



Emerging Trends in Port Financing

Mike Macaluso, CFO



January 31, 2018

Port Tampa Bay Overview

- Covering over 5,000 acres, Port Tampa Bay is Florida's largest port and one of the largest in the country. Approximately 2,500 acres are owned by the port with the rest owned by private entities.
- Port Tampa Bay is the largest economic engine in west central Florida, supporting over 85,000 jobs and generating over \$17 billion in annual economic impact to the Tampa Bay area.
- The port handles a wide array of bulk, break bulk, containers and roll-on/roll-off cargoes, and is a major shipbuilding and repair center. Over 38 million tons of cargo passed through Port Tampa Bay in FY2017.
- In addition, Port Tampa Bay is a top 10 U.S. cruise port handling 961,000 passengers in FY2017.

Port Tampa Bay Overview



Diversification

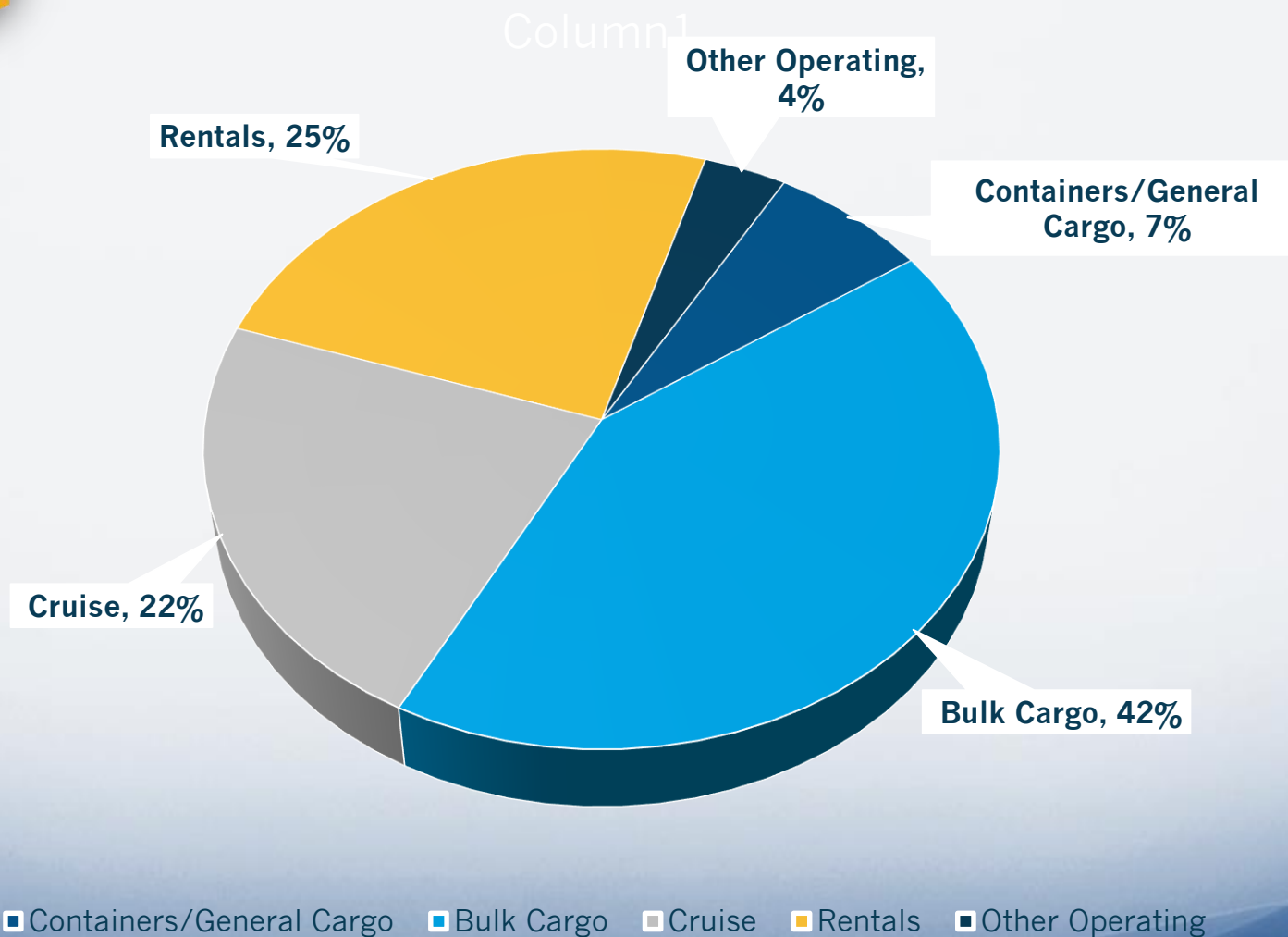
- Cruise
- Bulk Cargoes
 - Liquid (petroleum)
 - Dry (phosphate)
- General Cargoes
- Real Estate
- Containers





PORT TAMPA BAY.
Reroute Your Thinking™

Projected Operating Revenue Diversification FY2018



Available Funding Sources

- **Port Revenues**
- **Municipal Bonds**
- **Bank Loans**
- **SIB Loans**
- **Federal and State Grants**
- **Ad Valorem Taxes**
- **Private Partnerships**

FY17 Completed Project: Hookers Point Refrigerated Warehouse

Project Description:

- Located at Berth 219
- 134,096 sq. ft.
- 96 reefer plugs
- 9,000 pallet positions

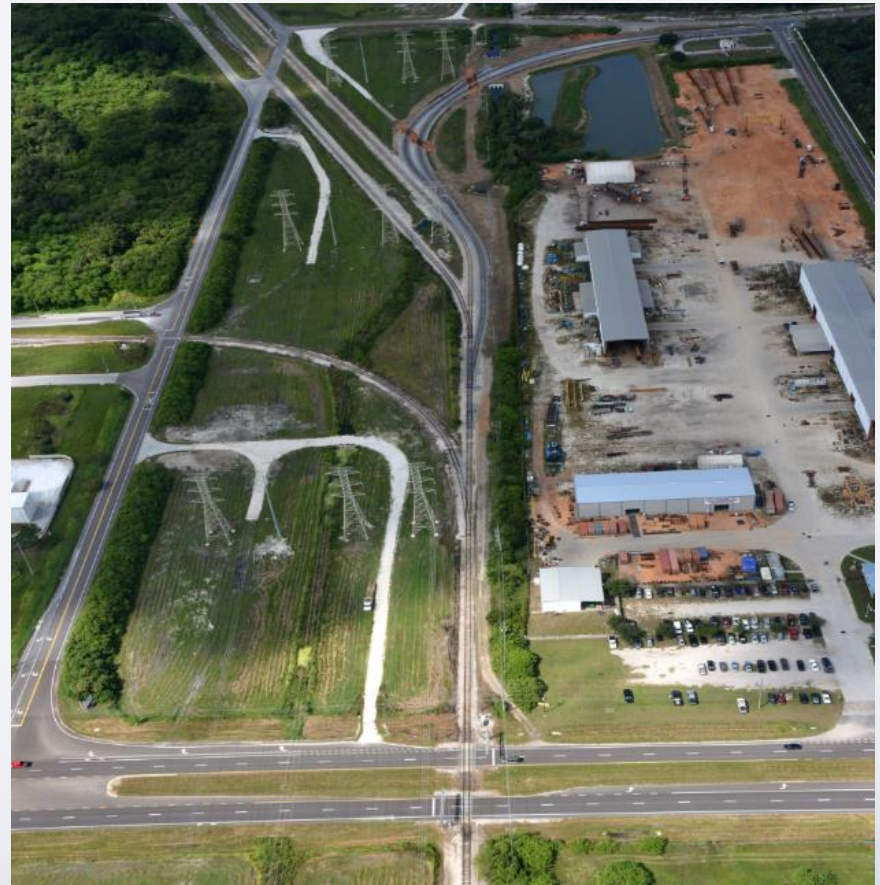


Funded by:

- SIB Loan
- Port Revenues

Total project cost: \$20.2M
Complete Fall 2017

FY17 Completed Project: Port Redwing Development Improvements



Projects: (Total projects cost - \$11M)

- Port Redwing Road – \$2.3M
- Port Redwing utilities - \$1M
- Railroad improvements - \$6.2M
- Paving Access Road – \$1.4M

Completed Spring 2017

Funded by:

- Port Revenues
- Ad Valorem Taxes
- State Grants

FY17 On-going project: Hookers Point Development – Berth 219 Wharf Expansion



Project Description:

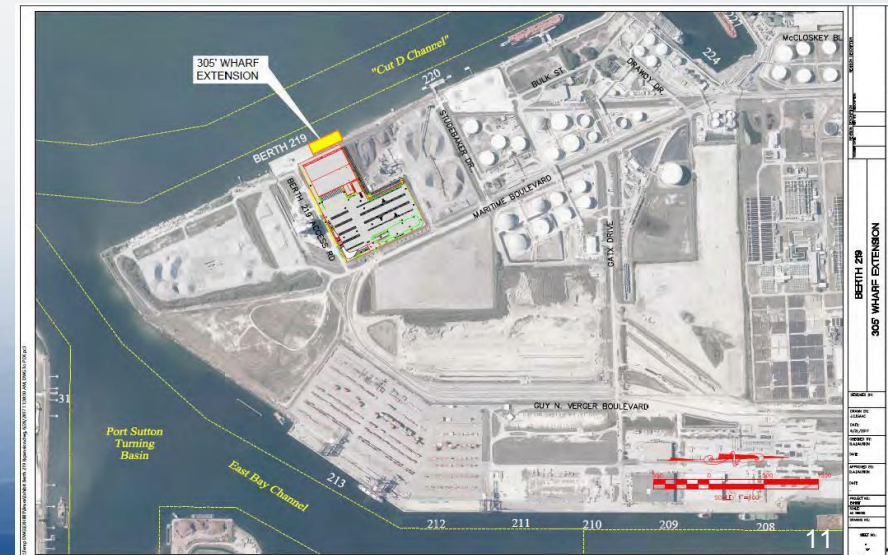
- Extend existing 400' wharf to the north by approx. 305 ft.

Funded by:

- Port Revenues
- State Grants

Est. project cost: \$9M

Est. completion date: July 2018



FY17 On-going project: Designing of East Port Development (Phase II)



Project Description:

- Design and permitting services for East Port Phase II
- Design New Berth 151 (1100')
- Phase II Land Fill 40 acres
- Long-term Land Fill: 70 acres

Funded by:

- Port Revenues

Est. Project cost: \$1.5M

Est. completion date:
September 2018

FY 2018 Proposed new project - Berth 211/210 Upland Improvements

Project Description:

Hookers Point – Berth 211/210 Uplands Improvements (22 acres)

- Cargo yard improvements
- Site Improvements
- Utilities
- Security Fencing

Funded by:

- State Grants
- Bank Loan

Est. project cost: \$ 21.4M



FY 2018 Proposed new project – Berth 214 Uplands



Project Description:

Hookers Point Berth 214 Upland Development (14-acres)

- 14-acres
- Cargo yard improvements
- Site improvements
- Utilities
- Security fencing

Funded by:

- State Grants
- Port Revenues
- Ad Valorem Taxes

Est. project cost: \$ 5.2M

Est. completion date:

Fall 2018

FY 2018 Proposed new project – Big Bend Channel Widening



Funded by:

- Port Revenues
- Mosaic
- TECO
- State and Federal Grants



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