



PORTMIAMI

BIG SHIPS WELCOME NOW @ PORTMIAMI

The Big Ship Era is here and PortMiami is Ready!

PORTMIAMI DIRECTOR AND CEO JUAN M. KURYLA



PORTMIAMI QUICK FACTS

- ❖ PortMiami is located in Miami-Dade County, one of the most diverse, multilingual populations in the U.S. making Greater Miami one of the world's most ideal centers for international trade and tourism
- ❖ 12th Busiest Container Port in the United States
- ❖ Among the Top Container Ports in Florida – More than **1,000,000 TEUs in 2015**
- ❖ Cruise Capital of the World – More than **4.77 million passengers in 2014**
- ❖ **167,000** daily passengers
- ❖ Economic Impact: **\$27 billion and 207,000** Direct/Indirect Jobs to South Florida



PORTMIAMI'S IMPORTANCE TO THE U.S.



- ❖ Leading cruise port in U.S. recognized as *Cruise Capital of the World*
- ❖ Awarded the *Best U.S. Homeport* award by Porthole Magazine
- ❖ Among the top container ports in the U.S.
- ❖ PortMiami ranked #1 East Coast Port for Performance and Productivity (1st half of 2014)
- ❖ Intermodal on-dock rail connects Miami to the entire U.S.
- ❖ Tunnel provides direct access to the U.S. Highway System
- ❖ Excellent labor relations = efficient and reliable service

CRUISE FACTS AT A GLANCE

- ❖ **15 cruise brands**
- ❖ **34 ships**
- ❖ PortMiami continues to be the departure destination of choice for cruises to the Bahamas, the Caribbean, Mexico and other exciting destinations
- ❖ 2013 – 2014 another world record -- **4.77 Million Passengers!!!**
- ❖ It is estimated that more than 21.4 million passengers sailed globally in 2014
- ❖ **Estimated for FY 2015 – ANOTHER WORLD RECORD**

4.8 Million Cruise

Passengers



CRUISE CAPITAL OF THE WORLD



CARGO FACTS AT A GLANCE



- ❖ Known as the *Cargo Gateway of the Americas*, more than a dozen of the world's top shipping lines call on PortMiami.
- ❖ Latin America and the Caribbean make up PortMiami's largest trade region. PortMiami is constantly working on maintaining and strengthening trade with these and other regions worldwide.
- ❖ 12th Busiest Container Port in the U.S.
- ❖ Among the Top Container Ports in Florida – More than 876,000 TEUs in 2014
- ❖ **Estimated for FY 2015 – 1,000,000 TEUs**
Highest throughput since 2004

Fiscal Year at PortMiami calculated from October 1st, 2013 through September 30th, 2014

World's Leading Cargo Lines at PortMiami



PORTMIAMI KEY ADVANTAGES

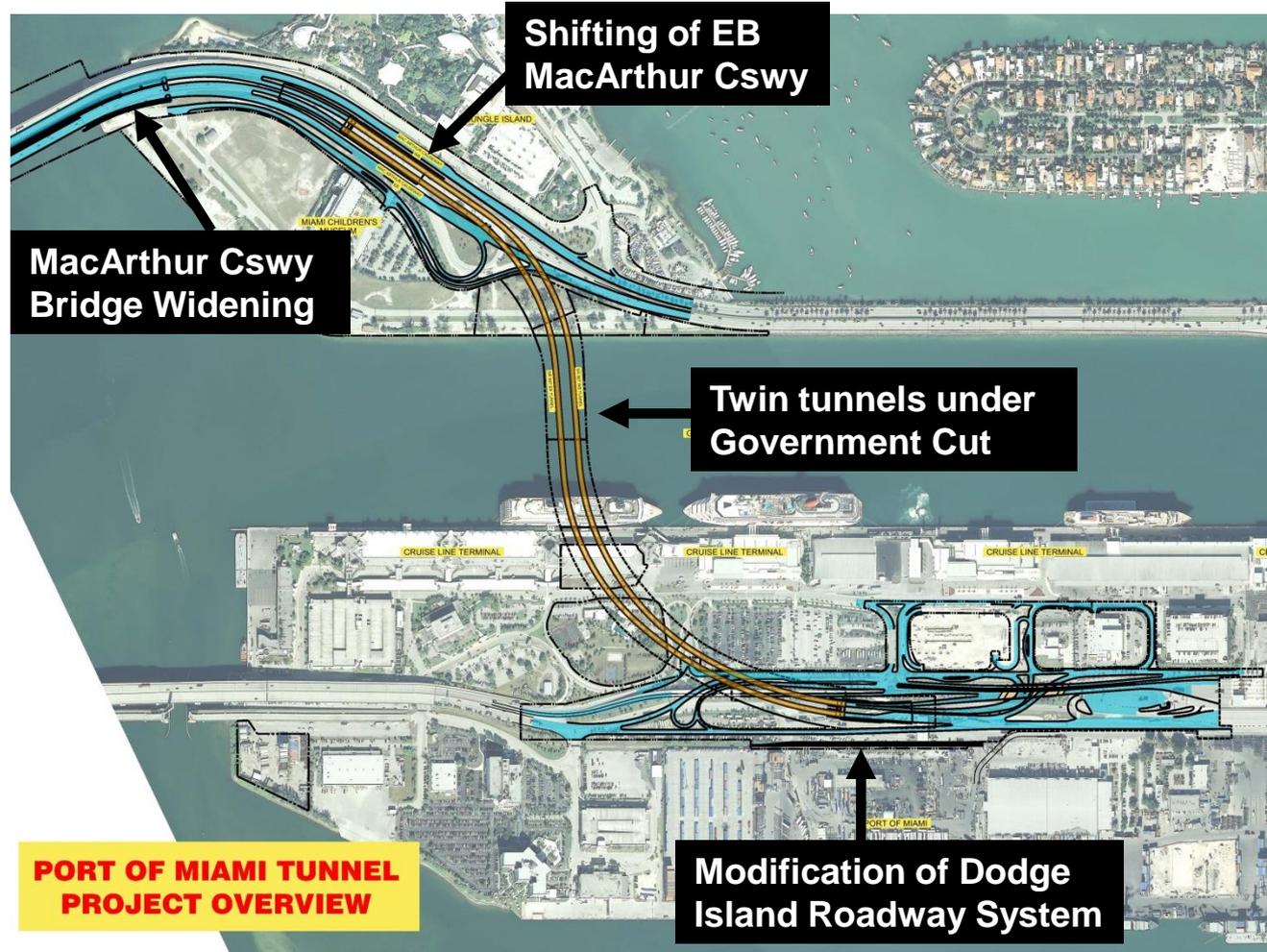
Capital Infrastructure



Tunnel: Direct Access to Interstate

True P3

- ❖ More efficient, faster movement of traffic on and off port (4 mins to Interstate).
- ❖ Relieve downtown traffic congestion.
- ❖ Direct access to interstate highway system in less than 4 minutes.
- ❖ “Green lanes” and gate consolidation.



PORTMIAMI TUNNEL



- ❖ Grand Prize winner of the 2015 America's Transportation Awards
- ❖ Connects PortMiami with U.S. highway system
- ❖ More efficient, faster method of moving containers
- ❖ No stop lights between PortMiami – Orlando, Atlanta, Chicago, etc...



Total Cost: \$915 Million
Est. Jobs: 7,000
Funding: \$457.5 State, \$402.5 County,
\$55 City, Federal TIFIA loan

COMPLETED

ON-DOCK RAIL: Intermodal On-Dock



Total Cost: \$46.9 Million Funding: \$22.7 Federal,
\$10.9 State,
\$4.8 County, \$10.9 FEC

True P3

- ❖ PortMiami-FEC partnership – cargo can reach 70% of US population in 1-4 Days
- ❖ Cargo can reach SE population (23% of US consumers) in 2 days
- ❖ Florida is the 3rd most populous state – 19 million residents and more than 90 million visitors ALL CONSUMERS
- ❖ Expansive New Foreign Trade Zone 281 in most of Miami-Dade County

COMPLETED

DEEP DREDGE

- ❖ Partnership of Federal (corporate engineering) and funding partners (FDOT and PortMiami)
- ❖ PortMiami is dredging to -50/52 FT.
- ❖ PortMiami will be the only port south of Virginia able to accommodate the new, larger Post-Panamax vessels
- ❖ PortMiami is the closest U.S. port to the Panama Canal and is benefitting from increased Asian cargo as trade patterns shift from the west coast to the east coast ports
- ❖ 6,100 feet of continuous berth along deepened channel
- ❖ 2.5 nautical miles from open ocean to berth (30 min)
- ❖ No snow, no fog, no congestion = rapid movement of cargo to destinations in Florida and the hinterland



PORT MIAMI CAPITAL PROJECTS

Completed:

- ❖ Tunnel
- ❖ Rail
- ❖ Dredge
- ❖ Cranes

Current:

- ❖ New Cruise Terminals A and AA
- ❖ Renovations to Cruise Terminals F, H, and J
- ❖ Cruise Terminal F
- ❖ Liquefied Natural Gas (LNG)
- ❖ Cargo Infrastructure Improvements (POMTOC, SFCT)
- ❖ South West Corner
- ❖ Roll-on Passenger Services for potential Ferry Service



Cruise Terminal F

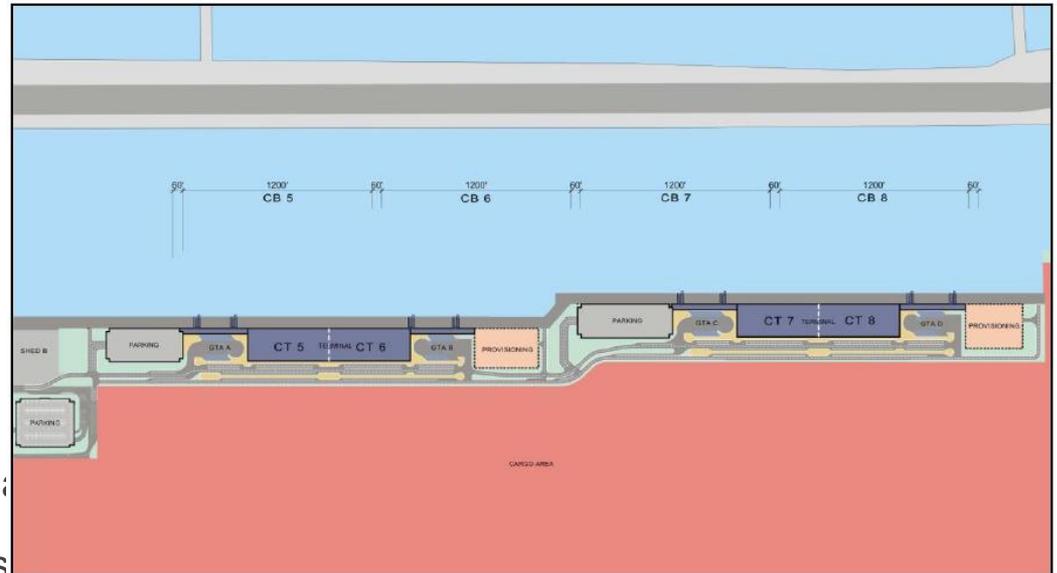
- ❖ \$25M Cruise terminal F expansion
- ❖ Classic model: cruise line pledges and traffic, port issues finances, private construction



Cruise Terminal A

True P3

- ❖ Royal Caribbean Cruises, Ltd.
- ❖ 400 meters berth
- ❖ Approximately 170,000 sq.ft. cruise terminal
- ❖ Parking garage with approximately 1,000 spaces
- ❖ \$250 million present value to Port over 60 years
- ❖ RCL to invest over \$100 million for construction of the terminal, bulkhead, and related facilities
- ❖ PortMiami to invest several million for environmental testing, remediation, and limited dredging



Cruise Terminal AA

- ❖ Possible construction of a cruise terminal AA – similar in size and scope to cruise terminal A
- ❖ Over \$100 million in total investment: cruise terminal, bulkhead, garage, etc.
- ❖ If P3, high preference that partner will be cruise line
- ❖ Port may elect to finance itself
- ❖ It prefers r



LNG

- ❖ Order book for cruise vessels finally includes LNG vessels
- ❖ Largest cargo carrier on Port has expressed interest in phasing in LNG vessels
- ❖ Port will be working to develop 2 to 3 viable options for cruise and cargo LNG solutions
- ❖ Long footprint for LNG solution is very restrictive
- ❖ Port will be looking to private partners to bring in solutions and investments



Cargo Infrastructure

- ❖ New Rubber Tired Gantry Systems or Rail Mounted Gantry Systems
- ❖ Work with tenants to facilitate investment
- ❖ New Post Panamax Cranes



Southwest Corner

- ❖ Commercial Development
- ❖ Multiple items before Board of County Commissioners

FIGURE 6.2: SOUTHWEST CORNER COMMERCIAL DEVELOPMENT ZONE



Table 6.1: Southwest Corner Commercial land parcels

BUILDING ID	USE	BUILDING FOOTPRINT	BUILDING AREA PER FLOOR (sf)	NUMBER OF FLOORS	PARKING PODIUM PER FLOOR
1	HOTEL	120X120	14400	VARIES BETWEEN 6 and 30	MIN. 180'X300'= 54,000SF ~150 SPACES PER FLOOR
2	OFFICE	120X120	14400		
3	OFFICE	120X120	14400		
4	OFFICE	120X120	14400		
5	OFFICE	120X120	14400		
6	OFFICE	120X120	14400		

Adequate parking would also be included in the development of each parcel at approximately 150 spaces per floor.

Infrastructure Needs

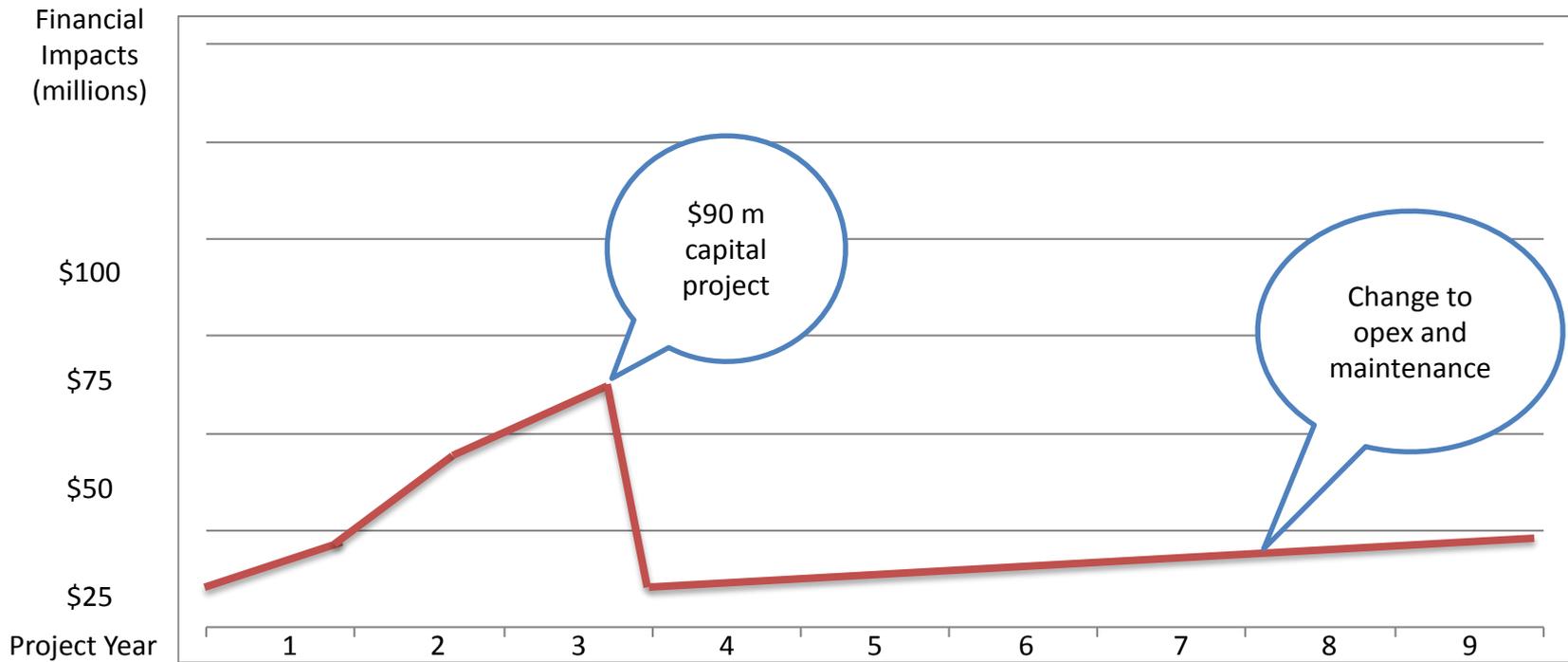
- Mission alignment
- Competitive forces
- Market opportunities
- Compliance
- Replacement & Rehab

Fiscal Reality

- Business cycles aren't new
- Hidden costs pose risks
- Be honest about opportunities and challenges
- Port's are here to stay

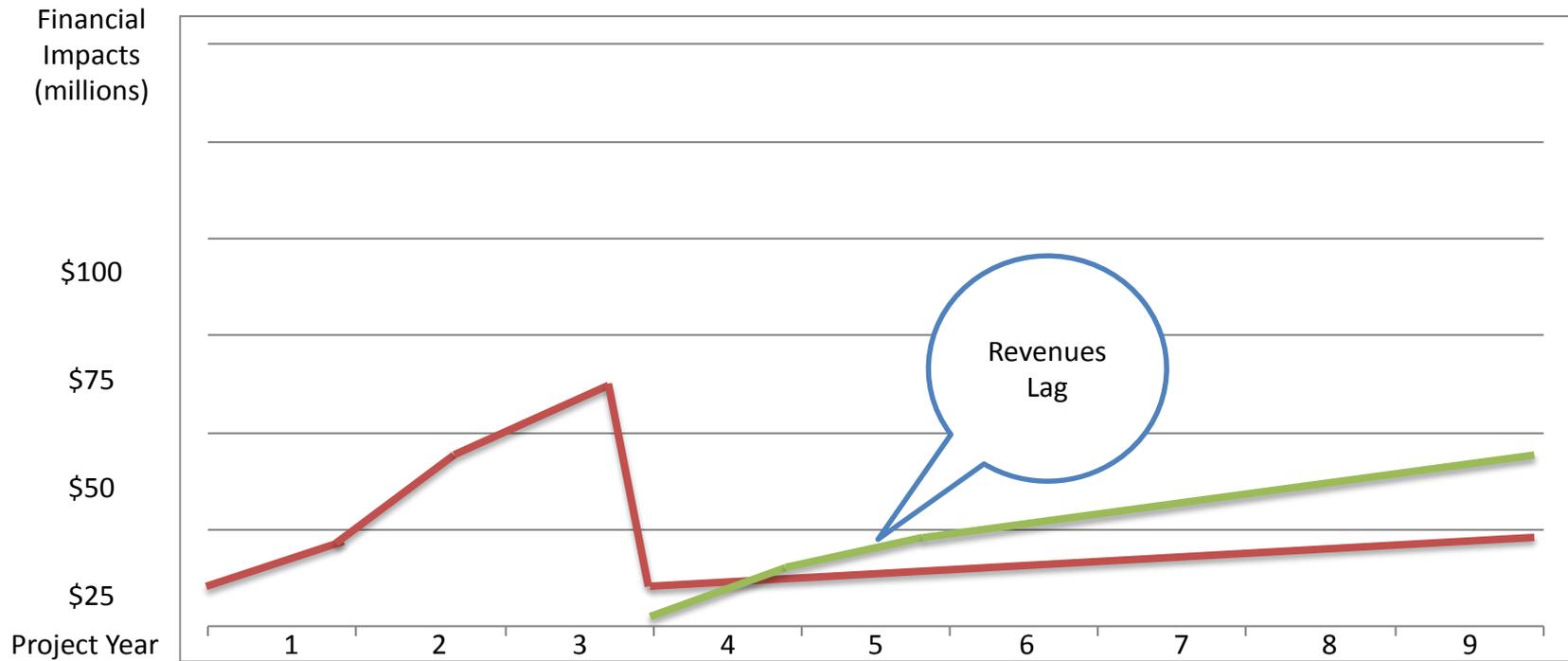
Getting There from Here

Know the lifecycle cost



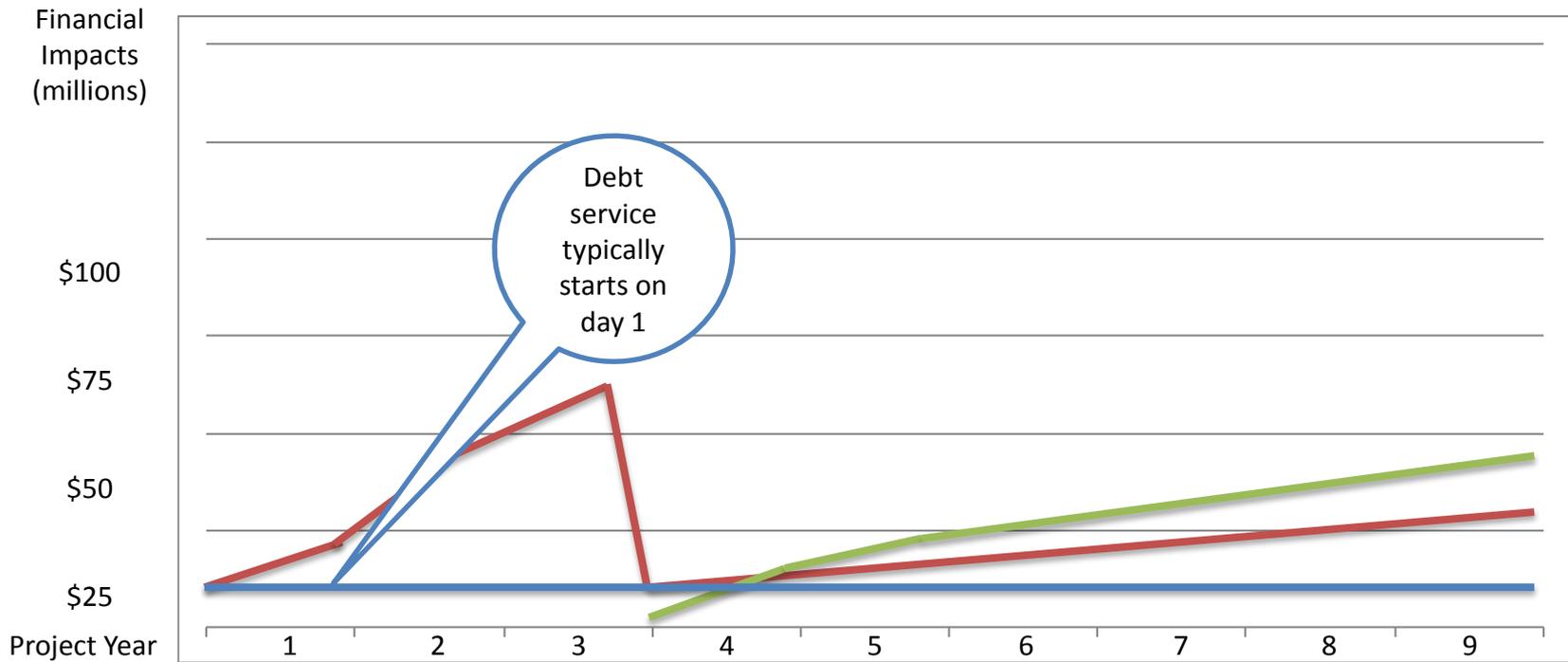
Getting There from Here

Be realistic on the returns

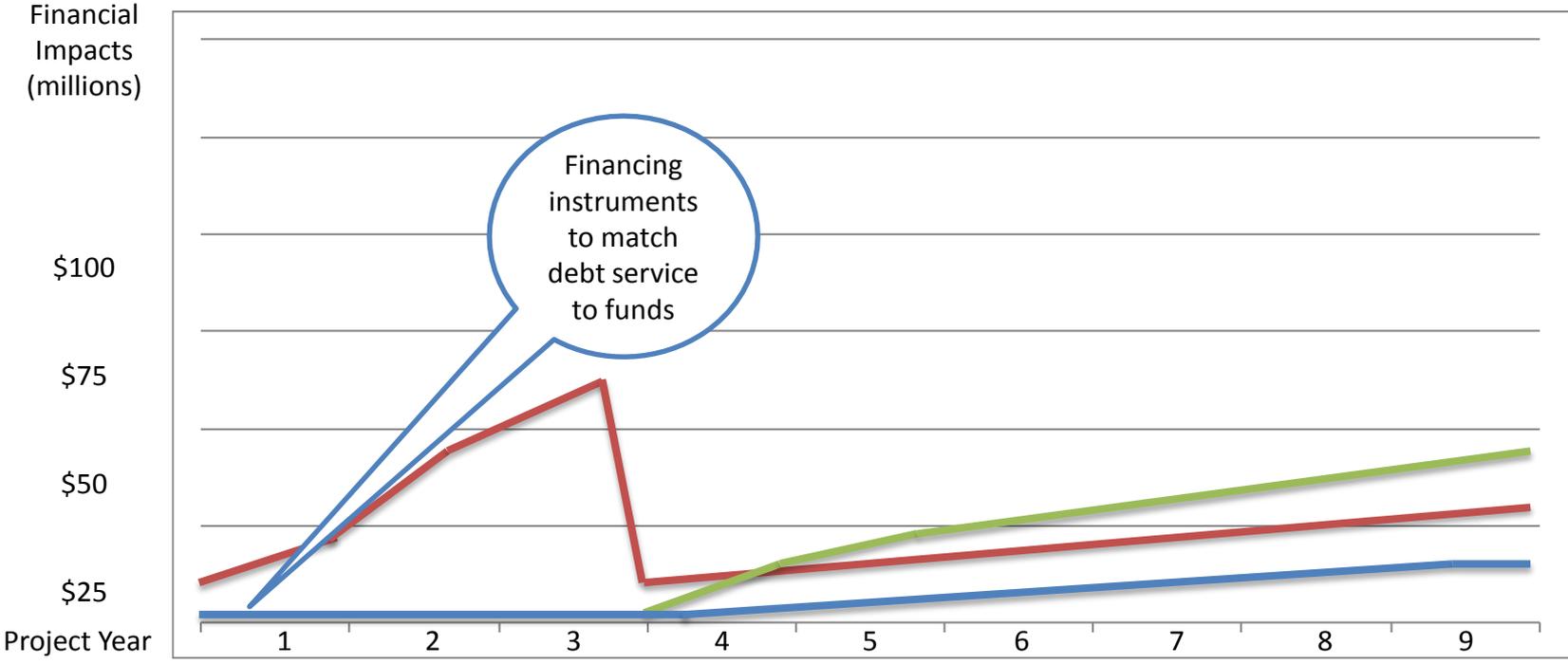


Getting There from Here

Numerous debt structures exist



Getting There from Here



Thank You!

