Overcoming the Industry’s Challenges
American Association of Port Authorities Spring Conference

Chris Lytle
April 5, 2017
Port of Oakland: then and now

<table>
<thead>
<tr>
<th></th>
<th>2010</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Active marine terminals</td>
<td>7</td>
<td>4</td>
</tr>
<tr>
<td>Terminal operators</td>
<td>6</td>
<td>3</td>
</tr>
<tr>
<td>Total TEUs handled</td>
<td>2.33M</td>
<td>2.37M</td>
</tr>
<tr>
<td>Ocean carriers</td>
<td>27</td>
<td>25</td>
</tr>
<tr>
<td>Total terminals area</td>
<td>800 acres</td>
<td>800 acres</td>
</tr>
<tr>
<td>Largest terminal</td>
<td>210 acres</td>
<td>271 acres</td>
</tr>
<tr>
<td>Smallest terminal</td>
<td>50 acres</td>
<td>50 acres</td>
</tr>
</tbody>
</table>
How the Port consolidated

- Efficiency Task Force
- Idled excess capacity
- Retained all cargo
- Transformed operations: Night gates, appointments, empty yard, drayoffs, metrics

The result

- Ships in-and-out within 24 hours
- OICT reduced transaction times for truckers by 40 percent
- Healthier marine terminal operators making long-term investments
- Record 2016 cargo volume
The Port is customer-focused

TraPac Oakland terminal delivering imports at night on Mondays and Tuesdays

Dear Motor Carriers and Stakeholders,

TraPac Oakland terminal will begin delivering imports at night on Mondays and Tuesdays. This will begin on May 23, 2022.
DrayQ: street wait-time plus turn-time

<table>
<thead>
<tr>
<th>Port of Oakland</th>
<th>MATSON</th>
<th>37m</th>
</tr>
</thead>
<tbody>
<tr>
<td>SSA E.Back</td>
<td>31m</td>
<td></td>
</tr>
<tr>
<td>SSA East</td>
<td>34m</td>
<td></td>
</tr>
<tr>
<td>SSA West</td>
<td>1h 2m</td>
<td></td>
</tr>
<tr>
<td>TRAPAC</td>
<td>42m</td>
<td></td>
</tr>
<tr>
<td>Everport</td>
<td>38m</td>
<td></td>
</tr>
</tbody>
</table>

View Terminal Status and Download Application

Terminal Gates  | Street Wait | Terminal Turn Time | Total Wait | Indicators
Matson         | 7m          | 13m                  | 20m        | Low | Med | High
Everport       | 10m         | 51m                  | 1h 1m      | Low | Med | High
TriPac         | 13m         | 38m                  | 51m        | Low | Med | High
TriPac Berth 25| 23m         | 23m                  | 46m        | Low | Med | High
OICT West      | 16m         | 52m                  | 7h 0m      | Low | Med | High
OICT East      | 4m          | 41m                  | 45m        | Low | Med | High
OICT Back Gate | 3m          | 28m                  | 31m        | Low | Med | High
OICT Roundhouse| 2m          | 32m                  | 34m        | Low | Med | High

Download the DrayQ™ application.
Investing in the Port’s future

- **$244 million** in grade separation, intelligent transportation system & traffic circulation improvements
- **$100 million** in rail manifest & support tracks
- **$90 million** in Cool Port
- **$50 million** in TraPac terminal
- **$47 million** in Seaport Logistics Complex
- **$25 million** in Oakland International Container Terminal
- **$25 million** in Ben E. Nutter Terminal
- **$21 million** in cranes **
- **$300k** in grain transload facilities

**Plus up to $40 million in 4 new cranes in 2018**