Thriving California Hub

Top 11% of US Ports
For containerized and non-containerized Cargo

The Port of Hueneme

Original Port Boundary 1937 (320 acres)
Wharf No. 1 Reacquisition 1947/1961
City - Port Redevelopment 1961
Wharf No 2. Acquisition 1983
NCEL Acquisition 1994
Sunkist Site Acquisition 2000
Port Governance

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.

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

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

Cargo Tonnage by Segment

- Autos: 20%
- Bananas: 42%
- Other: 12%
- Heavy eqpt: 10%
- Fruit: 7%
- Fertilizer: 9%

Revenue Tonnage by Segment

- Auto: 55.5%
- Fruit & Fertilizer: 25.6%
- Property: 11.0%
- Other: 7.9%

*Cargo Tonnage in the Autos segment is per vehicle*
$1.1 Billion Total Economic Activity

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

10,226 Jobs
Why Hueneme?
Ideal Seaport Hub
World Class Infrastructure

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

Navy Out Lease Property
Off-Port Capacity

- 100 Off-Dock Reefer Plugs
- Chiquita
- Lineage Logistics
- Del Norte Distribution
- Mission Produce
- Channel Islands Cold Storage

The Port of Hueneme

- 310 Acres Commercially Developed for Port Logistics
- 100 Off-Dock Reefer Plugs
- 100 Acres dedicated to Auto
- 373 Off-Dock Reefer Plugs

Off-Dock Cold Storage Capacity: Over 1 Million Square Feet
Optimal Freight Corridor

Heavy Weight Corridor
Efficiency, Optimization

- **Less Congested.** We know EVERY DAY COUNTS!
- **Save Time and Money.** Timely inspections result in reduced costs
- **No Waiting.** In line at the gate or in the channel
- **Value.** Free X-rays by CBP plus all cargo scanned for radiation signatures at no cost (at gate)
- **Efficient.** 130 pallets an hour average breakbulk throughput; 25 container moves an hour; 672+ reefer plugs
- **Access.** Pilots and purpose-built tugs provide quick approach and departure. Less than one hour approach and 30 minute departure.
- **Labor.** Skilled, well trained, highly productive, motivated labor force focused on unique customer requirements and cargo throughput.
# Premium Service

## Shipping Lines
- Champion Tankers
- COSCO
- CSAV
- EUKOR
- Great White Fleet
- Glovis
- Hamburg Sud
- K-Line
- Mitsui OSK Lines
- Norbulk
- Cool Carriers
- NYK Lines
- Seim Car Carriers
- WWL
- Liberty Global Logistics
- Sea Trade

## 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
- Chiquita
Leadership Priorities For Sustainable Growth

- Economic Vitality
- Marketing
- Environment
- Innovation & Technology
- Strategic Partnerships
Dynamic Global Economy

- Global Shipping Line Alliances and their expansions
- Sizes of new vessel orders continues to grow
- Containerization increasing in trade compared to breakbulk
- Demographic Trends causing industry shifts--China, India and South America –global seaborne trade will double by 2030
- Technology advances of E-Commerce; Automation; Oil and Energy; LNG Bunkering
- Environmental Sustainability important to long term growth and profitability of the global supply- chain
Strategic 2020 Plan

- 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
Building for the Future

- 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
Business Development Investment

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
Environment

Goal
✓ Expansion with least environmental impact
✓ Inform and influence regulation and policy

EMISSION REDUCTIONS
– (30 Years)
– 2.58 Tons PM (92% ▼)
– 151.08 Tons NOx (98% ▼)
– 4,122,43 tons CO2 (55% ▼)
• Media Plan for Trade Publications
• Participated in Speaking Engagements
• Participated in Trade Shows
• Developed Business Kit
• PR Distribution Strategy (Local, Regional, National), *Hits increased 10 fold*
• Email List Database
• eNewsletters
• New Website
• Social Media (Facebook, Twitter, LinkedIn)
Innovation and Technology

On-going Initiatives

- MAST: 3rd Annual Technology Expo in Planning (Spring 2016)
- UAV/ROV Testing
- Invasive Species Research
- Alternative Energy Technologies
- Lab-Incubator Hub
- GIS Mapping
- Pilot Projects
- Local school involvement
  - STEM
  - AUVSI
  - Robotics
Strategic Partnerships

Key Relationships!

- Actively participate with Our Community to promote Port-related economic development:
  - City of Port Hueneme
  - City of Oxnard
  - County of Ventura
  - Naval Base Ventura County
  - Economic Development Collaborative—Ventura County (EDC-VC)
  - Ventura County Economic Development Association (VCEDA)
  - Workforce Investment Board of Ventura County (WIB)
  - Economic Development Corporation of Oxnard (EDCO)

- Build Ladders of Opportunity and partner with all levels of Education Partners

- Continue active participation representing port and maritime interests at the federal and state levels

- Working with regional transportation agencies, VCTC, CalTrans and the Southern California Association of Governments (SCAG), support and advocate for integrated transportation planning

- Further develop innovation Partnerships under the MAST program, such as the successful work with Stellar Biotechnology

- Work with Labor Partners, ILWU Local #46 to sustain the high-caliber workforce and service the Port is known to consistently deliver

- Collaborate with trade and maritime partners, Industry and Industry Associations and government agencies to achieve common goals.
Community Events

- Customer Appreciation Events
- Banana Festival
- Career Day
- President’s Dinner
- Salsa Festival
- Joint Chambers Military Mixer
- Military Appreciation Gala
- Chamber Installation Gala
- Port Tours
- Port Class with High School Students
- Channel Island Museum – New Port Exhibit
- Hueneme Beach Festival Booth
- Santa to the Sea - Port Booth & Team
- Oxnard Christmas Parade
- Alex’s Lemonade Cancer Walk - ILWU
Community Campaign

The Brand

Unity for OpPORTunity

Go Beyond!
Your SeaPort Community

Our SeaPort Community

Community Connection

Moving Commerce.
Building Community.

Gateway to Opportunity

The Activities

We Are The Community
Future Jobs
Safety & Security

Social Media
Multilingual

Inform, Consult,
Involve
Environmental Steward

Inspire Our Youth
Create Transparency

Internships
Education Programs

Port Tours
Sponsored Community Events
The Press!

Roll out the red carpet, it works!

- Port Overview
- Port tour and lunch
- Business Tour
- Advertise

Examples of Success

- CBP Sequestration
- Measure M
- Economic Success
- Vehicles in the Community
THANK YOU

AAPA LATIN AMERICA CONFERENCE