



# MERCHANTS EXCHANGE

[www.pdxmex.com](http://www.pdxmex.com) (503) 228-4361



# ANNUAL REPORT 2023

# Message from the Executive Director



Dear Exchange Members and Friends,

I am excited to be in the position of Executive Director and to have the opportunity to share with you the amazing work that the incredible team at the Exchange has accomplished this year. 2023 was a year filled with transition and reflection. We have and will continue to evaluate a significant portion of our organization, our membership and our industry to ensure that as we move forward, we are poised to remain the leading voice for data driven information and services to the maritime industry.

A sincere thank you to the exceptional team of staff here at the Exchange. Their unwavering dedication to the highest level of service and the best possible product to our members and the maritime industry has been the engine that drives us forward. The work that goes into the reports and accomplishments contained in this summary are testament to their continual efforts and enthusiasm. The existing team was put in place by a great leader, Elizabeth Wainwright, who set a true standard of excellence for 27 years at the Exchange. Under her leadership and guidance, the Exchange established the foundations that are in place now and will continue to serve the Exchange for years to come.

**“WE WILL EVALUATE NEW IDEAS THAT WILL IMPROVE THE WAY THAT STAFF ARE ABLE TO SUPPORT OUR MISSION, AND WE WILL LOOK INTO NEW WAYS MEMBERS AND STAKEHOLDERS WILL BE ABLE TO TAKE ADVANTAGE OF THE MANY SERVICES THAT WE PROVIDE.”**

What is next? Where do we go in 2024? First, we evaluate the impact of the accomplishments in 2023. A year filled with successes such as the advancement of our Strategic Plan, growth of reporting tools and web access for our membership and stakeholders, maintaining revenue above expenses (in a year that saw a decline in ship count for the region). Next, we enhance the processes that are already in place to ensure that the programs and services that we offer to our members and stakeholders in the region are of the highest benefit. Lastly, with the resources we already have, we will implement new ideas that will improve the way in which staff are able to support the mission of the Exchange, and we will look into new ways members and stakeholders will be able to take advantage of the many services that we provide. Our goal is to improve the efficiencies with which we perform these services, allowing staff to engage in more industry activities and functions. The result will be a more supportive Exchange presence throughout the maritime industry in the years to come.

Curtis Cannizzaro

A handwritten signature in black ink that reads "Curtis Cannizzaro". The signature is fluid and cursive, written in a professional style.

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.

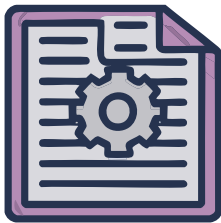
Additionally, Merchants Exchange provides extensive association management services. Through our association management, we have brought together a diverse group of organizations, and has promoted and enhanced the common business interest of the maritime community. The Merchants Exchange continues to seek opportunities to serve its members and the maritime community as needs and government regulations change.

## Association Services

### ASSOCIATION MANAGEMENT SERVICES

The Merchants Exchange has an established history of collaborative, innovative approaches to association management. For 109 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.

#### Administration



#### Operations



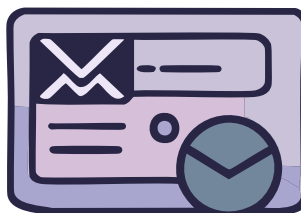
#### Custom Reporting



#### Grant Management



#### Marketing



#### Education and Outreach



# Exchange Organization

## EXECUTIVE DIRECTOR

Curtis Cannizzaro

## ADMINISTRATIVE SERVICES

Executive Administrator: Vacant  
Administrative Specialist & Grant Administrator:  
Anthony O'Reilly

## MARINE OPERATIONS SERVICES

Marine Operations Manager: Carl Bertapelle  
Marine Operations Lead: Thomas Semrau  
Marine Operations Specialists:  
John Cordasco, Jonathan JT Tuom,  
Shawn Kubitzka, Kara Estabrook

## ACCOUNTING DEPARTMENT

Controller: Chann Noun  
Accounting Specialist: Lisa Pomasl  
Office Assistant: Philip Miller

## COMPUTER SYSTEMS & DIGITAL MARKETING SPECIALIST

Computer Systems & Digital Marketing Specialist: Jem Irving

## DATA & INFORMATION SERVICES

Comm. & Computer Systems Manager: Jonathan Nichol

## ASSOCIATION MANAGEMENT

### CLEAN RIVERS COOPERATIVE

General Manager: Vanessa Green  
Operations Manager: Carl Boelter  
Maintenance Mechanic - Marine: Ben Robinson  
Administrative Coordinator: Polly Hyke

### COLUMBIA RIVER CUSTOM BROKERS & FORWARDERS ASSOCIATION

Association Administrator: Margerie Vis

### COLUMBIA RIVER SHIPPERS ASSOCIATION

Independent Administrator: Vacant

### COLUMBIA RIVER STEAMSHIP OPERATORS ASSOCIATION

Association Accounting Administrator: Chann Noun

### LOWER COLUMBIA REGION HARBOR SAFETY COMMITTEE

Association Administrator: Ashley Ros

### MARITIME COMMERCE CLUB. COLUMBIA RIVER

Association Director: Margerie Vis  
Association Administrator: Ashley Ros

### MERCHANTS EXCHANGE SCHOLARSHIP FUND

Association Director: Margerie Vis  
Association Administrator: Ashley Ros

### MARITIME FIRE & SAFETY ASSOCIATION

Executive Director: Curtis Cannizzaro  
General Manager: Carl Obermeier  
FPAAC Program Manager: Mason Sullivan

### WORKING WATERFRONT COALITION

Executive Director: Tanya Hartnett

# 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.

# 2023 Board of Directors



The Merchant's Exchange board of directors, consisting of not less than nine and not more than twelve members, with the option to increase to thirteen, oversees the organization's governance. The officers, including a president, vice presidents, secretary, and treasurer, are elected by the board to manage the day-to-day operations and fulfill specific roles within the corporation, with the possibility of holding multiple offices by the same individual, excluding the president and secretary.

## OFFICERS

### PRESIDENT

Todd Krout (26)  
Port of Vancouver USA

### VICE PRESIDENT

Chris Cummins (24)  
General Steamship Corporation

### TREASURER

Roger Hsieh (24)  
BNSF Railway Company

### SECRETARY

Alex Scott (26)  
Anchorage Launch Services Co.

### LEGAL COUNSEL

Tyson Calvert  
Lindsay Hart LLP

Adrian Burkard (25)  
Jones Stevedoring, Co.

Earl Dixon (24)  
United Grain Corporation

Geoff Doerfler (24)  
Tidewater Transportation &  
Terminals

Eric Kastner (25)  
Cascade Marine Agencies Ltd.

Gary Hodson (26)  
ACGI Shipping

Ryan Statz (25)  
Columbia Grain Inc.

Kent Cash (*ex officio*)  
*Board President, Maritime Fire & Safety  
Assoc.*  
Port of Vancouver USA

Jeff Hibner (*ex officio*)  
*Board President, Clean Rivers Cooperative*  
NuStar Energy

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

# Strategic Plan Progress Report

## 2023 Year-End Highlights and 2024 Goals

### 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.



### MEMBER NEEDS

Team Leader: Carl Bertapelle

- Activated BCDRP for Public Health Scenario during the COVID-19 Response (2020)
- Reformatted BCDRP document for user efficiency (2021/2022)
- Completed Virtual Event Platform Equipment Purchases and Office Meeting Room Upgrades (2021)
- Held MarOps relocation exercise (2022)
- Launched MARVIN database upgrade (2022)
- Hosted mandatory agent training for MARVIN platform (2022), (2023)
- Commenced development of Custom Reports Builder Platform (2023)

The Member Needs team’s biggest highlight from this last year was the commencement of development of the Custom Report Builder Platform within MARVIN. The new platform will allow members and the community to create, modify, and run custom reports containing data from within MARVIN. The Custom Report Builder is scheduled for launch April 1, 2024.

### MARITIME EDUCATION

Team Leader: Jem Irving

- Held 4 sessions of “Maritime Virtual Roundtable” (2020)
- Launched ICS Lite (2020)
- # of Online classes & Students (Update) (2023)
- Launched Shipping 301 (2022)

Maritime Education highlighted the shift of the Shipping Education Series from an in-person, one-day seminar to a four-part, online webinar. This shift was in direct response to the COVID-19 pandemic and has resulted in increased attendance and great success for the program. The program has also grown with the most recent segment introduced in 2022: Shipping 301: The Maritime Highway. Additionally, the ICS Lite program was launched to provide an awareness level instruction on the Incident Command System and how it relates to maritime related incidents on the River. This course is taught by Carl Obermeier and is offered once per year.

In 2024, Maritime Education is looking for ways to celebrate the accomplishments of those that have completed the entire series through a special certificate or graduation program. Additionally, 2024 will be spent looking at certifications for continuing education units (CEUs) for those that attend the course.





## SUCCESSION PLANNING AND CAREER DEVELOPMENT

Team Leader: Curtis Cannizzaro

- Completed Job Description Analysis (2021)
- Created comprehensive Onboarding Manual (2022)
- Documented internal transition processes (ongoing)
- Completed Association-specific Appendices for 96-Hour Executive Exit Plan (2022)

Succession Planning and Career Development highlighted the completion of the job description analysis and the creation of the Onboarding Manual. Much work has been completed in the realm of Onboarding at the Merchants Exchange. A positive Onboarding experience is directly linked to employee retention. Previously, a Skills Gap Analysis was planned for the staff to analyze training gaps, however it turned out to be cost-prohibitive and too difficult to adjust for the size of our staff. The Action Initiative has shifted to focusing on employee retention through additional work on the Onboarding Program.

## FINANCE

Team Leader: Lisa Pomasl

- Developed a Strategy Planning Tool for budgeting process (2020)
- AIS Site Visit to Alaska (2021)
- Merchants Exchange AIS Expansion into Coos Bay & Brookings (2022)
- MISNA Services Audit (annually)

Dues and service fees were evaluated and increased for 2023 with the new rates effective 2/1/2023.

Merchants Exchange offers complete Oregon coast AIS coverage extending into Southern Washington and into Northern California. Throughout 2023, AIS coverage continued to be a priority for the Finance team, in support of the Member Needs team.

The MISNA Services Audit is another project that is managed by the Finance team. This Audit comes out of the previous Strategic Plan and is an annually updated document of all the Marine Exchanges that shows data such as popular reports, member numbers, and upcoming outreach activities. This document is updated in 3Q of every year.

In 2024, Finance will continue to serve in a support role for the Member Needs team as they work towards developing enhanced notifications and custom reporting, and in a support role for Marketing as work continues on the Association Management Business Development Plan.

## MARKETING

Team Leader: Jem Irving

- Created a 90-min tutorial of the Merchants Exchange AIS for members; incorporated into SES 301 (2022)
- Implemented “Ship Traffic Report” distributed every Friday in email and social media. (2022)

Marketing strategies implemented to increase awareness of our services included the development of a 90-min AIS tutorial in conjunction with Marine Operations to enhance the usage of our AIS system. This tutorial has been incorporated into the Shipping Education Series 301 offered in June.

In 2023, the “Ship Traffic Report” was developed and distributed via email and social media every Friday. This report is very popular on social media and Merchants Exchange has seen increased engagement via likes, shares, clicks and website visits.

In 2024, Marketing will focus on an awareness campaign for MARVIN and AIS services as well as starting to plan marketing for our new Custom Reporting software. We will also be Reviewing the branding standards for existing reports and externally distributed documents.



# Association Management Services

Unlock the potential of your non-profit organization with Association Management Services from Merchants Exchange. We bring over a century of expertise in association management and pride ourselves on offering cost effective tailored services in governance support, marketing, accounting, administration, and event planning. We're not just a service provider, we're a partner in the mission of your organization.

**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
- Invoicing 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

# 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.

## 24/7 Service to all our Members

### VESSEL TRACKING

- 24/7 ship movement information
- Real Time tracking of commercial vessel movement between Astoria, and Portland/Vancouver USA and along the entire Oregon coastline
- Receive 96-hour advance notification of ship arrival for MFSV Vessel Response Plan

### VESSEL REPORTING

- Data capture and access to information
- Database maintenance and archiving
- Manage call jobs
- Notification of vessel movements



### REGULATORY COMPLIANCE

- Interact with government agencies to implement efficient procedures and processes
- Monitor government regulations and initiatives from an operational perspective

### COMMUNICATIONS

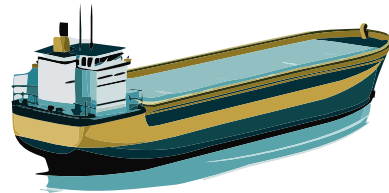
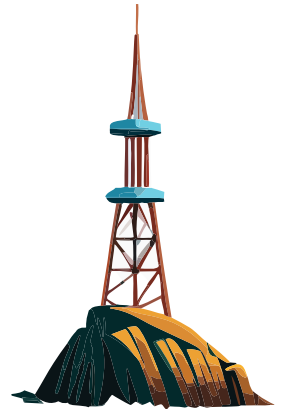
- Act as liaison, information hub
- Answer vessel related questions from vendors, suppliers, crew etc.
- Relay information to/from vessel
- Maintain VHF radio coverage for Lower Columbia River
- Potential problem notification

### REAL-TIME REPORTS

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

### ANSWERING SERVICE

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



# Member Services

## Over 100 years of service & historical data

The Exchange tracks, records and reports on commercial vessels that enter the Lower Columbia River Marine 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.

### 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

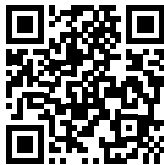
The Exchange is a bi-monthly newsletter featuring Pacific Northwest maritime industry relevant articles and reviews from regional associations and Columbia River Port Authorities. The Exchange is a magazine styled newsletter distributed electronically and free to our members and friends.

### OTHER PUBLICATIONS

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



SCAN TO LEARN MORE ABOUT CUSTOM REPORTS



SCAN TO LEARN MORE ABOUT ASSOCIATION MANAGEMENT



### GRANT MANAGEMENT SERVICES

The Merchants Exchange provides Grant Management services to its industry members to support organization successfully comply with grant requirements.

Merchants Exchange has direct experience managing Port Security Grant Program (PSGP) grants from FEMA and the Department of Transportation.

Port Security Grant Program funding focusses on supporting increased port-wide maritime security risk management; strengthening 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.

**OVER THE LAST TEN YEARS, MERCHANTS EXCHANGE HAS PERFORMED THE ADMINISTRATION FOR AND MANAGEMENT OF 19 PORT SECURITY GRANTS AND MILLIONS OF DOLLARS IN FEDERAL FUNDING FOR PORT SECURITY GRANT PROJECTS IN THE REGION.**

In 2023 alone, Merchants Exchange provided Grant Management Services for 7 active Port Security Grants at various stages of their periods of performance.

Merchants Exchange Staff offers our experienced services to our members to support the entire process from grant application, post award administration and reporting start to finish.

### 2023 GRANT MANAGEMENT

- 1 Grant Application submitted and successfully awarded
- 5 Budget Amendment requests processed and approved
- 1 Period of Performance Amendment request processed and approved
- 13 Semi-Annual Performance Progress Reports submitted and approved
- 24 Federal Financial Reports submitted
- 2 Environmental and Historic Preservation Review Successful Completions
- 2 Award completion closeouts processed

# Member Services

## Shared knowledge and education strengthen our industry

The shipping education program continues to prioritize industry education and has moved online to offer more flexibility and reach a broader audience. The program includes four weekly classes, each lasting two hours, providing a total of eight hours of instruction from industry experts. The classes are designed to provide in-depth professional development opportunities.



If you have questions or are interested in how Merchants Exchange can assist with your plans to apply for Federal Funding for a Port Security Grant Program award contact us.

### SHIPPING EDUCATION SERIES

#### ***Shipping 101: The Business of Shipping***

The seminar examines offers an overview of the business of shipping on the Columbia River. The classes cover the history of the River, infrastructure, ports and terminals, and the economic impact of imports and exports in the region. Participants will also learn about the various types of vessels that travel the River, as well as the roles of the key players in the maritime industry.

#### ***Shipping 201: The Movement of a Ship***

The seminar examines provides a comprehensive look at the business of shipping from the perspective of a ship. It covers the requirements and regulations for a ship, as well as the crucial roles of agents, pilots, regulatory agencies, insurance, and laws in allowing a ship to move from port to port.

### MARK YOUR CALENDARS:

**Shipping 101:** The Business of Shipping  
October 2024

**Shipping 201:** The Movement of a Ship  
February 2024

**Shipping 202:** The Movement of Cargo  
April 2024

**Shipping 301:** The Marine Highway  
June 2024

**ICS Lite:** Introduction  
March 2024



#### ***Shipping 202: The Movement of Cargo***

The seminar examines the business of shipping from the perspective of cargo. It covers the types of cargo, labor demands, and different modes of transportation, including rail, barge, and pipeline. The program also discusses the requirements of the supply chain, logistics, and regulatory compliance and their impact on the economy of the Columbia River.

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

The seminar focuses on the operations and navigation of the Columbia River as a navigable waterway and its position as an American Marine Highway. It covers topics such as the operations and maintenance of locks, dams, dredging, and buoys, river forecasting, navigation, charts and surveying, and the impacts on the Columbia River transportation system.

### 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 with resources and information on ICS courses and certifications.

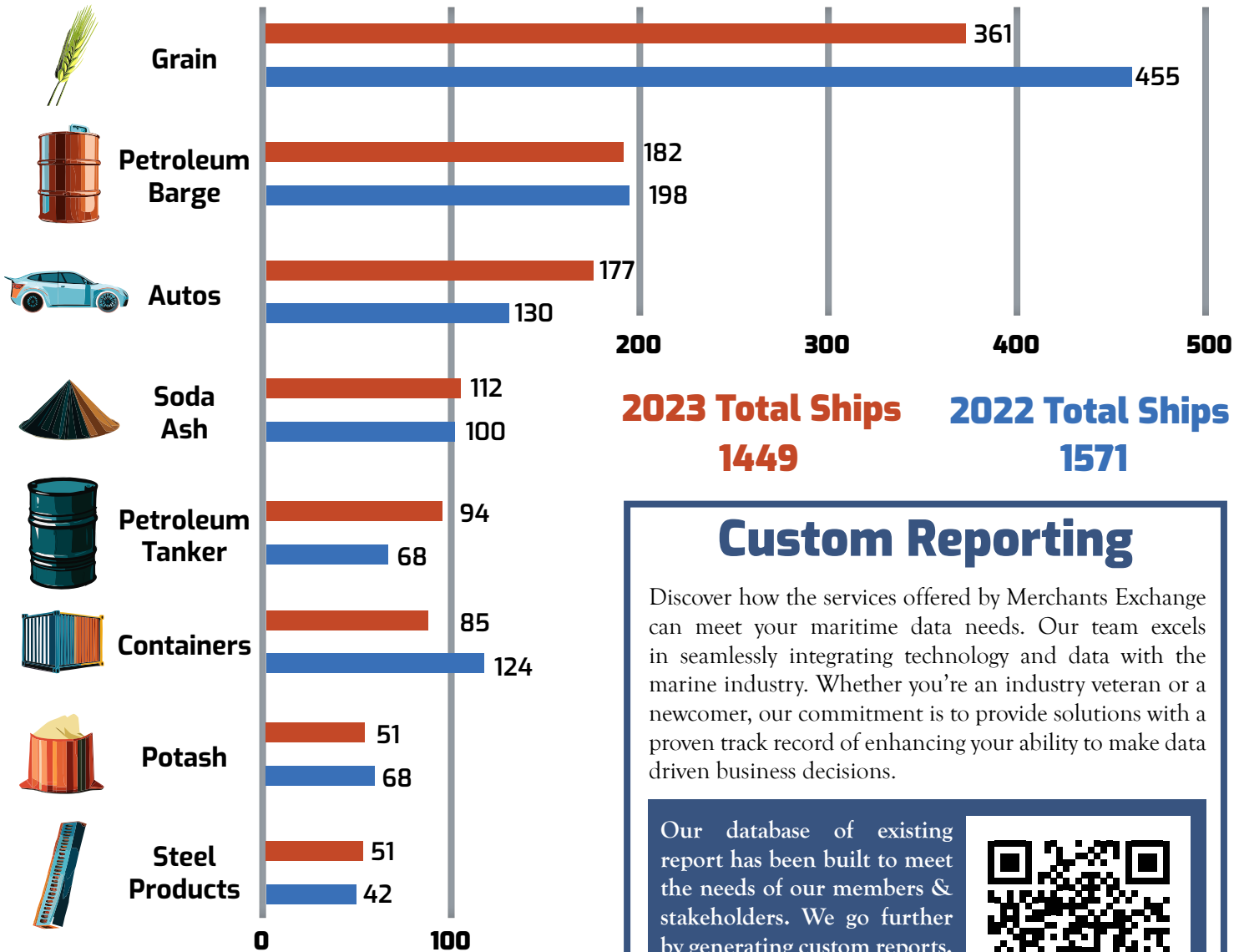
**SCAN TO LEARN MORE ABOUT  
SHIPPING EDUCATION AND  
UPCOMING EVENTS**



# Year-End Statistics

## 2023-2022 Vessel Calls by Top 8 Cargo Types

■ 2023 ■ 2022



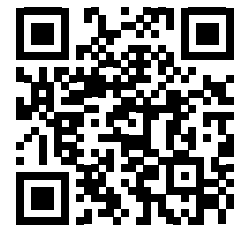
**2023 Total Ships**  
**1449**

**2022 Total Ships**  
**1571**

### Custom Reporting

Discover how the services offered by Merchants Exchange can meet your maritime data needs. Our team excels in seamlessly integrating technology and data with the marine industry. Whether you're an industry veteran or a newcomer, our commitment is to provide solutions with a proven track record of enhancing your ability to make data driven business decisions.

Our database of existing report has been built to meet the needs of our members & stakeholders. We go further by generating custom reports, getting you the data you need in the format you want



Access comprehensive data effortlessly for vessels entering and leaving the Columbia by reaching out to us directly. Our service ensures a straightforward experience for all your data requirements, empowering you to stay informed in the maritime realm. At Merchants Exchange, we take pride in delivering reliable and efficient solutions. Elevate your experience in the marine industry with our established service. Connect with us to access the service you need today!

**Contact: [reports@pdxmex.com](mailto:reports@pdxmex.com)**

**For more information about our custom reporting**

### Top 3 Ship Types

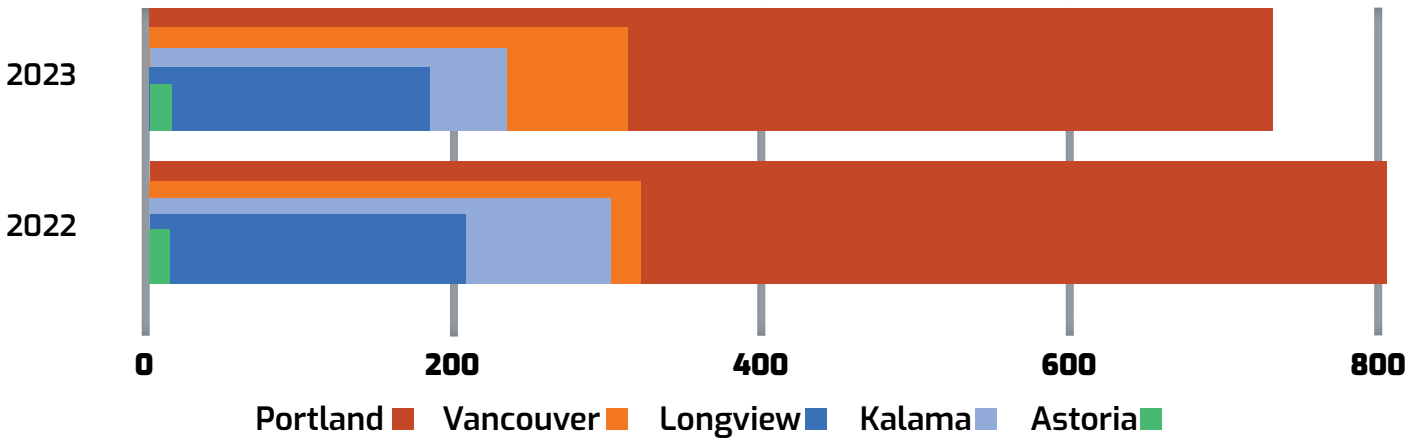
**2023**

**2022**

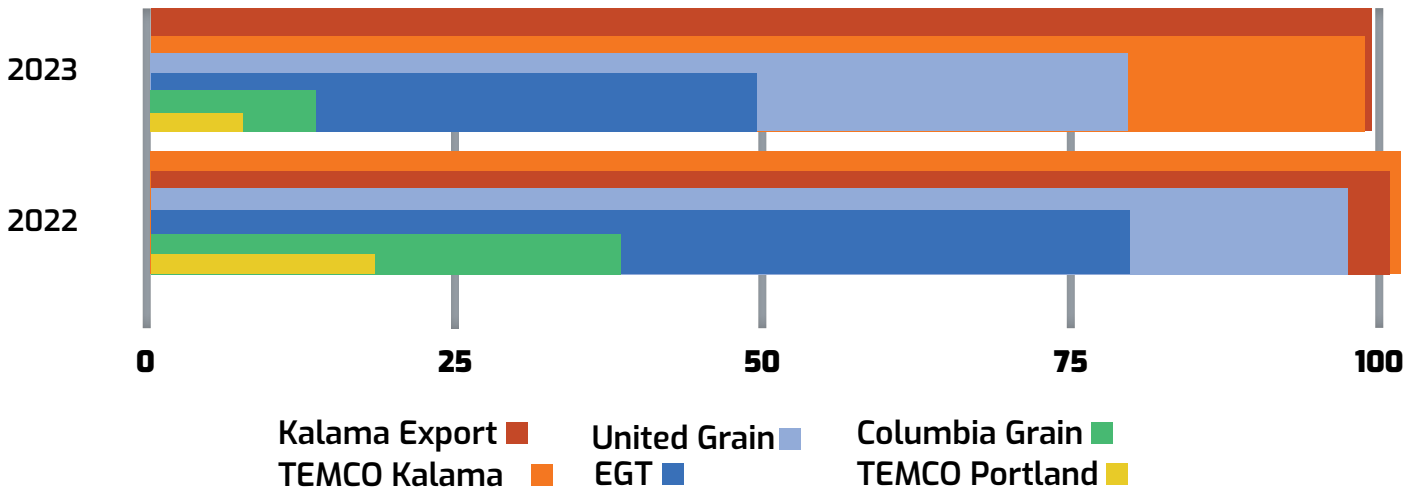
- |                           |                           |
|---------------------------|---------------------------|
| <b>1. Bulk Carrier</b>    | <b>1. Bulk Carrier</b>    |
| <b>2. Vehicle Carrier</b> | <b>2. ATB</b>             |
| <b>3. ATB</b>             | <b>3. Vehicle Carrier</b> |

# Year-End Statistics

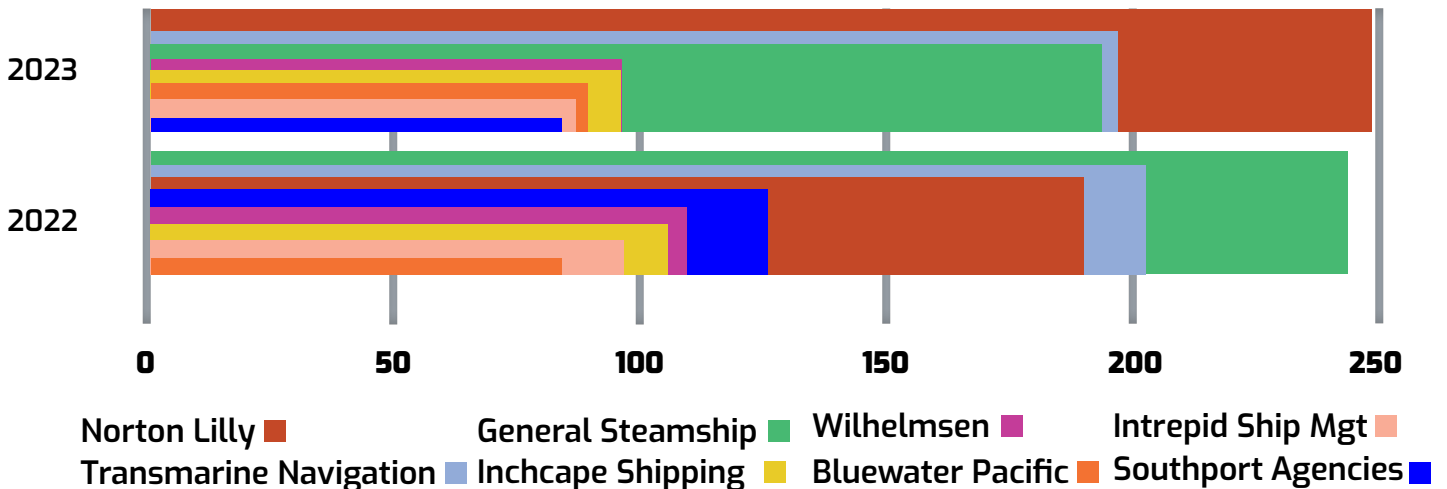
## 2023-2022 Vessel Calls by Top 5 Port Areas



## 2023-2022 Vessel Calls by Grain Terminal



## 2023-2022 Vessel Calls by Top 8 Agents



# Associations

## CLEAN RIVERS COOPERATIVE, INC.

[www.cleanriverscooperative.com](http://www.cleanriverscooperative.com)

**Association Board President:** Jeff Hibner, NuStar Vancouver (23)

**General Manager:** Vanessa Green

**Operations Manager:** Carl Boelter

**Equipment Maintenance Supervisor:** Vacant

**Maintenance Mechanic – Marine:** Ben Robinson

**Administrative Coordinator:** Polly Hyke



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:** Tina Lyons, Double River Forwarding, LLC

**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 17 full members (voting members that are employed in the business), 15 associate members (non-voting members that are involved in businesses relating to the brokerage business), and three 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:**



COLUMBIA RIVER  
SHIPPERS  
ASSOCIATION

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.



# Associations



## COLUMBIA RIVER STEAMSHIP OPERATORS' ASSOCIATION, INC. (CRSOA)

[www.crsoa.net](http://www.crsoa.net)

**Board Chair:** Rob Rich, Shaver Transportation

**Executive Director:** Kate Mickelson

**Director of Member Services:** Tereza Edwards

**Accounting Administrator:** Chann Noun, Merchants Exchange

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:** Larry Landgraver, Port of Longview

**Association Administrator:** Vacant

The Lower Columbia Region Harbor Safety Committee (LCRHSC) is an open forum comprised of public and private entities with vital interests in assuring safe navigation to protect people, the environment, and property 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.maritimemcommerceclub.org](http://www.maritimemcommerceclub.org) **Association Board President:** Melissa Wirthlin USA, LLC

**Association Director:** Margerie Vis

**Association Administrator:** Ashley Ros

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:** Kent Cash, Port of Vancouver USA (23)

**Executive Director:** Curtis Cannizzaro

**General Manager:** Carl Obermeier

**Administrative Coordinator, FPAAC Program Manager:** 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 1400+/- ships and barges each year.



# Associations

## MERCHANTS EXCHANGE SCHOLARSHIP FUND

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

**Association Board President:** Alex Scott, Anchorage Launch Services Co.

**Association Director:** Margerie Vis

**Association Administrator:** Ashley Ros



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:** Benton Strong, Vigor Industrial

**Association Executive Director:** Tanya Hartnett



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.

# 2023 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  
Foss Maritime Company  
Fujitrans USA, Inc  
GAC North America - Shipping  
General Steamship Corp Ltd  
Geo. S. Bush & Company, Inc  
Great Western Malting  
Haglund, Kelley LLP  
Inchcape Shipping Services  
International Transport Workers Federation  
Interport PNW LLC  
Jacobs Engineering Group  
John R Durdrey LLC  
Jones Stevedoring Company  
Kalama Export Company  
Kinder Morgan Bulk Terminals  
Kinder Morgan Energy  
K-Line America, Inc  
Lindsay Hart LLP  
McCall Companies  
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 (OMIC)  
Pacific International Maritime Medical Services / SphereMD  
Pacific Maritime Association  
Port of Astoria  
Port of Columbia County  
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 Transportation and Terminals  
Tidewater Environmental Services  
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  
Volunteer Ship Ministry  
Washington Department of Ecology  
Wilhelmsen Ship Service