

Off-Port Investment

AAPA

Research and Planning Seminar

San Diego, CA

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Port of Cleveland

- Investment in off-port projects has evolved over past decade
- Ohio governing legislation for port authorities allows for role in development/investment of non-port projects
- Economic Development

Investment through Bonding Ability

- Bond Fund and other financing vehicles
- Investments in community of over \$1.7 billion
- Bond investors through capital markets
- Without risk to port authority assets
- Diversity of Projects
 - Small manufacturers
 - Large corporate HQ's
 - Hospital facilities
 - Rock & Roll Hall of Fame & Cleveland Browns Stadium

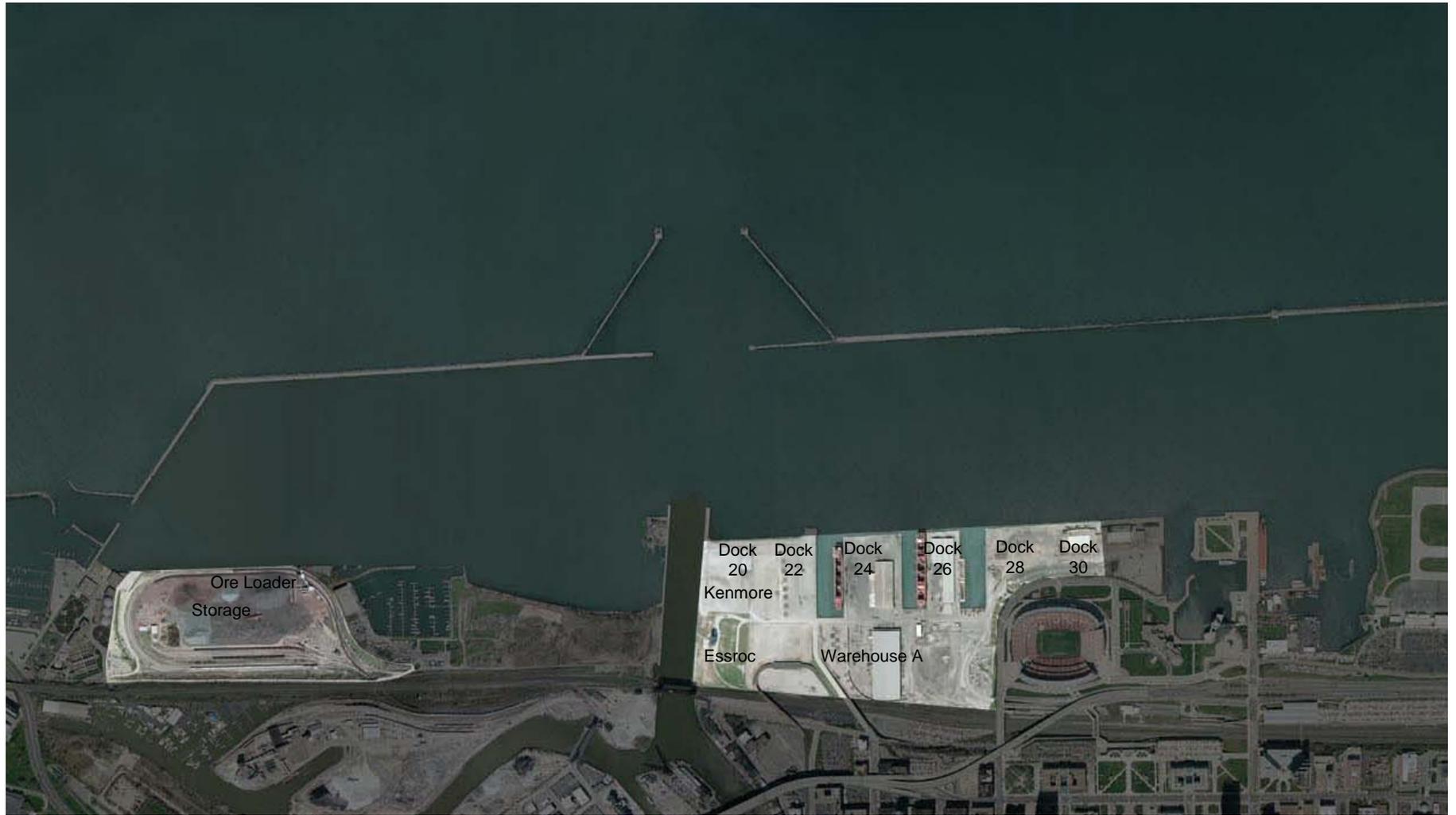
Developer Investments

- Mixed-use opportunities
- Infrastructure investment
- Port Authority powers and benefits
 - Take land
 - Tax savings
 - Work with Business
- Can have regenerative effects
 - Flats East Bank

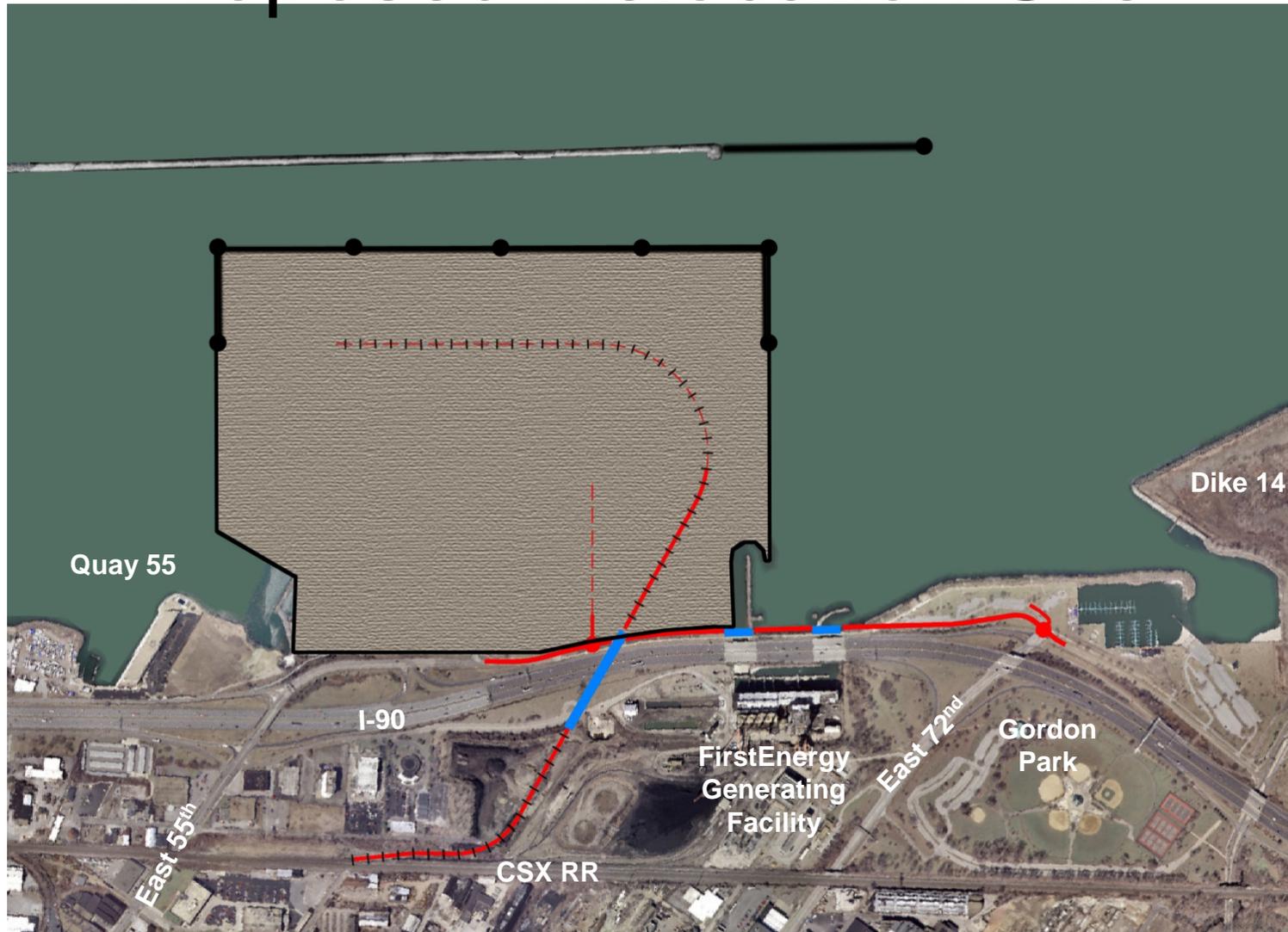
Property Investment Opportunity



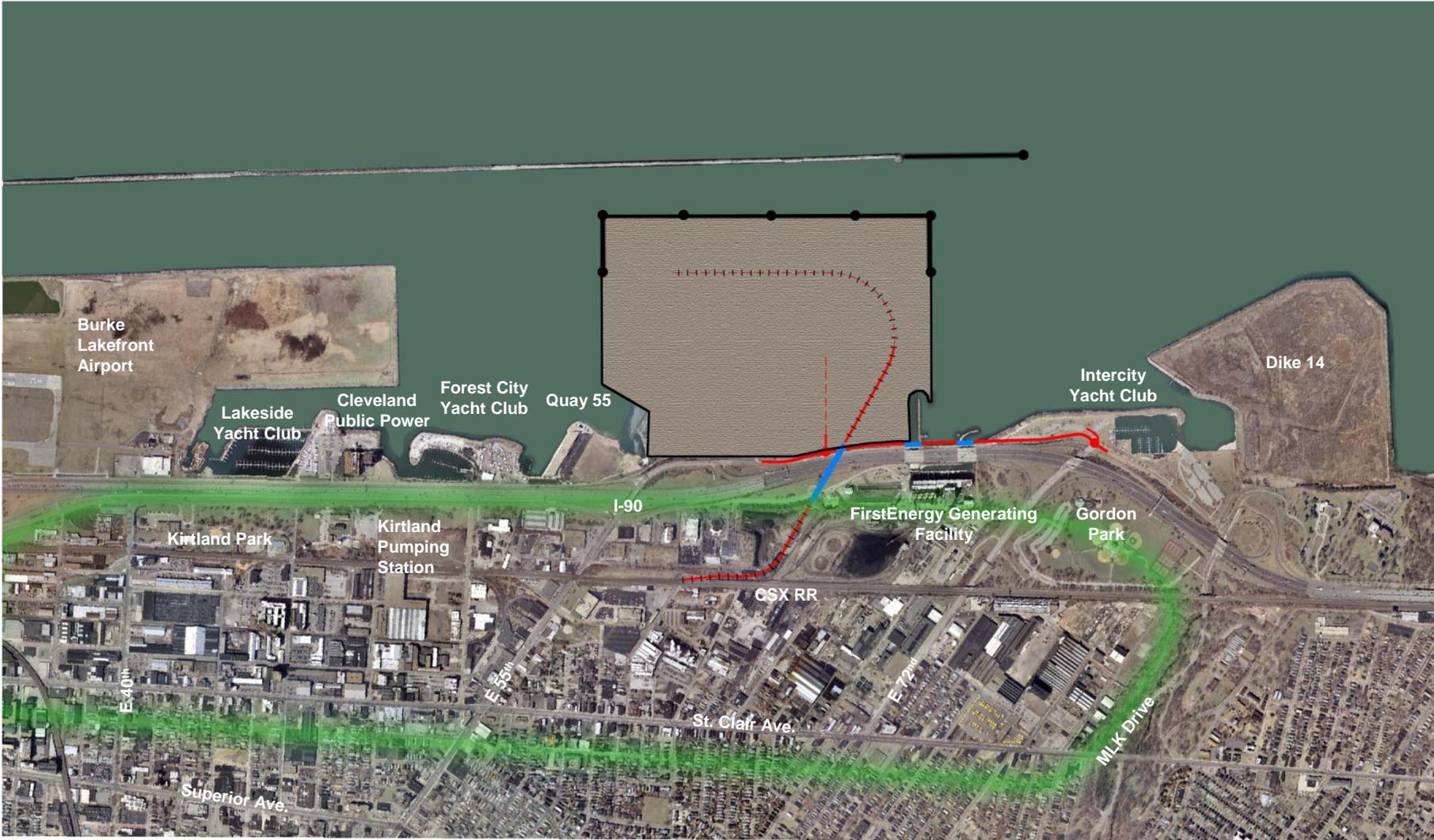
Current Facilities



Proposed Relocation Site



Off-Port Investment District



Aerospace Technology



Infrastructure Investors

- Projects/Business connected to Port
- “Asset Class” investment
 - Partnership to Complete Privatization
- Portfolio of Projects
 - Investment in off-port development = increased port business = more \$'s

Attracting Investment

- “Ports are hot” -- \$175 billion
- Asset Rich
 - Ports typically own their assets
 - Waterfront land
 - Access to raw materials, energy, biofuels
- As trade increases, so do assets