



Articles:

- New Tenants
- Tenant Spotlight
- Airports as Economic Development Engines



InnovaTek



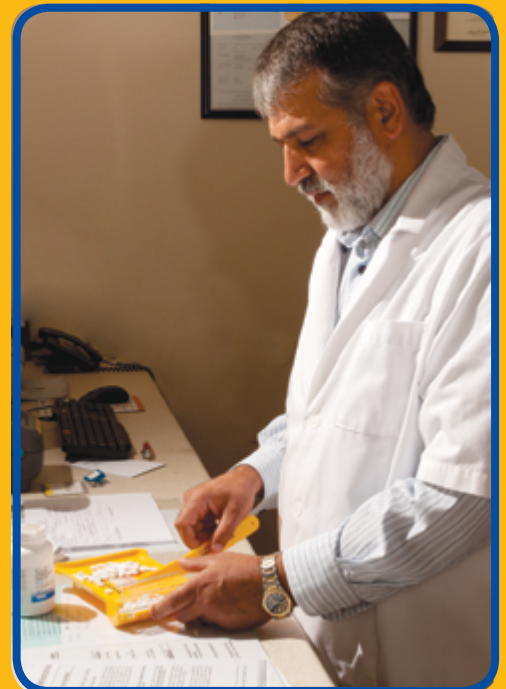
InnovaTek employees are a core team of scientists, engineers and business staff with multi-disciplinary expertise who provide the creative talents for an effective, entrepreneurial team. The work of the core team is augmented by interns, consultants, and University professors who are under contract.

InnovaTek, an advanced energy technology development company, recently moved into the Port of Benton's Technology and Business Campus. Their objective is simple: 'To help sustain our natural resources and enhance our quality of life.'

InnovaTek creates and develops products for environmental safety and sustainable power, converting unique ideas to workable chemistry and hardware to provide better solutions for the world we live in. InnovaTek's vision is to use advanced technologies to move the world away from wasteful fossil fuel combustion and toward efficient energy generation from renewable biofuels, providing a path for sustainability for future generations.

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Logar Pharmacy

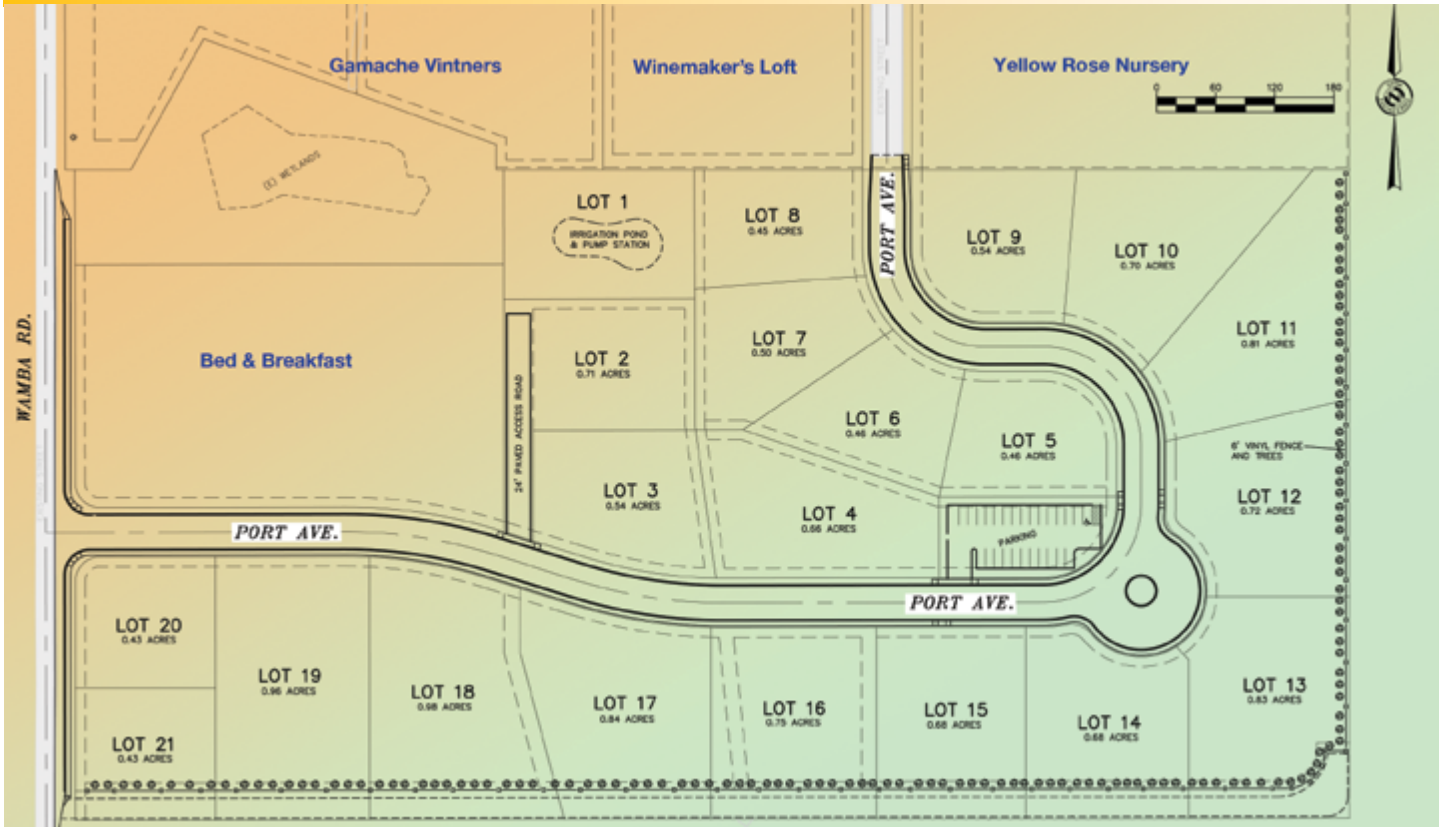


Hedayatullah (Heda) Jalalyar recently opened a new pharmacy business in Benton City. Logar Pharmacy is located in the Port's downtown development building next to Sew Me Pretty.

Logar is the lone drug store in Benton City and the surrounding region and Heda is counting on the convenience of having a local pharmacy to sustain his new venture. He will concentrate on servicing the local community by offering

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Vintner's Village Phase 2



The Port of Benton is extending Port Avenue from Vintner's Village into Vintner's Village Phase 2. Twenty-one lots will be for sale starting in early 2011.

The Port's plan is to bring in

complimentary businesses to the existing wine park. Seven Gables Bed & Breakfast has already been sold to Debbie Augustavo, who is remodeling the property and will have it available for occupancy by next spring.

**For more information call
Diahann Howard
(509) 375-3060**

eNewsletter Available

The Port's newsletter is available on our web site by going to www.portofbenton.com, clicking on newsletters and downloading it from the home page. The newsletter is also available by emailing a PDF file directly to your computer. Call Kelly Thompson at (509) 375-3060 or email her at: kelly@portofbenton.com and give her your email address.

Help the Port go green by not wasting our resources on paper.

Commission meetings are open to the public and held the second Wednesday of each month at 8:30 a.m. in the Port of Benton Conference Room, 3100 George Washington Way. March and September Commission meetings are held in Prosser, Washington.

Elevator Manufacturing

Tenant
Spotlight

Editor's Note: I interviewed Richard Vice from Elevator Manufacturing on September 9th at his company headquarters in Benton City.

Editor: I'm really going to enjoy this interview because every time I tell people there's an elevator manufacturing facility in Benton City their mouths drop open. Were you raised in the northwest?

Vice: I was born in California and moved to Prosser at an early age.

Editor: What happened after Prosser?

Vice: I moved back to California and started working for my grandfather, Henry Spencer, manufacturing elevators.

Editor: Did your grandfather own the company?

Vice: He bought Winter & Bain in 1984; I moved back in 1986 and started working as a welder in the company.

Editor: Did you have any training as a welder?

Vice: I've been welding since I was about 10 years old.

Editor: So, you've done most of the jobs in the plant?

Vice: I've done all of the jobs in the plant. My grandfather thought it would be a good idea to get the hands on experience so I'd know what we could actually do and how to do it.

Editor: How long did you work in California?

Vice: I worked there for about 10 years.

Editor: Were you still welding after 10 years?

Vice: No, my grandfather's succession plan was to get me trained so he could retire. I was managing the plant after 10 years.

Editor: When did you move back to the northwest?

Vice: I moved back to Prosser in 1997 and opened a sales and engineering satellite office.

Editor: You moved because you were tired of the rat race in Los Angeles?

Vice: We were starting a family and I wanted a more stable environment for my kids to grow up in.

Editor: Did your grandfather move back into the lead role at Winter & Bain?

Vice: Yes, he came back to work and managed the business until 2004, when he sold the company.

Editor: When did you build the facility in Benton City?

Vice: We built it in 2001 as a Winter & Bain facility and then changed the name to Elevator Manufacturing in 2004 after he sold the L.A. site. At that point we became partners.

Editor: What kind of sales revenue have you experienced? Are you growing?

Vice: We've had a steady increase until last year when the economy tanked. Last year our sales were down, but we made more profit.

Editor: How did you manage that?

Vice: We started offering more services so our sales base is broader. We started manufacturing hydraulic jack assemblies and now we make passenger & freight cab assemblies, entrance frames & doors, platforms & slings, pump units and pit ladders.

Editor: How many employees?

Vice: We currently have eight employees.

Editor: Who are your customers?

Vice: Most of the big U.S. elevator companies like Otis, Schindler and Kone Elevator.

Editor: You make the elevators and they install them?

Vice: Yes, that gives us total control over the quality of the product.

Editor: Otis has to sell an elevator project for you to get the job then?

Vice: Correct. They call us, we design and spec out the project and hope we get the bid. Our competitive edge is in the customer service. We've developed relationships and have



Richard Vice is standing in an elevator cab with a hydraulic shaft in the foreground.

dealt with most of our customers for over fifteen years.

Editor: Your elevators are shafts and hydraulics as opposed to cables and pulleys. How tall of a building do you service?

Vice: For every foot you go up, there's another foot you need to go down with the jack and shaft. So, we're more competitive under four stories.

Editor: Is there some kind of cycle in the elevator business?

Vice: Typically, we go through a building boom, the market is flooded with new buildings and when that's over all of the older buildings go through a modernization process so they can compete with the new buildings. Right now, new construction isn't happening, but modernization is.

Editor: Thanks for locating your business here, you're making a positive impact in your community.

Richland & Prosser Airports

Visualize airplanes taking off, the engines revving and thrusting planes into the sky. Airports are also economic engines in their communities because of the businesses residing at airports.

For example, Chukar Cherries is located at the Port of Benton's Prosser Airport, along with FruitSmart and our Fixed Base Operator, Jackson Flight Service.

Twenty-one companies lease space at the Port's Richland Airport. Several of them are airport related, like Zero Gravity, NW Medstar and Sundance Aviation; however, there are also a diverse number of non-related businesses like:

- 3 Rivers Decor
- Buckskin Golf Club
- NW Restoration
- Redline Automotive
- Almost Gourmet
- Hi Line Engineering
- Perfect Image
- Total Energy

We have over thirty businesses bringing income into the region from the airports. The next time you hear a plane taking off, remember the economic engine is still running in our nation's airports.



Top photo is near the Richland Airport tower, bottom left photo is along the by-pass highway at the Richland Airport, bottom right is at the Port's Prosser Airport.

Columbia Energy

Columbia Energy & Environmental Services (Columbia Energy) is a woman-owned small business in Richland. This summer, Columbia Energy completed the design and construction and will operate a full-scale Test Center on Salk Avenue in the Port of Benton's Richland Innovation Center.

The facility will be a valuable resource to Department of Energy contractors nationwide for testing, operator training and work package development. The 40' x 70' main platform has a 38' height a 240,000 pound design load, 2,000 Amp power source, 200 gallons per minute water supply and full lighting. Adjacent to the platform is a control trailer with office space, conference and HLAN connectivity.

The first project to be deployed at the Columbia Energy Test Center will be the fully integrated test of the Mobile Arm Retrieval System (MARS) for

Washington River Protection Solutions. The system is planned to be deployed in Tank C-107 after successful integration testing at the Test Center.



Columbia Energy is erecting a fully integrated test center to aid Department of Energy contractors.

President's Message

Can Do

The mission of the Port of Benton is economic development and this means creating jobs.

The Port has eight commercial/industrial sites, plus the Walter Clore Wine & Culinary Center in Prosser. We also manage Crow Butte Park near Paterson.

We have space available for lease or expansion in the following sites:

- Benton City Industrial Park
- Manufacturing Mall
- Prosser Airport
- Prosser Wine & Food Park
- Technology & Business Campus
- Richland Airport
- Richland Innovation Center
- Prosser Vintner's Village

Some of the anchor tenants at these sites are large, recognizable corporations such as Kaiser, EnergySolutions, Chukar Cherries, Hogue Cellars, Tree Top and the Hanford Contractors; however, the majority of these companies are small businesses that may require assistance with construction, marketing and site planning. These companies support over 2,000 jobs within high impact sectors and generate \$388 million in goods and services.

If you need help in establishing or expanding your business, the Port might be able to help. Please call the Port at 375-3060, we will use our experience and expertise to help you succeed.

Submitted by Robert D. Larson, Commission President



Port of Benton Commissioners are standing in front of Winemaker's Loft, Milbrandt Vineyards and wine o'clock at the Prosser Vintner's Village. This site is a great example of the Port's ability to foster economic development and create jobs.

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Commission Vice President



Jane F. Hagarty
Commission Secretary

This newsletter was produced by the staff of the Port of Benton, Jan Jackson, editor. For information about property acquisition and leasing opportunities, please call the Port of Benton at

(509) 375-3060

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