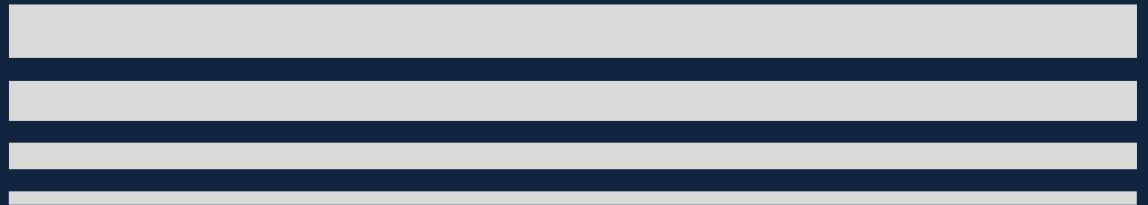


American Association of Port Authorities Infrastructure Development and Financing Seminar



Development Case Study – America's Cup Harbor
Shaun D. Sumner, Assistant Vice President
Real Estate Development, Port of San Diego

March 10, 2016

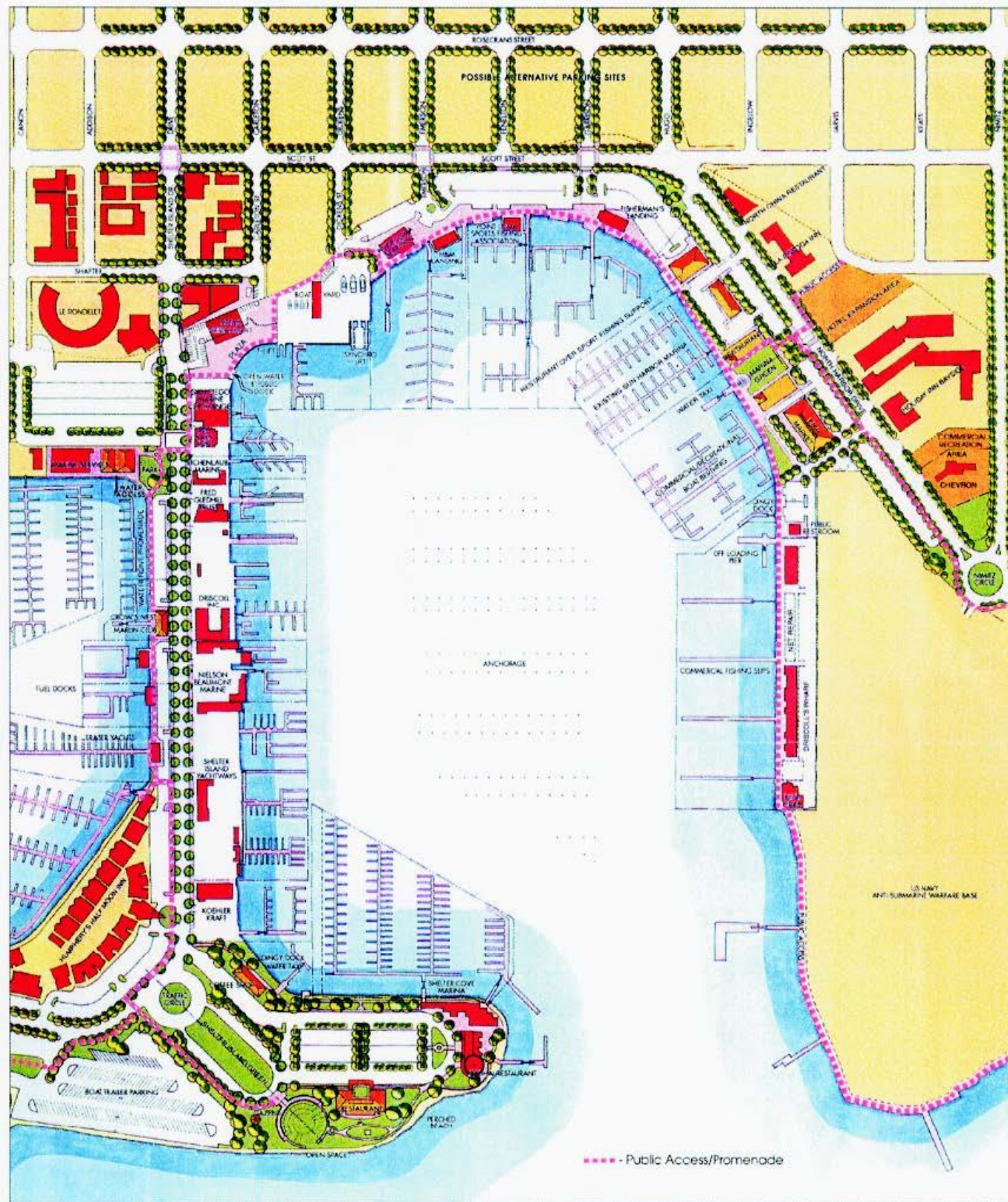
Key Elements of the Plan

Private Development

- Sportfishing Landings
- Sun Harbor Marina
- Pt. Loma Marina
- Intrepid Landing
- Pt. Loma Seafoods

Public Infrastructure

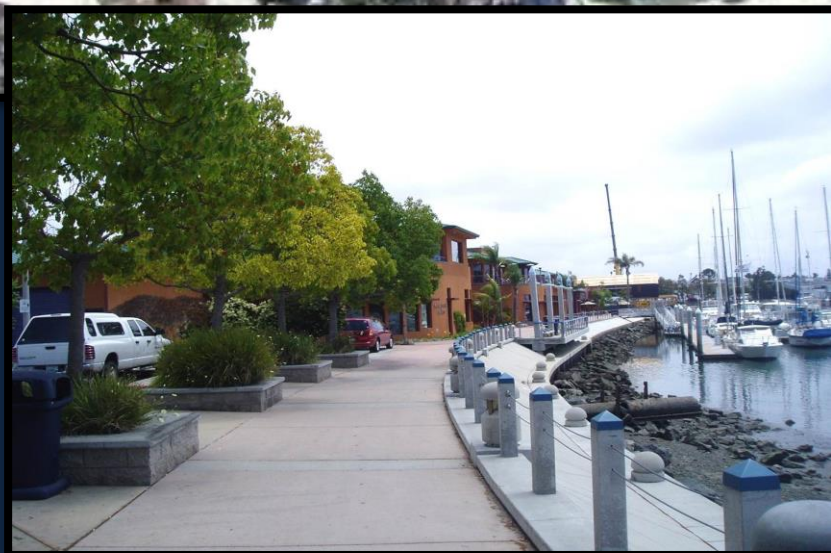
- Continuous promenade
- Parking solutions
- Roadway realignment
- View corridors
- Public park / open space



- Master Planning
- Entitlements
- Street realignment



March 2000



Development Case Study: America's Cup Harbor

Total District & Public Investment: \$4.5 Million

- Duration of Planning Effort – 2001 to 2003
- Costs Spent on Planning and EIR: \$602,000
- Public Costs Spent on Project: \$3.9 million for North Harbor Drive design and construction only.

Value of Projects Completed: \$44.3 million

- Holiday Inn Expansion - \$14 million
- Point Loma Marina - \$16.2 million
- North Harbor Drive Realignment - \$3.9 million
- Intrepid Landing - \$3.5 million
- Sun Harbor - \$4 million
- Pt. Loma Seafood \$2.7 million

Impact: 10-to-1 ratio of development to District and public investment

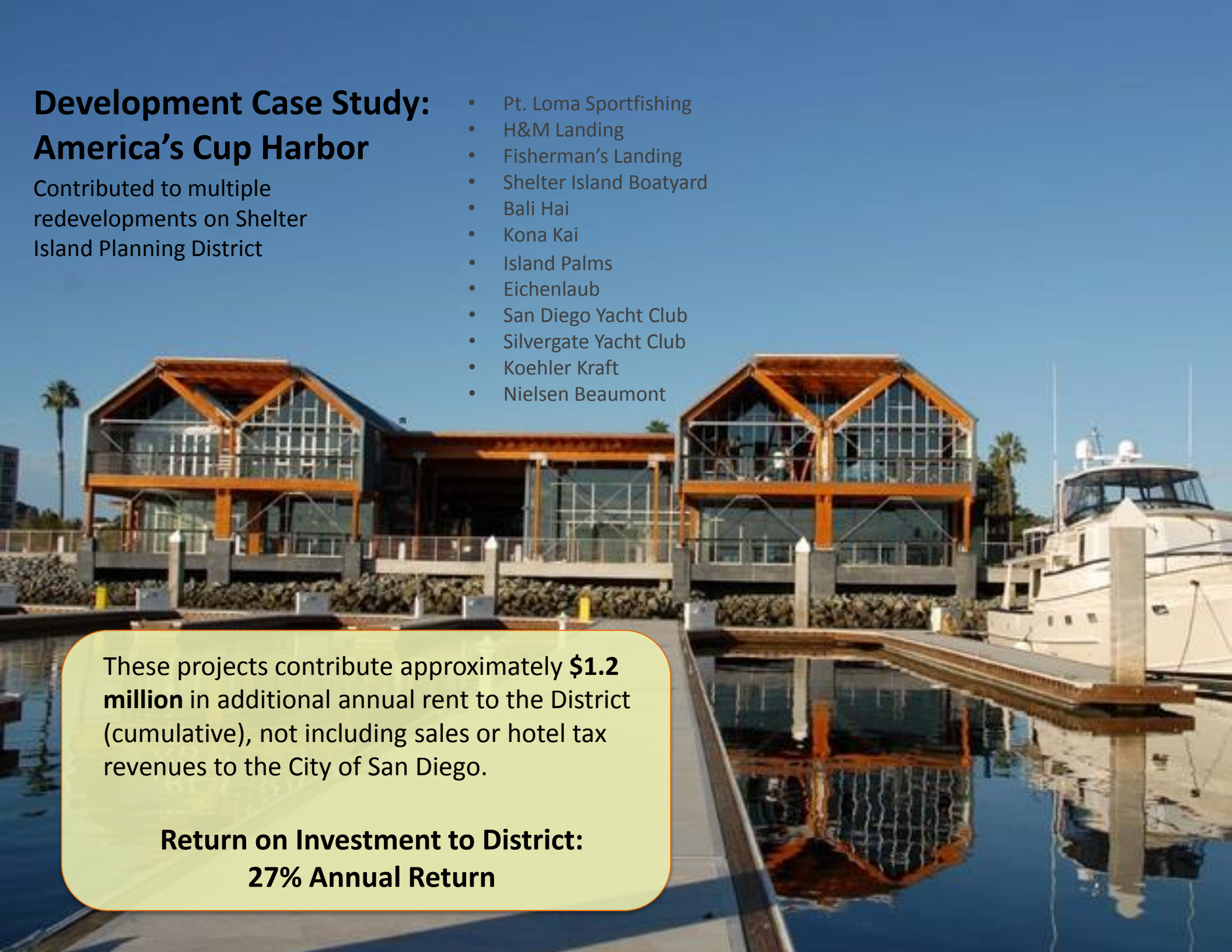
Development Case Study: America's Cup Harbor

Contributed to multiple
redevelopments on Shelter
Island Planning District

- Pt. Loma Sportfishing
- H&M Landing
- Fisherman's Landing
- Shelter Island Boatyard
- Bali Hai
- Kona Kai
- Island Palms
- Eichenlaub
- San Diego Yacht Club
- Silvergate Yacht Club
- Koehler Kraft
- Nielsen Beaumont

These projects contribute approximately **\$1.2 million** in additional annual rent to the District (cumulative), not including sales or hotel tax revenues to the City of San Diego.

**Return on Investment to District:
27% Annual Return**



Key Takeaways and Important Considerations

Case Study: America's Cup Harbor Port Master Plan

- Develop a comprehensive plan with community support
- Identify in advance key public infrastructure
- Phase infrastructure investments with tenant projects
- Invest alongside tenants to set the table for development