

PORT COOPERATION AND PARTNERSHIPS

PORTMIAMI DIRECTOR & CEO
JUAN KURLYA



PORTMIAMI FACTS AT A GLANCE

- ❖ 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
- ❖ The 12th Busiest Container Port in the United States
- ❖ Among the Top Container Ports in Florida – More than **876,000 TEUs in 2014**
- ❖ Cruise Capital of the World – More than **4.77 million passengers in 2014**
- ❖ **167,000** daily cruise passengers
- ❖ Economic Impact: **\$27 billion and 207,000** Direct/Indirect Jobs to South Florida



PARTNERSHIPS ARE KEY

- ❖ Since the beginning of PortMiami's history, port alliances, cooperative agreements and partnerships have been central to our mission to operate and further develop the world's leading cruise port and one of the busiest container ports in the United States
- ❖ Continued partnerships among PortMiami's users are vital to the growth and economic development of PortMiami and Miami-Dade County Government
- ❖ Industry organizations: AAPA, CLIA, IAPH, FCCA, Florida Ports Council, Trucking Association, Int'l Longshoremen's Association, environmentalist groups, railroads, etc.
- ❖ Local and governmental groups: U.S. CBP, U.S. Coast Guard, Fish & Wildlife, Enterprise Florida, FCBF, Chambers of Commerce, Convention & Visitors Bureau, etc.
- ❖ U.S. State Department
- ❖ Port management partnerships with employees

PORTMIAMI'S SISTER SEAPORTS PROGRAM

- ❖ In 1998, the Miami-Dade County Board of Commissioners passed a resolution establishing PortMiami's International Sister Seaports Program
- ❖ Sister Seaports Agreements help ports to collaborate on the exchange of information and ideas, with the goal of increasing both cruise and cargo trade between Sister Seaports



In January 2012, the Harbor Authority of the Port of Livorno, Italy graciously extended a gift to PortMiami in the form of a bronze statue, *Il Marinaio* (The Mariner), the Twinning Sailor, symbolizes the relationship between the two ports.

BENEFITS OF ALLIANCES

The benefits of signing a Sister Seaports Agreement with PortMiami are many:

- 1) The commitment to a free exchange of information pertaining to:
 - ❖ Historical statistical information for each port
 - ❖ Planned seaport infrastructure developments
 - ❖ General marketing research aimed at increasing cruise and cargo traffic between ports



BENEFITS OF ALLIANCES

continued...

- 2) Creating the technical and financial circumstances necessary to promote increased traffic and port activities via joint ventures and other business arrangements
- 3) Forming groups that exchange security information with the aim of strengthening the safety of ports worldwide
- 4) Assisting in the implementation of educational programs that will help foster goodwill between ports
- 5) Global promotion of both the sister seaport relationship and the advantages of doing business with the sister seaports
- 6) Exchange of educational visits, training, and technical assistance



PORTMIAMI'S SISTER SEAPORTS: Total of 71 Partnerships

Port of Alicante
Port of Buenos Aires
Port of Belize
International Port of San Andres
Islands
Port of Quebec
Port of Iquique
Port of Valparaíso
Shanghai International Port
(Group) Co., Ltd
Port of Cartagena
Sociedad Portuaria Regional de
Buenaventura
**Sociedad Portuaria de
Santa Marta**
Sociedad Portuaria Regional de
Barranquilla
Port of Limon
Dominican Port Authority
Comision Ejecutiva Portuaria
Autonoma (CEPA)
Port Authority of Marseilles
Port of Santo Tomas de Castilla
Empresa Portuaria Quetzal
Port Authority of Haiti
Cap-Haitien
St. Marc

Miragoane
Port-de-Paix
Jacmel les Cayes
Puerto Cortés
Port of Cork
Ravenna Port Authority
Port of Genoa
Bari Port Authority
Autorita Portuale di Napoli
Livorno Port Authority
Venice Port Authority
Port of Mombasa
Port of Progreso
Port of Dos Bocas
Port of Casablanca
Curaçao Ports Authority
Port Authority of Rama
Nigerian Ports Authority
Panama Canal Authority
(Memorandum of Understanding)
Empresa Nacional de Puertos del
Peru S.A.
Port of Callao
Autoridad Portuaria Nacional del
Peru
Port of Madeira
Port Sines

Port of Dakar Authority
Port of Durban
Port of Cape Town
Busan Port Authority
Port Authority of A Coruña
Port of Santander
Port of Las Palmas
Port of Santa Cruz de Tenerife
Sevilla Port Authority
Port of Valencia
Port of Barcelona
Autoridad Portuaria de Gijón
Autoridad Portuaria de Malaga
Port Authority of Bilbao
Port Authority of Ferrol -San
Cibrao
St. Vincent and the Grenadines
Port Authority
Port of Kaohsiung
Port Authority of Istanbul
Port of Odessa
Port of Liverpool
National Port Administration
Republic of Uruguay
Barbados Port Authority
Port of Zeebrugge
Recife Port

CASE STUDY:

PORTMIAMI - SOCIEDAD PORTUARIA DEL NORTE



As a result of a public auction, Miami-Dade County (PortMiami) sold three (3) Kocks Panamax, or low profile shuttle boom cranes, to Sociedad Portuaria del Norte (SPN) of Barranquilla, Colombia on July 2007. SPN is a subsidiary of Sociedad Portuaria de Santa Marta, of which parent company is among PortMiami's Sister Ports

CASE STUDY:

continued...

- ❖ SPN purchased the 3 cranes for their newly established container terminal at Barranquilla, Colombia
- ❖ Port of Miami Crane Management, Inc., (PMCM) entered into an agreement with SPN to manage and maintain the three (3) gantry cranes at PortMiami until the final shipment and delivery of the cranes to Barranquilla, Colombia



CASE STUDY:

continued...

- ❖ In 2007 SPN was in the process of constructing a new wharf to install the 3 cranes and commence container LO-LO (load-on load-off) operations at SPN's newly established container terminal
- ❖ Delays in the construction of the new wharf required the cranes to stay in Miami longer than anticipated
- ❖ During which time constant communication between both parties continued
- ❖ Furthermore, due to operational needs, Santa Marta allowed Miami to utilize the cranes to fulfill customer needs



CASE STUDY:

continued...

- ❖ PMCM sent two (2) gantry crane mechanics to train and assist with startup and the operations of the 3 cranes in Barranquilla, Colombia
- ❖ To date PMCM continues to assist the Sociedad Portuaria del Norte, which is now called the Barranquilla International Terminal Company



OPEN PANEL DISCUSSIONS...



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