



# Sparking Investments in Industrial and Commercial Properties

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# Importance of Ports to the US Economy

**99%** share of national  
waterborne trade  
transported  
through US ports

**13 million**  
domestic jobs  
supported

**\$200 billion**  
federal, state, and local  
tax revenue generated  
from port-related activity

**\$3.95 trillion**  
Value of international trade  
passing through US seaports

**11%** share of  
US GDP

# Challenges for Seaports

- Where are the jobs?
- How can limited resources best be spent?
- What uses can the community support?
- Why is (this investment) important for the port?

**>> *Demonstrated benefit to port users and constituents***

# Massachusetts Ports Strategic Plan

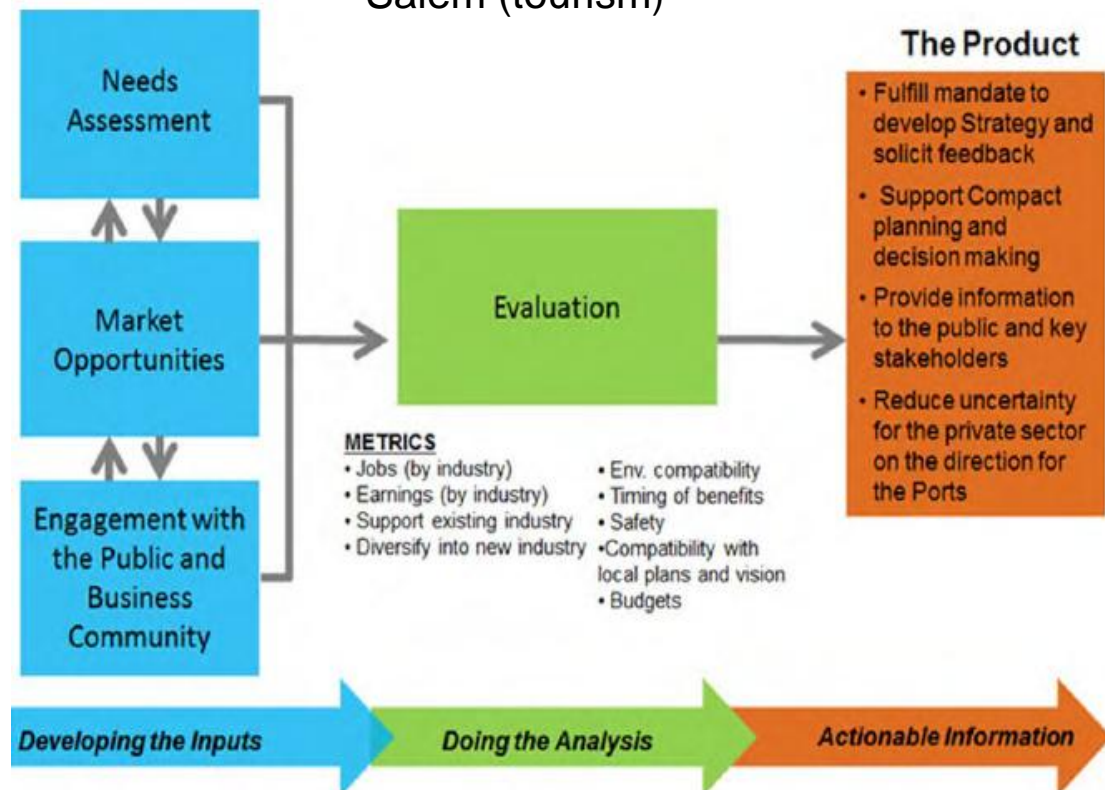
- **Five Compact ports:**

- Boston (containers, autos)
- New Bedford (fishing, offshore wind)

- Gloucester (fishing, marine science)
- Fall River (waterside development)
- Salem (tourism)

- **Purpose:**

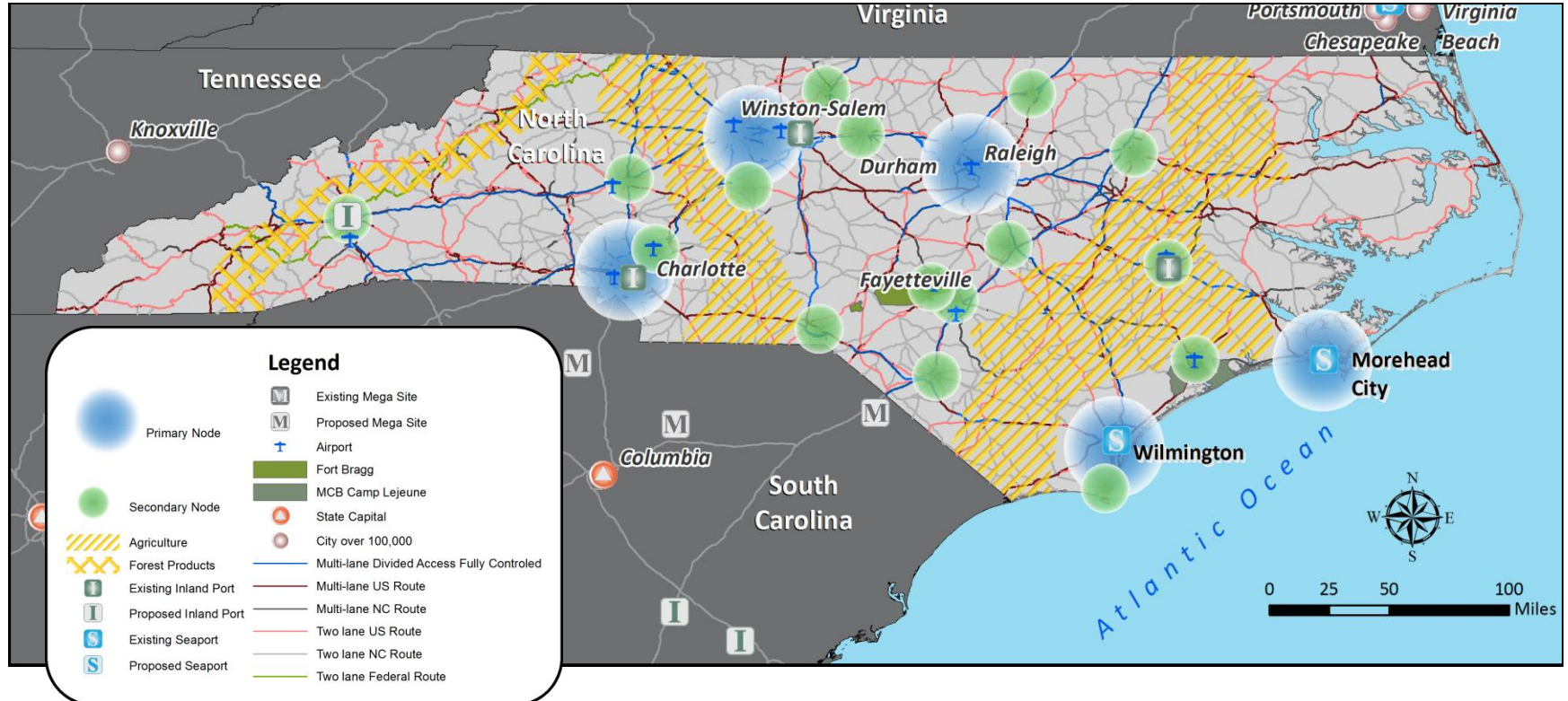
- Sustain and strengthen vibrancy of port system
- Find strengths and niches of each port
- Study the ports as a cohesive group
- Identify targeted and sensible investments
- Increase cooperation among ports





# North Carolina Maritime Strategy

- Examine options to enhance the role of NC Ports in state economy
- Identify strategies, required infrastructure, and potential benefits of alternative investments



# North Carolina Maritime Strategy

## 30-Year Horizon Benefit Cost Analysis for Target Market Scenarios

### Wood Pellets

**BCR 3.1**

- \$400M investment – export terminal, road & rail connections
- \$133M shipper benefits, \$628M travel time savings



### Ro/Ro and Oversize Cargo

**BCR 3.4**

- \$2.5B investment – inland and at-port connections
- \$5B travel time savings and \$150M shipper benefits

### Containerized Cargo

**BCR 2.1**

- \$3.5B investment in road, rail, port, and channel.
- \$1.4B shipper benefits and \$3B travel time savings



### Refrigerated Cargo

**BCR 6.7**

- New \$24M at-port cold storage facility
- \$136M shipper benefits and 1,000 permanent jobs

# Port of Wilmington, NC

## Leasehold Agreements

- **Wood Pellet Facility**

- \$35 million wood export terminal to be built and operated by Enviva
- 21 year term with options for additional 10 years
- Served by CSX

- **Refrigerated Warehousing**

- 75,000 SF, \$13 million on-port cold storage facility to be built by USA Investco
- Expandable to 300,000 SF

# Port of Pascagoula Wood Pellet Facility

- Port is developing a marine terminal for exporting wood pellets. Product ready to start shipping out early 2015.
- Later this year, port to begin widening entrance channel to 550ft from 450ft. Two dredged material disposal sites under construction.
- \$25 million state and port investment is matched by \$5 million contribution by the terminal operator





# Washington State Ports

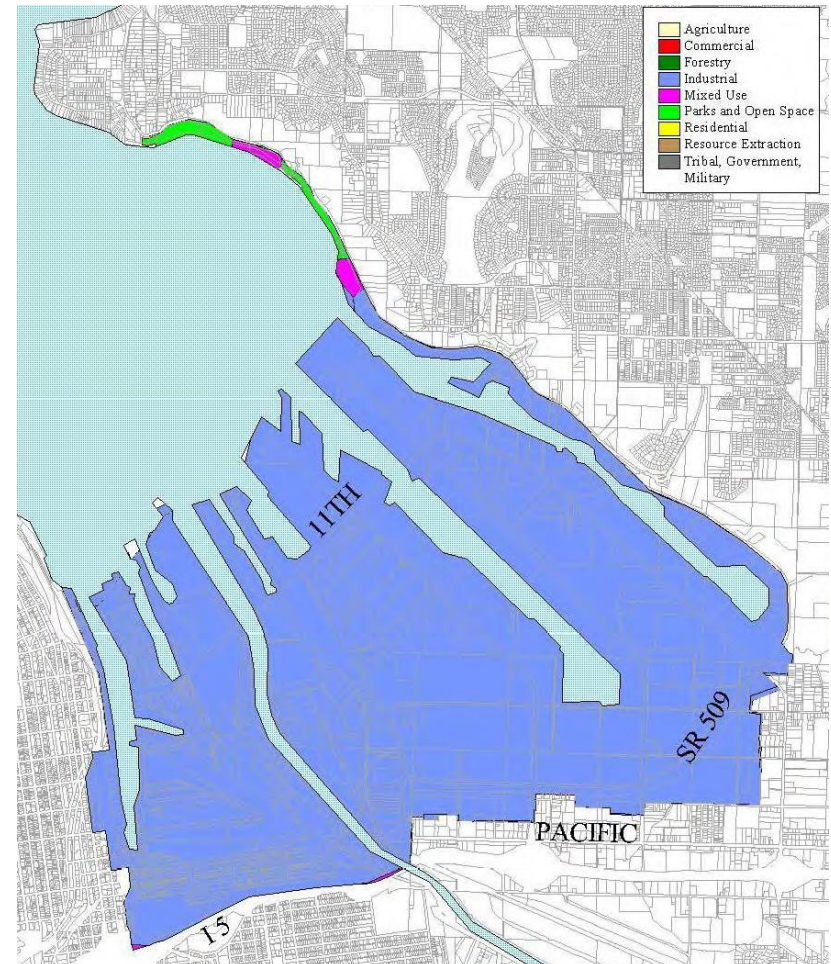
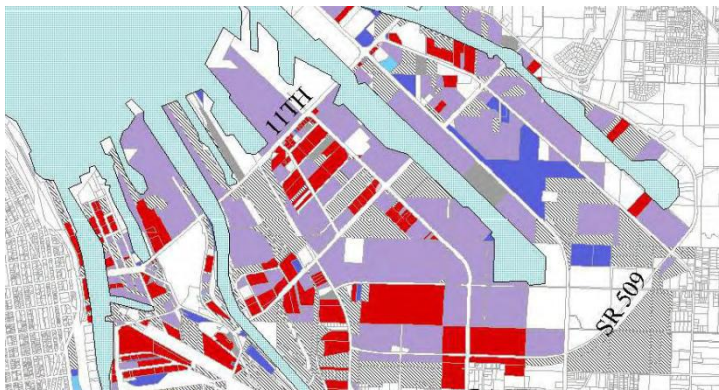
## “Development-Ready”

- SEPA Planned Action
- Non-preferential use areas – leasehold tax exemptions
- Advance mitigations – reduce traffic mitigation costs to future industrial development
- State-designated heavy haul corridors –connecting transload sites to marine terminals

# Port of Tacoma

## Targeted Industrial Development

- Land use planning and zoning in collaboration with City
- Special “port maritime industrial district” – more intensive uses
- Pre-entitlement of development area
- Tideflats Area Transportation Studies



# Port Everglades Foreign Trade Zone No. 25



- Adds value through on-Port FTZ warehousing and value-added services
- No.1 exporting FTZ
- 22.7 acres
- Five buildings totalling 388,600 SF
- Must be relocated for port expansion

# Port Everglades

## FTZ 25 Site 1 Relocation Study

Step  
1

1. Can FTZ No. 25 Site 1 strengths be exploited to expand the Port Everglades market?

2. What is potential value of FTZ No. 25 Site 1 “value chain”?

Step  
2

3. Can potential FTZ No. 25 Site 1 relocation attract private investment capital?

4. How do we attract the “right” bidders?

5. What deal structure would minimize obstacles to closing?



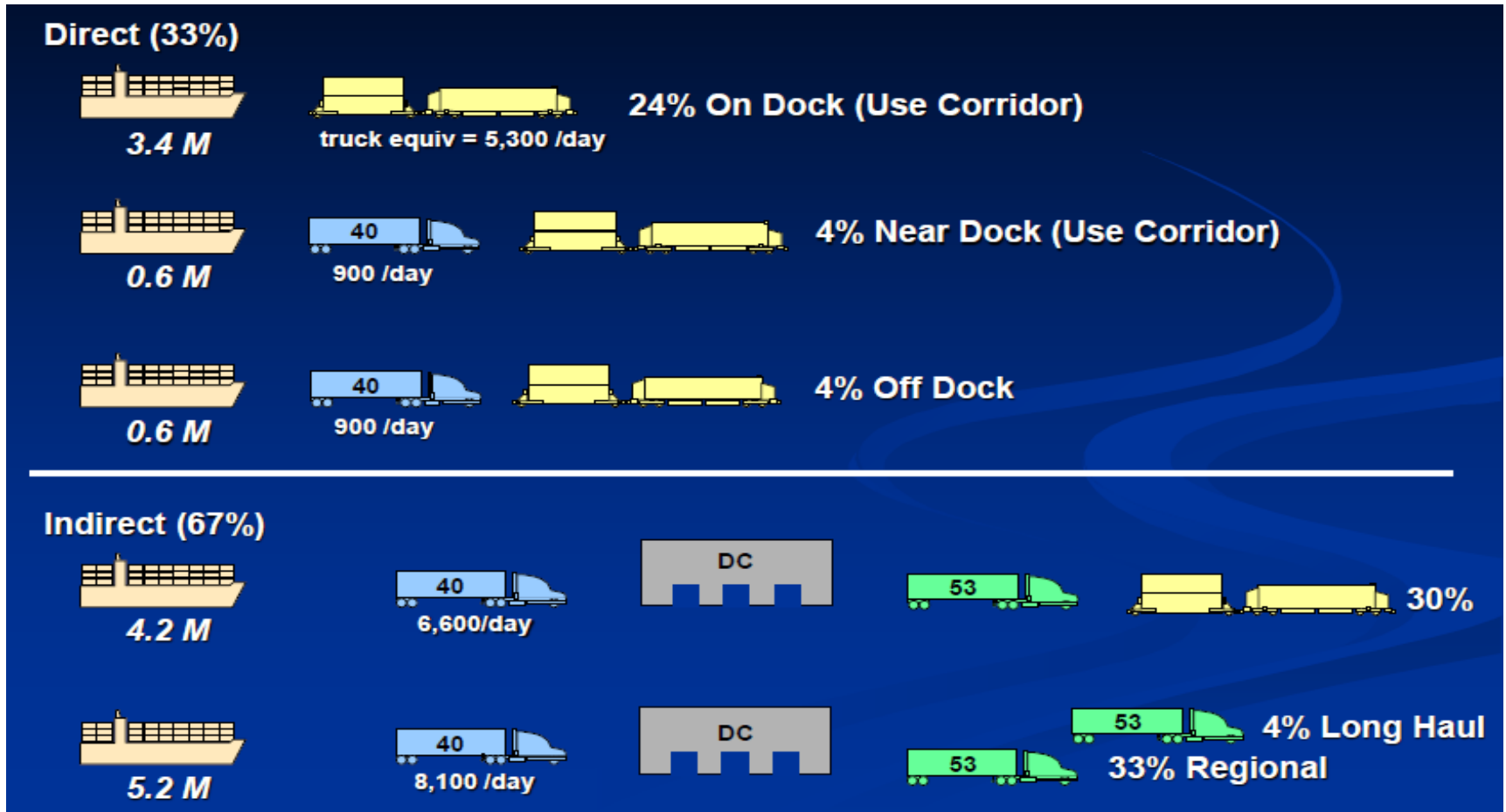
# San Pedro Bay Ports





# Access to Warehousing and Distribution

## 2011 Port Container Distribution (14 million TEU)



# Off-Port Road and Rail Investments



Improved I-110 Access (\$150 million)



Colton Grade Separation



BNSF SCIG



Gerald Desmond Bridge Replacement

- Advocacy
- Partnership
- Funding
- Implementation



# Ports O'Call Redevelopment

- Exclusive Negotiating Agreement
- Targeting a premier tenant
- Entitled for 375,000 square feet of commercial, retail, restaurant, hotel and conference center space
- Three-acre “Fisherman’s Park”
- 2600 parking spaces
- Pedestrian waterfront promenade and trails, bicycle pathways



# Some common themes...

- Collaborating with industry
- Looking for gaps – what needs are unmet?
- Engaging stakeholders
- Targeting the best role for a port authority to attract private investment