Thoughts on the Public Sector Side of Port Finances

Bruce Lambert
If I gave any Port one dollar... What would that Port buy?
U.S. Public Port Projected Capital Expenditures by Expenditure Category for 2007-2011

- General Cargo: 14%
- Specialized General Cargo: 30%
- Dry Bulk: 1%
- Liquid Bulk: 3%
- Passenger: 6%
- Other: 23%
- On-Terminal: 7%
- Off-Terminal: 3%
- Dredging: 10%
- Security: 3%
- Specialized General Cargo: 30%
What is a Port’s Market and Political Geography?
“I am so important”

It's about me...

Really?
Key Points Driving Corridors

- Logistics and economic development
- Connecting ports and hinterlands
- Intermodal Corridors
- Local and regional business
Freight Access and Mobility May Create Transformative Opportunities
What Must I Do to Be Successful:

- Develop Facilities
- Keep Locals Happy
- Create Jobs
- Partnerships
- Promote
- Secure Revenue Stream
Revenue Sources

- Port Generated
- Grants
- Financial Markets
- Partnership
Where is the priority?

10 days
4000 miles

2 days
No miles

2 days
1500 miles

4 hours
+/- 2 hours
20 miles
Needs in Southeast from Latin American Trade (LATTS)

**TOTAL 20-YR NEEDS ESTIMATE**
- Latin America: $92 Billion
- Other: $0 Billion

**20-YR PORT NEEDS ESTIMATE**
- Latin America: $22 Billion
- Other: $0 Billion

**20-YR HIGHWAY NEEDS ESTIMATE**
- Latin America: $67 Billion
- Other: $0 Billion

**20-YR AIR CARGO NEEDS ESTIMATE**
- Latin America: $3.3 Billion
- Other: $0 Billion
Some State Responses

- Louisiana
- Mississippi
- Florida
- West Virginia
- North Carolina
- Virginia
Southeastern Government Spending on Transportation Compared to All Government Spending, 1994-2009
Summary

You will need good partners to fund expansion while satisfying local concerns. Don’t look outside of your own office for the champion.
FREIGHT IN THE SOUTHEAST
Moving Our Region’s Business

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