

# News and Information from **Oregon International Port of Coos Bay**

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## **Port of Coos Bay initiates exclusive negotiating process for prospective developers**

The Oregon International Port of Coos Bay announces today that it is initiating an Exclusive Negotiating Agreement (ENA) process creating a framework for the port to evaluate prospective developers of port-owned and port-controlled industrial property.

During the past year, the port has been contacted by numerous businesses, including coal interests, seeking information and due diligence on potential terminal development within the Coos Bay harbor. Likewise, as companies progress in their investigation of and interest in this community, the port has determined that an ENA process benefits port staff and consultants in evaluating prospective developers related to:

- Current operation management practices and performance record
- Environmental record
- Fiscal accountability, strength and diversity of investment
- Commodity diversity as it relates to subsequent alternative commerce options

The Port of Coos Bay is not a regulatory agency. As the owner and rehabilitator of the Coos Bay rail line, however, the port will have the obligation, also known as the common carrier obligation, to provide service to all customers along the line, as long as there is capacity to meet their needs. The port wants the ability to evaluate prospective companies of port-owned or port-controlled properties prior to engagement in business deals and this ENA process gives the port that capability.

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