



PORT DEVELOPMENT STRATEGIES & SUCCESS STORIES

PORTMIAMI AN EVOLVING GATEWAY

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PORTMIAMI: AN EVOLVING GLOBAL GATEWAY

PORT MISSION

- PortMiami's goal is to operate and further develop the world's leading cruise port and fastest growing container port in Florida in a socially, environmentally and economically sustainable manner.

ECONOMIC IMPACT

- PortMiami is a vital economic engine of Miami-Dade County. It contributes \$43 billion annually to the local economy and supports 334,000 jobs in South Florida.

GLOBAL COMPETITIVENESS

- Expanding the business at PortMiami represents thousands of jobs and increased opportunities for Miami-Dade County's community.
- Increasing the Port's global competitiveness by continuing the investments in capital infrastructure projects is critical for an evolving Global Gateway.



LEVERAGING PORTMIAMI'S GROWTH AS A GLOBAL GATEWAY

LOCATION

- A dynamic gateway at the crossroads of north-south and east-west trade lanes
- The closest U.S. East Coast deep water port to the Panama Canal

MARKET ACCESS

- Florida's consumer market: 20 million residents and 120 million visitors annually
- Miami International Airport #1 in cargo and #3 in passenger traffic

COMPLETED CAPITAL IMPROVEMENTS

- -50/-52 ft. Deepwater channel
- Direct Access Tunnel
- Super Port-Panamax Cranes
- On-Dock Intermodal Rail

DELIVERING RESULTS: EXCELLENT CUSTOMER SERVICE

- A Port team dedicated to its customers
- Solid partnerships
 - Federal, State, and Local Government Officials
 - Cargo Partners
 - International Longshoremen Associations
 - Law Enforcement
 - Economic Development Agencies



APPROACH: TRANSFORMING PORTMIAMI

\$1 BILLION CAPITAL PROJECTS COMPLETED:

Fall 2013 | Super-Post Panamax Cranes

- Cranes equipped with an outreach of 223 ft. to service cargo vessels up to 22 containers wide, up to nine containers high above deck, and 11 containers below deck
- Total cranes today are 13 with plans to procure more

Summer 2014 | Direct Access Tunnel

- Since its opening the tunnel has hosted more than 11 million vehicles
- It is a direct link to the nation's interstate highway system

Fall 2014 | On-Dock Intermodal Rail

- The freight rail connects the Port with the national rail system. The seamless service expedites the movement of goods throughout Florida and the continental U.S. reaching 70% of the market within four days

Fall 2015 | Deep Dredge

- Only port south of Virginia with a -50/-52 ft. depth capable to accommodate big ships requiring a -39 ft. draft or deeper



RESULTS OF PORT DEVELOPMENT STRATEGIES

PORTMIAMI IS EXPERIENCING SIGNIFICANT GROWTH

- A Global Gateway
- Ranked one of the fastest growing U.S. ports
- Balance of trade - the world's leading global carrier alliances currently call at PortMiami
- Since 2016 the Port has welcomed more than 250 post-Panamax vessels requiring -39 ft. draft or deeper
- Hit OVER 1 MILLION TEUs three years in a row
- Major big box companies are relocating to Miami
- Hit a record 100,000 TEUs Aug. 2018



Miami Herald

MIAMI-DADE COUNTY

PortMiami joins big-ship era



BY MIMI WHITEFIELD

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Port Director: Panama Expansion, Larger Ships Make Miami A 'Global Gateway'

On Sunday morning, a 984-foot-long Chinese container vessel – aptly renamed Panama – became the first ship to enter the new, wider locks of the Panama

WLRN.ORG

2,184 people reached

Boost Post

LEVERAGING PORTMIAMI AS THE CRUISE CAPITAL OF THE WORLD

LOCATION

- Miami's proximity to the Bahamas, Caribbean, Panama, Mexico And beyond
- PortMiami's is at the heart of Miami, a prime location for cruise passengers to discover what Miami has to offer
- Link to Miami International Airport

MARKET ACCESS

- Homeport Advantages: good and services locally
- A Global Destination, offering cruise passengers pre- and post-activities that support overall travel and tourism: sports, entertainment, diverse dining, arts, parks and beaches

CAPITAL IMPROVEMENTS ON THE WAY

- Public-private partnerships for the construction of new cruise terminals
- Deepening and widening the channel for the next generation of ships
- Digitalization to enhance both the passenger and cruise partner's experience
- New and improved roadways and signage

DELIVERING RESULTS: MAINTAINING THE CRUISE CAPITAL OF THE WORLD RANKING

- Port team dedicated to its cruise partners



CRUISE TERMINAL CAPITAL INFRASTRUCTURE PROGRAM

Satisfying Customers' Demand

PUBLIC-PRIVATE PARTNERSHIPS

New cruise berths and terminals, including intermodal and parking facilities are in the works to accommodate the future generation of cruise travelers

- Royal Caribbean | Cruise Terminal A
- Norwegian Cruise Lines | Cruise Terminal B
- MSC Cruises | Cruise Terminal AAA
- Disney Cruise Line
- Carnival Cruises
- Virgin Voyages
- More to follow...



CRUISE TERMINAL CAPITAL INFRASTRUCTURE PROGRAM

Renovated Cruise Terminal F

THE NEW 40,000 SQUARE FOOT BUILDING OFFERS:

- Accommodations for ships up to 1,095 feet in length
- Capacity to handle more than 5,000 cruise passenger movements
- New technologies enhancing embarkation and disembarkation
- Comfortable passenger waiting areas seating up to 1,500 cruise passengers
- LEED-Silver standards to optimize energy performance, indoor air quality and water efficiencies while maximizing the use of local material and resources



CRUISE TERMINAL CAPITAL INFRASTRUCTURE PROGRAM

New Cruise Terminal A Opening Nov. 2nd

THE NEW 170,000 SQUARE FOOT TERMINAL WILL OFFER:

- Accommodations for ships up to 1,300 feet in length, including the world's largest cruise ships of the Oasis-class
- Capacity to handle 6,000 or more passengers that will be boarding the new Symphony of the Seas
- Comfortable passenger waiting areas
- New technologies to enhance embarkation and disembarkation
- LEED-Silver standards to optimize energy performance, indoor air quality and water efficiencies while maximizing the use of local material and resources
- Once opened, Royal Caribbean expects to generate at least 1.4 million passengers annually through this terminal



CRUISE TERMINAL CAPITAL INFRASTRUCTURE PROGRAM

New Cruise Terminal B

THE NEW 166,500 SQUARE FOOT TERMINAL WILL OFFER:

- Accommodations for cruise vessels up to 1,200 feet in length
- Capacity for ships accommodating more than 5,000 passengers, incorporating innovative lighting, indoor/outdoor waiting areas, and dedicated lounge areas
- Enhanced embarkation and disembarkation technologies to expedite security screening, luggage check-in, and passenger processing
- New 1,000 space-parking garage and valet parking area with direct access to the cruise terminal
- LEED-Silver standards to optimize energy performance, indoor air quality and water efficiencies while maximizing the use of local material and resources



NORWEGIAN
CRUISE LINE®



RESULTS OF PORT DEVELOPMENT STRATEGIES

THE CRUISE CAPITAL OF THE WORLD CONTINUES TO GROWTH:

- PortMiami continues to be the undisputed Cruise Capital of the World
- Cruise partners are expanding business opportunities
- The Port today services 22 of the world's best cruise lines
- In 2017 welcomed more than 5.3 million cruise passengers
- To start our new season more cruise ships are coming:
 - November 4th Allure of the Seas
 - November 9th Symphony of the Seas
 - November 17th Norwegian Bliss
 - December 10th MSC Armonia
- PortMiami anticipates 7 million passengers by 2020
- Miami, as a destination, continues to grow



TO BE CONTINUED ...
Thank you!

