Understanding and Working With the Players
American Association of Port Authorities

presented by

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Traditional Funding

Sources:

- Port – cash (retained earnings)
- Bond proceeds
- Grants (local, state & federal)
Joint Venture (Modified Traditional)

Sources:

• Port – cash

• Port customer/user – cash
Joint Venture
(Customer Assumes Debt)

Sources:

- Port – cash
- Port customer:
  - SPF bonds
  - SIB loans
  - Excise tax revenue bond

TraPac Terminal (Jan. 2008)
3rd Party Investor

Sources:

- 3rd party invests large sum in design and construction
- May or may not operate facility
Who/What/ How

- Developers
- Bank Infrastructure Funds
- Concessionaires
- Steamship Lines
- Consortiums
The Future......

- Clear interest in the port space by investors
- RFI.......followed by RFP appears to be the optimal approach
- Some unsolicited options will be introduced
- Word of advice: Plan for the future without limits