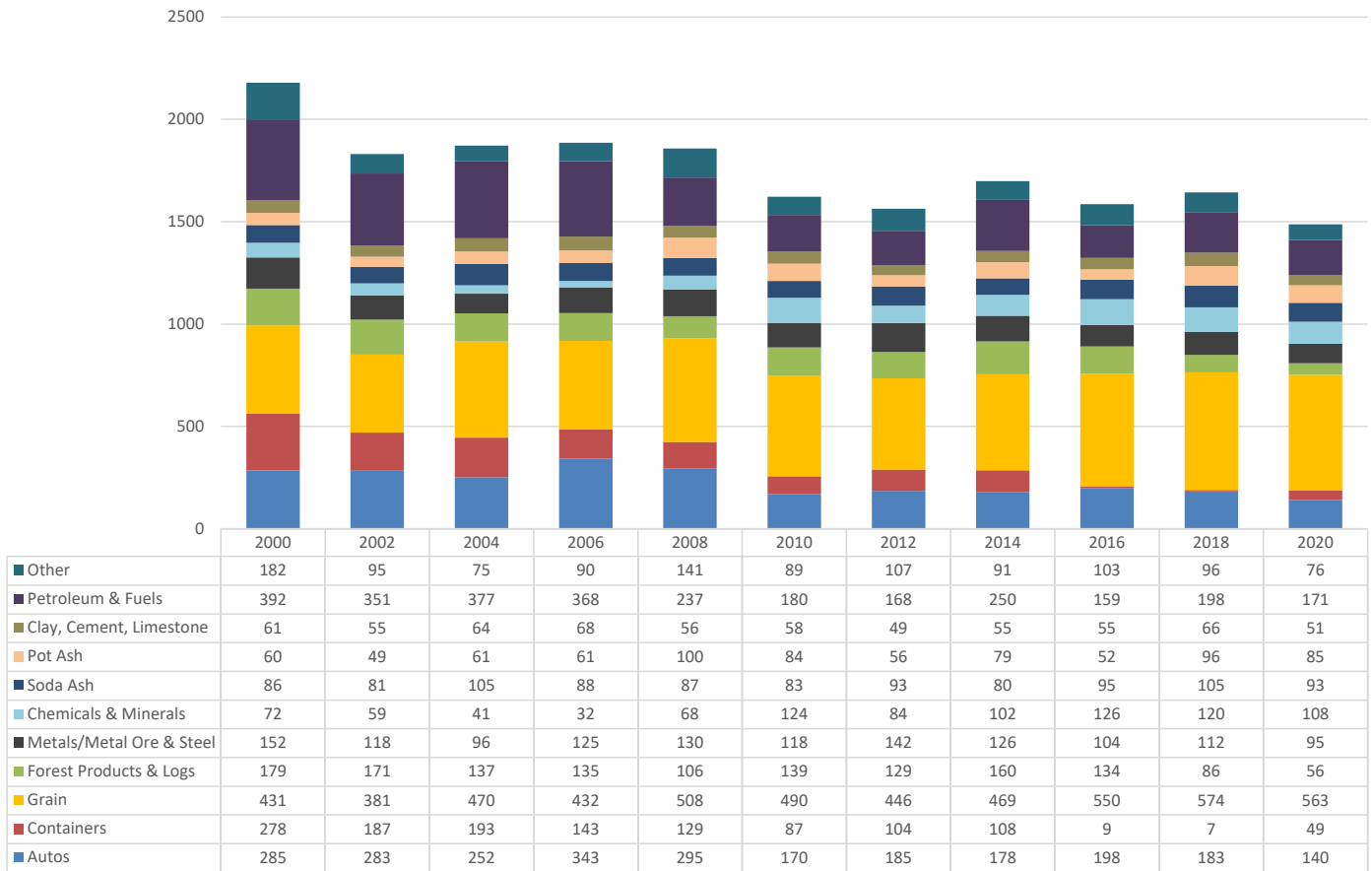


Year-End Statistics

GRAIN VESSELS VS GRAIN EXPORTED 2005 - 2020



20 Year Summary - Vessel Calls by Cargo



Get Your Customized Reports



We share reports with relevant data to our members. We collect over 100 data points on commercial vessels on our waterways. Please contact us to learn more about our custom reports! Learn more at: www.pdxmex.com/services/reports

Association Management Services

ASSOCIATION MANAGEMENT SERVICES

The Merchants Exchange has an established history of collaborative, innovative approaches to association management. For over 100 years, we have been trusted to provide association management services to other not-for-profit organizations starting with the Portland Grain Exchange in 1915. We pride ourselves on providing exceptional, cost-effective, professional services for maritime and international trade-related associations.

We understand non-profits, because we are a non-profit.

BOARD, MEMBERSHIP, AND GOVERNANCE SUPPORT

- Coordinate board and committee meetings/events
- Coordinate distribution of meeting materials
- Member relationship management to track member activities and engagements
- Develop membership engagement strategies for increase participation and improved retention
- Support and promote revenue strategies, member dues, fund-raising, and sponsorships

ACCOUNTING SERVICES

- Manage accounts payable and receivable
- Produce profit and loss statement and budget reports
- Invoice and billing
- Audits and compliance coordination

ADMINISTRATIVE SERVICES

- Our office is your office; streamline operations
- Office space, meeting rooms, audio/visual capabilities
- Call answering, customer services and postal services
- Track, record, report & maintain historical documents
- Develop and implement reporting procedures
- Research and analyze system to improve operations

MARKETING & COMMUNICATIONS

- Website maintenance
- Public relations and social media coordination
- Brand management and promotional items
- Email communication management
- Creative design and content development services
- Brochures & flyers, annual / monthly reports & newsletters
- Industry printed and online directories

EVENT PLANNING

- Event logistics services
- Accommodations and sourcing
- Vendor negotiations and budgeting
- Billing and cost reporting
- On-site coordination
- Event communications and marketing
- Registration, event information and attendee packages
- Trade show and exhibitor services
- On-site and virtual event technology support
- Training and educational events
- Conferences and seminars

Client Associations

ASSOCIATION MANAGEMENT SERVICES

Our management services are completely customized and vary from basic administrative to turnkey operational services. We can facilitate everything from small informal meetings in the Portland/Vancouver area to large national conferences held in the Pacific Northwest region. We offer a unique range of services, from a la carte to comprehensive administrative and program management services.

Clean Rivers Cooperative
Columbia River Customs Brokers & Forwarders Association
Columbia River Shippers Association
Columbia River Steamship Operators' Association
Lower Columbia Region Harbor Safety Committee
Maritime Commerce Club, Columbia River
Maritime Fire & Safety Association
Merchants Exchange Scholarship Fund
Working Waterfront Coalition

Associations

Clean Rivers Cooperative, Inc.

www.cleanriverscooperative.com

Association Board President:

- Jerry Henderson, Chevron

General Manager: Curtis Cannizzaro

Operations Manager: Carl Boelter

Equipment Maintenance Supervisor: Chris Wilson

Administrative Coordinator: Mason Sullivan



Clean Rivers Cooperative is an oil spill removal organization comprised of 21 member companies with facilities located along the Columbia and Willamette Rivers (located in both Oregon and Washington). CRC provides spill response equipment and services for its members and their facility response plans. It is also the primary Spill Response Contractor to the Maritime Fire & Safety Association Vessel Response Plan for vessels transiting the Columbia and Willamette Rivers.

Columbia River Customs Brokers & Forwarders Association, Inc. (CRCBFA)

www.crcbfa.org

Association Board President:

- Victoria Lane, Coppersmith Global Logistics

Association Administrator: Margerie Vis



This association was organized in 1977 to further the business and interests of the customs brokers and/or foreign freight forwarders within our area. This association is very active in providing its membership with classes, seminars on procedural updates, speeches and forums on the current demands of the shipping community. Additionally, the association maintains a forum for open dialog with various governmental agencies and for solving local problems at a local level. CRCBFA currently has 25 full members (voting members that are employed in the business), 21 associate members (non-voting members that are involved in businesses relating to the brokerage business), and seven individual members.

Columbia River Shippers Association (CRSA)

www.crsa-oregon.tripod.com

Association Board President:

- Corby Braunger, Richardson Sports

Independent Administrator: Liz Wainwright

The CRSA was established in 1988. Its mission, through the combined commercial strength and influence of its members, is to maintain and improve steamship service to Portland and to ensure stable shipping rates for importing containerized cargo into the region. Services specific to this association include: negotiation of annual service contracts with three steamship lines, new shipping rates negotiated and contracts amended throughout the year, and members receive individual weekly tracking reports on all booked shipments and Member assistance with steamship line service issues.



**COLUMBIA RIVER
SHIPPERS
ASSOCIATION**



Columbia River Steamship Operators' Association, Inc. (CRSOA)

www.crsoa.net

Association Board Chair:

- John Coyle, Blue Water Shipping

Association Executive Director: Kate Mickelson

Association Director of Member Services: Tereza Edwards

Association Accounting Administrator: Chann Noun

The Columbia River Steamship Operators' Association, Inc. (CRSOA), established in 1922, as the Portland Steamship Operators' Association, includes members representing ship owners, operators, agents, launch services, towing, and bunkering, as well as facilities and ports along the Columbia, Willamette, Snake River and Oregon coast river systems.

The Columbia River trade corridor is the lifeblood of our regional economy, supporting 56 million tons of foreign trade at a value of over \$21 billion annually. The Columbia River is the nation's number one wheat export gateway and number two for corn and soybean exports. It is the third largest grain export gateway in the world, as well as the West Coast's leader in dry bulks, mineral bulk, wood exports, and auto imports and exports.

The CRSOA's mission is to facilitate trade, provide business leadership, exercise principles of environmental stewardship, serve as an industry focal point, and promote operating policies and practices that are safe, reliable, efficient, and cost-effective.

Lower Columbia Region Harbor Safety Committee (LCRHSC)

www.lcrhsc.org

Association Board Chair:

- Jon Hellberg, Shaver Transportation

Association Administrator: Bekah Canfield

The Lower Columbia Region Harbor Safety Committee (LCRHSC) is an open forum comprised of public and private stakeholders in Oregon and SW Washington with vital interests in assuring safe navigation to protect the environment, property and personnel on the waterways within the Lower Columbia Region. The Lower Columbia Region encompasses the Columbia River and its navigable tributaries from the seaward approaches to the Columbia River Bar to Bonneville Dam. The LCRHSC provides an inclusive, cooperative and equitable venue for addressing waterways issues to ensure the continuation and improvement of prudent management practices for our local waterways. Throughout the process, the LCRHSC strives to ensure reliable and efficient marine transportation.



LOWER COLUMBIA REGION
HARBOR SAFETY COMMITTEE

Associations

Maritime Commerce Club, Columbia River

www.maritimecommerceclub.org

Association Board President:

- Michael Richards, Port of Portland

Association Director: Margerie Vis

Association Administrator: Aaron Garber-Paul



MARITIME COMMERCE CLUB
Columbia River

The Maritime Commerce Club, Columbia River (MCC) was created to further the interests of individuals and businesses involved in maritime trade along the Columbia and Willamette River Systems. The club provides opportunities for social networking, keeps members informed of the events shaping the maritime industry, and participates in philanthropic endeavors that strengthen our community.

Created from the merger of the Portland Shipping Club and the Propeller Club, Port of the Columbia River, the Maritime Commerce Club brings together members possessing a wealth of industry knowledge and history with individuals who have the vision to keep the maritime industry moving into the future. The club will continue to sponsor events that honor those who have been invaluable to the maritime community; bring awareness to issues shaping our industry; celebrate the impact our industry has had in developing our region; and give back to our community we live in.

Maritime Fire & Safety Association (MFSA)

www.mfsa.com

Association Board President:

- Mat Cusma, Schnitzer Steel

Executive Director: Liz Wainwright

General Manager: Holly Robinson

Administrative Coordinator: Mason Sullivan



Established in 1983 in the aftermath of the 1982 M/V Protector Alpha fire, the MFSA supports shipboard fire training and equipment for land-based firefighters from thirteen agencies in Oregon and Washington. In 1991, oil spill response and prevention was added to the mission of MFSA. This association coordinates shipboard fire and spill response needs between two states, fourteen cities and seven port districts along 110 miles of shipping channels. The MFSA has become a national model; the Revised Mutual Aid Agreements, signed by all participating fire agencies, enable fire agencies to assist each other in the event of a shipboard fire on the lower Columbia and Willamette Rivers while the MFSA Vessel Response Plan provides oil spill contingency planning coverage to approximately 1650 ships and barges each year.



Merchants Exchange Scholarship Fund

www.pdxmex.com/scholarship

Association Board President:

- Brenda Barnes, Geo. S. Bush, Inc

Association Director: Margerie Vis

Association Administrator: Aaron Garber-Paul

In December 2003, the Merchants Exchange established a new entity, The Merchants Exchange Scholarship Fund, which is the successor to the Women's Shipping Club Scholarship Fund, established in 1981. Their goals were to provide scholarships to individuals who had made a commitment to work in the marine transportation industry and international trade. We continue the work of this fund. The scholarships are awarded to those who have demonstrated academic ability and personal qualities that will permit them to benefit from higher education. The scholarships are awarded to students seeking careers in Maritime Affairs and/or International Trade.



Working Waterfront Coalition (WWC)

www.workingwaterfrontportland.org

Association Board President:

- Mallory Moran, The Greenbrier Companies / Gunderson Marine

Association Executive Director: Ellen Wax

Association Administrator: Aaron Garber-Paul

Established in 2005, the Working Waterfront Coalition (WWC) is an organization of businesses concerned about the environmental health and economic vitality of the Portland harbor. The WWC advocates for sound public policy that promotes environmental, social and economic sustainability. Portland's Harbor is a vital employment area; home to thousands of valuable high-wage, high-benefit jobs. The WWC, with its extensive knowledge of harbor industry needs, active industry participation and record of effective advocacy, is dedicated to working with its partners to ensure an appropriate balance between environmental concerns and the needs of river related employers. The coalition's activities include:

- Advocating with local, state and federal officials and agencies on behalf of marine-dependent and river-related businesses.
- Working to broaden community understanding of: the importance of the Portland Harbor as one of the most impactful employment areas in the region, and the harbor industries' dependence on a limited land supply suitable for business needs.
- Providing up-to-date information and advice to coalition members regarding developments in the public policy and regulatory arena.



MERCHANTS EXCHANGE

200 SW Market Street, Suite 190

Portland, Oregon 97201

**24-Hour Marine Operations Service Dept
(503) 228-4361**