

Commercial Harbor Impact Port Survey Results

The Port Authority of Winona conducted a brief survey of river users to prepare a report outlining the economic impact of the Winona Commercial Harbor. The survey was conducted as a result of meetings between the Port Authority Riverfront Committee and users of the harbor. Surveys were sent and responses were received from 62% of the river users.

Listed below is an excerpt of MNDOT data on ports in Minnesota. This information is provided to put the tonnage information in perspective for the Winona Harbor.

The Mississippi River System

The Mississippi River system stretches over 222 miles in Minnesota. The river system supports 5 port areas whose combined 2003 transported tonnage was 14.6 million tons.

Minnesota's largest river tonnage commodities are agricultural products, namely corn, soybeans and wheat. Minnesota agriculture ships over 60% of it's total agricultural exports down the Mississippi River.

River ports also handle dry cargo products such as coal, fertilizer, minerals, salt, cement, steel products, scrap and liquid products including petroleum, caustic soda, vegetable oils and molasses.

The river navigational system serving Minnesota is maintained by the federal government. The U.S. Corps of Engineers maintains a nine feet deep channel by dredging and operates all 29 locks and dams on the upper Mississippi river.

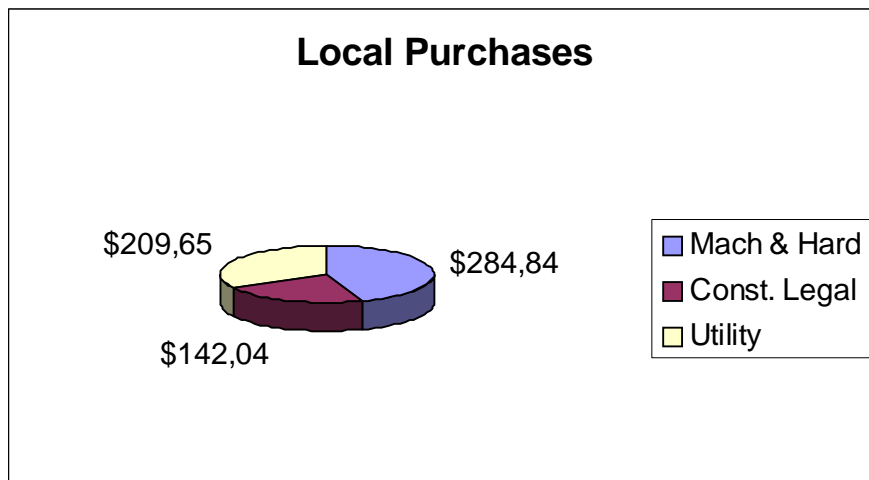
River Ports	Annual Tonnage (2003)	Number of Terminals
St. Paul	5,479,857	24
Savage	4,204,697	8
Winona	2,263,660	7
Minneapolis	1,683,650	5
Red Wing	1,026,891	4
TOTAL	14,620,355	48

Market Value Information (includes all users)

The Estimated Market Value from the Winona County Assessor's Office indicates the total value of property in the harbor area to be just over \$3.9 million in value and does not include the Port Authority property along Riverview Drive. The 2002 value of the same property was \$3.49 million. The Port Authority property (710') along Riverview Drive has a value of \$284,000 established by the Assessor.

There were a total of 77 employees from the 62% responses with an annual payroll of over \$3 million dollars. Additionally the average wage noted by the respondents was \$32,690 (compared to Covered Employment Wages all industries average for Winona \$28,700).

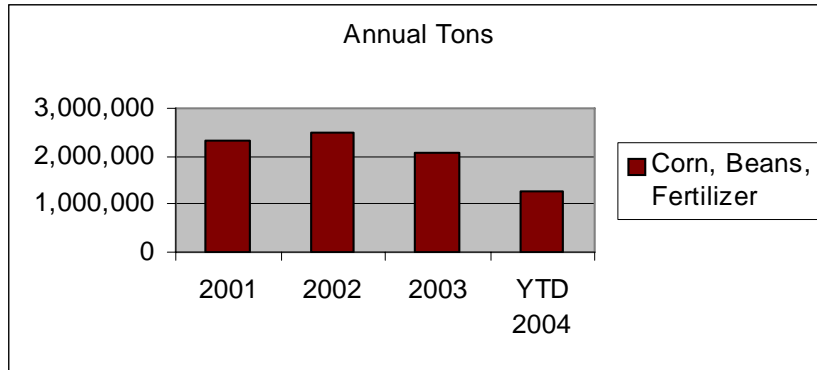
Secondary business benefits such as other purchases made by the local river related companies were measured. Based on the responses received, it is estimated that \$429,000 + was spent on local hardware, machinery, legal and accounting services and over \$200,000 on utilities (gas and electric).



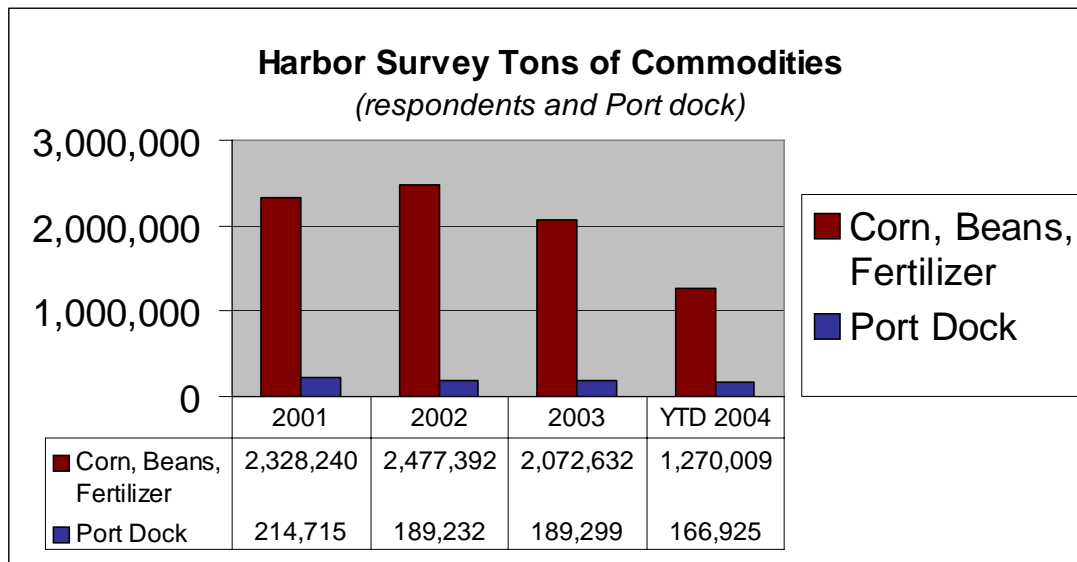
Over two million tons of commodities pass through the harbor area according to the results of the survey respondents. The annual average of semis, rail cars and barges is listed below. This is an average over the past three years.

Annual Average Loading and Unloading		
Semis	Rail	Barge
79,000	5,200	1,440

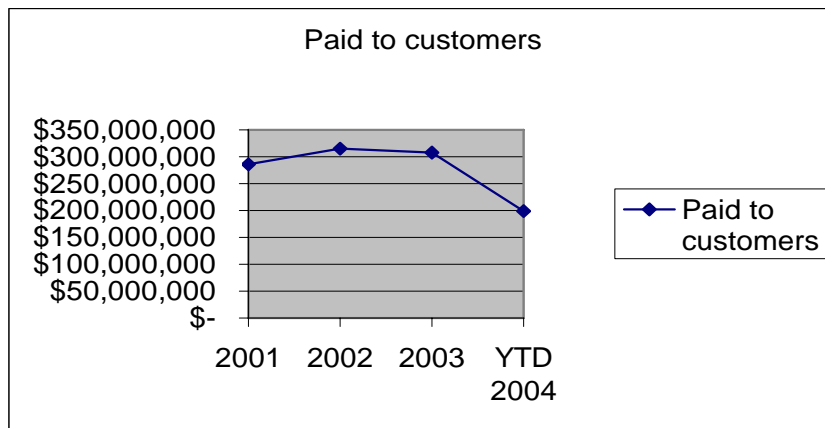
In 2002 over 2.4 million tons of commodities were handled by the users of the harbor. The graph below shows the annual tons which are over 2 million annually. The 2004 YTD tons were 1.2 million at the time of the survey which was August/September 2004.



The graph below shows the Port Authority Dock in comparison to the other commodities coming through the harbor. Although the Port Dock Facility is important to the harbor it represents a small percentage of the commodities in total.



The total value of the commodities (paid for product) from 2001 through 2003 has increased. Note the YTD 2004 does not include the harvest season for this year. Over \$300 million dollars have been paid to farmers and end users of the commodities handled through the Winona Commercial Harbor (*from respondents of our survey 62%*)



Information from those responding to the survey in aggregate 62% Response

- Estimated Market Value of property: \$3.9 Million (all property)
- Payroll 77 Jobs from those responding with an annual payroll over \$3 million
- Average wage: \$32,690
- Local Machinery and Hardware purchases \$285,000
- Legal Accounting and other services \$142,000
- Utilities (Excel Only) \$209,000
- Over two million tons of corn, soybeans and fertilizer annually
- Over three hundred million dollars paid to customers predominantly farmers