

Cruise: Development Principles and Path Forward

March 12, 2019

Overview

- Port of Seattle's Cruise Program
- Proposed Project
- Community Engagement
- Principles for Cruise Development
- Process Seeking a Partner
- Anticipated Timeline

CELEBRATING

20
YEARS



BELL STREET CRUISE TERMINAL

- Located on downtown waterfront
- Walking distance to major attractions
- Port Valet baggage service

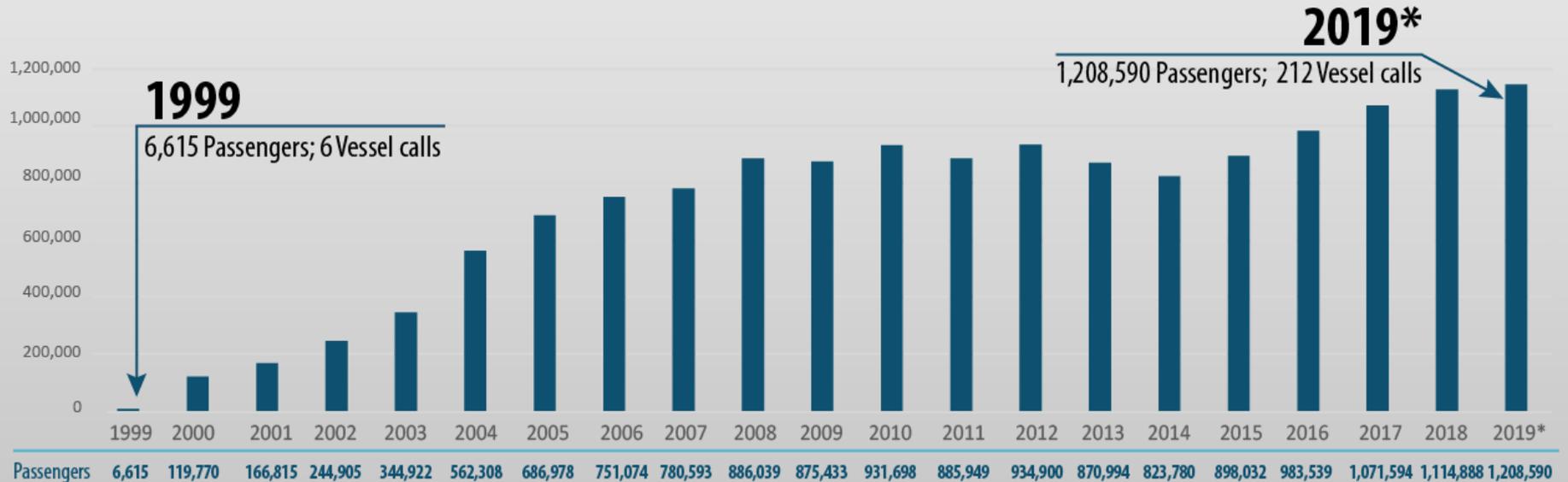
SMITH COVE CRUISE TERMINAL

- Hosts 2 cruise ships at a time
- Provides 2 electrical plug-ins
- 10 minutes from downtown core
- Port Valet baggage service



www.portseattle.org

Seattle's continued growth as a homeport



Cruise Seattle: 2019 Economic Impact



Almost \$900 million
in annual statewide business output

5,500 total jobs

New study to be released later this spring

Environmentally Progressive

- First cruise homeport with voluntary clean water agreement
- First and only cruise homeport in North America with two shore power berths



Leading edge environmental stewardship and sustainability practices and facilities

Innovation and Customer Service Distinguish Seattle



Critical for Airport and Cruise Terminal Operations

Investing in a New Cruise Terminal

- Strong demand in Alaska cruise market offers revenue and economic benefits.
- Supports a robust maritime industry.
- Projected cost is estimate at \$200 million; assumes 50 percent cost-share with private partner.
- Promotes state-wide tourism.



Project Background

- Seeking partner to support development of terminal and future operations
- Space to be shared with NWSA operations, with approximately 29 acres at the North end of T46 for cruise operations
- Target completion: 2022 cruise season



Timely and needed

Project Community Engagement

- Individual stakeholder outreach underway.
- Will host Port sponsored community meetings, open houses and tours.
- Celebrating “20 Years of Cruise,” a milestone to share with stakeholders.
- Will be featured in Port outreach and presentations throughout King County and state.
- Work to strengthen partnerships with near-port communities.



Robust stakeholder engagement

Principles for Cruise Business Development

The principles reflect the Century Agenda goal to double the economic value of cruise and the Port's triple bottom line.

- **Maritime and Industrial Uses:** Maximize deep-water facilities and industrial lands to serve maritime industrial uses
- **Connection:** Expand the connection to the waterfront for all
- **Finances:** Support financial sustainability of the Port
- **Environment:** Incorporate leading edge environmental stewardship practices and facilities that can exceed existing regulations

Principles are our values

Principles for Cruise Business Development

continued

- **Transportation:** Facilitate improved transportation mobility of people and goods in the region.
- **Customer Service:** Provide consistent excellence in customer service to strengthen Seattle's role as the West Coast's premier cruise port.

Principles are our values

Process Seeking a T46 Partner

- Process Goals
 - Be transparent and fair
 - Achieve the best outcome based on the Port's principles
- Request for Qualifications
 - To be issued on March 13 incorporating Principles of Cruise Business Development



Anticipated Timeline

- **March 13:** publicly release Request for Qualifications (RFQ) to officially kick-off process to secure a partner
- **March 26:** request early site planning and design funds
- **Week of April 15:** RFQ responses due from proposers
- **Late Spring:** Begin selection of partner from short list
- **Summer:** Best and final offers, select preferred partner
- **Early Fall:** Launch environmental review and permitting process
- **Fall/Winter 2019:** Commission approval of final agreement
- **Spring 2022:** Target project delivery

Aggressive Schedule: Significant Risk