



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

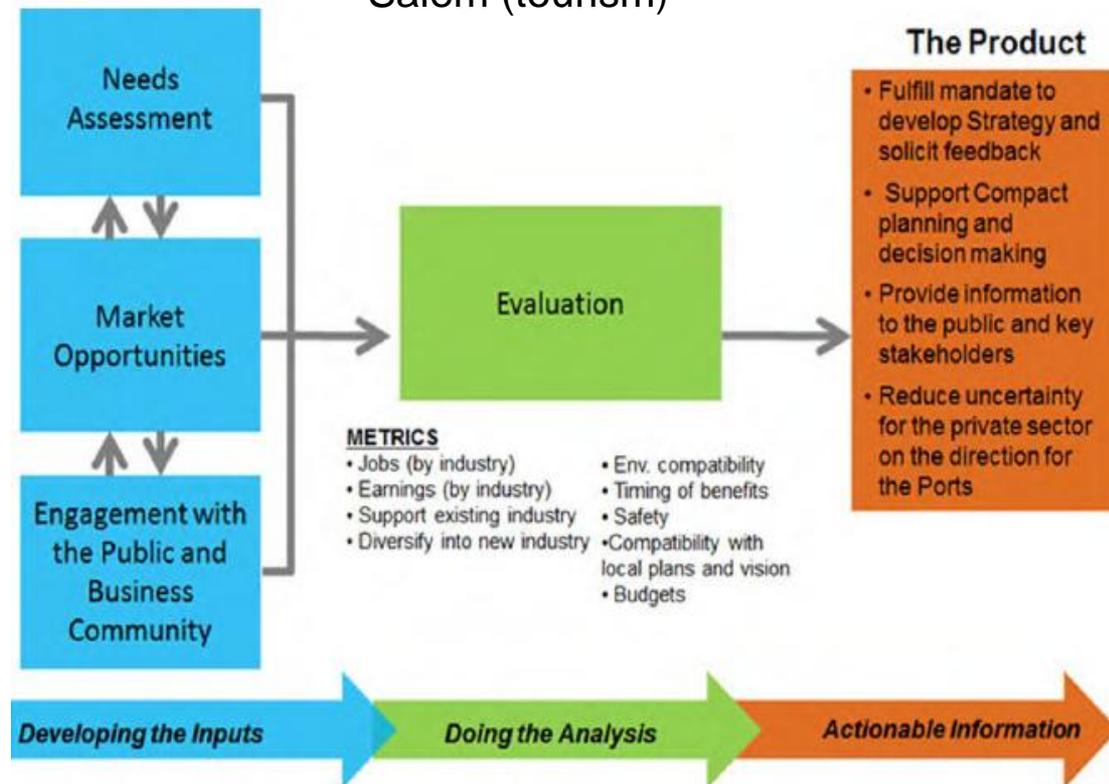
- **Five Compact ports:**

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

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

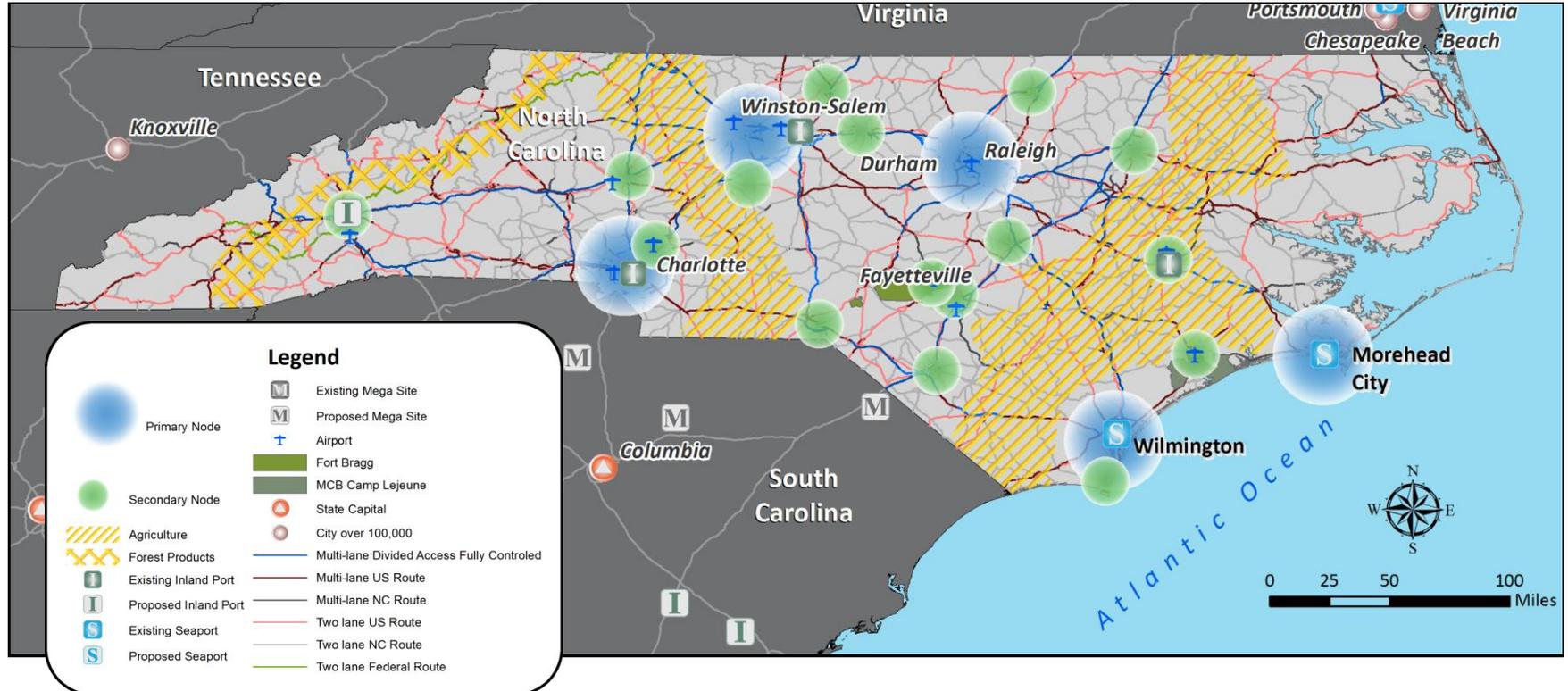
- **Purpose:**

- 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



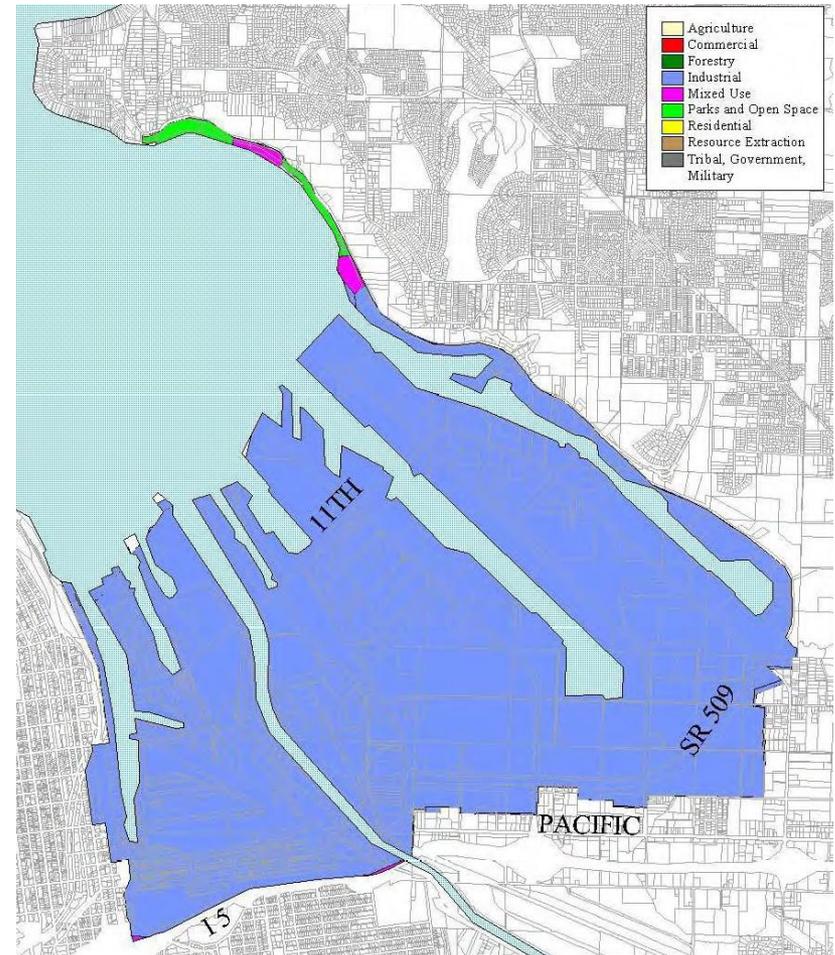
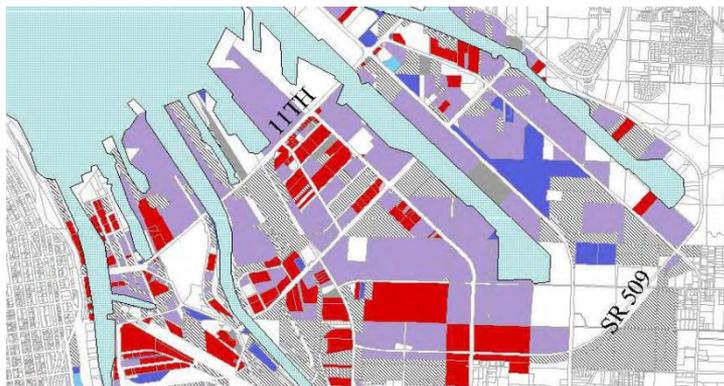
Washington State Ports “Development-Ready”

- 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?

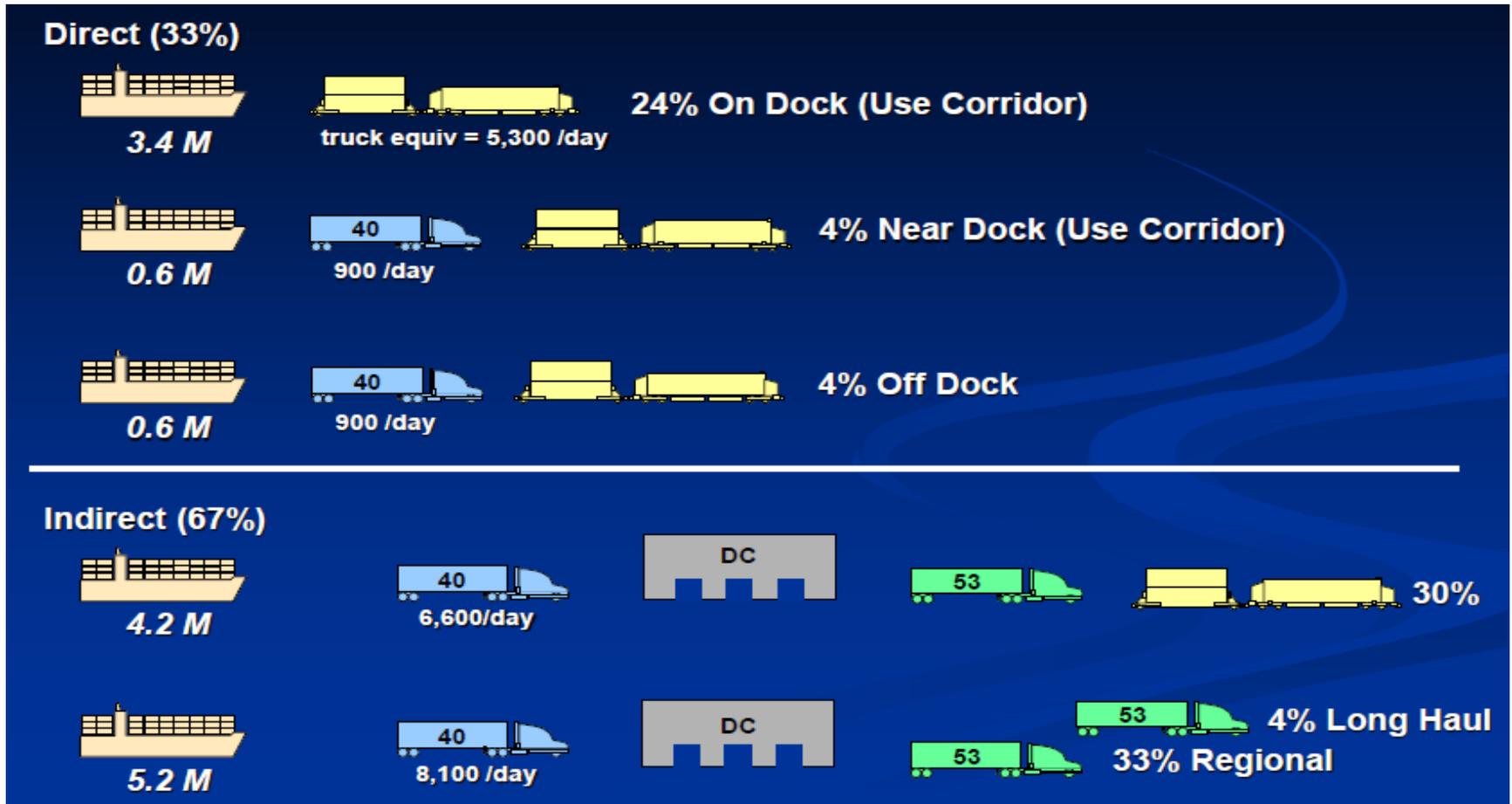
5. What deal structure would minimize obstacles to closing?

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