

### *Business Retention & Growth*

Steady Growth



Expanded Terminal Footprint



Shift to Containerization



Bulk Perishables



North Terminal Rail Service

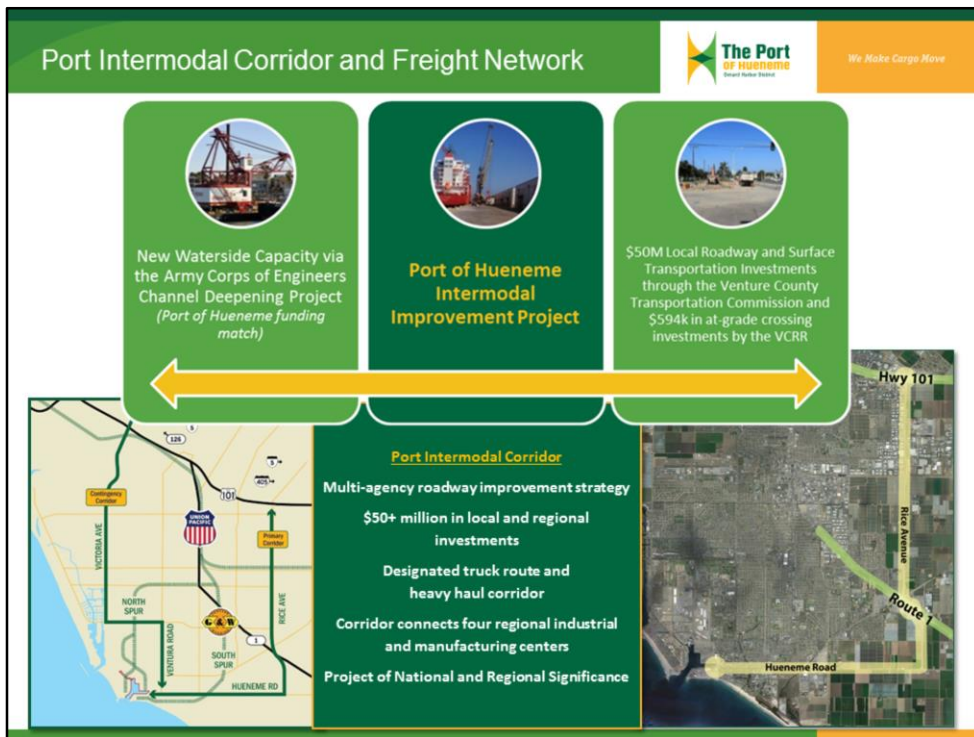


Automobile Focus

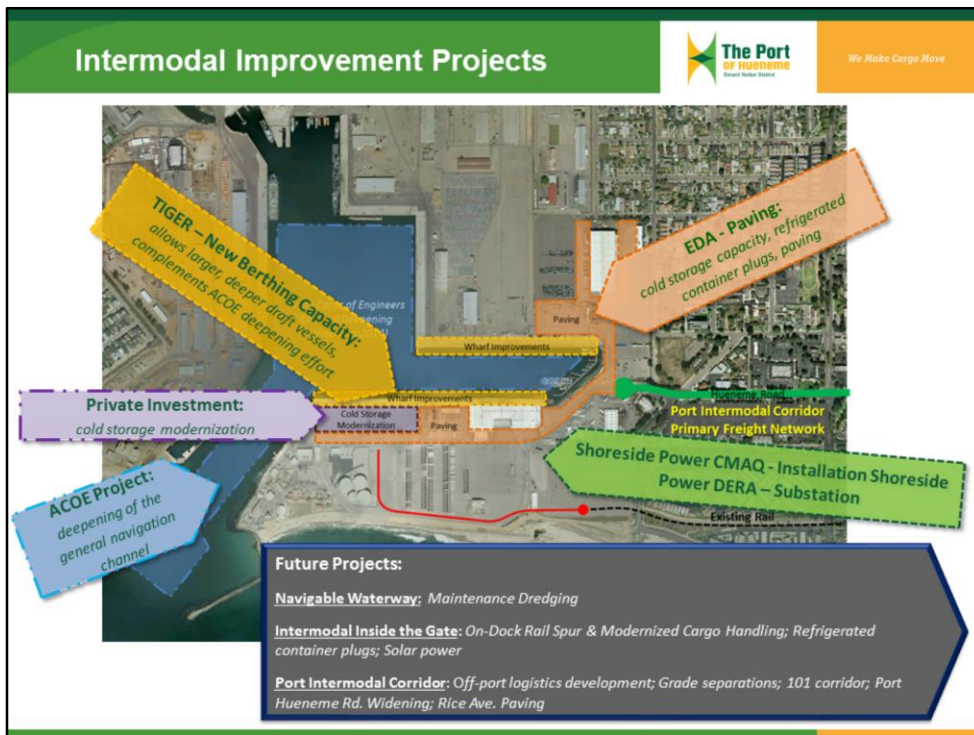


- Hypothetical Development Scenarios
- 30-year outlook, \$37M-\$91M
- Identifies common operational requirements and potential bottlenecks
- Sets potential performance objectives for future Port Master Planning efforts
- Identifies operations and capital investment policy stances and business development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

Touching on our strategic plan helps highlight the next slide: There are several projects that touch each scenario, so these were prioritized, such as the deepening and wharf modernization.



If possible, be part of a bigger project. Most funding sources like to be the last dollar in to finish off a project, or help make it happen. The Port has multiple projects in queue, and we have highlighted our ultimate plan, and that we will proceed but at a much slower pace. Our deepening project and wharf modernization connects the waterside Army Corps project with the local roadway and surface transportation investments. It is important to have your region and stakeholders on board. We met with City, County and partners like VCTC to coordinate our TIGER application so that we did not dilute the ask for our region. We had nearly 50 support letters from customers, labor, etc. to highlight the importance of our project.



Be ready to negotiate awards. It is not uncommon to have multiple applications in for the same project and it is not a bad position to be in to get awarded more than one, however you need to be strategic in how you apply so that you can “peel back the onion” and make multiple funding sources work together.

TIGER awarded \$12.3M for wharf improvements and deepening along the wharves  
Commerce Department’s Economic Development Administration (**EDA**) awarded nearly \$1.5M for paving improvements as part of the intermodal improvement project  
Regional Surface Transportation Program (RSTP) Congestion Mitigation And Air Quality (**CMAQ**) awarded nearly \$1.7M to help complete our shoreside power project (funding goes through Caltrans)

EPA’s Diesel Emissions Reduction Act (**DERA**) awarded \$500,000 to help complete phase II of our shoreside power project



TIGER: We fine tuned the project and application over several years. We brought on consultants that had proven track records with the TIGER grant and made sure to take advantage of any debrief notes and solicited as much input as possible throughout the process. Some of the key take-aways included: make the cover synopsis of the project very clear. The reviewing staff is not familiar with your project, so it need to give the highlights and be understandable. The reviewer does not want to have to read multiple pages deep to determine what your project is about. Also, make sure to touch on each of the items they are interested in. This may be stated in the NOFO, but feedback from the department will help highlight the priorities – grow jobs, promote ladders of opportunity, provide cleaner air, etc. Also, small details like calling the soil removal “deepening” vs “dredging” was important. We had a meeting with DOT prior to application submittal.

## Deepening Project = Local Prosperity



We Move Cargo Move

**Harbor Deepening:** current customers can bring in more cargo resulting in more jobs and revenue to the local economy

- Project allows for the Port to attract new class vessel fleet and increase capacity to handle **229,000 tons more cargo annually**
- Helps generate **563 new direct** and indirect jobs in the region
- **\$28 million in positive revenue** impact and **\$4.6 million more in taxes**
- Dredge materials to support **beach nourishment at community beaches**







We completed a CEDS so that we could apply for an EDA grant. We had to modify or peel back portions of the project so that it would be compatible with the TIGER grant and not overlap. We will use this toward the paving portion of the project, which we are removing from the TIGER grant.

## DERA Grant 2014 Application & CMAQ



We Move Cargo. Move.

**Project Location:** Economically Distressed Area and the project has national significance improving a US Port of Entry and a US Department of Defense Strategic Port.

**Total Project Cost:** \$3,400,000

**EPA DERA Funds Requested:** \$500,000 (25% of capital equipment cost)

**EPA DERA Mandatory Match:** \$1,700,000 (77% of total project cost)

**CMAQ Funds Requested:** \$1,700,000 with no match required

**Project Equipment:** One transformer and switchgear for landside Shore Power Connection and installation

**Technology:** Marine Shore Power Connection and Alternative Maritime Power (SPC/AMP)



- Over the 30 year life of the project we will see significant emission reductions including decreases of 98% in NO<sub>x</sub>, 92% in PM, and 55% in greenhouse gasses.

Again we had multiple applications and had lessons learned. We made sure that our local government officials were aware of the importance of these projects...

## Port Security Grant Program



We Make Cargo Move



### Partners & Stakeholders

- Federal Bureau of Investigation
- Joint Regional Intelligence Center
- Naval Base Ventura County
- Naval Criminal Investigative Services
- Navy Region Southwest
- U.S. Coast Guard
- U.S. Customs & Border Protection
- California Emergency Management
- Oxnard Fire Department
- Oxnard Police Department
- Ventura County Fire Department
- Ventura County Sheriff's Department
- Port Hueneme Police Department
- City of Port Hueneme
- Industry

**Over \$15.1M in Grants**

We hold meetings with our partners and stakeholders to collaborate on projects. We invite USCG to these meetings so that we can get feedback at ground level planning and make sure that they approve of the project plan to be submitted in the PSGP applications. Highlight application requests while showcasing how the funds will further improve the safety and security of our workers, operators, staff, vessels & crew, community, and our environment.



Thank you!

*We Make Cargo Move*

