



**MERCHANTS  
EXCHANGE**

# **2021 ANNUAL REPORT**

# Message from the Executive Director



On behalf of the staff and our Board of Directors, I am pleased to present the 2021 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 2021.

*2021 was a year that asked a lot of all of us. We were, once again, faced with a year for the history books.*

## **RESILIENCE. FLEXIBILITY. ADAPTABILITY. TRANSITION.**

The global health crisis of COVID-19 continued to impact all sectors of our lives, including a deepening supply chain disruption.

As essential workers playing a critical role in our country's commerce and supply chain, the maritime industry saw historic numbers, while simultaneously trying to manage unprecedented challenges and disruptions.

Our own Columbia River saw an increase in vessel traffic by 8.6% over 2020, including new container carriers coming to Terminal 6, Port of Portland.

Workplaces, including our own, settled into the 'new normal' of hybrid remote work and virtual meetings. Masking, social distancing and safety protocols became the new standard.

Throughout it all, the Exchange's commitment to 24/7/365 service to the maritime community of the Lower Columbia Region remained steadfast.

Service – to our members, our community, and our industry – it is the core of our work 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. Some of our 2021 highlights included:

- We maintained our “Business Continuity Disaster Recovery Plan” (BCDRP), activated in 2020 to manage our worksite, services, and safety of our staff.
- 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 made considerable progress on our 2020-2024 Strategic Plan—see our updates on page 8 for more details.
- We continued to offer our Shipping Education Series on a virtual platform with great success and launched the ICS Lite program in April of 2021. Staff worked with industry experts to design Shipping 301 – a new addition to the series that will be launching in 2022. We are grateful 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 grew our member communications and outreach efforts, welcoming two new members, five new Friends of the Exchange, and celebrated 1,000 issues of the The Merchants Exchange Daily!

As we close out this historic year, we want to say thank you to our members, our industry partners and each person who makes up this maritime community. The Merchants Exchange is proud to have served you for the last 143 years and we look forward to the next 143!

Happy New Year from all of us!

Liz Wainwright  
Executive Director

*Cover design and photos are courtesy of Merchants Exchange, all rights reserved.*

# Table of Contents

Message from the Executive Director	2
Table of Contents	3
History of Service	3
Staff Contacts	4
Exchange Organization	5
2021 Board of Directors	7
Progress Report	8
2021 Membership	10
Marine Operations Services	11
Member Services	12
Year-End Statistics	14
Association Management Services	19
Associations	20
Financial Report	24



## 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
Anthony O'Reilly	(503) 228-2088	oreilly@pdxmex.com
Bekah Brinkmeier	(503) 220-2097	brinkmeier@pdxmex.com
Carl Bertapelle	(503) 228-2090	bertapelle@pdxmex.com
Carl Boelter	(503) 220-2089	boelter@pdxmex.com
Chann Noun	(503) 220-2041	noun@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
Holly Robinson	(503) 220-2099	robinson@pdxmex.com
John Cordasco	(503) 228-4361	cordasco@pdxmex.com
Jonathan Nichol	(503) 220-2094	nichol@pdxmex.com
Kara Estabrook	(503) 228-4361	estabrook@pdxmex.com
Liz Wainwright	(503) 220-2091	wainwright@pdxmex.com
Lisa Pomasl	(503) 220-2095	pomasl@pdxmex.com
Margerie Vis	(503) 220-2093	vis@pdxmex.com
Mary Wiley	(503) 220-2515	wiley@pdxmex.com
Mason Sullivan	(503) 220-2084	sullivan@pdxmex.com
Shauna Dallas	(503) 228-2098	dallas@pdxmex.com
Shawn Kubitza	(503) 228-4361	kubitza@pdxmex.com
Spencer Paul	(503) 734-9312	paul@pdxmex.com
Thomas Semrau	(503) 220-4361	semrau@pdxmex.com

# Exchange Organization

## EXECUTIVE DIRECTOR

Liz Wainwright

## ADMINISTRATIVE SERVICES

Executive Administrator: Bekah Brinkmeier  
Administrative & Grant Specialist: Anthony O'Reilly

## MARINE OPERATIONS SERVICES

Marine Operations Manager: Carl Bertapelle  
Marine Operations Lead: Thomas Semrau  
Marine Operations Specialists:  
Dayle Brinton, John Cordasco,  
Shawn Kubitz, Kara Estabrook

## ACCOUNTING DEPARTMENT

Controller: Chann Noun  
Accounting Specialist: Lisa Pomasl  
Office Assistant: Shauna Dallas

## 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: Spencer Paul  
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 Brinkmeier

### 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  
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 a five-year strategic planning process to guide the board of directors and staff as they continue to improve processes and member services.

# 2021 Board of Directors

## PRESIDENT

Todd Krout (23)  
Port of Vancouver USA

Adrian Burkard (22)  
Jones Stevedoring, Co.

Earl Dixon (24)  
United Grain Corporation

## VICE PRESIDENT

Chris Cummins (24)  
General Steamship Corporation

Geoff Doerfler (24)  
Tidewater Transportation & Terminals

## TREASURER

Roger Hsieh (24)  
BNSF Railway Company

Gary Hodson (23)  
ACGI Shipping

## SECRETARY

Alex Scott (23)  
Anchorage Launch Services Co.

Eric Kastner (22)  
Cascade Marine Agencies Ltd.

Ryan Statz (22)  
Columbia Grain Inc.

## LEGAL COUNSEL

Tyson Calvert  
Lindsay Hart LLP

Jim Cockrell (*ex officio*)  
*President, Clean Rivers Cooperative*  
Owens Corning

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 2021 ANNUAL MEETING:

AGENT: Chris Cummins, General Steamship Corp (24)

GRAIN: Earl Dixon, United Grain (24)

OTHER: Roger Hsieh, BNSF Railway Company (24)

Geoff Doerfler, Tidewater Transportation & Terminals (24)

Nominated to finish the unexpired term 2021-2023:

AGENT: Gary Hodson, ACGI Shipping (23)

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

# Progress Report

## 2021 Year-End Highlights and 2022 Goals

The Strategic Planning Staff Workgroup continued to make great progress in 2021 as we sought to implement our 2020-2024 Strategic Plan.

### 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 the successes of the prior plan. Our Action Initiatives for 2020-2024 are:

- Member Needs (Team Leader: Holly Robinson)
- Maritime Education Program (Team Leader: Mary Wiley)
- Succession Planning and Career Development (Team Leader: Bekah Brinkmeier)
- Finance (Team Leader: Chann Noun)
- Marketing (Team Leader: Mary Wiley)

- Began updating the VITALS (vessel database) program to provide enhanced notifications, custom reporting and mobile apps. Key forms and other interfaces have been created to allow a web-based database.
- Continued to fine-tune virtual event platforms and equipment to create better tools for easier meeting access.

#### Goals:

- BCDRP – Finalize the update and develop objective driven drills to test plan functionality.
- Finalize VITALS transfer to new platform, including finishing forms, updating tables, and making other improvements.
- Virtual event platform – monitor and determine any further needs for virtual event support.

### MARITIME 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. Each course was recorded as a resource for future events.
- Developed a new educational program to add to the Shipping Education Series as Shipping 301. This course will look at the infrastructure of the Columbia River highlighting dams, locks, buoys, dredging, river forecasting, AIS and upriver ports and will be launched in 2022.
- To engage our members during the COVID-19 crisis, researched and developed a new Maritime Pub Talks program that is ready to be implemented as soon as in-person events resume. These talks will feature industry leaders sharing their perspective of current events, and topics of interest. Pub Talks will be available for both members and non-members.



### MEMBER NEEDS

#### Highlights:

- Updated the Business Continuity Disaster Recovery Plan (BCDRP) by streamlining the formatting and minimizing duplication. Individual departments/ associations with critical operations continue to work on developing specific appendices.



#### **Goals:**

- Continue to maintain current Shipping Education Series online programs.
- Launch Shipping 301 in June 2022.
- Continue yearly webinar for ICS Lite.
- Launch the Maritime Pub Talks program in 2022.

### **SUCCESSION PLANNING**

#### **Highlights:**

- Comprehensive Staff Onboarding Manual was developed, including documentation of departmental transitions and recent recruitments.
- Onboarded Administrative Specialist in late March and commenced cross-training to fill a gap previously identified supporting the Executive Administrator and Executive Director.
- Developed 96-Hour Unplanned Executive Exit Plan – Association Appendix.

#### **Goals:**

- Expand 96-Hour Unplanned Executive Exit Plan – Association Appendix to identify Association-specific guidance and contingency planning to support association management services.
- Research and develop plan to conduct Skills Gap Analysis for Merchants Exchange workforce with a goal of future planning for skills and to aid in recruitment, retention, and backfill.
- Continue cross-training documentation for key positions.

### **FINANCE**

#### **Highlights:**

- Tracked and managed COVID-19 related expenses.
- 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 Merchants Exchange.
- Participated in a site visit to the Marine Exchange of Alaska to train in AIS to better serve the Exchange members.

#### **Goals:**

- Assist Strategic Planning Team Leaders with budgeting and project forecasting.
- Continue to assess MISNA Services Audit for additional revenue streams.
- Work with local community partners to expand AIS coverage in Southern Oregon (including North Bend/Coos Bay and Brookings, Oregon).

### **MARKETING**

#### **Highlights:**

- 20% increase in social media followers from 470 to 565 total online followers, engaged in 201 posts.
- Growth in readership of the The Exchange bi-monthly newsmagazine with a 16% increase in subscribers/readers in 2021.
- Created a business development plan for Association Management services that defines strategies to attract and gain new association management business.

#### **Goals:**

- 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.
- Implement the business development plan for Association Management.

### **IN CONCLUSION**

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

# 2021 Membership

ACGI Shipping Inc  
Alexander Gow, Inc  
Anchorage Launch Service Co  
Blue Water Shipping, Inc  
B.R. Anderson & Co  
Cascade Marine Agencies Ltd  
Centerline Logistics / Olympic Tug & Barge  
Columbia Export Terminal  
Columbia Grain International  
Columbia River Bar Pilots  
Columbia River Launch Service  
Columbia River Steamship Operators' Association  
Columbia River Pilots  
Crowley Maritime Corporation  
Degesch America, Inc  
Duncan Shoemaker & Associates LLC  
Durham & Bates Insurance  
EGT, LLC  
Executive Security Service, Inc  
Foss Maritime Company  
Fujitrans USA, Inc  
General Steamship Corp Ltd  
Geo. S. Bush & Company, Inc  
Great Western Malting  
Haglund, Kelley LLP  
Inchcape Shipping Services  
International Registries, Inc  
Interport PNW LLC  
John R Dudrey LLC  
Jones Stevedoring Company  
Kalama Export Company  
Kinder Morgan Bulk Terminals  
Kinder Morgan Energy  
K-Line America, Inc  
Lindsay Hart LLP  
McCall Companies  
McDonald - Pelz Commodities  
Mid Columbia Producers, Inc  
Monarch Inspection Services  
National Cargo Bureau  
North American Shipping Agencies  
Norton Lilly International  
Oregon Dept. of Environmental Quality  
Overseas Merchandising, Corp  
Pacific International Maritime Medical Services / SphereMD  
Pacific Maritime Association  
Port of Astoria  
Port of Kalama  
Port of Longview  
Port of Portland  
Port of Vancouver USA  
Portland Lines Bureau, Inc  
San Pedro Harbor Ship Supply  
Sause Bros.  
Schwabe, Williamson & Wyatt PC  
Seaport Marine Surveys, Inc  
Shaver Transportation Company  
Ship to Shore Water Taxi  
Southport Agencies, Inc  
T. Parker Host, Inc  
Talon Marine Services  
Temco LLC  
Terra Hydr, Inc  
Tesoro Maritime Company  
Tidal Transport & Trading, Inc  
Tidewater Holdings, Inc  
Toyota Tsusho America, Inc  
TradeWest Brokerage Company  
Transmarine Navigation, Corp  
Transversal International, Corp  
United States Customs & Border Protection  
United Grain Corporation  
Vanport Marine  
Vigor Industrial LLC  
Washington Department of Ecology  
West Coast Marine Cleaning, Inc  
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 commercial vessel movement between Astoria, and Portland/Vancouver USA
- Receive 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
- Notification of leave-up and river times
- Vessel movement information
- Maintain weekend duty lists

## REGULATORY COMPLIANCE

- Submit electronic filing of required documents for government 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
- Answer 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 commercial vessels that enter the Lower Columbia River Maritime Transportation System. As the leading provider of information related to the intermodal transportation system, we maintain over 100 years of 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.



**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](http://www.pdxmex.com/services/reports)

# Member Services

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 2021 to 2022. The Shipping Education Series transitioned to a fully online webinar format with four weekly classes in two-hour sessions.

#### *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.

#### *Shipping 301: The Marine Highway*

The focus of this seminar is the operations and navigation of the Columbia River as a navigable waterway and its role as an American Marine Highway. We explore the operations and maintenance of locks, dams, dredging, and buoys as well as river forecasting, navigation, charts and surveying and the effects to the Columbia River transportation system.

### MARK YOUR CALENDARS:

**Shipping 101:** The Business of Shipping  
October 2022

**Shipping 201:** The Movement of a Ship  
February 2022

**Shipping 202:** The Movement of Cargo  
April 2022

**Shipping 301:** The Marine Highway  
June 2022

**ICS Lite:** Introduction  
March 2022

### ICS LITE

We focus on the basic components of the Incident Command System (ICS) and its uses in the maritime industry. Our discussion will help you understand the history and basic components of ICS and we will present examples and scenarios for prompting use of the system. Finally, we will provide you will resource and information on ICS courses and certifications.

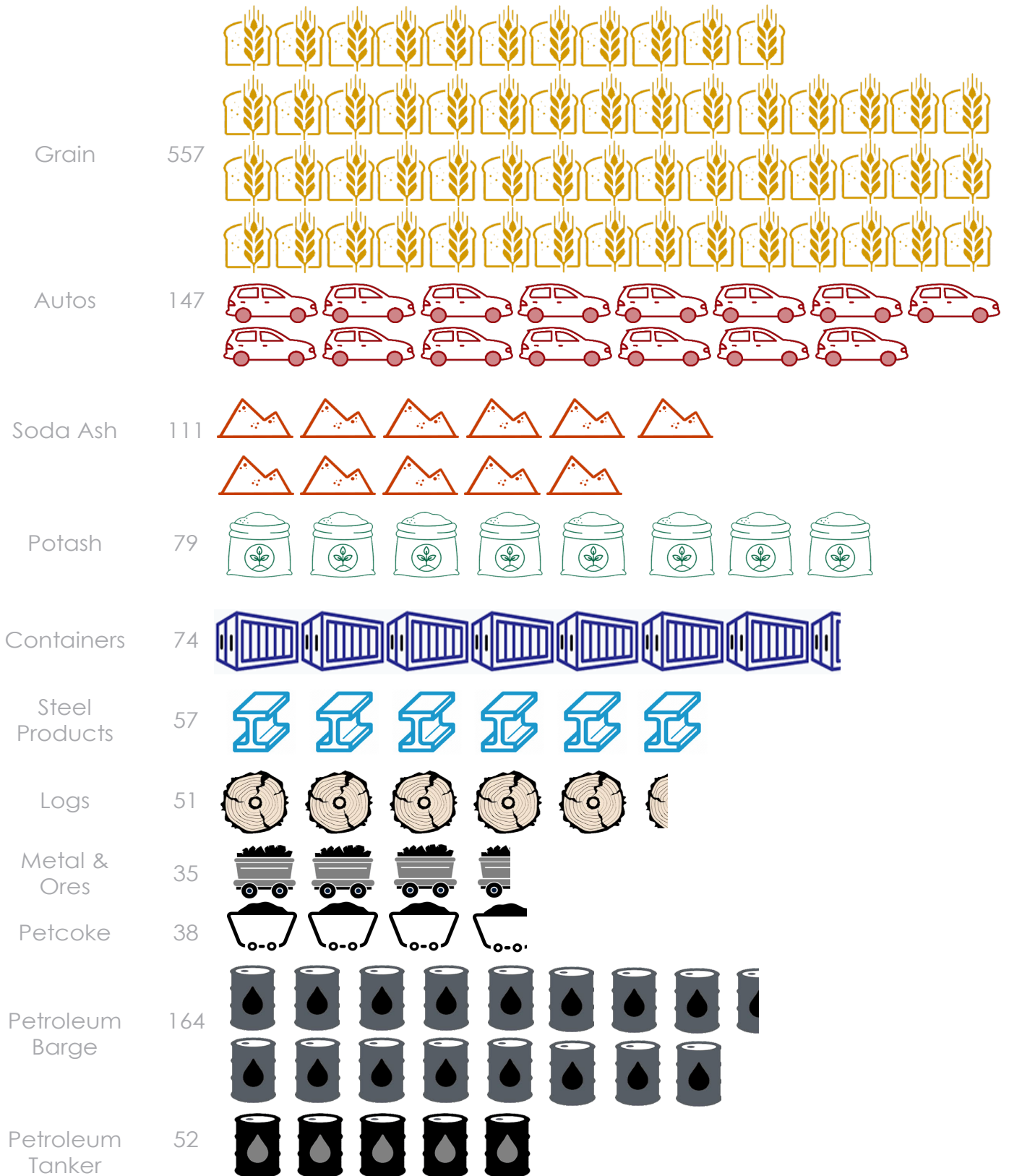


**Join us  
online!**

# Year-End Statistics

## 2021 Vessel Calls by Cargo

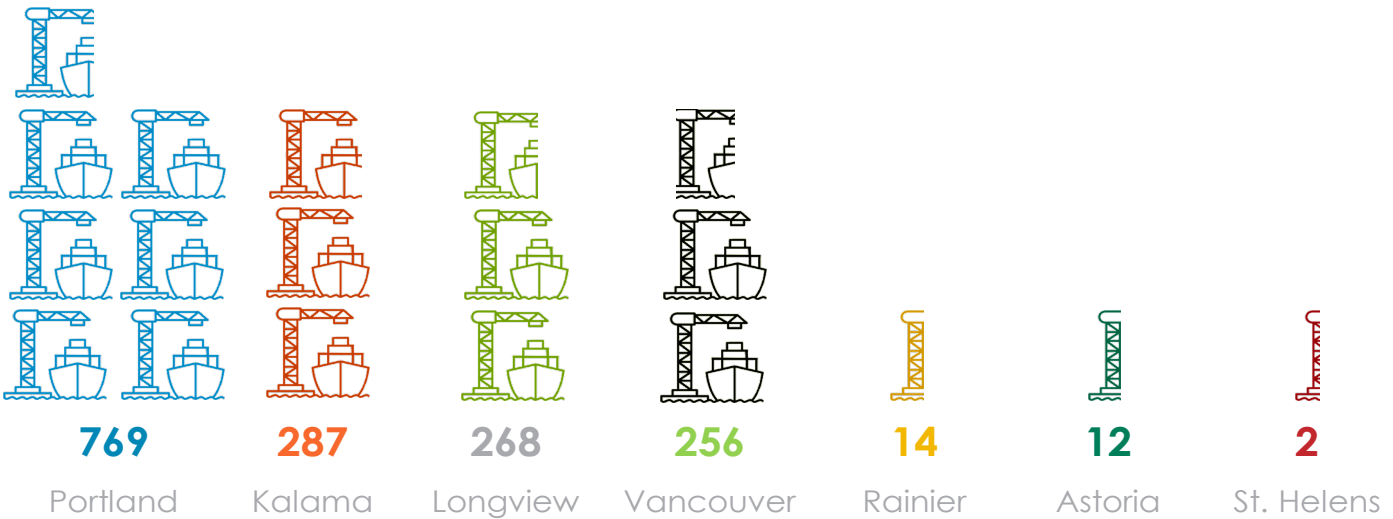
icon represents 100+/- calls



# Year-End Statistics

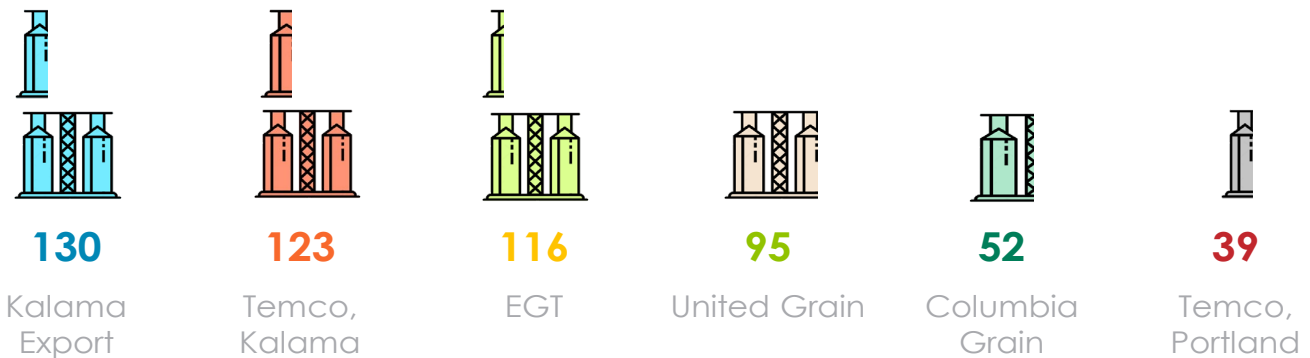
## 2021 Vessel Calls by Port Area

icon represents 100+/- calls



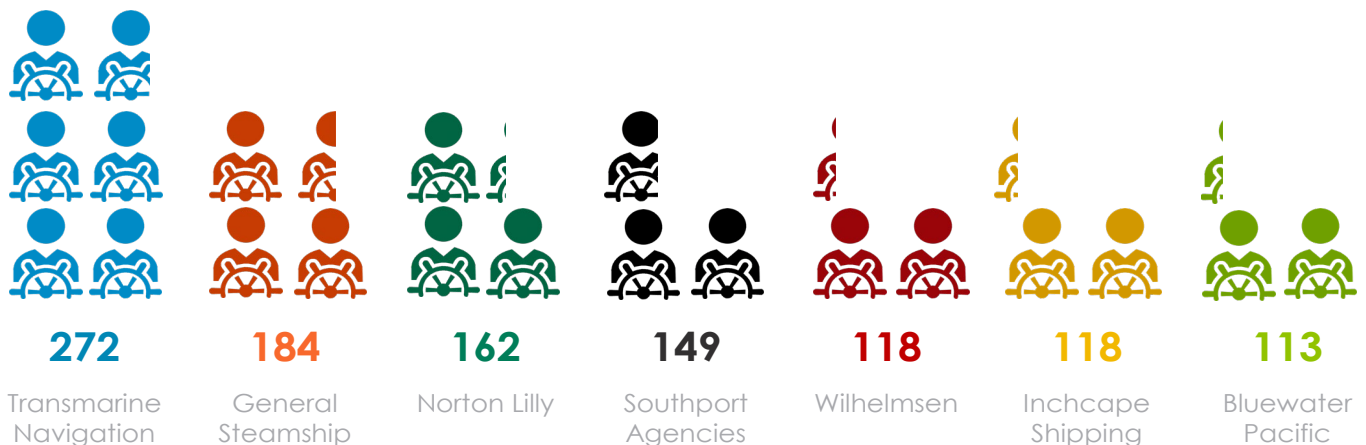
## 2021 Vessel Calls by Grain Terminal

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



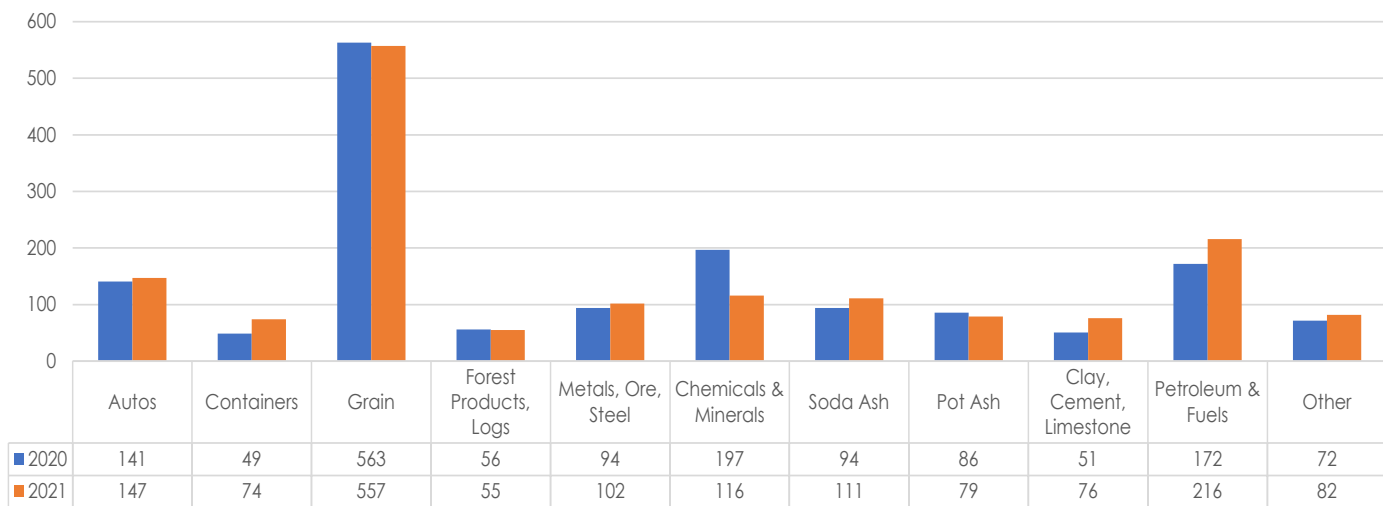
## 2021 Vessel Calls by Agent

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

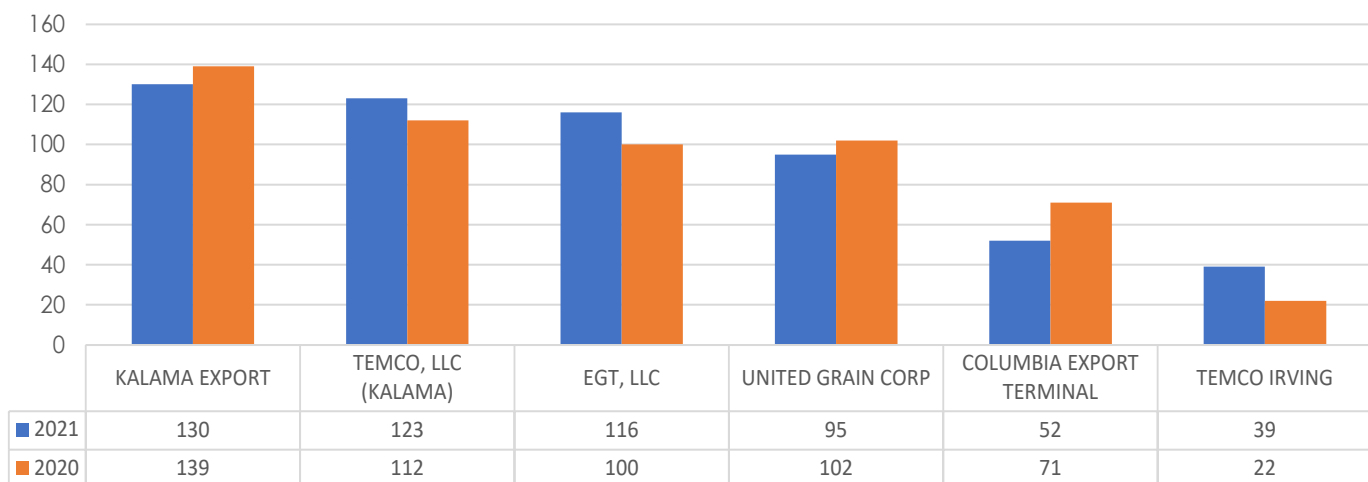


# Year-End Statistics

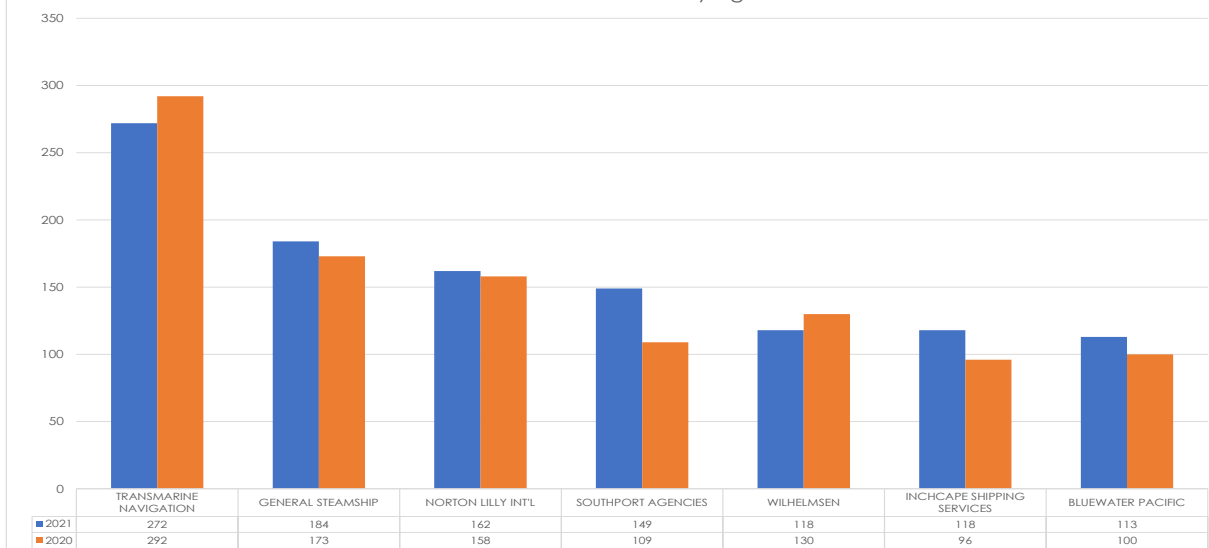
### 2021 - 2020 Vessel Calls by Cargo



### 2021 - 2020 Vessel Calls by Terminal



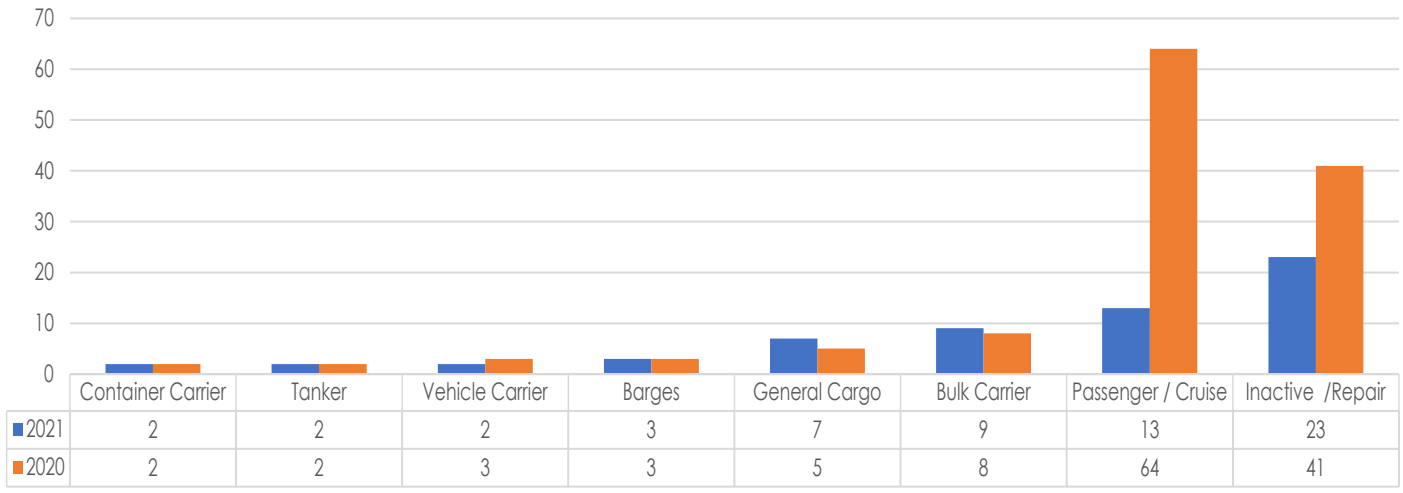
### 2021-2020 Vessel Calls by Agent



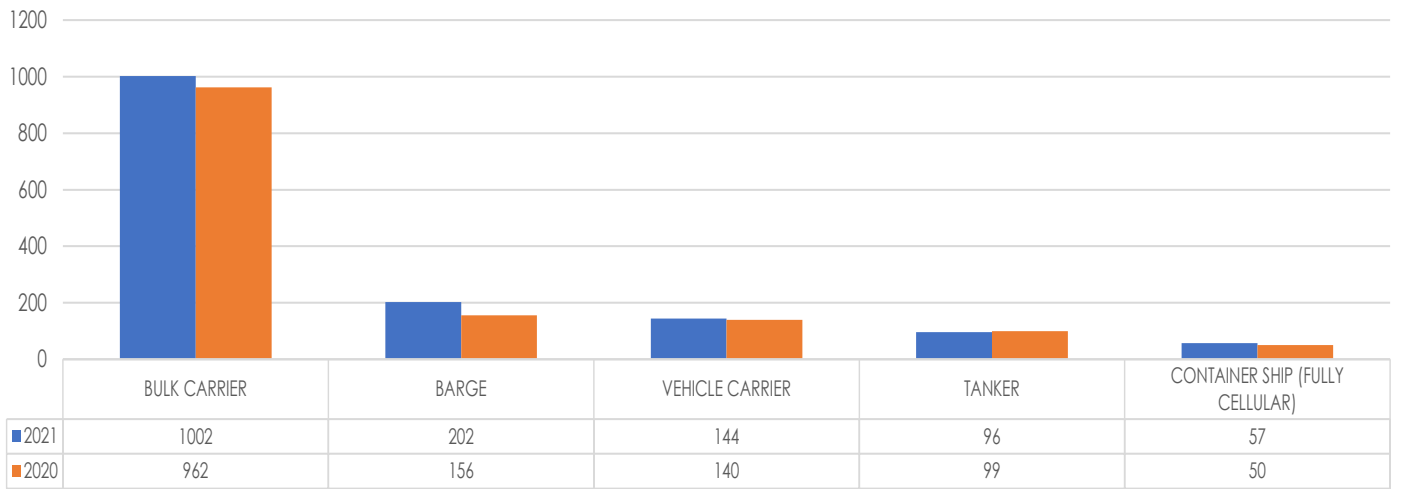


# Year-End Statistics

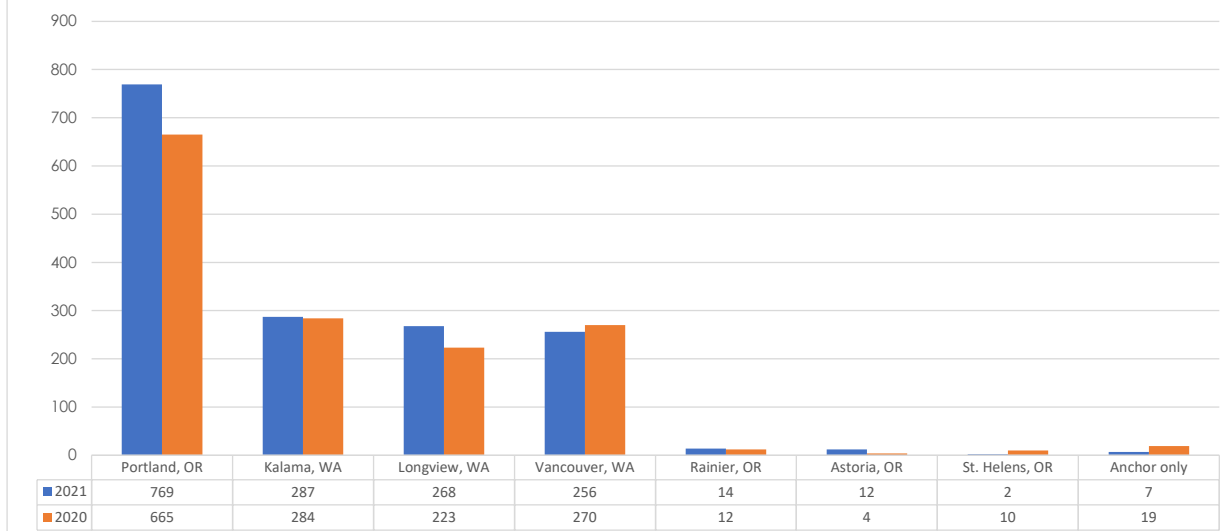
### 2021 - 2020 Average Stays in Port (days)



### 2021 - 2020 Vessel Calls by Ship Type

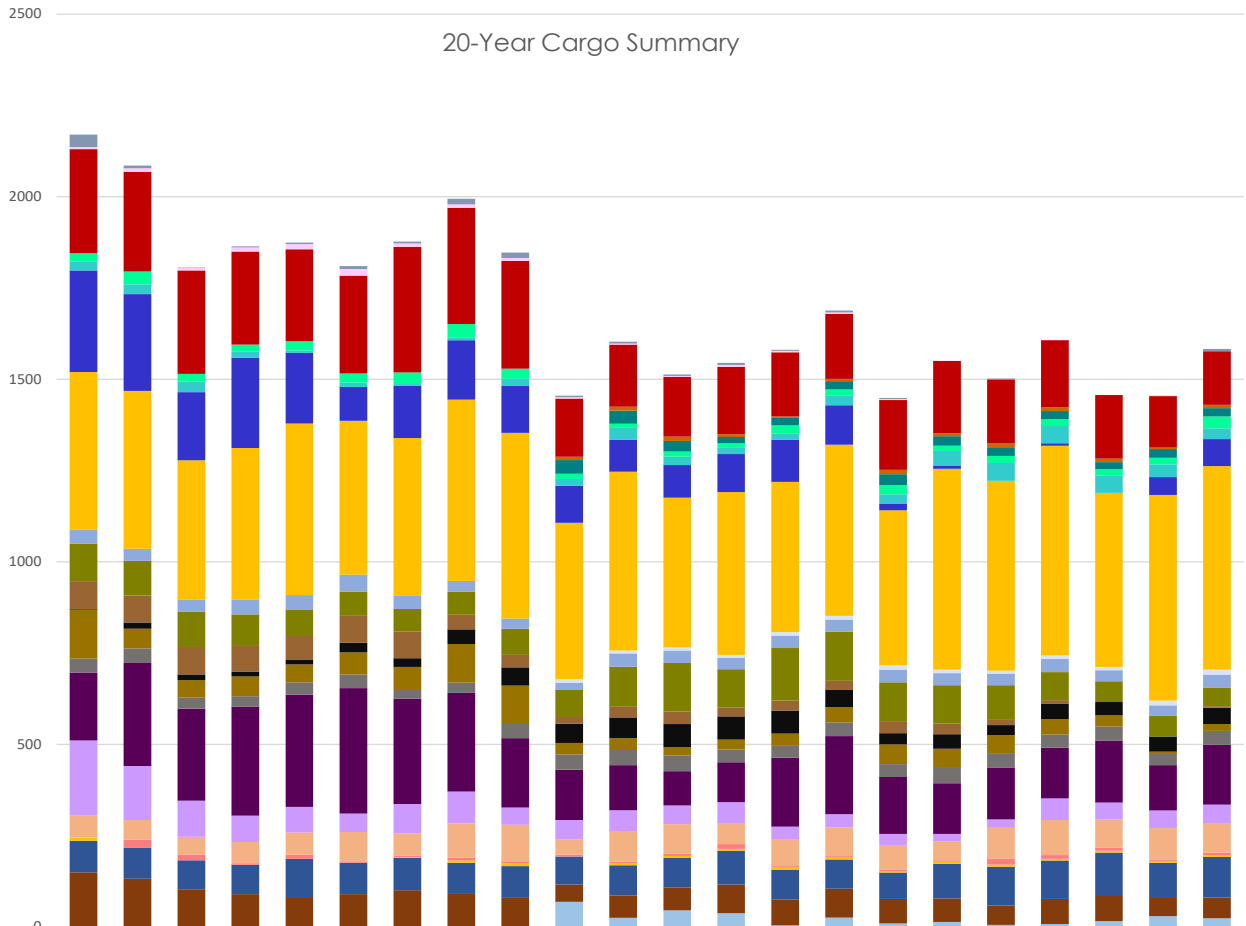


### 2021 - 2020 Vessel Calls by Port Area



# Year-End Statistics

20-Year Cargo Summary



	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Alumina	34	7	1	3	4	8	5	15	15	4	5	4	6	3	5	3	0	1	0	0	0	6
Ammonia	6	10	7	11	14	18	10	10	8	4	3	3	5	4	4	3	1	1	0	0	2	0
Autos	285	273	283	255	252	268	343	318	295	159	170	163	185	176	178	191	198	176	183	174	141	147
Bentonite Clay										9	11	12	7	4	6	12	8	12	11	10	4	9
Caustic Soda										38	36	29	17	20	23	30	26	22	22	19	24	23
Cement	22	35	21	19	25	25	32	36	28	14	11	14	11	23	16	25	14	19	19	18	18	32
Chemicals	25	27	29	17	7	12	5	8	19	19	33	23	19	17	27	25	40	49	47	47	35	30
Containers	278	265	187	247	193	93	143	163	129	101	87	89	104	115	108	19	9	0	7	0	49	74
Grain	431	432	381	416	470	421	432	496	508	428	490	410	446	411	469	424	550	520	574	477	563	557
Gypsum										10	8	9	8	10	10	12	10	8	10	9	13	14
Limestone (Barge)	39	33	34	40	39	46	36	29	28	20	36	34	31	34	33	35	33	32	36	30	29	35
Logs	103	95	96	86	73	67	62	64	72	74	110	133	105	144	135	106	105	95	77	54	56	51
Lumber & Wood Products	76	74	75	70	64	74	73	40	34	18	29	34	24	27	25	33	29	14	9	3	0	4
Metals & Ores	2	17	16	14	14	26	24	40	50	53	57	64	64	63	47	31	40	28	43	36	42	45
Other	134	54	48	54	49	60	63	106	102	31	32	22	27	34	42	54	50	49	42	31	6	19
Petcoke	38	40	30	29	34	38	24	28	42	42	42	43	35	32	37	35	44	39	36	39	31	38
Petroleum (Barge)	186	282	252	298	307	343	288	270	190	138	123	94	109	189	214	156	139	142	139	169	124	164
Petroleum (Tanker)	206	148	99	72	70	51	80	87	47	53	57	51	59	34	36	30	20	21	59	47	48	52
Potash	60	54	49	58	61	80	61	94	100	42	84	81	56	74	79	67	52	87	96	77	86	79
Research/Cable	0	20	15	5	11	4	4	8	6	5	5	6	13	3	4	5	4	16	10	8	4	7
Salt	9	1	0	0	0	0	3	6	7	0	5	6	5	7	5	4	6	6	5	5	5	5
Soda Ash	86	86	81	80	105	86	88	83	87	77	83	81	93	81	80	72	95	106	105	119	94	111
Steel Products	150	132	102	90	82	90	101	93	80	47	61	62	78	71	79	67	64	53	69	69	52	57
Windmills/Project										69	25	46	38	5	26	10	14	6	8	16	30	24

**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](http://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 to 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](http://www.cleanriverscooperative.com)

Association Board President:

- Jim Cockrell, Owens Corning

General Manager: Curtis Cannizzaro

Operations Manager: Carl Boelter

Equipment Maintenance Supervisor: Spencer Paul

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). Clean Rivers 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](http://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 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 23 full members (voting members that are employed in the business), 19 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](http://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](http://www.crsoa.net)

Association Board Chair:

- John Coyle, Blue Water Shipping

Association Executive Director: Kate Mickelson

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, and Snake River systems and Oregon coast.

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](http://www.lcrhsc.org)

Association Board Chair:

- Jon Hellberg, Shaver Transportation (2021)
- Pete Pawlicki, Kirby Offshore Marine (2022)

Association Administrator: Bekah Brinkmeier



LOWER COLUMBIA REGION  
HARBOR SAFETY COMMITTEE

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.

# Associations

## Maritime Commerce Club, Columbia River

[www.maritimecommerceclub.org](http://www.maritimecommerceclub.org)

Association Board President:

- Art Dahlin, Foss Maritime Company

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 the community we live in.

## Maritime Fire & Safety Association (MFSA)

[www.mfsa.com](http://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 preparedness 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 and response coverage to approximately 1600+/- ships and barges each year.



## Merchants Exchange Scholarship Fund

[www.pdxmex.com/scholarship](http://www.pdxmex.com/scholarship)

Association Board President:

- Rebecca Henderson, Columbia River Pilots

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 Exchange 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](http://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

## MERCHANTS EXCHANGE

200 SW Market Street, Suite 190

Portland, Oregon 97201

24-Hour Marine Operations Service Dept

(503) 228-4361

