

**MINUTES
PORT OF ASTOIRA
SPECIAL MEETING
OCTOBER 6, 2011
PORT COMMISSION CHAMBERS**

Chairman Dan Hess called the Special Meeting to order.

Commissioners present: Floyd Holcom, Jack Bland, Dan Hess, Bill Hunsinger. Larry Pfund arrived during the meeting.

Staff present: Executive Director Jack Crider, Deputy Director Herb Florer, Terminal & Administrative Services Manager Rita Fahrney

PUBLIC COMMENT.

No public comment given.

REVIEW KOREA TRIP PRESENTATION

Director Jack Crider reported the Korean Ministry of Land, Transport and Maritime Affairs has financial means to invest \$150 million in partnership with another port for development opportunities. The Port of Astoria made an initial visit to Busan to introduce our Port to the Busan Port Authority last October, followed up by a second visit in November where a Sister Port Agreement was signed. The Ministry is interested in the Port of Astoria facilities and has asked for a detailed market analysis to determine potential cargo opportunities. They are also seeking information from a Russian and Vietnam ports.

Crider presented an overview to the Port Commission of his planned presentation to the Korean Ministry in an upcoming trip planned to Korea. The presentation outlines the steps completed, current operations, market analysis and future steps. Discussion was held during the presentation. BST Associates analyzed cargo markets for the Port's Strategic Plan and conducted a preliminary analysis of grain exports. Review followed on the key questions the Port of Astoria needs to respond to: Need for project; Advantages to Astoria; Operations and management models; capital requirement; and Financial considerations. Following was review of Phase 1 Investment at North Tongue Point and future pier three operation considerations.

The next steps are to work toward a Korean commitment to funding; public/private partnership; engineering/design; permitting and public funding for the investment. Discussion followed on the possibility of partnering with the State Dept. of Commerce and future coordination with state/federal entities. The total investment in all projects is estimated at \$135 million. Director Crider stated when he returns from this trip to Korea the Port of Astoria will have a good idea whether our potential development will work well with the Koreans planned efforts for investment. Dr. Park, who will also be traveling to Korea with Mr. Crider, arrived.

Following the Korean trip presentation, the commission members were given a tour of the Da Yang and Astoria Pacific Seafoods plants.

There being no further business, the special meeting was adjourned.