



MARINE EXCHANGE OF PUGET SOUND

ANNUAL REPORT



2023

FROM THE DIRECTOR

Welcome to our inaugural Annual Report! Inside these pages, you will find not only data and metrics but hopefully a story of our local maritime industry. Some of this data we attempt to explain, but much of it is presented for your own application, context, and awareness. I think you'll discover some surprising facts that are relevant to your world.

Recently, I was asked what I'm most proud of at the Marine Exchange. I'm so pleased to report that what I'm most proud of is the people who work at the Marine Exchange. This report that you're holding in your hands is made by people who have built a 44-year history of doing the right thing. I can tell you the energy and enthusiasm behind what is admittedly sometimes quite mundane (how many shipping data action movies have you ever seen?), is profound. I am beyond grateful for the Marine Exchange and where I sense we're going.

That said, I'm sort of counting on nobody reading this. I don't think I've ever read the inside cover of an annual report, so if you've made it this far – congratulations. You are precisely my type of maritime nerd. I'm about to do probably the dumbest thing you can imagine for an annual report: make some predictions. Some of my predictions are probably safe and uninspiring because they're ambiguous enough, but some might surprise you or at least spur some thought. Some, I hope, are wrong. Hopefully, however, it gets you reflecting on 2023 and preparing for 2024.

We're living in a golden age of uncertainty. This is why data is so sacred to us and why we would abdicate our own good sense to something called, "machine learning" or Artificial Intelligence. Nobody likes risk, especially capital risk, and using massive amounts of data shines light into dark corners. Data may be currency, but instructional wisdom is our new, anonymous God.

Despite the endless political theater swirling through a post-facts world, markets tend to know more than we do because money is more of a pump than a well – we can see where it's going. This has implications for maritime in that typically we see economic retraction and a reduction in investments during election years which is probably a reason the Federal Reserve already announced its intention to cut interest rates in 2024. As I write, the Dow just hit an all-time high, unemployment is low, and inflation continues to drop. Yet consumer sentiment is in the toilet, and more than half the country thinks they're worse off even if we know empirically that's not true. Inflation may come back down to the desired 2%, but inflation is permanently baked into global markets. If you think all this is irrelevant to shipping, just remember the labor strife we just went through on the West Coast and consider who's driving the demand for all the stuff.

Will there be a recession? Probably, but this economy is very good at engineering ways out in favor of easy money and commercial flow. I think we'll see more consolidation of the supply chain, though, as we continue to test the edges of growth. Volume will beat value in 2024 and paper-thin margins will continue to impact freight rates until the race to the bottom declares a winner.

Whether you believe in climate change or not, there's no ambiguity to the unprecedented amount of money and attention being spent on disaster recovery, ocean conservation, and climate resilience projects. Plus, the Panama Canal won't likely recover from drought as soon as we'd like, and our river systems remain vulnerable to low water levels. Count on more weather-related struggles as we continue to unwind the greatest science experiment in the known universe.

Puget Sound may gain from this in that we have deep, wide, protected ports and reliable supply chain infrastructure that has gained more appreciation both locally and with the state. I think we're well-positioned to gather more market share in the industry. Almost counter-intuitively and maybe not in 2024, I think soon we'll see an increase in container traffic through the ports of Seattle and Tacoma.

As for your local Marine Exchange, I can tell you with confidence that you should expect more from us. We'll be providing more access to information and data. We'll continue to invest in our people and our members. We'll increase our membership while providing more service for existing members through a member's portal where we can serve data, news, and a live tracking feed. We'll improve our software and provide more data products and insight that no other organization can. In short, although the future is uncertain, our commitment to our community isn't.

Patrick Gallagher
Executive Director

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MARINE EXCHANGE OF PUGET SOUND

Maritime. All the Time

Helping you achieve your maritime goals with real-time, vessel tracking data and organizational support services.

7,000

Transits a Year

2,475

Vessel Arrivals

114

Members

44

Years in the Making

OUR SERVICES

The Marine Exchange of Puget Sound was originally founded in 1980 to provide comprehensive communications and information services to our membership 24 hours a day, 365 days a year. Forty-three years later, we are still providing these services through vessel tracking technology and comprehensive reports but have also improved upon them and found other ways to provide for our community.

Currently, the Marine Exchange not only monitors over 7,000 movements a year, but we also provide day-to-day support services ranging from after-hours phone answering to full scale financial management. These services look different for everyone we work with, but our hope is to provide members with all the tools and information we can to help them achieve their maritime goals.

If you are seeking help for your organization or have ideas regarding data that we may be able to provide, please don't hesitate to contact us. Some of the services we're most excited about are the ones we haven't even considered yet.



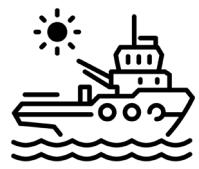
Administrative Support



Communication Services



24 Hour Watch Center



Real-Time, AIS Vessel Tracking

About Us

As a membership-based, nonprofit organization founded in 1980, we strive to strengthen the maritime transportation community while promoting safe, secure, efficient and environmentally responsible operations. Using 24/7 vessel tracking technology we provide real-time operational data and comprehensive communications services to our members, while also lifting administrative burdens through various organizational support services.

Our Membership

Our membership consists of Puget Sound-based steamship agents & operators, ship chandlers, port authorities, tugboat operators, and state & federal agencies, alongside several maritime industry support businesses. We are continuously working to improve and grow our operations so we can better serve the essential maritime community.



REACH US AT

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100 W Harrison St, S560 Seattle WA

VISIT OUR WEBSITE

marexps.com



& FIND US ON LINKEDIN

THE OFFICE TEAM



Patrick Gallagher
Executive Director

Before joining the Marine Exchange over two years ago, Patrick spent 22 years in the Coast Guard, specializing in search & rescue and law enforcement. Patrick holds a BS in Natural Resource Conservation and an MBA in Finance & Accounting. His multifaceted background equips him to lead the Marine Exchange, where he strategically manages daily operations and fosters industry connections. His commitment extends to actively serving on 10 maritime committees, providing valuable advisory support.

What they can help you with: Operation strategy and management, industry networking, and Marine Exchange information



Cynthia Reed
Deputy Director

Cynthia boasts an impressive 33-year tenure with the Marine Exchange. With a background in managing lube & oil inventory for Rainier Petroleum, Cynthia has been an integral part of the Exchange's administrative and financial functions. She coordinates association support activities, manages corporate affairs, and serves as the Executive Director for WSMC. Her wealth of experience and commitment to excellence make her an invaluable asset to the Marine Exchange.

What they can help you with: Financial planning & accounting, administrative support & coordination



Debra Walker-Goedhard
Project Coordinator

Debra brings over 28 years of experience to her role with a maritime career that began in 1994 at Hanjin Shipping. After exploring various locations, she returned to the Marine Exchange in 2014. Debra coordinates enrollments for the Washington State Maritime Cooperative and the Emergency Response Towing Vessel, communicates with members, and manages administrative tasks. Her extensive experience renders her not only a critical asset to the Marine Exchange, but also to WSMC, ERTV, and their esteemed members.

What they can help you with: Administrative support focused on multidimensional management, assistance regarding WSMC or the ERTV



Sara Zeman
Communications Coordinator

***Annual Report Managing Editor**
Equipped with dual bachelor's degrees in public relations and dance, Sara brings nearly three years of communications experience to the maritime industry. She specializes in marketing material creation, website maintenance, crisis communications, member support, and the management of various administrative duties. Proficient in a versatile array of design and media tools, Sara blends creativity with technical acumen, enhancing her effectiveness in this impactful role.

What they can help you with: Accounts receivable and invoicing, client relations and payment management



Jessica Lieberman
Accounts Receivable

With a BS in business analytics and a decade of experience in the maritime industry, Jessica's professional journey includes working with logistics and supplies for vessels in Ushuaia, Argentina, focusing on invoicing and enhancing efficiency in QuickBooks. Her commitment to client relations and billables now makes Jessica an essential part of the Marine Exchange finance team.

What they can help you with: Data analysis and visualizations, software engineering and programming, visually compelling reports



OUR INTERN
Skyla Tran
Data Analyst

***Annual Report Co-Editor & Data Specialist**
Skyla Tran brings a fresh perspective to the Marine Exchange. Currently a senior at the University of Washington, Skyla joined in June 2023 and serves as a data analyst and software engineer. Proficient in programming languages and software tools, Skyla's role involves organizing datasets, creating dynamic and interactive dashboards, and working on various data-related projects. With a keen interest in unusual data, Skyla is always looking for new challenges.

What they can help you with: Data analysis and visualizations, software engineering and programming, visually compelling reports

OPERATIONS CENTER

OUR AIS DATA SETUP

The Marine Exchange of Puget Sound Operates a robust vessel tracking service, overseeing more than 7,000 movements each year. Utilizing shore-based receivers, our cost-effective real-time tracking system captures Automatic Identification System (AIS) data from vessels in the region.

Tracking begins around 15 days prior to a vessel's arrival in Puget Sound or Grays Harbor, collecting information on 64 different data fields every six seconds. Members can view and filter this data on a map through their Puget Sound AIS login. This comprehensive dataset is the foundation for daily, weekly, monthly and annual reports and displays, providing valuable insights to our members.

All these operations are managed at our Operations Center, which runs 24/7, 365 days a year, ensuring consistent and reliable support to the maritime community just a phone call away.



WATCHSTANDERS

Arthur Lusis

With 25 years at the Marine Exchange, Arthur shifted from a Stone Mason career path to a volunteer-driven journey after life-altering strokes in 1984. Named Volunteer of the Year by the former Evergreen Stroke Association, he soon transitioned to a telephone switchboard operator at the Port of Seattle. Later intrigued by the Marine Exchange's emphasis on heavy telephone volume, he now plays a crucial role in providing after-hours telephone support for our vital maritime community.

Jim Luty

Jim Luty brings a wealth of maritime experience to his role as a Watch Supervisor at the Marine Exchange. With a background in Early Childhood Education and years of service in the United States Navy and Coast Guard, Jim has been with the Marine Exchange for 16 years. His daily responsibilities include telecommunication services for ship agents, supporting WSMC oil spill response, data entry and more.

Marcel Williams

Marcel has been a dedicated Watch Supervisor at the Marine Exchange for over a decade. His professional journey includes roles at Comcast, Washington Mutual Bank, and the U.S. Navy. Marcel's responsibilities at the Marine Exchange involve monitoring vessel transits, handling calls, and supporting WSMC operations. With consistent use of various software programs, Marcel is a reliable and experienced member of the Marine Exchange team.

Sean Maloney

With a background in engineering, Sean has been at the Marine Exchange for almost a year now. From 2016 to 2023, he served as the Supervisor of Engineering Technicians at LAM RESEARCH, followed by roles as an Engineering Technician & Crew Lead. His earlier career also included a decade of service as a United States Navy Missile Technician. Sean has become an integral part of the Marine Exchange team utilizing his background to contribute to the maritime industry.

Operations Manager, Neil Caldwell

With a background in United States Navy Telecommunications and government telecommunications contracting, Neil has been an integral part of the maritime industry for 18 years. At the Marine Exchange, he ensures operational readiness, supervises watchstanders, and maintains extensive databases of the Marine Exchange and Buoys R Us data. Neil also coordinates and creates custom reports for members, providing them with specialized data solutions. His proficiency in AIS software and various databases makes him a technical cornerstone at the Marine Exchange.

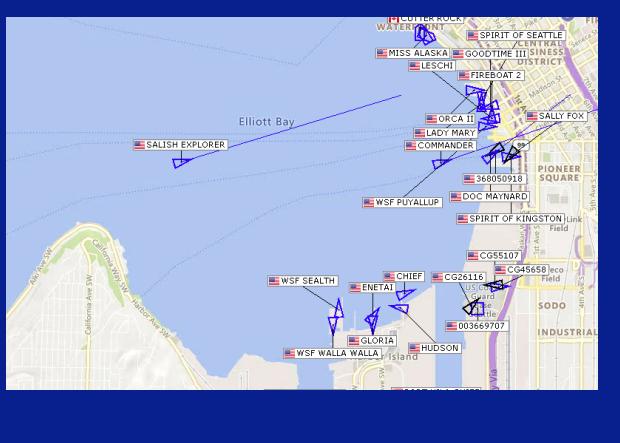
What they can help you with: Operational efficiency and system maintenance, technical problem-solving, custom report generation

*"If we don't have the answer,
we'll find someone who does"*
-Arthur Lusis

DATA OF OURS YOU MIGHT RECOGNIZE

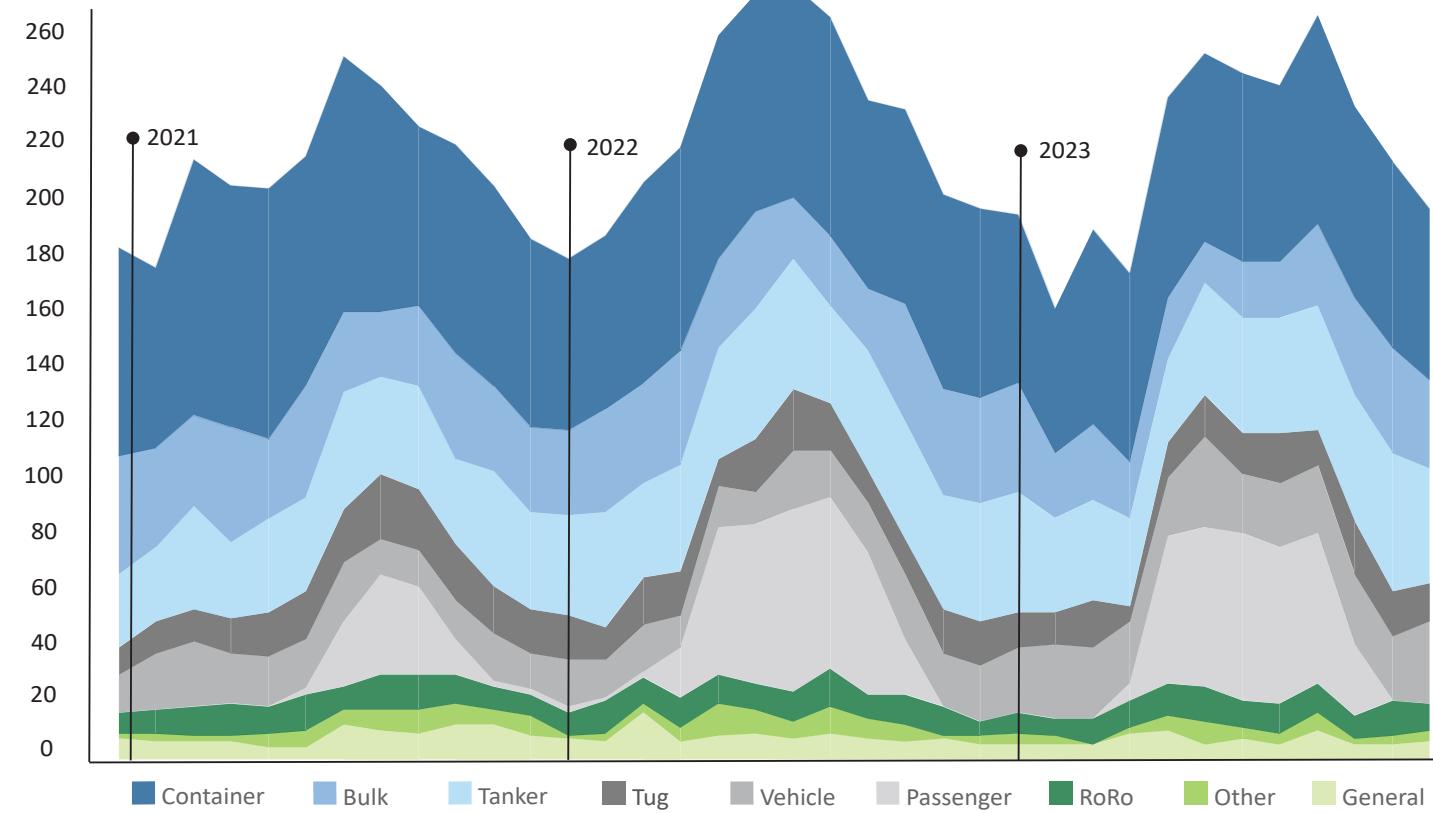
We create custom reports for all kinds of organizations and data goals. A few you might recognize:

- Quietsound & ECHO Slowdowns
- Washington Department of Ecology VEAT
- Oil Spill Risk Assessments from George Washington University for Puget Sound

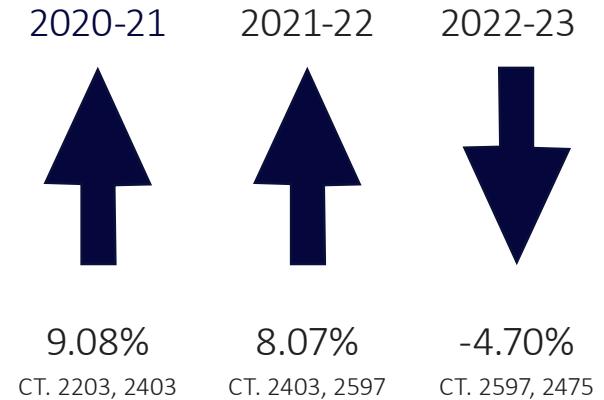


YEAR-TO-YEAR ARRIVAL OVERVIEW

2021 - 2023 CUMULATIVE VESSEL ARRIVALS BY TYPE



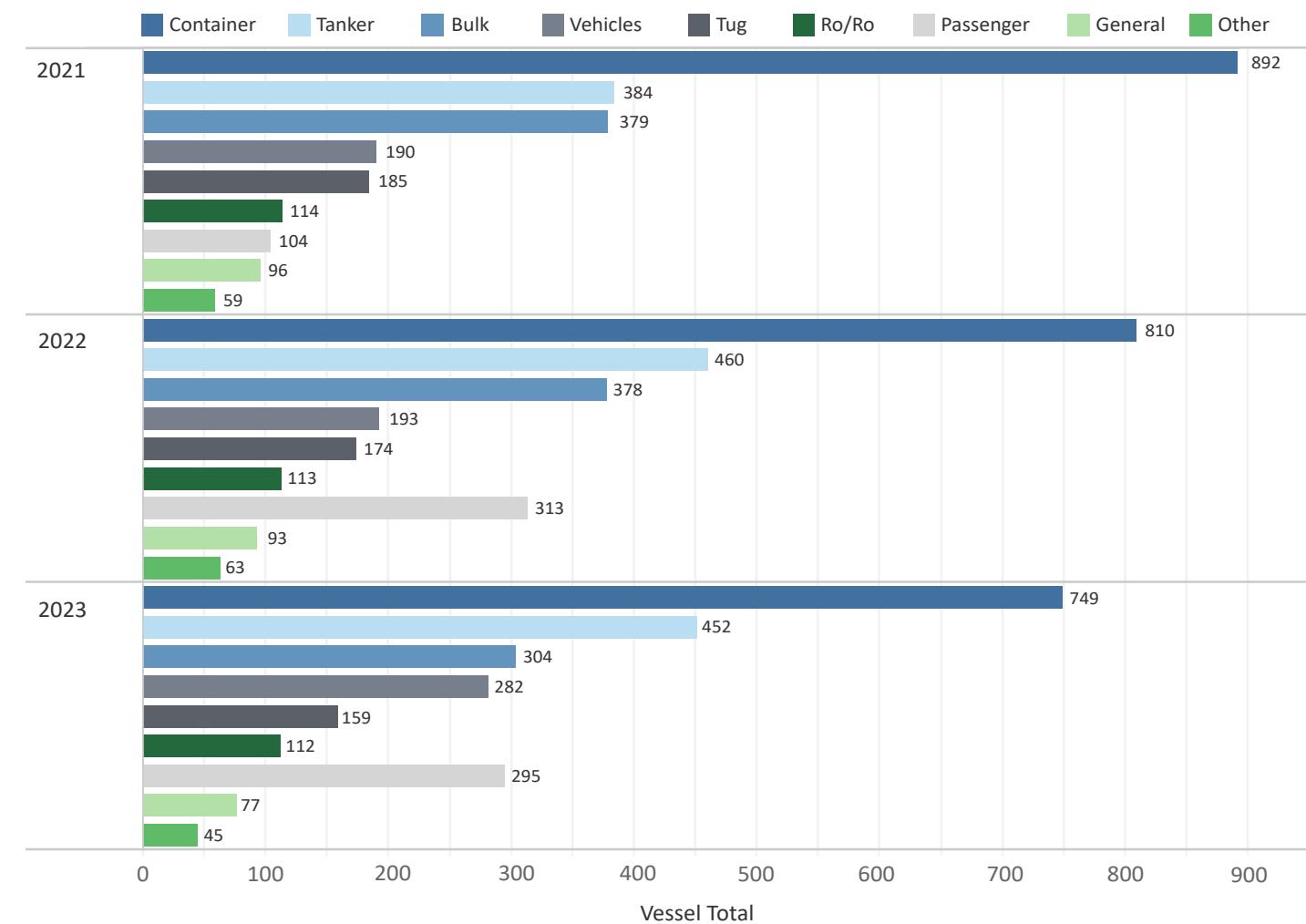
YEAR OVER YEAR ARRIVALS



“OTHER” CATEGORY VESSELS

Barge Carrier	Patrol
Cable-Layer	Platform
Crane	Pollution Control
Drill	Refrigerated
Fishing	Research
Frigate	Supply
Heavy Load	Training
Hopper Dredger	Tug
Livestock	Wood-Chip
Military	Yacht
Ore	

2021 - 2023 VESSEL ARRIVALS BY TYPE



TRENDS

The total ship count is down from last year even though we saw a surprisingly strong finish coming off weak summer arrivals - except for near-record cruise ship traffic. Over time, container traffic has trended down slowly for various reasons, including loss of market share, labor strife, and larger capacity ships. Washington ports remain competitive in global energy, commodities, passenger, and finished goods markets.

- Patrick Gallagher

2023 ACCOMPLISHMENTS

As we look back on the past year at the Marine Exchange of Puget Sound, we take immense pride in the meaningful accomplishments and significant strides we have made that reflect our unwavering commitment to serving our vibrant maritime community.

Our digital transformation was a pivotal focus this year, aimed at better serving our members and amplifying our mission. The completion of our first, full year of newsletters marked a significant milestone, transforming this platform into an authentic channel delivering pertinent news, events, and opportunities to our members and the broader community. Simultaneously, our redesigned website, emphasizing user-friendliness and enhanced communication, now better serves as a dynamic tool to inform members and attract prospective ones. These updates have aligned us with our rapidly evolving industry, complemented by the introduction of our new membership dashboard, detailed below.

Our team also welcomed three new members, with two filling existing roles and one introducing a fresh perspective, broadening the spectrum of services and capabilities we offer our members. This continued effort for growth in our team isn't just about numbers; it's about broadening our services based on the diverse skill sets within our office. One person can bring a whole new set of perspectives, ideas and services to our members. For more details on how our talented team can assist you, refer to page 5.

Participation in the Seafair Festival this year marked a poignant highlight, as we shared our mission on Pier 46, enlightening the public and maritime enthusiasts about our purpose and community. Additionally, our team engaged in professional development, taking part in the Northwest Oil Spill Control Course, emergency response drills, and informative maritime field trips. Alongside these great opportunities, we continue to learn every day in our office, drawing knowledge from each other, our members, and the ongoing work that has defined our mission for the past 44 years. This continuous learning journey, both within and outside the office, enriches our understanding of the diverse sectors we collaborate with, reinforcing our commitment to growth and excellence.

The release of this inaugural annual report marks a significant moment of reflection for the Marine Exchange, emphasizing our commitment to giving back as we step into 2024. In alignment with this commitment, we've re-imagined our membership structure with the goal of extending our offerings to every member of our community. We will now have three membership levels, including an option tailored for maritime individuals. Our aim is to foster interest and inclusivity within the maritime community, ensuring that even those who may not have had the opportunity for an insider's look can now benefit from our wealth of information and resources.

Throughout this transformative year, our core services have remained steadfast, offering unwavering support in AIS vessel tracking, continuous operations, and various support services. In 2024, our commitment is to give even more to our members and the community we proudly serve.

WELCOME TO THE NEW MEMBER DASHBOARD

Introducing our brand new Membership Dashboard - a dedicated hub crafted to give members instant access to the information they need. Based on your membership level, login to instantly access AIS viewers, the Daily Paper, comprehensive monthly data & customizable reports for download. Scan the QR code to the left or visit us at <https://marexps.com/become-a-member/> to set up your account or learn more about the Member Dashboard and new membership structure.

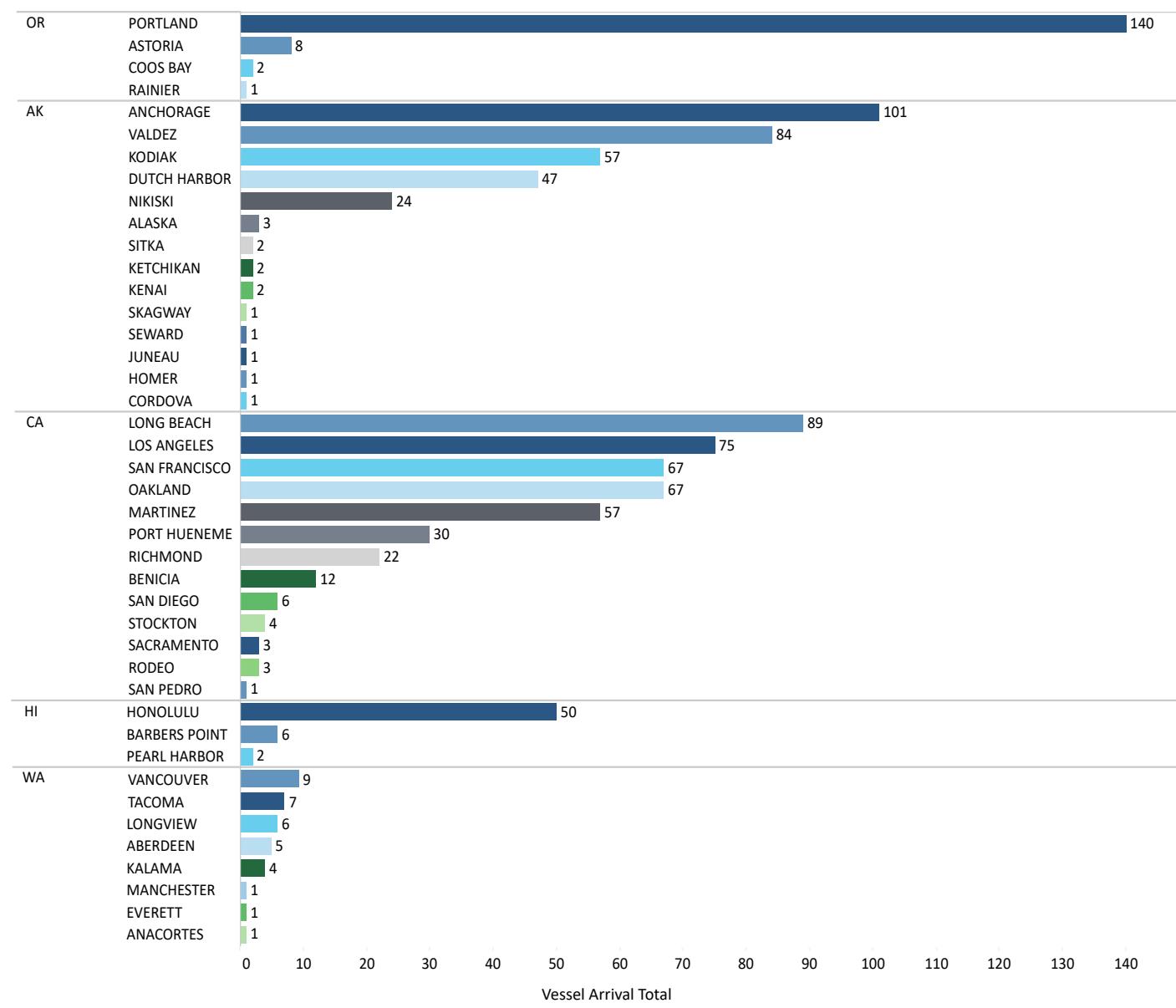


DOMESTIC ARRIVALS

TOTAL YEARLY ARRIVALS TO PUGET SOUND/GRAYS HARBOR BY STATE



YEARLY ARRIVALS BREAKDOWN BY STATE

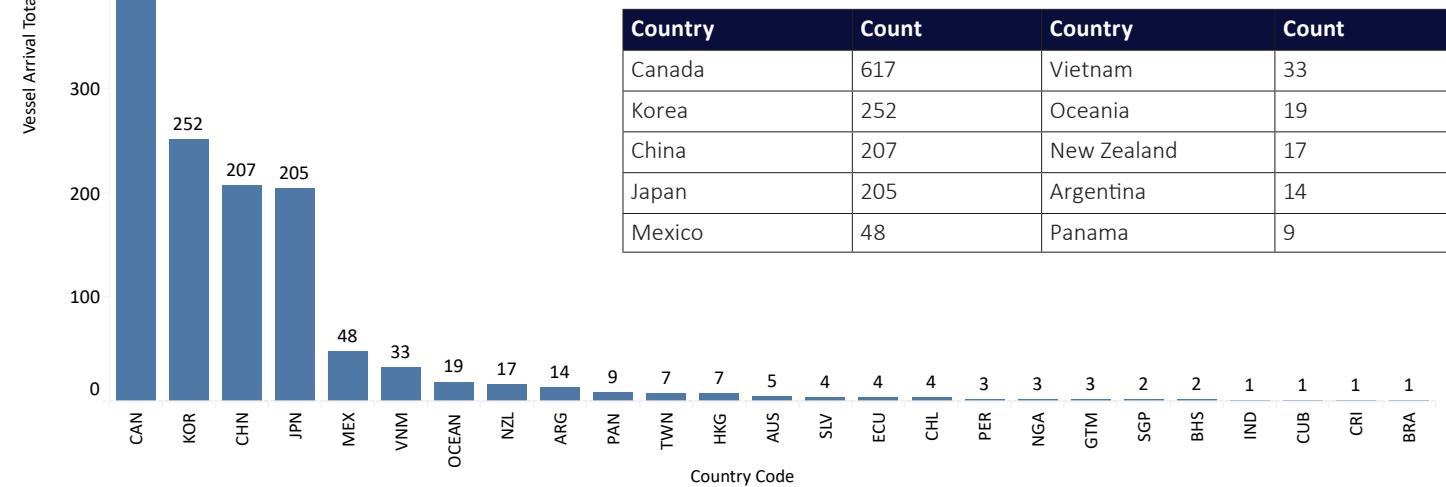


INTERNATIONAL ARRIVALS

The map below depicts international arrivals into the United States through Puget Sound & Grays Harbor throughout the 2023 year. An interactive version of this map can be found on the new Marine Exchange of Puget Sound online dashboard.



TOP 10 COUNTRIES BY ARRIVALS 2023

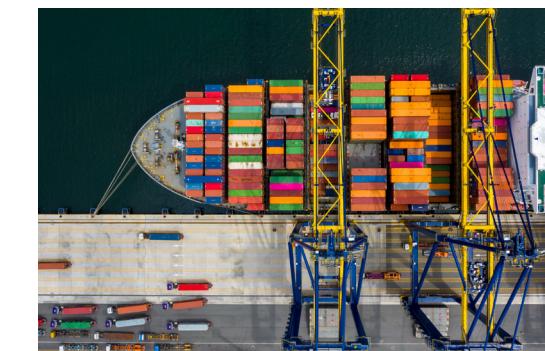


OUR MEMBERS

ACGI	HOLLAND AMERICA GROUP	PORT OF EVERETT
ALASKA MARITIME	HULL SCRUBBER CORPORATION	PORT OF NEAH BAY
ALEXANDER GOW INC.	HYUNDAI AMERICA SHIPPING AGCY	PORT OF OLYMPIA
AMERICAN SEAFOODS COMPANY	ILWU/ITF	PORT OF PORT ANGELES
ARROW LAUNCH SERVICE	INCHCAPE SHIPPING	PORT OF SEATTLE
B.R. ANDERSON & CO.	INLANDBOATMEN'S UNION /PACIFIC	PORT OF TACOMA
BECK ELECTRIC	INTERCRUISES SHORESIDE & PORT SVCS	PUGET SOUND PILOTS
BLACK DIAMOND SHIPPING, LLC	INTERNATIONAL REGISTERIES INC	QUILEUTE TRIBE, DEPT OF NATURAL RES.
BLUE WATER SHIPPING, AGENTS	ISLAND TUG & BARGE	SABBATH MERITIME CONSULTING
BOARD OF PILOTAGE ST OF WA	JONES STEVEDORING COMPANY	SAILORS UNION OF THE PACIFIC
BNSF RAILWAY: AG PRODUCTS	KAN SHIPBROKERS	SAN PEDRO HARBOR SHIP SUPPLY
BRUSCO TUG AND BARGE	KEESAL, YOUNG & LOGAN	SAUSE BROS. OCEAN TOWING CO.
CARGO BUSINESS NEWS	KIRBY OFFSHORE MARINE	SCHWABE WILLIAMSON & WYATT
CASCADE MARINE AGENCIES, LTD.	LANE POWELL SPEARS LUBERSKY LLP	SEATTLE FIRE DEPARTMENT
CHRISTIAN CONG. HARBOR MINISTRIES	LEGROS, BUCHANAN & PAUL	SEATTLE MARINE BUSINESS COALITION
COLLIER WALSH NAKAZAWA	MACKAY COMMUNICATIONS INC	SOUTH KING FIRE & RESCUE
CONOCOPHILLIPS / POLAR TANKERS	MAERSK	SOUTHPORT AGENCIES
COSCO CONTAINER LINES AMERICAS	MARATHON	STREAMLINE MARINE SERVICES
CROWLEY MARINE SERVICES	MAIN LINES, INC.	STEVEDORING SERVICES
CULLEN MARITIME SERVICES, INC.	MARINE SPILL RESPONSE	T.J.'S MARINE SUPPLY
CVT TANKER BROKERS & ASSOCIATES	MASTERS, MATES & PILOTS	TALON MARINE SERVICES LLC
DELTA WESTERN, INC	MATSON NAVIGATION COMPANY	THE AMERICAN WATERWAYS OPERATORS
DEPARTMENT OF ECOLOGY	MEBA DISTRICT 1, PCD	TRANSMARINE NAVIGATION
DUNCAN SHOEMAKER	MEDITERRANEAN SHIPPING	US CUSTOMS & BORDER PROTECTION
DUNLAP TOWING	MOFFATT & NICHOL	VANE LINES
EAST JEFFERSON FIRE RESCUE	NICOLL BLACK & FEIG PLLC	VIGOR INDUSTRIAL
EDWARD F. TRAVERS & ASSOCIATES	NORTH AMERICAN SHIPPING AGENCIES	WALLENIUS WILHELMSEN LINES
EMERGENCY RESPONSE TOWING V.	NORTHWEST SEAPORT ALLIANCE	WASHINGTON MARITIME BLUE
EVERGREEN SHIPPING AGENCY	NORTON LILLY INTERNATIONAL	WASHINGTON MARITIME FEDERATION
FIFE MARITIME	U.S. ECOLOGY	WASHINGTON COUNCIL ON INT'L TRADE
FOSS MARITIME COMPANY	NYK (AMERICA) INC	WASHINGTON STATE MARITIME COOP
GAC NORTH AMERICA SHIPPING	OLYMPIC TUG & BARGE, INC.	WASHINGTON UNITED TERMINALS
GENERAL CONSTRUCTION COMPANY	OOCL	WEST COAST SHIP SUPPLY
GENERAL STEAMSHIP CORP	PACIFIC FUNCTIONAL FLUIDS	WESTERN TOWBOAT CO. INC.
GLOBAL DIVING AND SALVAGE	PACIFIC MARITIME ASSOCIATION	WESTWOOD SHIPPING LINES
GREEN MARINE	PACIFIC MERCHANT SHIPPING ASSOC	WILHELMSEN SHIPS SERVICE
HAPAG-LLOYD CONTAINER LINE	PILOT THOMAS LOGISTICS	WORLD FUEL SERVICES
HOST AGENCY	PORT OF ANACORTES	YANGMING MARINE TRANSPORT CORP

MEMBER HIGHLIGHTS

In 2023, our members showcased remarkable dedication and success in their hard work. Their achievements have been outstanding and vast, highlighting the strength of our community. We're eager to see what they'll accomplish in the upcoming year.



Port of Everett

In 2023, the Port of Everett achieved a historic milestone with the completion of the first cargo movements between its modernized South Terminal and the newly inaugurated 40-acre Norton Terminal. Norton Terminal, operational since December 2022, is the first entirely new cargo terminal to open on the U.S. West Coast in over a decade, significantly enhancing cargo capacity in the national freight network.



Foss

This year, Foss Line Service clinched prestigious accolades at the 75th annual Pacific Maritime Association (PMA) safety awards. The company was awarded the Zero Injury Rate award and 1st place in Safety, acknowledging the commendable efforts of their Line Service Manager and Line Superintendent. In 2022, Foss Line Service achieved an impeccable safety record, completing 1,551 jobs, servicing 775 ships, and engaging 10,610 line handlers.



Washington Maritime Federation

In 2023, the Washington Maritime Federation released a new Maritime Economic Impact Study, shedding light on the substantial impact of the industry on the state's economy. Revealing numbers like average annual compensation and the maritime sector's contribution to Washington, the report underscores the industry's core values of a diverse workforce, innovation, and sustainability, positioning it as a key driver of economic growth. It also affirms the industry's commitment to environmental responsibility and its proactive stance in facing future challenges.



Crowley

This year, Crowley, in collaboration with the Port of San Diego, achieved a significant milestone by launching a shoreside charging station for the upcoming zero-emissions tugboat, eWolf. The micro-grid charging facility, featuring containerized energy storage, enables swift vessel recharging, reducing peak loads on the community energy grid. Crowley's commitment to sustainability is showcased through this innovative technology, designed to operate off-peak hours and supported by a solar power array.

BOARD OF DIRECTORS

PRESIDENT
Captain John Veentjer - U.S. Coast Guard, Retired

VICE PRESIDENT
Jack Harmon - Arrow Launch Services

BOARD MEMBERS
Ivan Carlson - Puget Sound Pilots
Berit Erickson - Sailors' Union of the Pacific
Jon Fife - Fife Maritime
Kevin King - Wilhelmsen

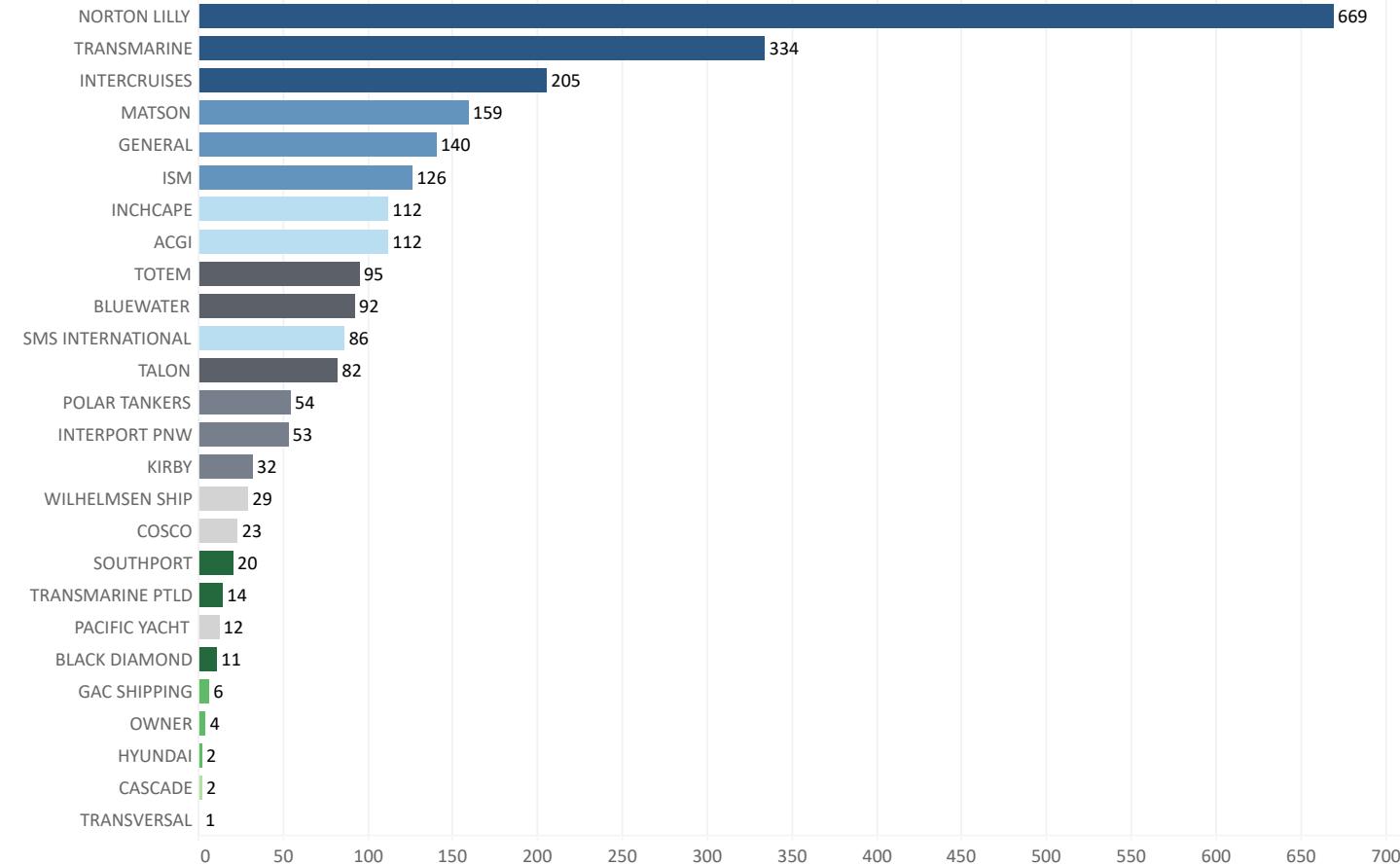
TREASURER
Randy Click - ACGI Shipping

John Lockwood - Vigor Shipyards
Jim Peshel - Vane Brothers
Joseph Tabisoia - General Steamship



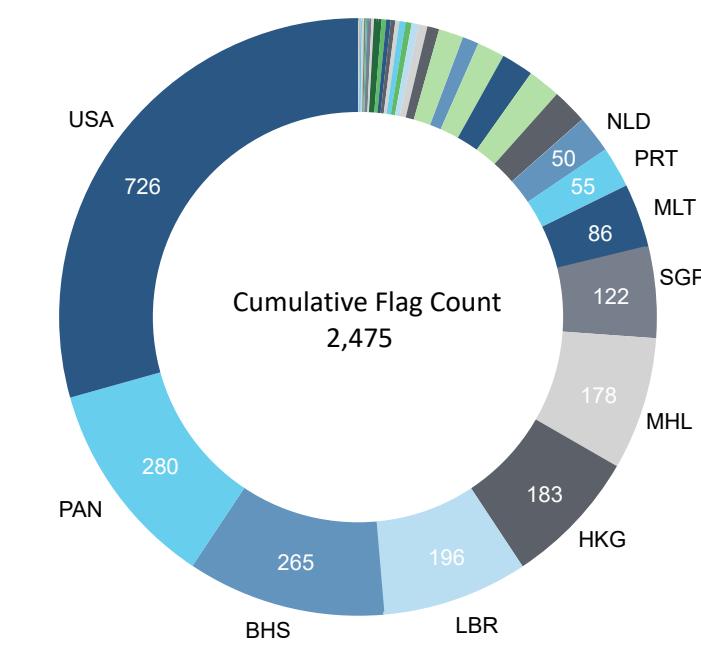
AGENTS & COUNTRY FLAG METRICS

2023 AGENT RANKINGS PUGET SOUND / GRAYS HARBOR CALLS



2023 FLAG COUNTS PUGET SOUND / GRAYS HARBOR ARRIVALS

Top 10 labeled with count and country code



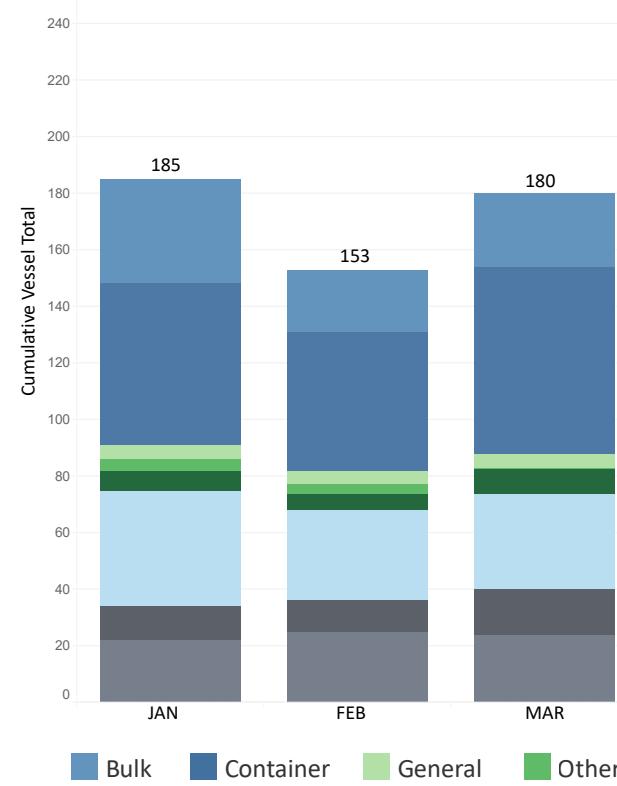
"The relationship between U.S.-based shipping agencies and foreign-flag vessels is complex, influenced by international maritime regulations, trade agreements, and national laws. Shipping agencies and the operators of foreign-flag vessels collaborate to ensure compliance at all levels, especially safety and environmental precautions. Local shipping agencies must comply with regulations set by the U.S., including Customs and Border Protection, and the Coast Guard, and other relevant authorities; the foreign vessels must also comply with the regulations and standards set by their flag state. Foreign-flag vessels are also subject to international maritime laws and conventions, such as the International Maritime Organization regulations. This collaboration is essential for the global shipping industry and international trade."

- Randy Click, ACGI Shipping

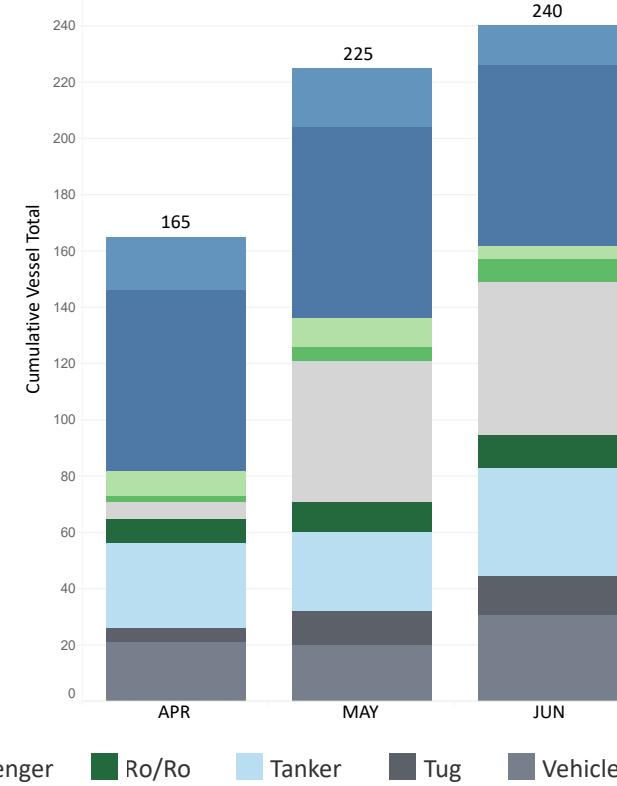
2023 QUARTERLY BREAKDOWN

"In general, Puget Sound sees a rise in deep draft vessel traffic from May into October primarily due to cruise ship operations, now in record numbers. Arrival increases in those same months by other vessel traffic. While influenced some by the weather, most are much more likely influenced by other factors such as consumer demand and port competition, and in the case of container ships, their increased size. During the height of the COVID impact (CY 2020), there were no cruise ship operations, and the arrivals by other vessel types were also negatively impacted. Consequently, arrivals decreased some from May into October.

Q1.



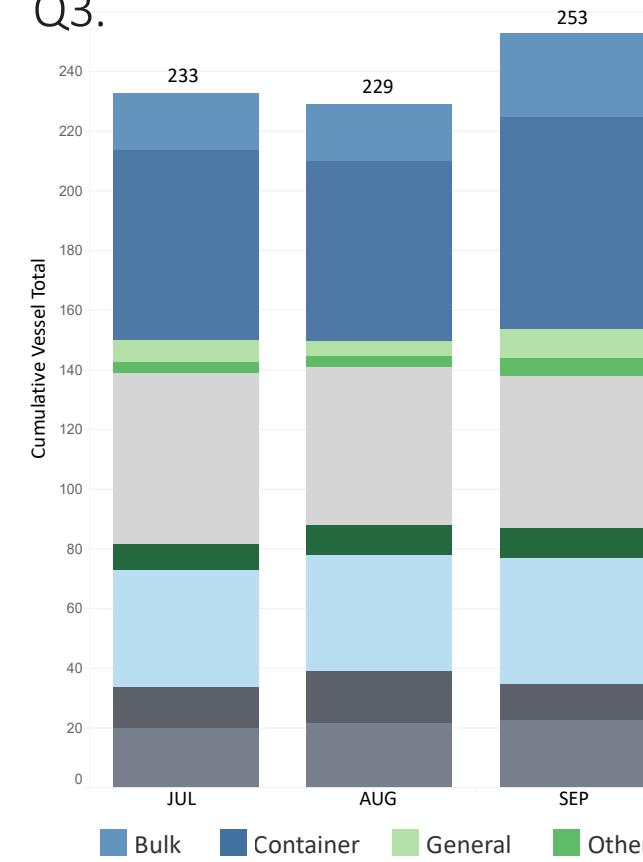
Q2.



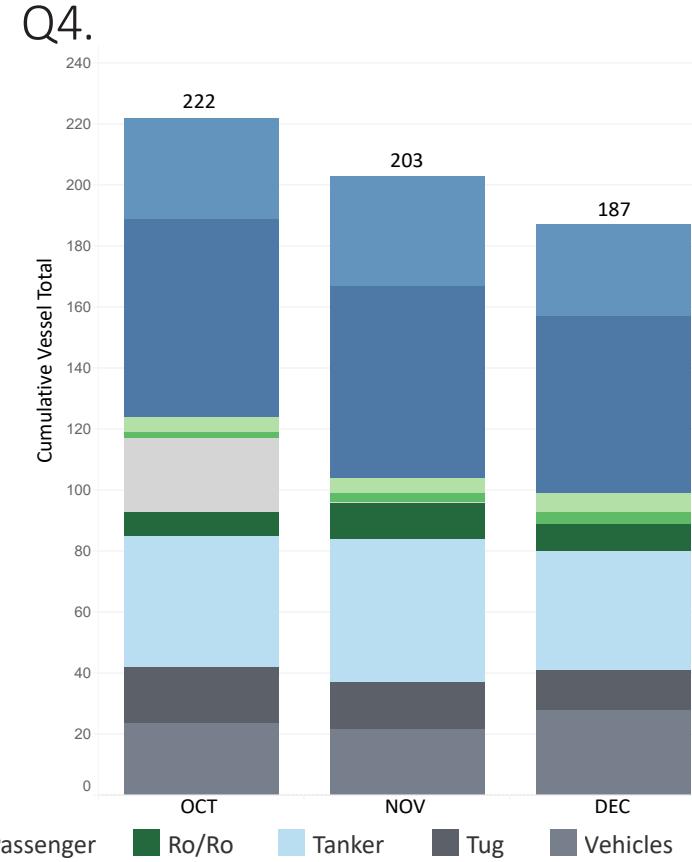
While the annual vessel arrivals this year are still below those of the pre-COVID years, the late spring, summer and early fall months are again seeing their usual increases. The total number of vessel arrivals into Puget Sound ports for 2023 is 2383 and to Grays Harbor, there were 92 arrivals. This is a continuing decrease for Puget Sound ports across most vessel types, bulk carriers and container ships in particular, but an increase for Grays Harbor."

- John Veentjer, Retired Marine Exchange Executive Director & U.S. Coast Guard

Q3.



Q4.



Q1 & Q2 ARRIVALS DATASET

	Contain.	Bulk	Tanker	Tug	Vehicle	Passen.	Ro/Ro	Other	General
JAN	57	37	41	12	22	0	7	4	5
FEB	49	22	32	11	25	0	6	3	5
MAR	66	26	34	16	24	0	9	0	5

	Contain.	Bulk	Tanker	Tug	Vehicle	Passen.	Ro/Ro	Other	General
APR	64	19	30	5	21	6	9	2	9
MAY	68	21	28	12	20	50	11	5	10
JUN	64	14	38	14	31	54	12	8	5

Q3 & Q4 ARRIVALS DATASET

	Contain.	Bulk	Tanker	Tug	Vehicle	Passen.	Ro/Ro	Other	General
JUL	64	19	39	14	20	57	9	4	7
AUG	60	19	39	17	22	53	10	4	5
SEP	71	28	42	12	23	51	10	6	10

	Contain.	Bulk	Tanker	Tug	Vehicle	Passen.	Ro/Ro	Other	General
OCT	65	33	43	18	24	24	8	2	5
NOV	63	36	47	15	22	0	12	3	5
DEC	58	30	39	13	28	0	9	4	6



WHAT'S NEXT?

As we bring this inaugural Annual Report to a close, we reflect on a year that has been filled with great accomplishments and hard realities. We feel grateful for the collective maritime passion in our local community.

This document signifies more than a record of achievements or facts on paper; it embodies the shared commitment, the unseen efforts, and the passion that each team member brings to their role here at the Marine Exchange and the dedication over 44 years of work.

The past year has witnessed significant strides in our digital evolution – from the newsletters that now echo our voice to the user-friendly website that connects us better with our members. The launch of our Membership Dashboard is not just a technological advancement; it's a promise of enhanced services and a testament to our team's adaptability and foresight.

Our engagements, whether at community events or in professional development pursuits, are the visible manifestations of an intangible quality within our team – the drive to learn, grow, and better serve our community. The addition of new team members is not just an expansion in numbers; it represents the diversification of our skills and services.

In the words of our Executive Director, the future may be uncertain, but our commitment is not.

Stepping into what we have deemed the “Year of the Member,” we plan to carry this commitment forward and give all we can and then some to our loyal members. The re-imagined membership structure and the Membership Dashboard are not just boxes we have checked but a chance to continue improving the format, usability and reach of our services to members. We look forward to seeing how it will evolve in the year to come.

Our commitment to providing more – more access, more insight, more engagement – leads us into 2024 alongside the reliable Marine Exchange services you know.

Here's to another great year of maritime in the making, everyone.

Warm regards,

The Marine Exchange Team

Neil Caldwell Operations Manager	Marcel Williams Watchstander
Patrick Gallagher Executive Director	Sara Zeman Communications Coordinator
Cynthia Reed Deputy Director	Jessica Lieberman Accounts Receivable
Debra Walker-Goedhard Project Coordinator	Skyla Tran Data Analyst
	Sean Maloney Watchstander



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THANK YOU MEMBERS

As we reflect on 44 years of history and celebrate 2024, we cannot thank our members enough. You are the reason we do what we do and without your unwavering support, we would not be able to continuously adapt and provide essential services to our outstanding maritime industry. Your commitment drives us forward, and we look forward to many more years of collaboration.

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THANK YOU PARTNERS

This report stands as a testament to your invaluable support for the Marine Exchange, & without your generous collaboration, the realization of it would not have been possible. Your continued belief in us and our mission allows us to continue to provide for a strong and ever-evolving maritime industry. We deeply appreciate your role in making our first-ever annual report a reality.