



Rethinking Export Resiliency

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Tri-Cities is Unique

- An operational inland port – with national scope -- able to transform domestic and international supply chains

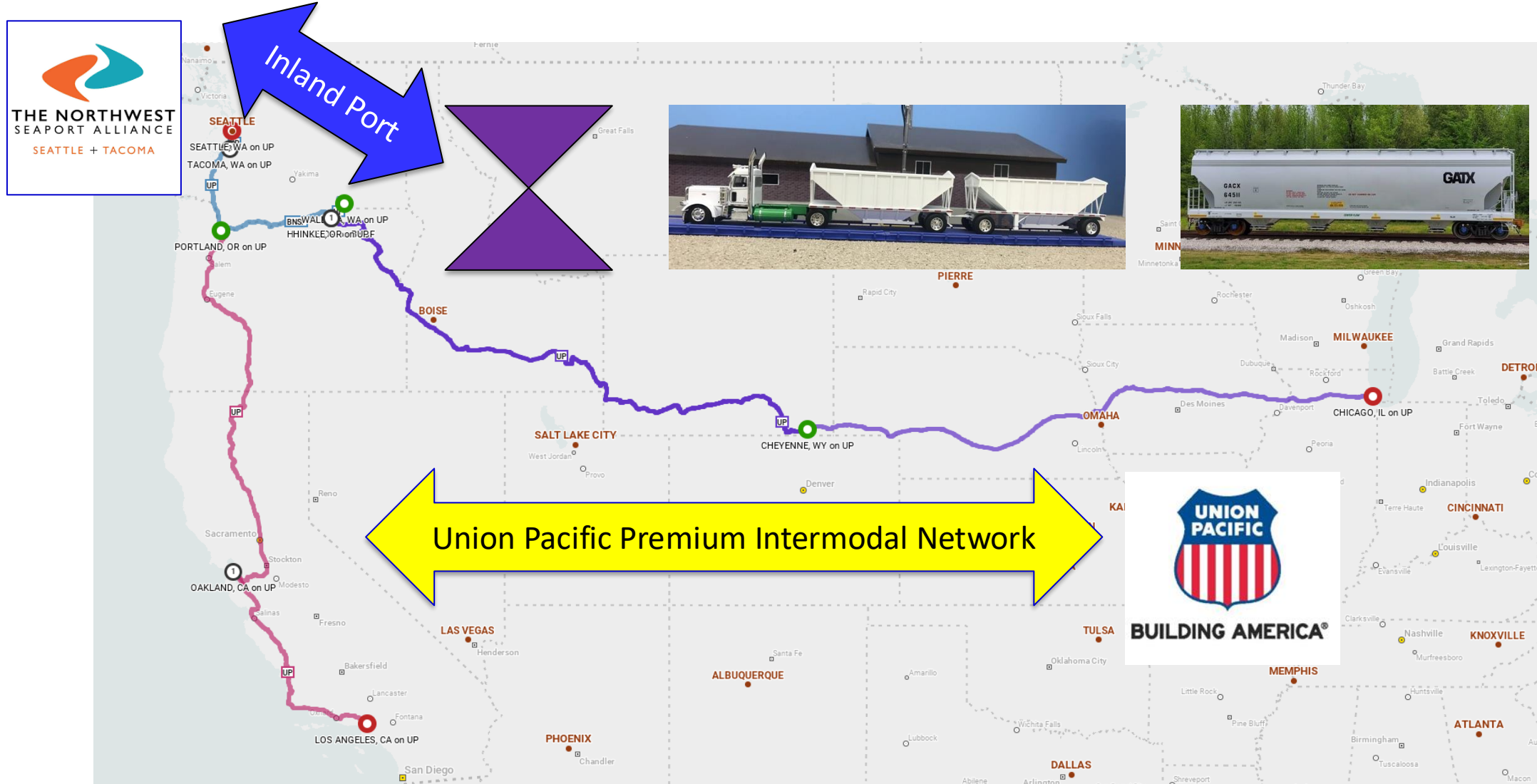
Vision

- Develop the Tri-Cities and Northwest Seaport Alliance as the preeminent supply chain gateway for North America
- Establish Washington State as a model for public-private partnership for trade success, economic growth and environmental sustainability

Mission

- Support agricultural exports with cost-effective inland transportation to international and domestic destinations
- Establish Washington State as an attractive import gateway
- Reinforce domestic distribution options in and through the Tri-Cities
- Accelerate the growth of US containerized export of grain and bulk

Three+ Networks Through a Single Node



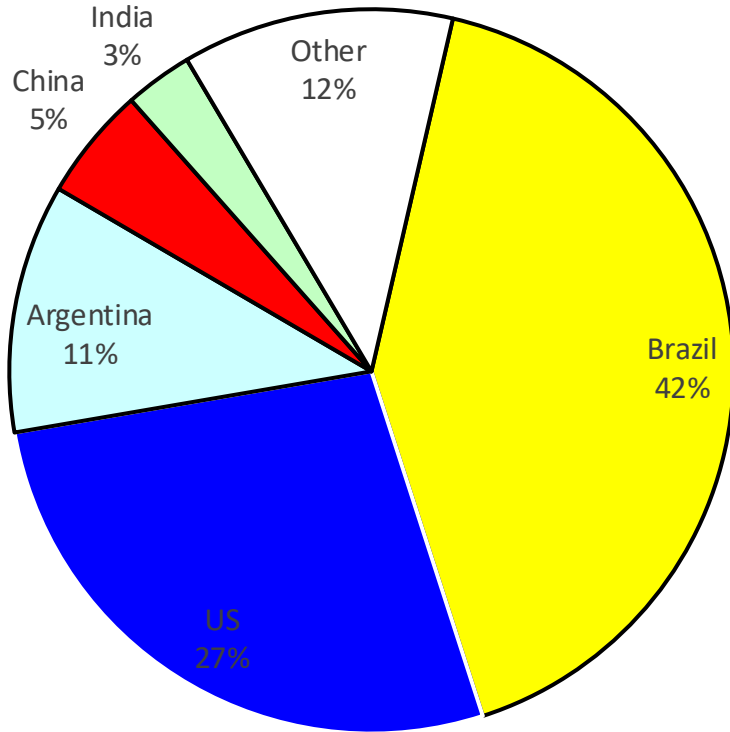
Recent Events

- February 5, 2026: The Northwest Seaport Alliance, Port of Benton, Port of Pasco and Port of Walla Walla sign Interlocal Agreement to collaborate on Inland Logistics Hub Development
 - “The signing of this Interlocal Agreement marks a significant step forward in regional cooperation. By partnering together, we are building resilient trade corridors that will create family-wage jobs, support Washington exporters, and ensure our Puget Sound gateway remains competitive in global markets for generations.” *WSA Co-Chair and Port of Tacoma Commission President Dick Marzano*

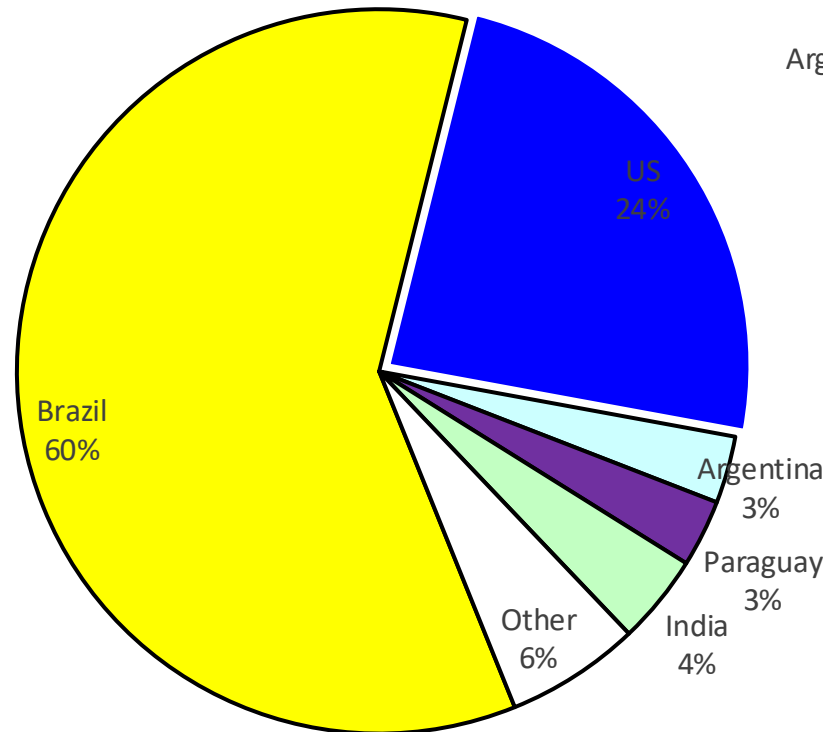


2025 Global Soybean Recap

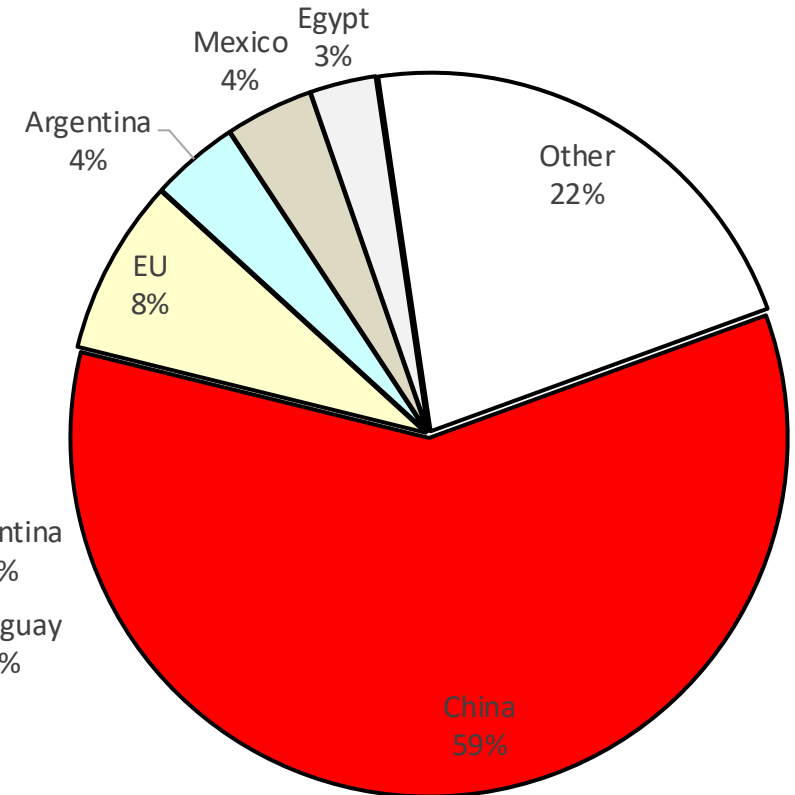
2025 Production



2025 Export



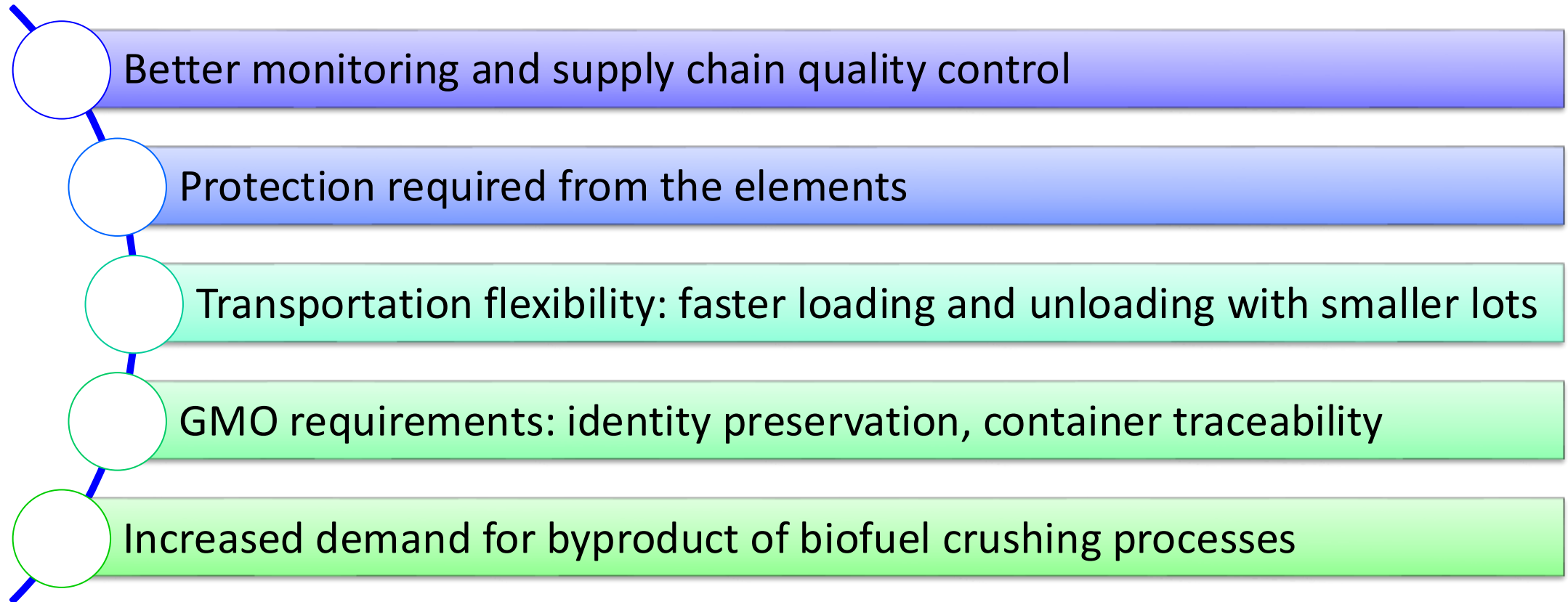
2025 Consumption



<https://www.iowafambureau.com/Article/World-Soybean-Trade>

The Changing World of Export Soybeans

- Brazil (and Argentina) have become the primary suppliers --- and price-setters for China's soybean market
- Bulk remains dominant for raw soybeans
- Containerized shipments are expanding from a low base for specific market niches – which US exporters need to fill



What About Delivery at Destination?

China inland waterways

- 34 major ports
- > 2,000 minor ports

Inland delivery via container

- Reduces domestic handling
- Lowers total lead time

Chinese coastal crushers and processors

- Increasingly accept containerized soybean products
- Particularly at smaller regional ports

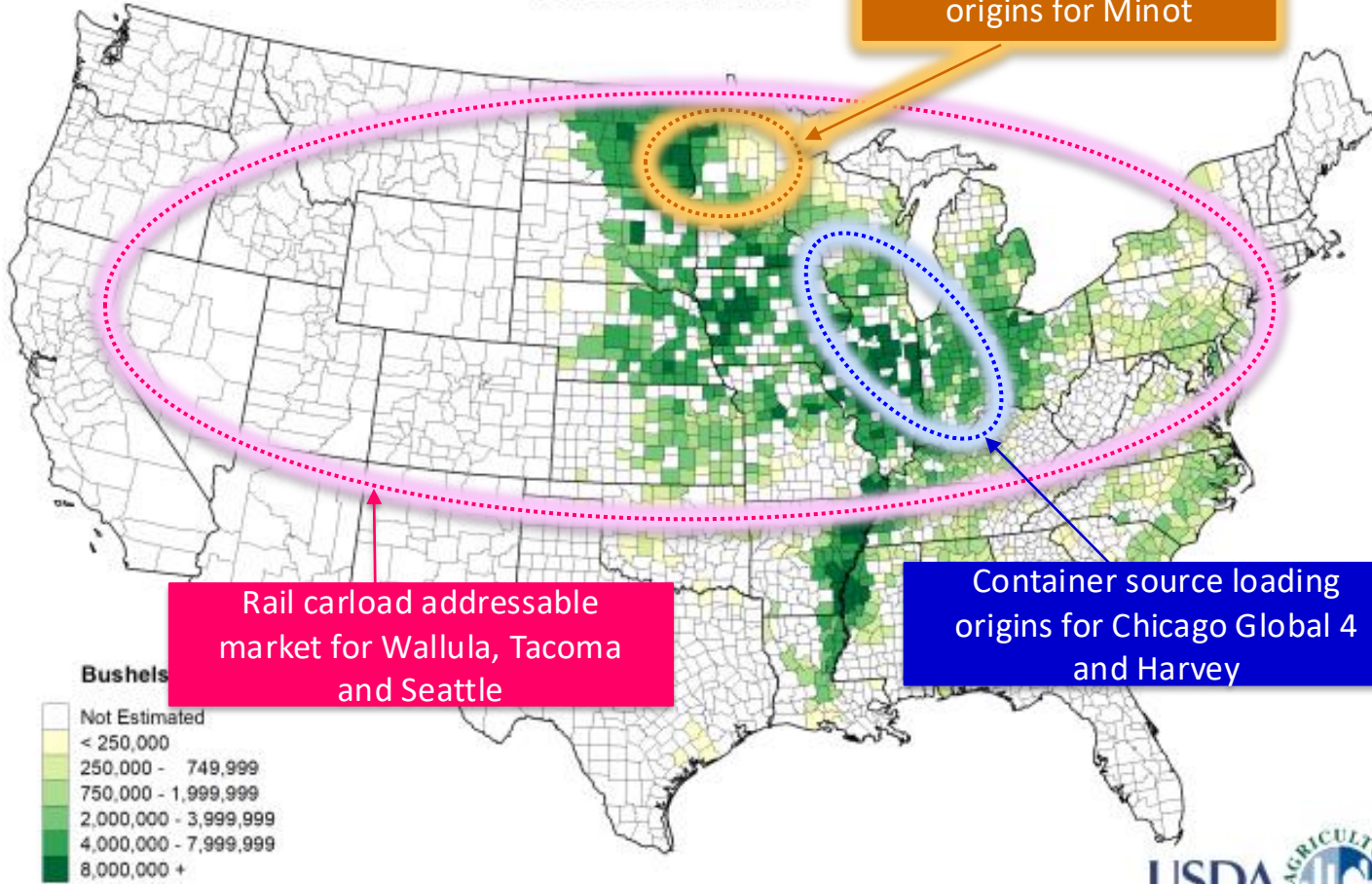
Supply chain benefits of containerized flows

- Fill short windows
- Bridge supply gaps between bulk shipments
- Span pre/post South American harvest
- Supply small buyers that cannot take full bulk parcels



2024 US Soybean Production

Soybeans 2024
Production by County
for Selected States



S. Department of Agriculture, National Agricultural Statistics Service



Location	Operator	Ocean	Empty Source
Global 4, IL	UP	IPI	IPI Return
Minot ND	RMG	IPI	IPI Return
Seattle, WA	Raymont	Port	NWSPA
Tacoma, WA	Stryder	Port	NWSPA
Wallula, WA	TCI	Port	IPI Return and NWSPA

Issues

- IPI empty supply cyclical and problematic
- Ocean carrier export selection may vary
- Port locations expensive and congested

***“If you can’t bring containers to the product ...
... Then bring the product to the containers”***

Bob Sinner: President of SB&B Foods, LLC

THANK YOU!