**Port of Brookings Harbor**

**Board of Commissioners Policy Workshop**

**January 6th, 2016**

**4:00pm**

**16350 Lower Harbor Rd**

**Suite 204**

**Brookings, OR 97415**

**Call to Order and Roll Call**

The meeting was called to order by Vice Chair Sue Gold at 4:00pm. Commissioners in attendance were Vice Chair Sue Gold, Commissioner Mike Manning, Commissioner Tim Patterson, and Commissioner Roger Thompson. Also present were Port Executive Director Ted Fitzgerald, Port Office Manager Jeremy Galvez, Port Event Consultant Crissy Cooper-Perry, and Reporter Jayati Ramakrishnan from the Curry Coastal Pilot. 2 members of the public were in attendance.

**Discussion Items**:

Public Comment Card Developed by Sue Gold: Sue read the comment card out loud. It was clarified that Chairman Roy Davis had already read and approved the proposed form. The commissioners discussed the comment card at length, and decided that while the quorum approved of the new comment card and comment policy, it would be left at the Chairman’s discretion whether or not to implement the new card and policy.

Tim Patterson stated that he had a couple of items he would like to go over.

Would like a meeting with the IFA.

Would like to go over the Green Building again and set timing for resolution.

Sue Gold: Are these some agenda items you would like on the agenda?

Ted Fitzgerald: You want to meet with the IFA regarding the green building?

Tim Patterson: No, sorry, not really, necessarily. I would like to - Our biggest problem as I see it right now is money. Right now. Or getting the money resolved. Personally I’d like to have a meeting with the IFA, and find out if they’re as yucky as everybody says. I’d like to have that meeting, either up there or down here, so I understand how big of a dragon they really are. Since this refinance and all this is

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probably our biggest issue for the year and I just want to have an understanding of what’s going on here. Personal understanding. I understand what you understand…

Ted Fitzgerald: probably the easiest way to do that is to ask the IFA Regional Representative to attend our meeting…

Tim Patterson: I would like it to be an Executive Board down here.

Ted Fitzgerald: You would like them to come down here?

Tim Patterson: Or us go up there… either way.

Sue Gold: It would be a lot easier for them to come down here than us go up there.

Roger Thompson: You only have two people on the board that were here when the agreement was made in 2010, so you have three commissioners…

Ted Fitzgerald: I think we should just get their regional representative to come down here…

Sue Gold: Is that Becky?

(Inaudible)

Sue Gold: How about you call her up and we’ll see if we can get her on the agenda?

Ted Fitzgerald: We could do that, yeah…

Roger Thompson: We could have an open session with her talk, and then an executive session (inaudible)

Ted Fitzgerald: Ok, we’ll do that.

Roger Thompson: That’s how I’d like to see it done.

Sue Gold/Ted Fitzgerald: Okay.

Tim Patterson: It doesn’t have to be this week, next week, or whatever…

Ted Fitzgerald: Let’s see if we can get her in this month, because right now we’re waiting for the appraisal to come back. Everybody’s waiting with bated breath, you know, they’ve had all the stuff. Old West Federal Credit Union wants to move forward. It would be good to have a little, it would be great…

Sue Gold: The big question I would have for her is ‘what exactly do we owe you?’ From what I’m hearing, they can’t tell us?

Ted Fitzgerald: She won’t tell us. She doesn’t know that.

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Sue gold: They can’t even tell us how much we owe?

Roger Thompson: (inaudible)

Tim Patterson: Let’s just set the meeting up, and then we’ll find out what she knows and what she doesn’t know.

Roger Thompson: (inaudible)

Ted Fitzgerald: Just so we’re all on the same page. I have previously reported to you all that I asked how much we owed, and Mike Manning was present for that in the meeting, and no answer… the person who appears to know the most about what we owe is our own financial consultant, so as we move forward with that, I think we may need to be a little bit circumspect about how we proceed with negotiating with an agency of that size. That is my advice to you.

Roger Thompson: (inaudible) exactly from them, their side of the agenda, because we’re not sure if the debt’s going to be forgiven, the interest is going to be forgiven…

Ted Fitzgerald: That’s negotiation Roger… That’s what we’re…

Roger Thompson: (inaudible) somebody must have an answer…

Ted Fitzgerald: No… Nope…

Mike Manning: And right now there’s not a chance they’ll forgive any…

Ted Fitzgerald: If that comes out, and you put them on the spot, that’ll be pretty much it for that plan… So, um, that’s kind of what we’ve been working on for the last year and a half…

Sue Gold: But see we’ve got a signed statement from them…

Ted Fitzgerald: That says they can forgive the debt if they feel like it.

Sue Gold: Oh, okay.

Mike Manning: It’s at the discretion of the Director.

Sue Gold: Oh, I see.

Mike Manning: (inaudible)

Ted Fitzgerald: And now we have a new director…

Sue Gold: (inaudible)

Mike Manning: (inaudible)

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Ted Fitzgerald: (inaudible) the guy who signed that, who originally said ‘yes, it is the agency’s intent to forgive that’, when we started talking about that last year, had changed his position. So, we don’t know if that was an official position or not, but we do know that when the group that’s in charge of that area of state government, it’s a pretty hazy scenario. So that’s what we’ve been working on, is trying to build a plan that will be engaging for them, that will make it win-win for that agency as well.

Sue Gold: They’d rather have the cash money rather than a promise we would pay them down the line, wouldn’t they? With a big infusion of cash? Don’t they want to really get us off their back?

Ted Fitzgerald: That’s what the previous director told us. That’s why we went ahead with the appraisal. But if you think about that from the perspective of the agency director… The agency director is kind of like, me being the port director and saying, ‘you know what? I don’t want any of you people bringing your boats here anymore.’ Because, see, the IFA, that’s all they do is lend money. So, to actively get rid of one of their captive clients… if you think about that, it’s not smart business. It’s sort of like, if you do that more than like once, you can sort of like get rid of the agency, because you don’t need it anymore, because they’re not doing their job. So, at this point, I’m not completely sure where we are on all that yet, because we have a new agency director who I have not met yet. So, it will be interesting to see, but, before we do anything, before we have those discussions, I want to have that appraisal in hand so we’re having a residual discussion. It is in fact a negotiation… we’re able to have a reasonable negotiation, because I found myself in a room full of about 3 times as many people as this, that were all in that department, and the spokesman from the group was convinced that our assets did not outweigh five and a half million dollars worth of debt. That’s when we realized that we needed to have an appraisal because our lender was so out of touch that they think a 30 or 40 million dollar, I mean, whatever this… whatever all the port assets are worth… that’s the assets that you borrow against. That’s why we’re having the appraisal done. But it’s clearly more than 5 and a half million dollars. Or even if you just (inaudible) say it’s 10 million… it’s more than that. This is not an overwhelming amount of debt for the assets that are securing it. So… I was surprised… and that’s when they said, ‘we want you to… we really want you to just take your debt and leave.’ I said, ‘Okay’ but at the same time I saw that getting an appraisal, we can’t have a discussion with these people until we’re all on the same page and we know what’s being borrowed against because these people do not have a clear understanding of what’s going on. Now, you know, um, in recent discussions with our regional coordinator, I did also… I stated that in my opinion as a Port Manager and a person who works with finances on a regular basis, it is not necessarily the smartest move for us to move away from the lender who has been designated by the State of Oregon to lend to ports and other municipal and state organizations. That’s the organization that’s supposed to do that job within the State of Oregon. So, I’m not convinced that moving to an outside lender is the best idea. We need to look at everything still. Because, in reality you would think that the state would be the ones that are going to come in and give us the best deal. They’re the ones that are supposed to be experts on lending to ports. Nobody else does in this… around here.

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Sue Gold: So would it be best to wait until we can have a meeting with both the regional person, Becky, and the new finance director, IFA director?

Ted Fitzgerald: No, it would be best if we get the rest of the appraisal in hand first, and then we see what people are thinking.

Sue Gold: So should we wait for that before we invite them to the meeting?

Ted Fitzgerald: I think if you can get Becky down here we can ask her. I don’t think much damage can be done by getting their position on where they are with us. I don’t think it can hurt much, but at the same time, in my experience in working with IFA… and of the people in the room I’m the only one who’s actually entered into an agreement that came to fruition. You need to have the plan.

Sue Gold: So how close are we to having the appraisal in hand?

Ted Fitzgerald: We got the rest of the stuff to them in November. We did get something back from them I believe last week, saying that they would have something for us at early in the new year. It’s been going since April, one would think they would be able to come up with a number… Soon…

Sue Gold: So, would it be best to wait until we have that appraisal to have Becky here?

Ted Fitzgerald: Yeah, definitely. Well, then you’d have something to talk about, because right now we just have a bunch of…

Sue Gold: It’s kind of her word against our word and…

Ted Fitzgerald: Well, she doesn’t… they don’t know anything about this…

Roger Thompson: Becky’s not going to make the decision anyway.

Ted Fitzgerald: No.

Sue Gold: I was just going to say, she doesn’t have the authority to do it, so…

Roger Thompson: She doesn’t have any authority.

Tim Patterson: I would like to see it informational, and absolutely understood, it is not negotiation. This meeting.

Roger Thompson: Informational meeting.

Tim Patterson: Informational… we can ask questions, but we’re not going to try to negotiate anything (inaudible)…

Roger Thompson: Yeah, that’s what I’m looking for.

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Tim Patterson: I think they should know that we’re not going to…

Ted Fitzgerald: So what do you want me to tell them you’re looking for?

Tim Patterson: I’d like to have a meeting… I’d like to do my fiduciary duty and understand what’s going on from their side of the thing… and I don’t know what that means. I don’t… I don’t know these people. All I’ve heard is what we’ve discussed about it. I’d like to see them across the table and tell us what they think is going on.

Ted Fitzgerald: Have you read the agreement?

Tim Patterson: Yes.

Ted Fitzgerald: Okay…

Tim Patterson: I have.

Ted Fitzgerald: That didn’t do it for you? You couldn’t understand it?

Tim Patterson: Well, I understand it, but…

Roger Thompson: But where are we in it? And what loan are we paying off now? Because there are a sequential series of loans…

Ted Fitzgerald: Well, no, what happens… the way that it works is, the money is paid… It’s divided up. When you make a payment it’s divided up equally among all the loans principle first. So, they have a… as the sequential number make a payment, they’ll make a payment on this one, a payment on that one and none of it goes to interest it all goes directly to principle. None of them have been paid off yet. They’re getting close, but you know, you can look at it, and you can see it goes by date of maturity. So the first one to mature will the first one to get paid off. They get paid off, and then at that point, when note number one of the thirteen I believe were outstanding when the agreement was made… Oh, there were fourteen, we paid one of them off… But of the thirteen out there, when the first one… say it’s a… I’ll just make an estimate… couple hundred thousand dollar note, it’s got a hundred and fifty thousand dollars worth of interest, maybe two hundred thousand dollars worth of interest… At that point, the interest is… not due… okay… all the interest is due in 2030. Okay, so, theoretically we pay off the principal side of some notes before 2030, and then at 2030, the way that it’s written, it’s in the discretion of the director to write off all the interest…

Roger Thompson: In 2030… Who’s that director even going to be then?

Ted Fitzgerald: Yeah, and we don’t want to say in that agreement, because it emasculates our ability to operate as a business…

Roger Thompson: Oh, I understand the problem we’re in, it’s just…

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Sue Gold: And not only that, aren’t those separate loans various interest rates? So, for instance we couldn’t just pay off one of them so the interest isn’t accruing to the highest interest…

Ted Fitzgerald: Some of them are around seven percent, they’re pretty high, and that’s what’s killing us. So, what would be really great is to figure out a way to, you know, rewrite all of that debt into one note, and at the point that we do that it would be good to write that interest down and get rid of the interest, and then you’d have three and a half million dollars as opposed to five point five… and so that’s what we’re hoping to do, but we are in the midst of the negotiation right now, so that’s how that works.

Sue Gold: So basically what we want Becky here for is to be here just to kind of update us, and to give us a general overview of how they see it?

Tim Patterson: If we had a (inaudible) choice, we’d like a fifty year note all bundled into one, at a low interest rate…

Sue Gold: (inaudible)

Tim Patterson: (inaudible)… but they’re in that business. They ought to want to do that. We’re not like the worst… How many years ago were we in serious financial dis… we’re not, we’re probably not in serious financial dis… dis… problems, unless you take the notes into account… (inaudible) We’re making our payments. We’ve been doing it for so many years now. They’re in the business of lending money to people like us.

Ted Fitzgerald: But we’re not making our payments. We’re making a modified payment only to interest, which is their position…

Sue Gold: Only to principle I thought you said…

Ted Fitzgerald: I mean only to principle… They’re position seemed to be, at the last meeting that Mike and I attended… their position was… you see…

Mike Manning: Their position is, if we’re not financially stable enough to do the loan the way it was written, and take care of our responsibility, they think our quarterly payment should be doubled, and that gets close to where we should be making our payments correctly. There’s no way we can do that as a Port.

Sue Gold: Not at this point.

Ted Fitzgerald: Actually not at any point.

Mike Manning: Since I’ve been here it’s never been in that position.

Sue Gold: That’s true.

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Tim Patterson: We could sell the RV Park…

Jeremy Galvez: We’d be talking about a half million dollars in lost revenue every year…

Mike Manning: But they take everything from what we sell, you don’t… (inaudible)

Tim Patterson: If we sold the RV Park we could probably make our payment… I’m not saying that’s what we do…

Sue Gold: (inaudible)

Mike Manning: (inaudible)

Tim Patterson: I would like to be comfortable knowing that they’re not at all cooperative, and then I would feel much better about going out and getting a second… some other bank to loan it or to do it. I’m not comfortable doing that until I hear it from the horse’s mouth. I’m not saying I’m not listening to Ted… I am…

Ted Fitzgerald: It sounds like you are.

Tim Patterson: Well, in a way I guess I am…

Ted Fitzgerald: No, you are…

Tim Patterson: Yeah, yeah, yeah. I want to hear how awful they really are, and if I can be convinced that they’re really awful, then I feel much better about going and doing whatever we have to do to get out from under it. But at this point, I’m not that way.

Sue Gold: You’ve talked to them Mike, what are your feelings? Do you think ought to just go out and get out from under it, or…?

Mike Manning: I think we need to have some assembly of what we’re worth and what we can do, and see what the new director’s position is… the old director flat out said ‘you should find somewhere else to finance this and move, we do not want you.’ That was the statement, and we have it recorded. There was thirteen of them, and Ted, Myself, and my financial person that assisted me with my expansion, and we went through a three and a half hour meeting….

Ted Fitzgerald: Because, if you recall, we went up there to talk about them releasing that piece of ground so that it could get financed in order to be a partner and generate revenue from the proceeds of that… And that’s when the IFA that’s when they came and dropped a bomb on us and said, ‘well, you don’t have any assets and you owe us all this interest.’ And I said ‘what are you talking about?’ because actually, by the agreement, we don’t owe them any interest. But you see, that was when it became clear that even though they had executed the agreement, the people in the room, I didn’t sense that they thought it was a binding agreement…

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Mike Manning: It was a, ‘well, we helped you for a little while and now you’re full, you need to make up the back and get going forward.’

Ted Fitzgerald: And they said, ‘well we’re looking at this, and we did the numbers…’ and I’ll admit they did the math wrong… but it still was essentially true… they said, well you look at this and it’s not going to… we’re not even making the payment here, we’re never going to get caught up…

Mike Manning: (inaudible)

Ted Fitzgerald: They were the ones that proposed that payoff, not us. So, that’s why we took it in the first place. It was a signed agreement. Again, that’s why I recommended that we work with them and we work through it, because state agencies are public entities and they have changing staffs and changing directives as well. So, since then we’re under a new governor and a variety of different things, but you know, maybe Tim, maybe you ought to go up and meet with them… Because it doesn’t sound like Becky’s going to be… I mean…

Mike Manning: The stuff you’re wanting to do Becky isn’t going to be able to get you…

Ted Fitzgerald: I think you ought to go up and meet with them…

Mike Manning: There’s a whole assembly of people you’re going to have to meet with to do it.

Tim Patterson: (inaudible)… that’s not a good idea.

Ted Fitzgerald: But it sounds like that’s what you want?

Tim Patterson: No, I want them to come down and talk to our group and explain their side of the thing…

Mike Manning: I don’t think you’ll ever get the thirteen down here.

Tim Patterson: I’m okay with whatever they want to send down, but I would like to have a meeting with the IFA. I don’t know what that means.

Sue Gold: Probably the only one you’re going to get down here is Becky, and just my opinion of Becky, from what I’ve seen… she’s kind of ditzy.

Ted Fitzgerald: The thing is, Becky knows the history of this since long before any of us. She was involved in the majority of those loans. She made them. We weren’t… None of us in the room were here. So…

Sue Gold: That’s true.

Mike Manning: I’ll give you all the history, she knows it. She gave it to us in the strategic plan meeting at the fire hall.

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Sue Gold: That’s true.

Mike Manning: She was there, and she gave a whole presentation.

Sue Gold: So, do you want Becky to come down?

Tim Patterson: My position is the same, yeah.

Sue Gold: Okay, well, why don’t we try to get Becky down to the meeting?

Tim Patterson: I’m only one of five, so…

Roger Thompson: I have to agree with Tim. Now, I’ve read the original document, I had it given to me by somebody else, back before you were at the port. I had the original document in my hands in 2010, but that was 2010, it’s 2015. There’s been a lot of changes up there, and changes down here, and I think having the IFA come down and talk to us would be a good thing. Not that I don’t trust you Ted, but I think it’s a big enough issue, it’s a problem with this port. Until we put this issue behind us, we can’t do a damn thing.

Sue Gold: So do you want to wait until we get the appraisal, or do you want to have her here…

Ted Fitzgerald: I say bring her now. If they want the history of where we are, let’s do it.

Mike Manning: See if you can get ahold of her, and have her here for the next meeting.

Ted Fitzgerald: I’ll ask her, I’ll email her and say the commissioners want her to attend.

Tim Patterson: There’s no question, the Port’s worth more than what we owe, right? (inaudible) get together and buy it, huh?

Roger Thompson: The RV Park is worth more than what we owe.

Tim Patterson: Okay, my next item is I’d like to get back to working on the green building. I’d like to try again with the county and (inaudible), or demolish it, or get back to…

Ted Fitzgerald: I thought we already decided this in your committee…

Tim Patterson: Yes, but if we’re going to do this we need to set a date that says, okay, on this date we’re going to start demolishing…

Sue Gold: Oh, you mean if nothing comes with the veterans?

Tim Patterson: The veterans are not going to come.

Roger Thompson: They ain’t (inaudible)…

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Tim Patterson: Veterans are unlikely to come, but if the veterans come along, sure. I mean give them plenty of chance to do their thing, but… We don’t know…

Sue Gold: Just say this is the date it’s going to happen?

Tim Patterson: Another… another… the guy that was forcing us to do the turn lane is no longer there. The new building situation. We don’t know that we can’t go in with a building permit and finish it for storage?

Ted Fitzgerald: We don’t know what?

Tim Patterson: We don’t know that we couldn’t go in and get a building permit for storage, for instance.

Ted Fitzgerald: Yeah, we do, we could build it, if we sunk a bunch of money into building a storage unit.

Tim Patterson: Right, find out what that number…

Ted Fitzgerald: We actually have an engineer’s report, and that’s a pretty… we did discuss it… yeah, we did discuss it, and that’s not really a smart use of the building.

Roger Thompson: Has anyone talked to the county about (inaudible)?

Ted Fitzgerald: Mm-hm.

Roger Thompson: Okay… (inaudible)?

Ted Fitzgerald: Yeah, and they said no. That’s not (inaudible) for partial occupancy, I certainly tried that numerous times.

Mike Manning: I’ve got about two minutes and then I have to go, so if you had some other issues…

Ted Fitzgerald: (inaudible)

Tim Patterson: I’d like to meet with the commercial people, invite commercial people to come to a meeting, and I’d like to hear their views at this point.

Ted Fitzgerald: The whos?

Sue Gold: The commercial fishermen?

Tim Patterson: Yes.

Sue Gold: Views on what?

Tim Patterson: Whether their doing fine, or we’re doing our… they’re helping us, we’re helping them. I want to have that conversation. Only from a policy point of view, not operations. See if there’s any policy decisions we can help with… Not help with, just (inaudible).

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Ted Fitzgerald: Isn’t that kind of what we have… isn’t that the point of our monthly meeting?

Tim Patterson: Yes.

Mike Manning: They’ve all been invited… numerous times over.

Tim Patterson: (inaudible) as a group. If they don’t want to come, I’m fine. If we invite them and they don’t come, it’s fine. I’d like them to come to the monthly meeting. Have that discussion sitting across here. Personally…. Again this is only one person saying this. I’d like to look at the events, and talk about policies as far as the board is concerned regarding events. Um… the situation with the chamber… The situation with Sportshaven… Is that going up for sale?

Ted Fitzgerald: Sporthaven’s been for sale for years.

Mike Manning: Ever since I’ve been here…

Sue Gold: Do you want to put the Chamber on the agenda?

Ted Fitzgerald: Actually, you guys already directed me to move forward with the Chamber…

Sue Gold: That’s right.

Ted Fitzgerald: So, there’s no need to discuss it, we’re moving forward. I mean that’s… I’m not going to beat a dead horse, you gave me direction… and Righetti’s has been for sale for a couple of years, so it kind of just sounds like we’re uh… it’s private property, it’s not our issue.

Tim Patterson: It would be nice if it was our property…

Ted Fitzgerald: It would… it would be great actually. One of the thing we can consider if we’re looking at a refinance is possibly purchasing that.

Tim Patterson: Uh… So… back to the uh… Quarterly project list we’re going to do that next…

Ted Fitzgerald: Probably not… what we’re going to do is we’re going to talk about our financial outlook for the financial quarter, and we’re going to decide based on that what you want to have me do, but it’s going to be a completely different focus. Because revenue is down substantially since the beginning of the fiscal year as I’ve said at every single meeting. So, we’re not going to be talking new projects…

Tim Patterson: Okay, that’s all I have for the board.

Sue Gold: Okay, anybody else, for the good of the order?

Roger Thompson: I have one question. I would like to ask the Port to pay my tuition for this meeting for special districts in Sun River, and I’ll pay the rest of my expenses (inaudible).

Tim Patterson: (inaudible)

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Roger Thompson: (inaudible)

Ted Fitzgerald: It’s not up to me. When is it?

Roger Thompson: February

Sue Gold: First of February? Would it be soon enough to okay it at the meeting?

Ted Fitzgerald: Yeah.

Roger Thompson: Yeah, that’d be fine (inaudible).

Jeremy Galvez: I believe Roy was planning on attending too, so…

Ted Fitzgerald: Oh, okay. Yeah, why don’t we put that on the agenda to talk about…

Sue Gold: You know what, I heard that first time attenders, at least this is what Kelly told me, that sometimes they give you like a scholarship… to attend… She says they’re pretty liberal with that… So maybe you could look into that?

Roger Thompson: I can call George…

Sue Gold: Okay…

Sue Gold: Okay, anything else for the good of the order?

Tim Patterson: Oh, how’s the Crab Fest going?

Sue Gold: Crab Fest?

Crissy Cooper-Perry: It’s going good… It’s going well... Better English there.

Tim Patterson: You are taking reservations?

Crissy Cooper-Perry: No, the Port runs all that through the office, so… Any of our vendors who apply online, or anyone who purchases tickets online, it goes through the Port Office, so…

Tim Patterson: Have we sold any?

Jeremy Galvez: We’ve sold, I’d guess we’re getting close to $1000.00 in ticket orders now…

Tim Patterson: And we’re still doing two seating for this?

Jeremy Galvez/Crissy Cooper-Perry: Three.

Sue Gold: Okay, anything else? Meeting Adjourned.

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**Vice Chair Gold adjourned the meeting at 4:49pm**