

*We Make Cargo Move*

# *We Keep Commerce Rolling.*

Your West Coast Auto Alternative.  
We Make It Easy.



  [portofhueneme.org](http://portofhueneme.org) +1 805 488 3677



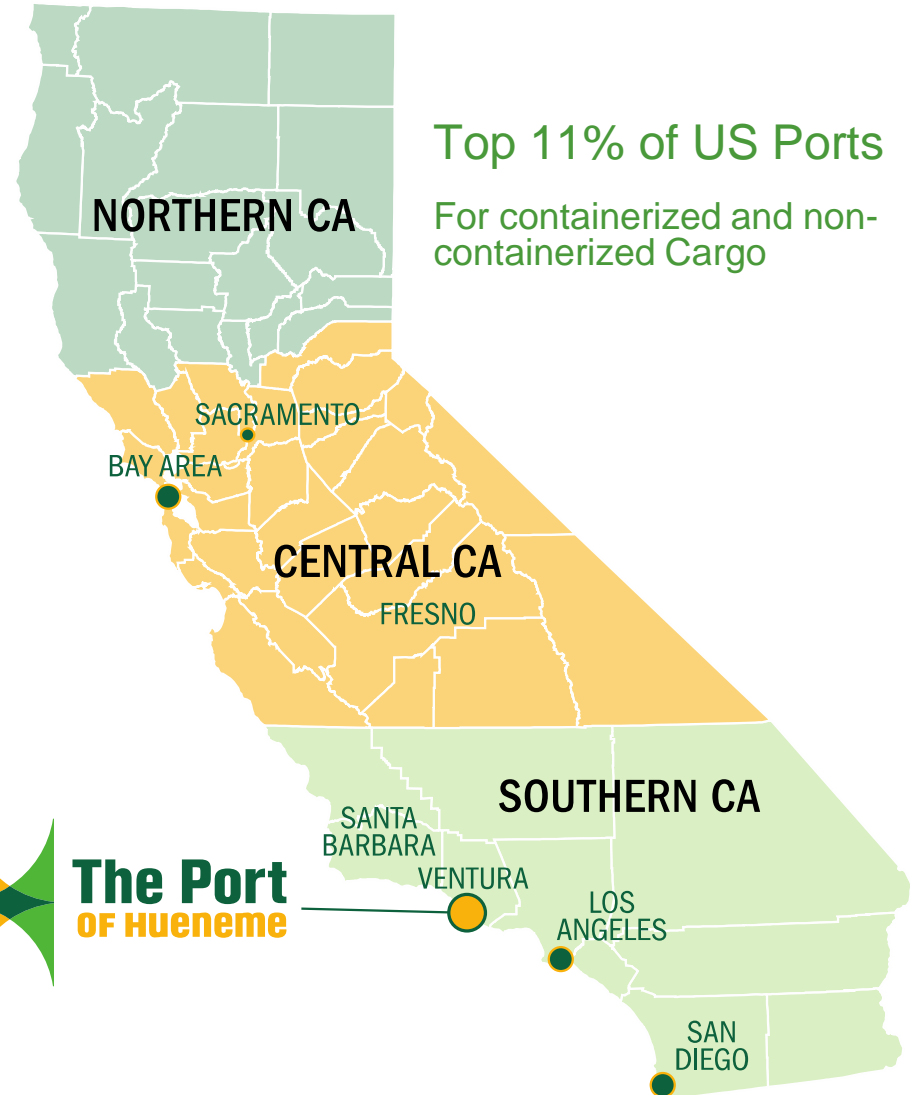
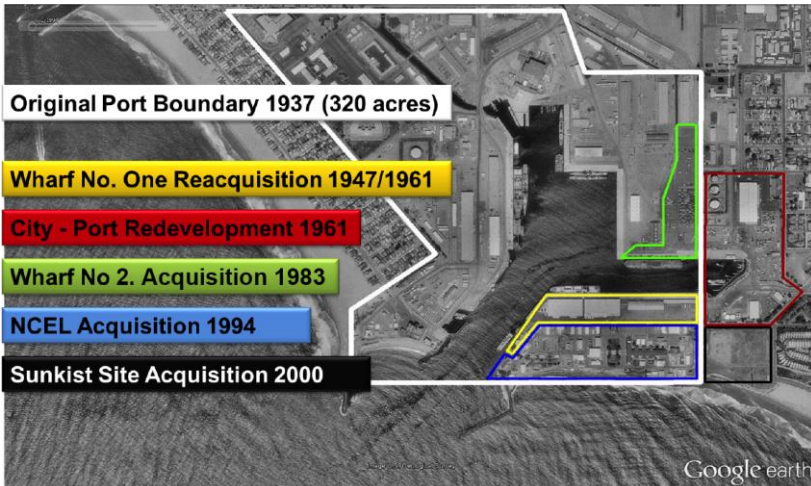
AAPA Port Real Estate Seminar  
December 10, 2015  
Kristin Decas, CEO and Port Director



# Thriving California Hub



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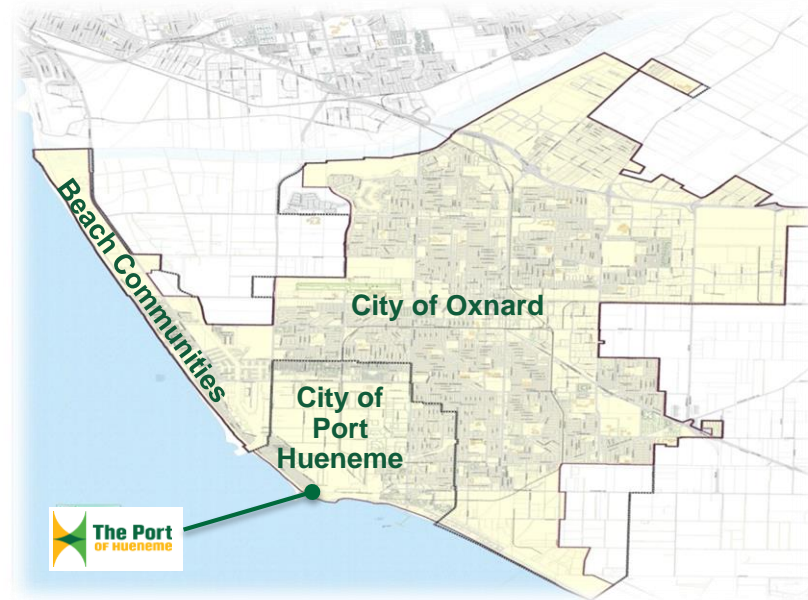


Port Governance  
Commercial Trade Gateway



**The Port**  
**OF HUENEME**  
Oxnard Harbor District

- Created in 1937 by an Act of the Legislature
- Special District – H&N Code
- Board of 5 Elected Commissioners
- Oxnard Population 200,000
- Port Hueneme Population 22,500



*We get the job done. The Port has a flexible, “can do” attitude, with an open door policy and easy access to Port management and decision makers*



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## Vision

To operate as a **self-supporting** Port that enforces the principles of sound public stewardship maximizing the potential of maritime-related commerce and regional economic benefit.

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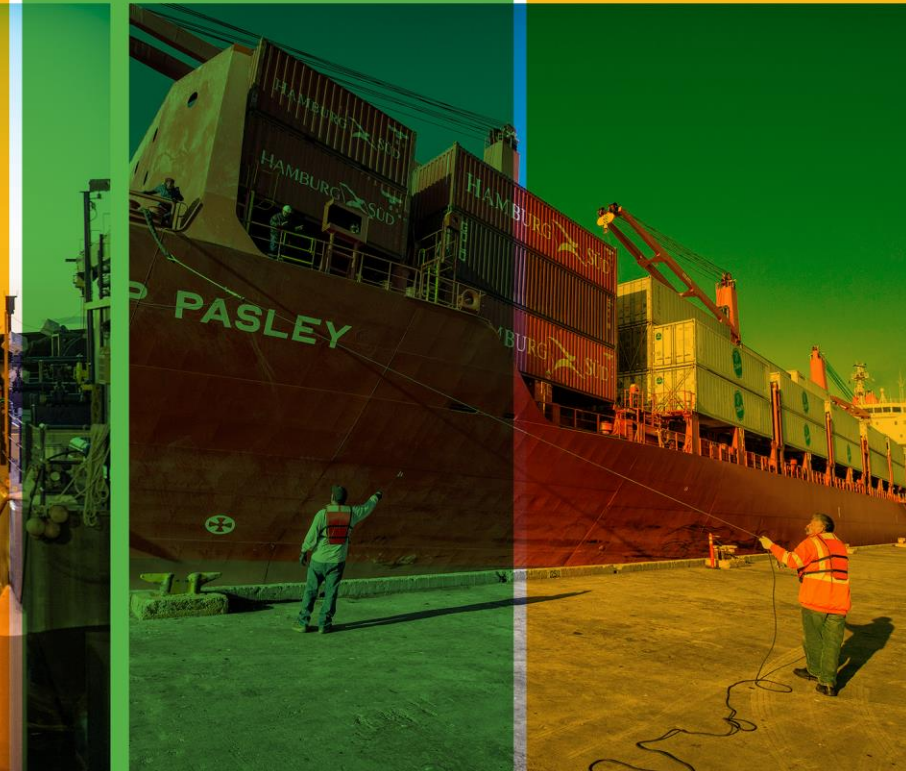
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## Mission

To be the preferred port for **specialized cargo** and provide the maximum possible economic and social benefits to our community and industries served.



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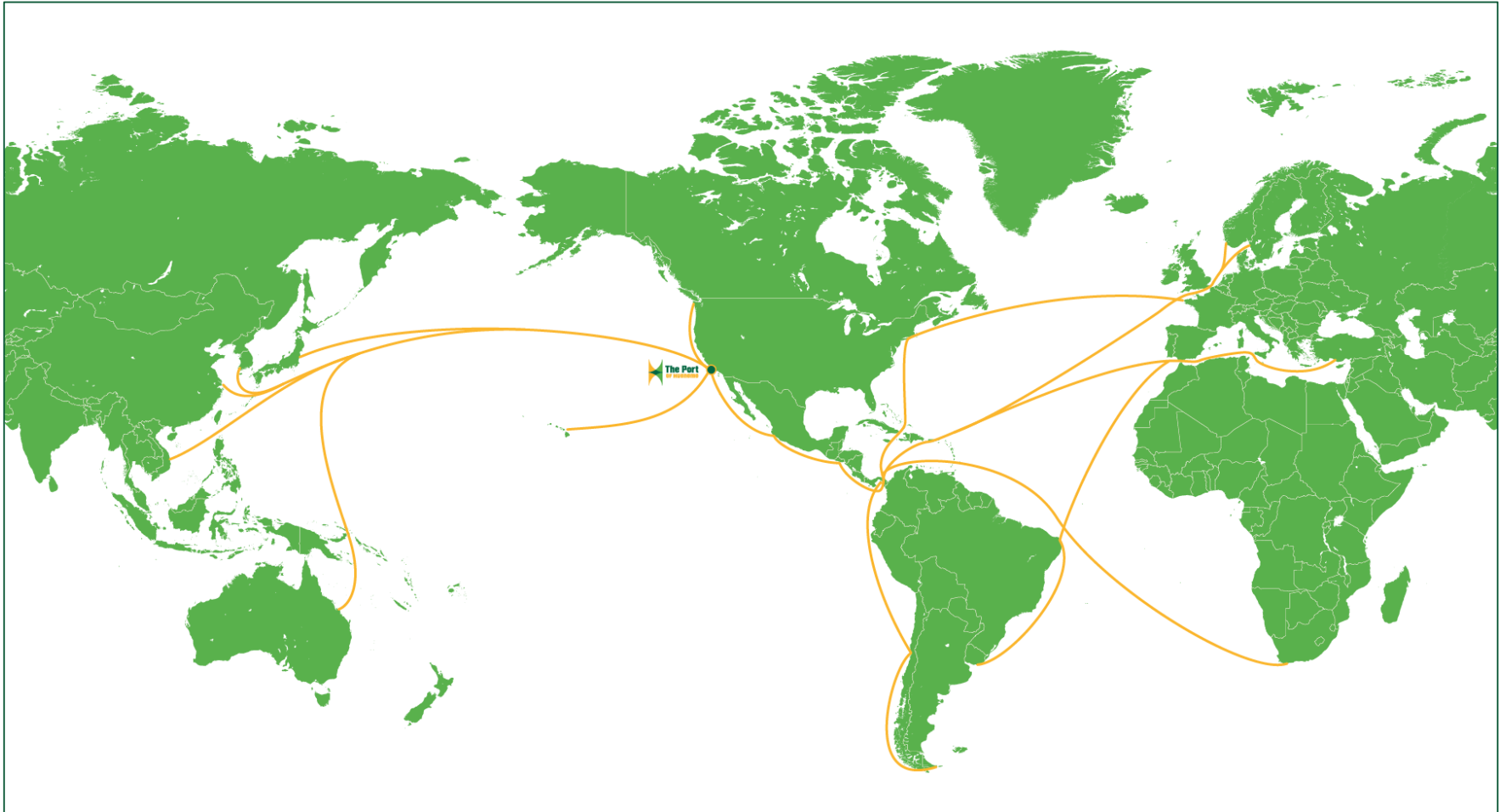
Why Hueneme?



# Prime Location



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Commercial Trade Gateway to North, Central and South America,  
Asia, Europe and Scandinavia

# Port Overview

- ✓ Main Channel Depth: 35 FT
- ✓ 120 Acre Terminal
- ✓ 24 Acre Terminal (Joint Use)
- ✓ 130 Acre Navy Out-lease
- ✓ 6 Deep Draft Berths: 4,250 LF
- ✓ 1 Shallow Draft: 320 LF
- ✓ On-Dock Cold Storage: 256,000 SF
- ✓ 299 On-dock Reefer Plugs

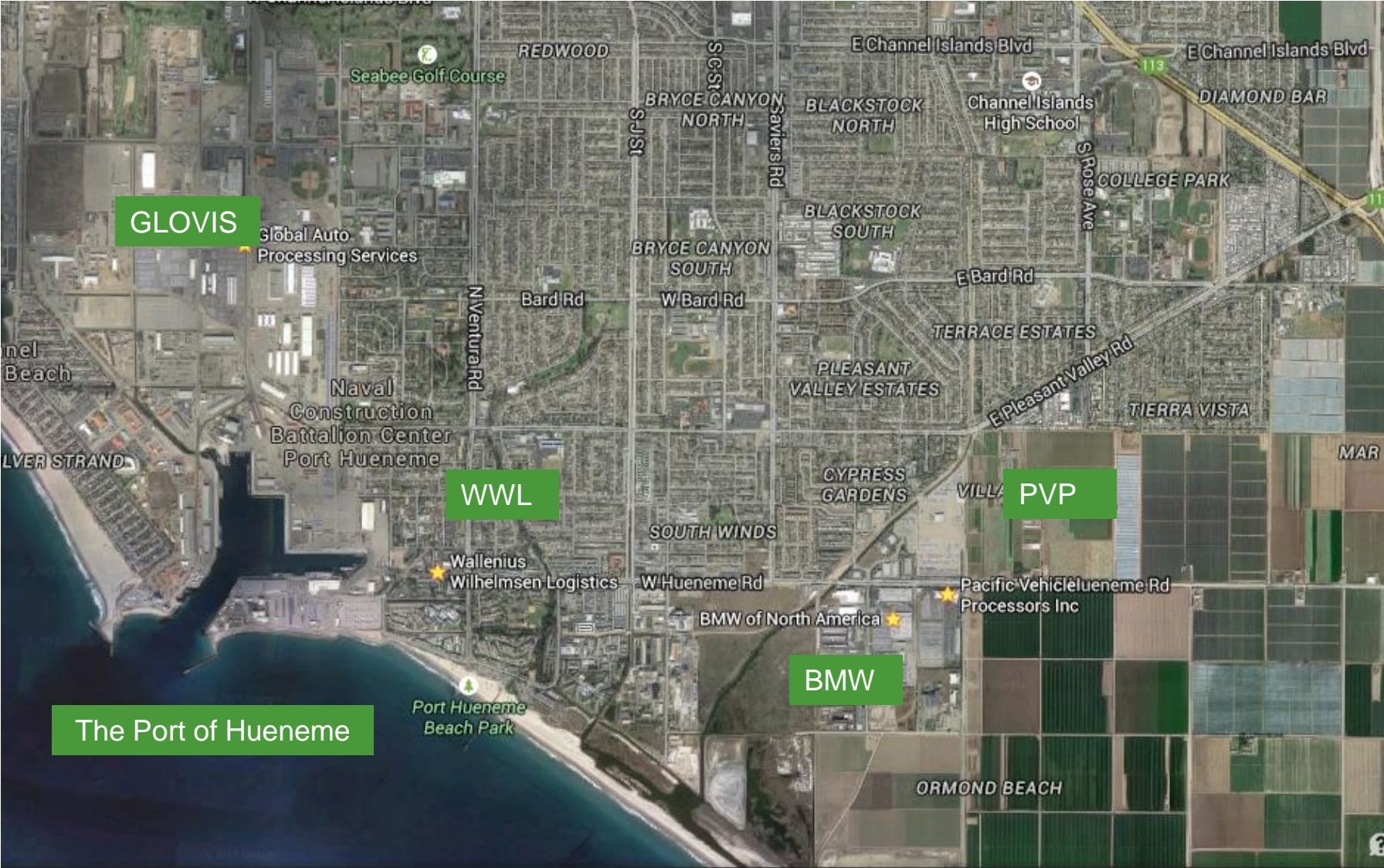




# World Class Distribution Centers



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The Port of Hueneme



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**Cargo Performance**  
Vital Niche Market Port



**The Port**  
**OF HUENEME**  
Oxnard Harbor District

## Shipping Lines

- Champion Tankers
- COSCO
- CSAV
- EUKOR
- GLOVIS
- Hamburg Sud
- K-Line
- Mitsui OSK Lines
- Norbulk
- Cool Carriers
- NYK Lines
- Seim Car Carriers
- WWL
- Liberty Logistics
- Sea Trade
- Hoegh

## Services

- Brusco Tug & Barge
- Stevedores: Ceres, Pacific Ro-Ro, Ports America, SSA Marine
- MSRC
- NRC
- Port Hueneme Ice
- OST Truck & Crane
- T&T Truck & Crane
- Port Hueneme Pilots Association
- Securitas Security
- TracTide Marine Fuels

## DC & Warehousing

- Channel Islands Logistics
- Channel Islands Warehousing
- Del Norte Warehousing
- Lineage Logistics
- Seaboard Produce
- Western Precooling
- Mission Produce

## Auto

- BMW
- GLOVIS
- WWLA

## Fresh Produce

- Chiquita (Cool Carriers)
- Del Monte

## Offshore Oil Industry

- DCOR
- EXXON Mobil
- Freeport McMoran
- Irwin Industries

## Liquid Bulk

- Yara North America

## Fish

- Oxnard Unloading Services

## Vehicle Brands

- BMW, MINI, Rolls Royce, Volvo, Land Rover, Jaguar, Maserati, Ford, Hyundai, Kia, Aston Martin, Mitsubishi, General Motors, Honda, Toyota, Nissan, Tesla

## Ro-Ro/High and Heavy Products

- Caterpillar, John Deere, New Holland, Case, Hyster, Specialized Construction and Mining Equipment

## Military Cargo

- Liberty Global Logistics

## Specialized Project Cargo Customers

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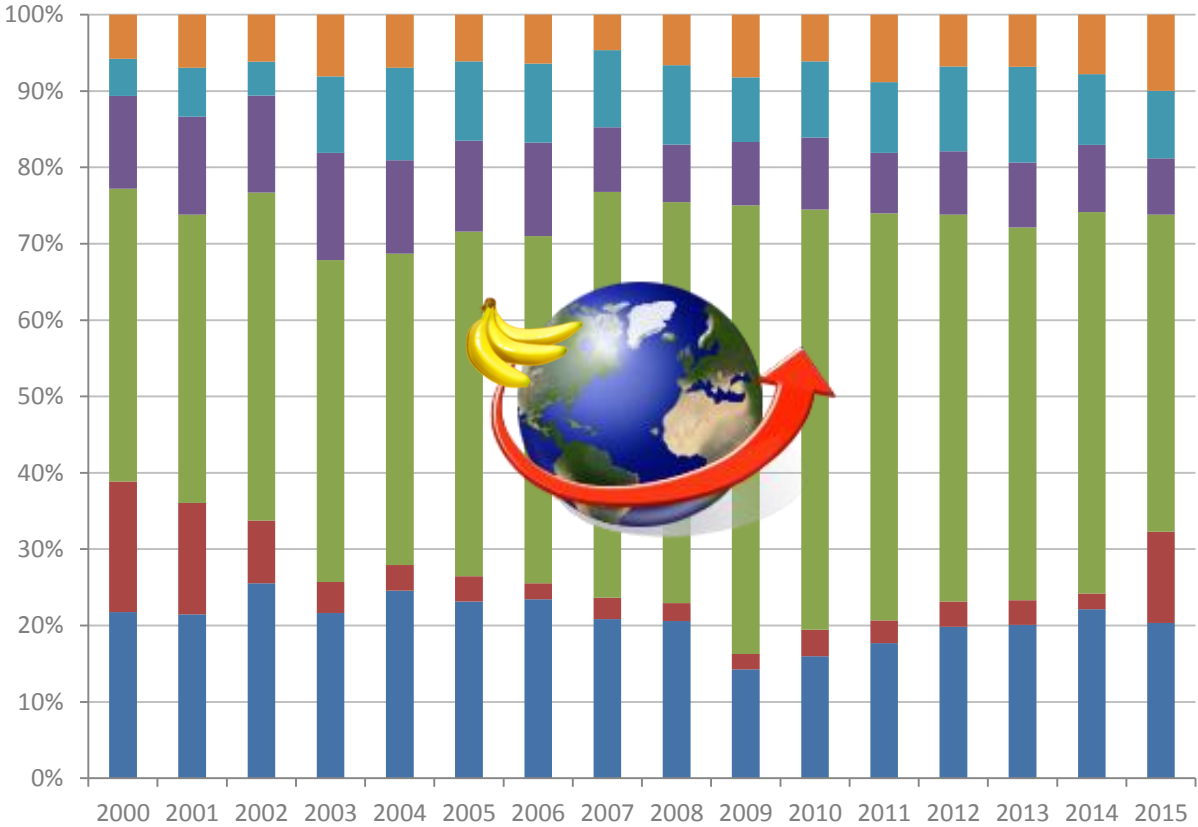
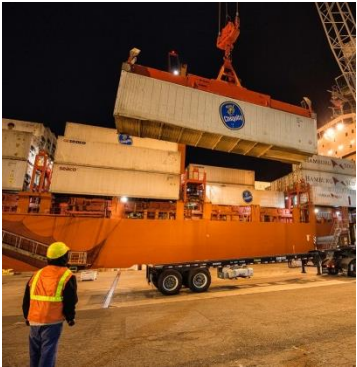


**Cargo Performance**  
Vital Niche Market Port



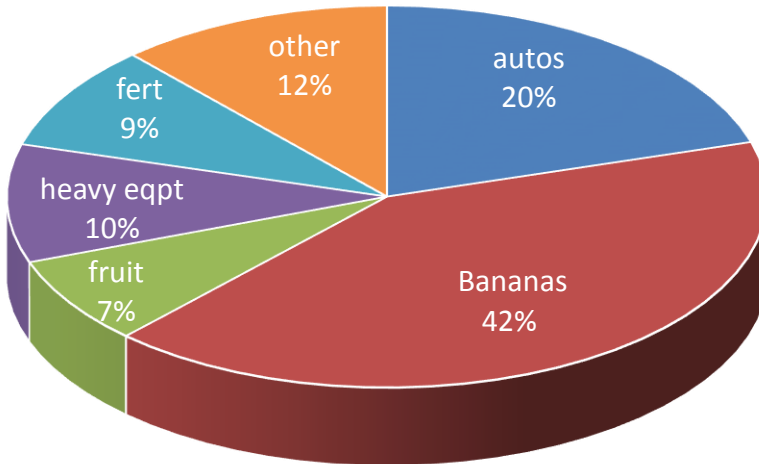
**The Port**  
**OF Hueneme**  
Oxnard Harbor District

# Tonnage By Commodity

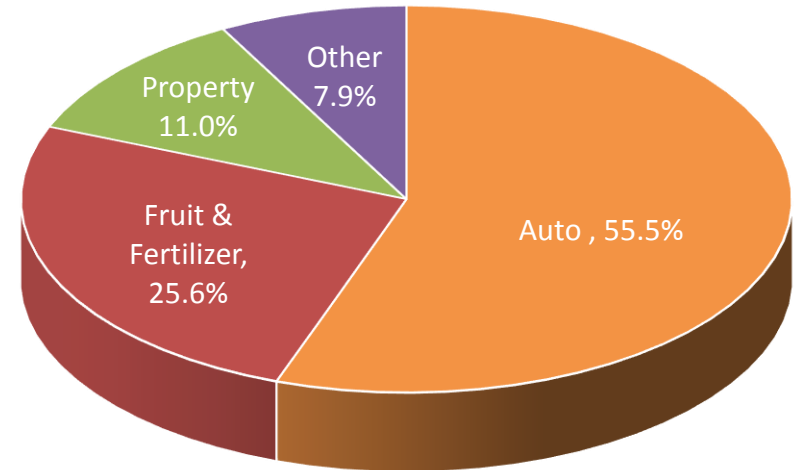


- General Cargo
- Fertilizer
- Fruit
- Bananas
- Other
- Autos

## Cargo Tonnage by Segment



## Revenue Tonnage by Segment



*\*Cargo Tonnage in the Autos segment is per vehicle*

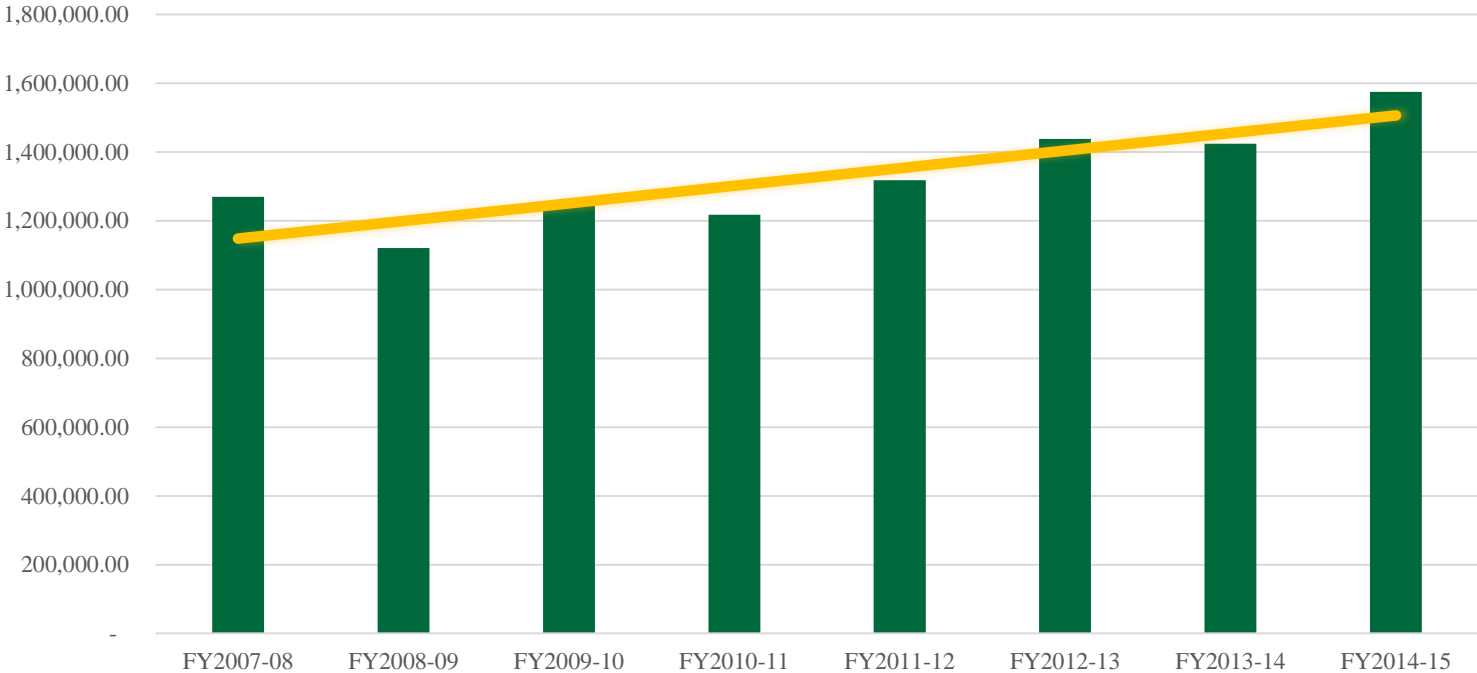




# Historical Cargo Throughput



### Total Cargo Throughput



**Total Cargo increased by 10.6% to 1,574,903 Measurement Tons, Record Year**

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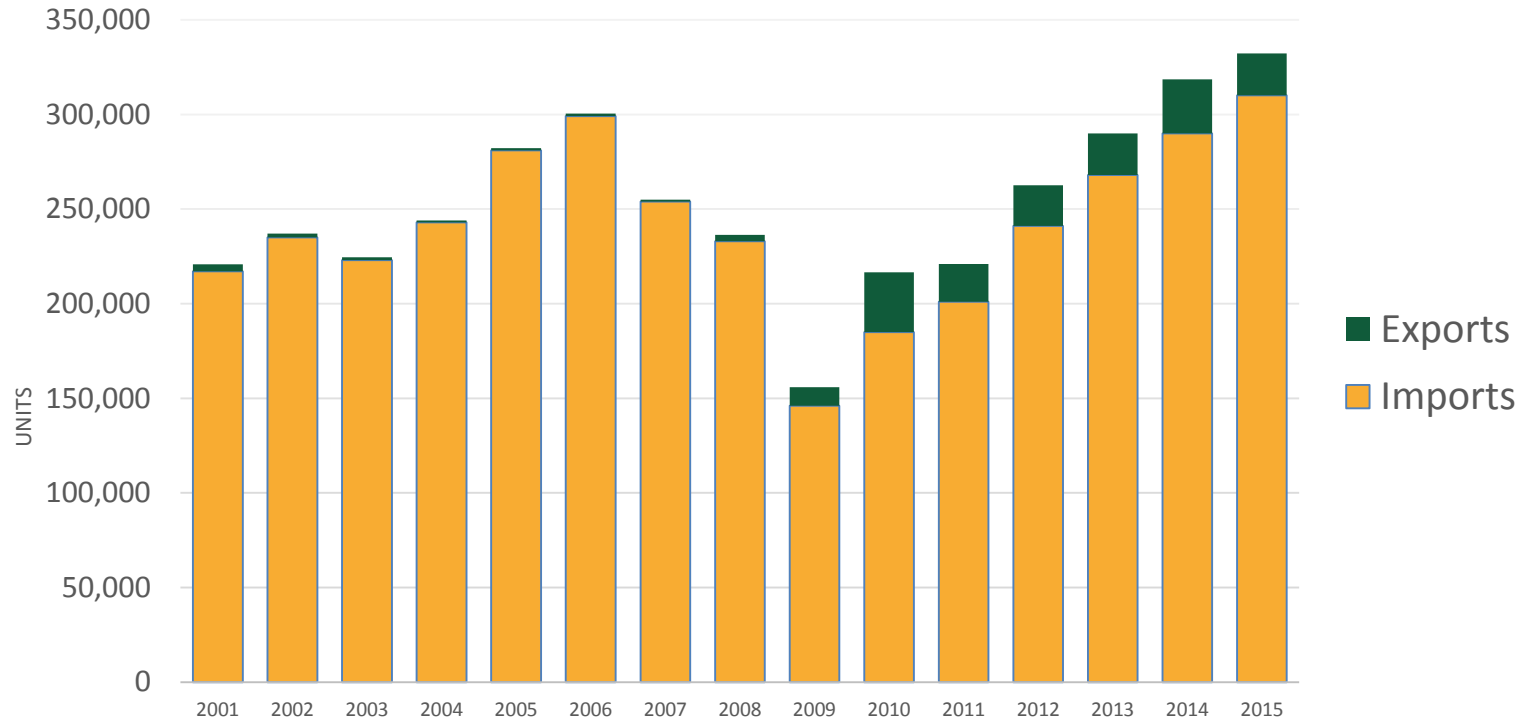


An Active Auto Port



**The Port**  
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## AUTOS



Automobile imports increased by 14.6%, while exports, a small part of the overall line, decreased by 26.6%.

# One Millionth Honda Export

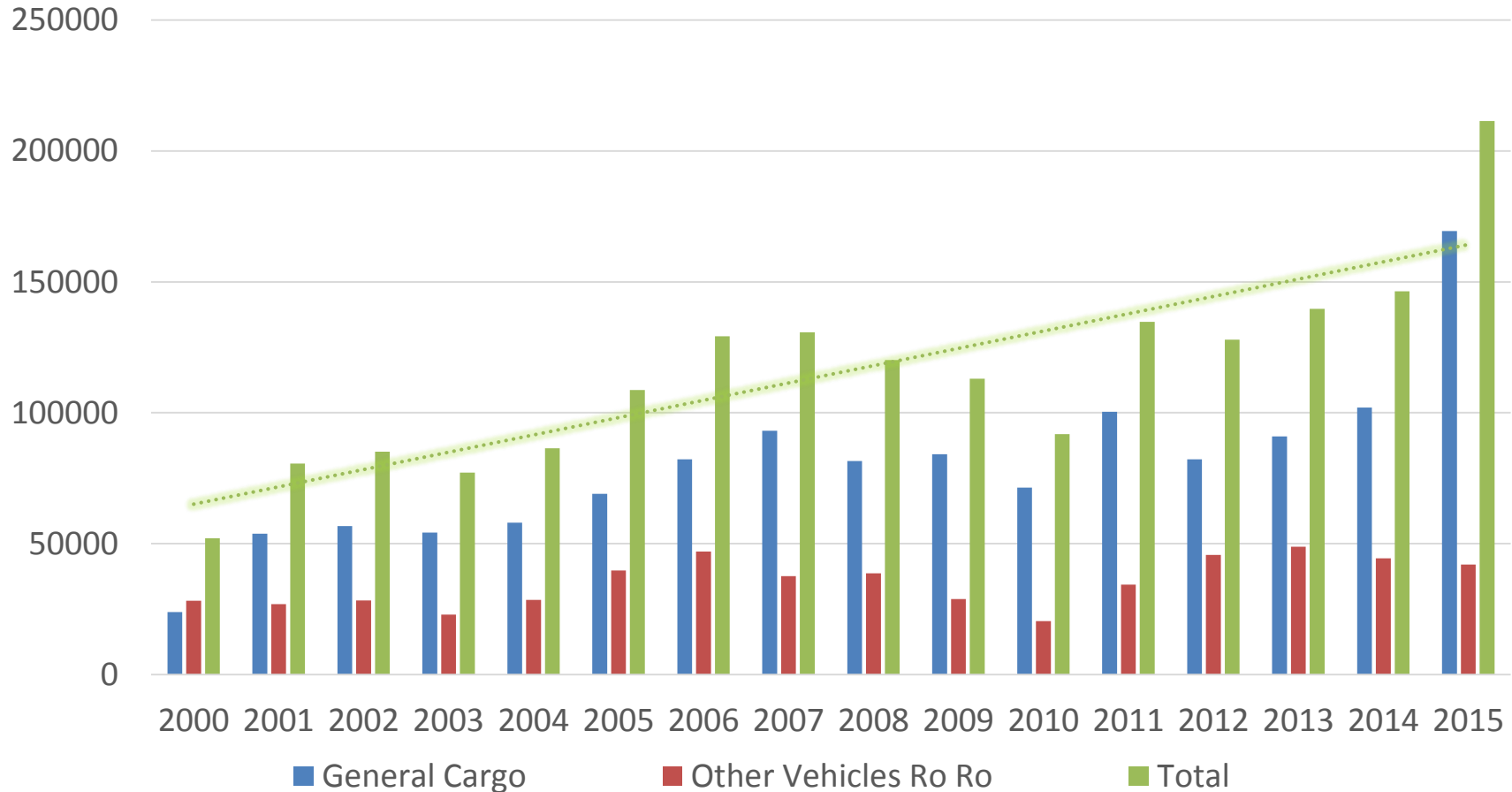


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On December 11, 2012, Honda Motors USA exported its 1,000,000<sup>th</sup> U.S. Manufactured Honda



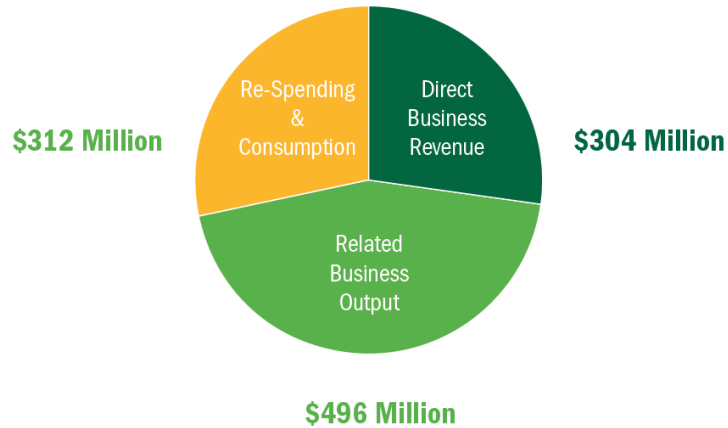
# Performance – High and Heavy, Rolling Stock



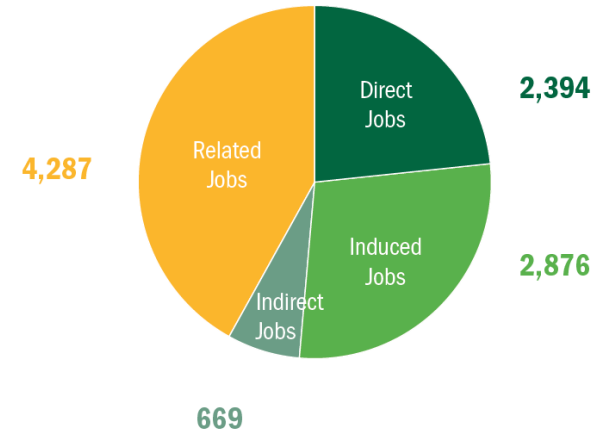
For the other ocean freight lines of business, volumes are up 66.1% for general cargo, down 5.3% for other vehicles Ro-Ro.

# Economic Engine for the County

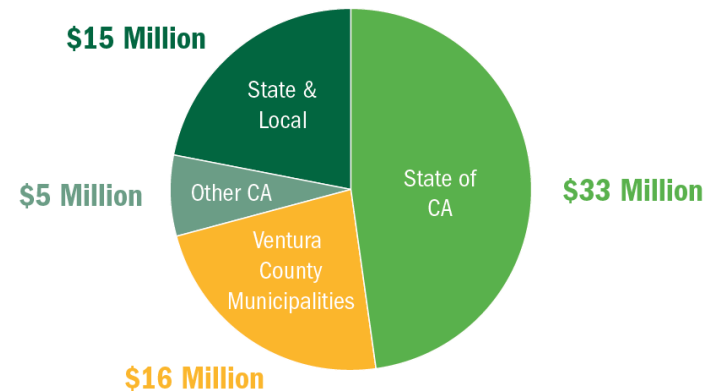
## \$1.1 Billion Total Economic Activity



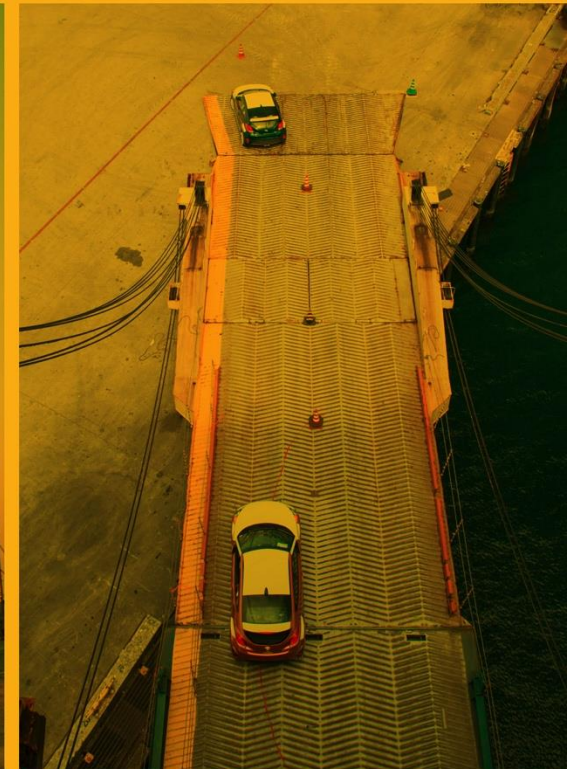
## 10,226 Total Direct, Induced, Indirect and Related Jobs.



## \$69 Million in State and Local Taxes From Maritime Activity.



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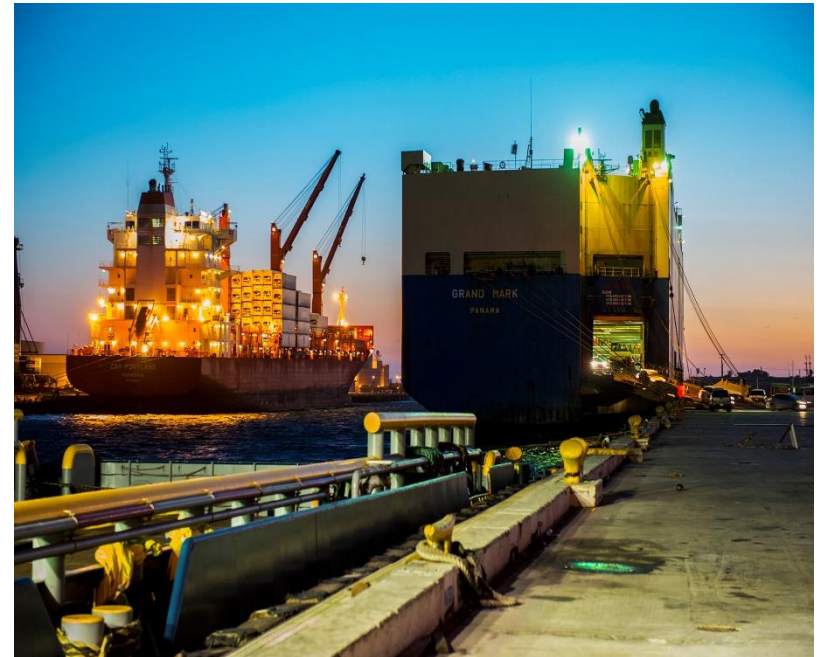
# GLOBAL TRENDS

Auto Market



## *And Happening Fast!*

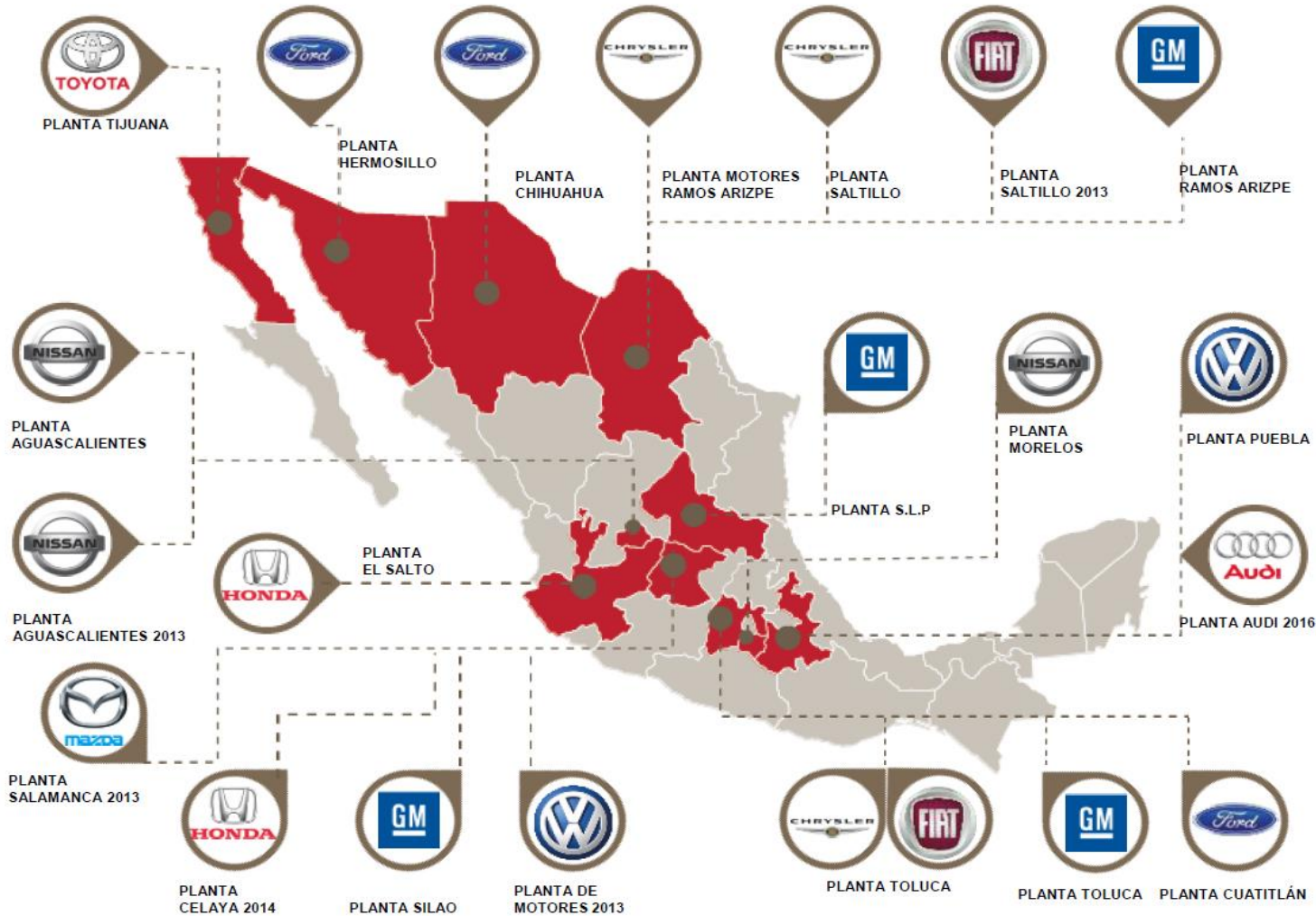
- Sizes of new vessel orders continues to grow, Mega Alliances
- Demographic Trends Industry shifts-- China, India and South America –global seaborne trade will double by 2030
- Technology, Environment, Energy
- Foreign Direct Investment in Mexico--the Automotive and auto-part sectors in Mexico accounted for 20.8% of total foreign direct investment (2012)





# OEMs in Mexico-Closer to US market

## Ubicación en México de Plantas de Vehículos Ligeros



**66% of Mexico's automotive exports currently go to the U.S. market**

Source Automotive Supply Chain Org

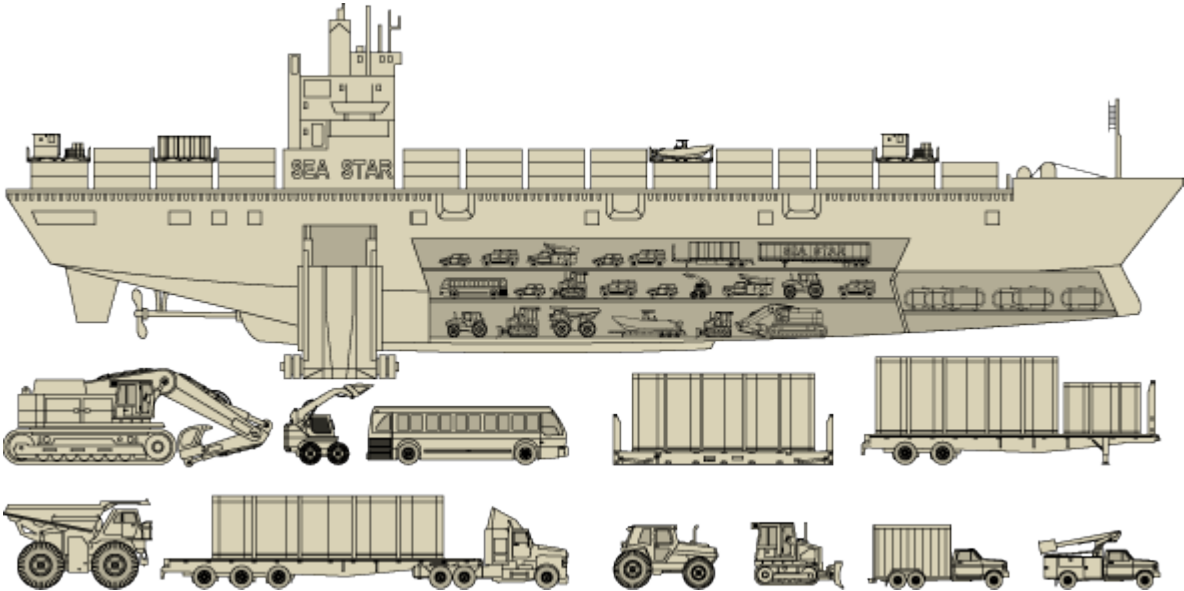
<http://www.automotivemeetings.com/mexico/index.php/en/automotive-industry-in-mexico>

# Auto Domestic Short Sea Services Today

- USWC to Hawaii- Pasha Hawaii and Matson
- USWC to Guam-Matson
- USWC to Alaska-Tote and Matson
- US Gulf to Puerto Rico-National Shipping Agencies- with a cntr ship but can handle High and Heavy Project cargo
- USEC to Puerto Rico- Crowley, Sea Star –auto ships; cntr -Trailor Bridge

**MOSTLY RAILED AUTOS TO US**

**66% of Mexico's automotive exports currently go to the U.S. market**



● Port Terminals    — Liner / Container Routes    — Relay Vessel

## ***Challenges:***

- Production capacity surge  
***IS THERE A PLAN?***
- Railroad service disruptions and railcar capacity is maxed
- ETA reliability has suffered, increased transit times, costs increase
- Theft and vandalism en route
- Increasing volumes putting pressure on DC processing and current routes reliability

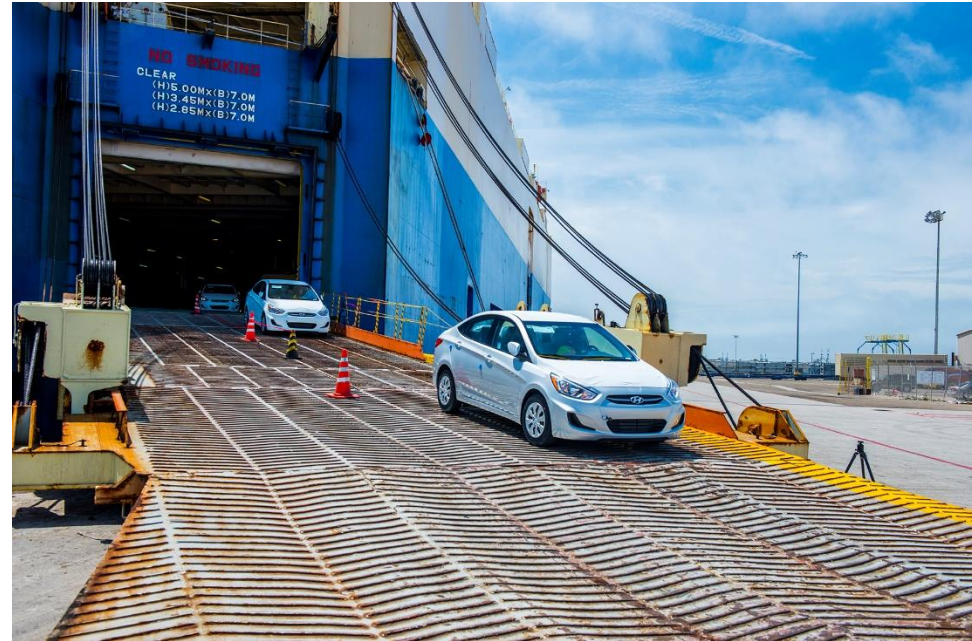
## ***Solutions:***

### ***Why turn to Short Sea Shipping?***

- Provide new network-serve as relief valve /mode of transportation
- Resiliency in the Supply Chain
- Cost savings by reducing damage
- On time delivery via ocean partners in niche ports

## Strong US dollar!

- ✓ A strengthening economy give Americans more buying power for products made overseas.
  - ✓ Growth in Europe and Japan is not as strong thus undercutting demand for U.S. products abroad
  - ✓ Foreign manufacturers' exports to US more lucrative, making each sale more profitable for foreign auto imports
- 
- Increase in Imports
  - Decrease in Exports





- Inventories High
- On and Off-Port Capacity Challenges
- Regulation? – Sustainable Freight Plan
- The Future Market?

- Partner with shipping lines and understand their needs for reliable transit times for their OEM customers
- Work closely with logistics providers that assist OEMs with processing DC's in proximity to the Ro-Ro ports

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# Strategic Plan 2020

Vision



**The Port**  
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Oxnard Harbor District

- Launched strategic plan efforts with AECOM in August 2014
- Conducted over 35 interviews with different stakeholders, potential customers and key industry leaders over the course of 4 months- October 2014 through January 2015
- Community Workshop, January 22, 2015
- Draft of Strategic plan submitted in March 2015
- Future Milestones:
  - Draft to board – Week of 5/4
  - Board comments on draft-5/11
  - Public hearing-7/13
  - Adopt Strategic plan- October 2015



## Business Retention & Growth

Steady Growth



Expanded Terminal Footprint



Shift to Containerization



Bulk Perishables



North Terminal Rail Service



Automobile Focus



- Hypothetical Development Scenarios
- 30-year outlook, \$37M-\$91M
- Identifies common operational requirements and potential bottlenecks
- Sets potential performance objectives for future Port Master Planning efforts
- Identifies operations and capital investment policy stances and business development priorities for the Strategic Plan



# Strategic Planning Concept



- Proactively advocate for and enhance customer and supply chain partner service quality.
- Harbor Deepening Project
- Garage structure
- On dock rail expansion
- Off port staging and processing capacity
- Wharf Modernization
- Port Hueneme Road Widening
- Grade Separations
- 101 Corridor



## **OUTSIDE THE GATE (PRNS)**

Logistics Development  
Port Hueneme Road Widening  
Grade Separations  
101 Corridor  
Harbor Deepening

## **INSIDE THE GATE**

ECU  
On Dock Rail Expansion  
Shoreside Power  
Wharf Modernization

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