AAPA Cruise Seminar

Traditional and Alternative Financing of Cruise Terminals

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Port of San Diego

Vision

To Foster a World Class Port through Excellence in Public Service

Mission

To balance regional economic benefits, environmental stewardship, recreational opportunities, and public safety while protecting Tidelands Trust resources on behalf of the citizens of California.
The Port is governed by a seven-member Board of Port Commissioners representing the five Port District member cities. Income is earned in the form of rent from tenants and fees from users of the marine terminals. Operations and services are organized in four strategic areas: Real Estate, Maritime, Environment and Recreation.
Traditional and Alternative Financing:

Leverage earned income to invest and protect the Port of San Diego’s assets.

Special Facility Fees
Partnerships

Guidelines for Partnerships include

• Clear goals and objectives

• Who will the partnership help or hinder?

• Make sure you have the support and agreement of your own organization and stakeholders before inviting partners to the table

• Be realistic on time frame and deliverables, recognize if you are working with a private company, their sense of urgency might not line up with your reality
Thank you for your kind attention.