AAPA Marine Terminal Management Training Program

Negotiating and Survival Strategies in the Competitive Port and Marine Terminal Industry

Kathryn McDermott, Deputy Executive Director   September 13, 2013
Nation’s #1 Container Port

8.1 Million TEU (CY 2012)

Cargo Value
- $283.6 billion (CY 2012)
- $271.1 billion (CY 2011)

Container Volume
- Twenty-foot Equivalent Units (TEUs)
- 7.9 million TEUs (CY 2011)

Founded in 1907

Proprietary Department

Landlord Port Model

State Land Trust
Los Angeles Region

**ECONOMIC IMPACTS**

- **Employment (Direct)**
  - 994 at the Harbor Department

- **Employment (Related)**
  - 896,000 jobs throughout the Region
  - 1.2 million jobs throughout California
  - 3.6 million jobs throughout the U.S.

- **State and Local Tax Revenue**
  - $6 billion throughout California
  - $23 billion throughout the U.S.

- **Value of Trade to the Economy**
  - $63 billion throughout California
  - $260 billion throughout the U.S.

2012 Total Trade

$400 billion
About the Port

State-of-the-Art Facilities

7,500 acres
4,300 land and 3,200 water

270 berths
Includes nine AMP Berths

43 miles of Waterfront
Water depth of -53 ft.

75 container cranes
Includes 36 super Post-Panamax cranes
Lines of Business

CARGO
• 27 Terminals

CRUISE
• 2 Berths
• 445,000 passengers – 2012
• Cruise Lines: Princess, Norwegian & Disney

MARINAS
• 3,795 recreational boat slips

PUBLIC WATERFRONT
• Ports of Call
• CRAFTED at the Port of Los Angeles
• Battleship IOWA
• Events
Trade Stats

TOP 5

TRADING PARTNERS
In Cargo Value, CY 2012

1. China/Hong Kong $138 billion
2. Japan $46 billion
3. South Korea $17 billion
4. Taiwan $13 billion
5. Vietnam $10 billion

IMPORTS
Containerized in TEUs CY 2012

1. Furniture 412,057
2. Apparel 327,070
3. Auto Parts 318,808
4. Electronics 217,707
5. Footwear 145,906

EXPORTS

1. Wastepaper 332,054
2. Animal Feeds 197,013
3. Scrap Metal 196,845
4. Cotton 108,700
5. Resins 68,309
Award Winning Programs & Services

- Clean Air Action Plan (CAAP)
- Clean Truck Program
- Alternative Maritime Power
- Water Resources Action Plan
- TradeConnect
Revenue Generation

CARGO TERMINALS

• Volume based revenue
• Rate of Return Policy
• Minimum Annual Guarantee
Negotiations in the Public Sector

• Who are our customers?
• Balancing Revenue Optimization and Economic Development
• CAPA Relationship
• Political Realities and Business Relationships
Continued Survival and Growth of San Pedro Bay Ports

- Efficiency
- Big Ship Dynamics
- Market Conditions (international, national, state and local)
- Automation
- San Pedro Bay Dynamics
Thank You!

Questions?