FAST Strategy Workshop - September 23, 2003
EXECUTIVE SUMMARY

International Issues

Puget Sound ports have lost 11.9% of foreign market share bound for the US since 1998.

- Canadian railroads offer incentives that US railroads do not, making the Port of Vancouver very attractive for Midwest-bound freight.
- The Panama and Suez Canal improvements increase the competitiveness of East Coast ports.
- International shippers care about cost, reliability, and travel time for the total trip of their products, and choose routes that offer the best value for their customers.

National Issues

Moving freight efficiently into, through and around the Puget Sound region is critical to our national competitiveness.

- Ports will need to increase capacity to accommodate larger ships and thus gain larger market share.
- Intermodal connections among marine, rail, truck and air need to become more reliable and efficient.
- The Northwest needs a less congested, more reliable, and more accessible transportation system. Fixing small bottlenecks in the Puget Sound region will not offer a significant reduction in travel time or increase reliability for freight bound for the Midwest.

Jobs, Exports, Business

Losing international and national market share hurts our economy.

- The ports of Seattle and Tacoma create 12,300 direct transportation service jobs. The Port of Seattle generates 165,000 regional jobs.
- Nearly 1 in 3 Washington jobs relate to international trade.
- Local manufacturers and agriculture rely on the freight infrastructure for their exports.
- Shipping delays - at the ports, on the highways, at intermodal connections - hurt local and national businesses, including Boeing and UPS.
- Since moving their headquarters, Boeing has laid off 35,000 local workers.

FAST Action

How should FAST address the threat?

- What is FAST really about? What are our objectives and goals? Do we know where we are headed?
- Which of the above threats should FAST focus on over the next few years? How can we ensure that FAST projects are responsive to the quickly changing marketplace?
- Have we done a good enough job selling our successes? Why should people fund our projects?
- Do we need to re-message FAST? Why is it important? Who needs to hear the message?