



# FLORIDA PORTS COUNCIL

## *2022 Annual Meeting*

September 1, 2022

Key West – Casa Marina



# 2022 Fall Board Meeting & Annual Meeting

## ITINERARY

August 30-September 1, 2022

Casa Marina

Key West

### Tuesday, August 30, 2022

3:00 pm	Guests Arrive	Casa Marina
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### Wednesday, August 31, 2022

7:45 am – 8:45 am	Breakfast	Casa Marina Room: Keys Ballroom Patio
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9:00 am – 12:00 pm	SEMC Meeting	Casa Marina Room: Conch
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9:00 am – 12:00 pm	FSTED Security Meeting	Casa Marina Room: Big Pine
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12:00 pm – 1:00 pm	Luncheon	Casa Marina Room: Grand Ballroom
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Luncheon Sponsored by:



1:30 pm – 5:30 pm	FSTED Meeting	Casa Marina Room: Big Pine
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6:00 pm – 7:30 pm	FPC Reception <i>Dress is resort casual</i>	Casa Marina Room: The Reach Lawn
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Reception Sponsored by:



7:30 pm – 9:30 pm	Dinner <i>(Private)</i>	Flaming Buoy Filet Co. Transportation Provided
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### Thursday, September 1, 2022

8:00 am – 9:00 am	Port Directors' Breakfast (Port Directors Only)	Casa Marina Room: Big Pine
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8:00 am – 9:00am	Breakfast (all others)	Casa Marina Room: Keys Ballroom Patio
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9:00 am – 1:00 pm	FPC Board Meeting	Casa Marina Room: Conch
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1:00 pm – 1:45 pm	Lunch	Casa Marina Room: Keys Ballroom Patio
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Dress for all meetings & events is business casual

For more information contact: Christy Gandy at  
(850) 222-8028 or [christy.gandy@flaports.org](mailto:christy.gandy@flaports.org)

Tab 1

Call to Order

Chairman's Welcome



# ***2022 ANNUAL BOARD MEETING***

**Thursday, September 1<sup>st</sup> – 9:00 a.m.**  
**Casa Marina Key West**

## **AGENDA**

- 1. Call to Order and Chairman's Welcome**
- 2. Roll Call**
- 3. Board of Directors Nominations/Election**
- 4. Port Director Opening Comments**
- 5. Governance and Membership**
- 6. Administration**
  - A. Approval of the Minutes: February 2, 2022, Spring Board Meeting
  - B. Update and Discussion on Marketing/Promotion Efforts.
  - C. Budget Report and Recommendations -- FY 21/22 Financial Statements and FY 22/23 Budget Recommendations
  - D. President's Comments
  - E. Program Administration
    - i. FSTED
    - ii. FPFC
    - iii. SEMC
    - iv. Security Committee
  - F. Other Issues
    - i. TPM Reception: Long Beach, Monday, February 27, 2023
    - ii. FPC Spring Board Meeting & Legislative Forum Meeting: Tallahassee, March 28-29, 2023
    - iii. Seaports Day at the Capitol: March 29, 2023
    - iv. FPC Annual Board Meeting: Ft. Lauderdale, August 2-3, 2023
- 7. U.S. Army Corps Update**
- 8. U.S. Customs and Border Protection/Washington D.C. Meeting Update**
- 9. Mexico Trade Mission Update**
- 10. Communications Update**

## **11. Legislative**

### **A. State**

- i. 2023 Legislative Session
- ii. Freight/Capacity Building – Statutory and Appropriation Related Issues
- iii. Miscellaneous

### **B. Federal**

- i. Initiatives
  - a. Congressional LD Tour:
  - b. FPC Washington DC Fly-In
- ii. Issues:
  - a. Infrastructure Legislation/Funding
  - b. WRDA/HMTF/Port Investment
  - c. CBP
  - d. Miscellaneous

## **12. Partner Updates**

American Association of Port Authorities (AAPA)  
Associated Industries of Florida  
Coalition for Americas Gateways & Trade Corridors (CAGTC)  
Enterprise Florida (EFI)  
Florida Delegation SEUS/Japan  
Florida Chamber of Commerce  
Florida Department of Economic Opportunity (DEO)  
Florida Department of Environmental Protection (DEP)  
Florida Department of Transportation (DOT)  
Florida Ocean Alliance

## **13. Other Issues**

- A. New Business
- B. Board Member Closing Comments

## **14. Adjournment**

Tab 2

Roll Call



## ROLL CALL

**MEMBER:**

**DESIGNEE:**

JOHN MURRAY, CANAVERAL

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JONATHAN DANIELS, EVERGLADES

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DAVID KAUFMAN, FERNANDINA

---

STAN PAYNE, FT. PIERCE

---

ERIC GREEN, JACKSONVILLE

---

STEVEN MCALEARNEY, KEY WEST

---

CARLOS BUQUERAS, MANATEE

---

HYDI WEBB, MIAMI

---

MANUEL ALMIRA, PALM BEACH

---

ALEX KING, PANAMA CITY

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CLARK MERRITT, PENSACOLA

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GUERRY MAGIDSON, PORT ST. JOE

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DAVID WIRTH, ST. PETERSBURG

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PAUL ANDERSON, TAMPA

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Tab 3

Board of Directors  
Nominations/Election



JAXPORT

Port Canaveral

Port Everglades

Port of Fernandina

Port of Fort Pierce

Port of Key West

PortMiami

Port Manatee

Port of Palm Beach

Port of Panama City

Port of Pensacola

Port of Port St. Joe

Port St. Pete

Port Tampa Bay

# FLORIDA PORTS COUNCIL

## ELECTION OF OFFICERS

### Current FPC Officers 2021/2022

#### CURRENT OFFICERS

*CHAIRMAN:*

Jonathan Daniels, Everglades

*VICE CHAIRMAN:*

Carlos Buqueras, Manatee

*SECRETARY/ TREASURER:*

David Wirth, St. Petersburg

#### 2022/2023 OFFICERS

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Tab 4

Port Director Opening Comments

Tab 5

Governance and Membership

To Be Discussed

Tab 6

Administration

Tab 6A

Approval of the Minutes

February 2, 2022 Spring Meeting



**2022 Spring Florida Ports Council Board Meeting**  
**Wednesday, February 2, 2022, at 1:00 p.m. EST**  
**Tallahassee, Florida**

**MEETING MINUTES**

1. **Call to Order and Chairman's Welcome:** Florida Ports Council Chairman and Port Director of Port Everglades, Jonathan Daniels, called the meeting to order at 1:02 p.m. EST.
2. **Roll Call:** Chairman Daniels recognized Mike Rubin, President & CEO of the Florida Ports Council, to call roll. The members present were as follows:

Captain John Murray, Port Canaveral  
Jonathan Daniels, Port Everglades  
Mike Cole, Port of Fernandina  
Kevin Lindgren on behalf of Stan Payne, Port of Ft. Pierce  
Eric Green, JAXPORT  
Carlos Buqueras, SeaPort Manatee  
Basil Binns on behalf of Hydi Webb, Port Miami  
Manuel Almira, Port of Palm Beach  
Alex King, Port of Panama City  
Clark Merritt, Port of Pensacola  
David Wirth, Port of St. Petersburg  
Paul Anderson, Port Tampa Bay

3. **Port Director Opening Comments:** Individual ports provided their overview:

**Port of St. Petersburg** – David Wirth gave the overview for Port of St. Petersburg. Wirth detailed that Port St. Pete has finalized the lease of their largest building on the port and will have new tenants moving in by March 2022. The lease will generate a good revenue stream for the Port of St. Pete.

**Port of Fernandina** – Commissioner Mike Cole gave the overview for Port of Fernandina. Cole detailed that the port has committed to several local agreements with the city that are looking bright and will hopefully change the parameters of issues going forward. The port is also looking to build on the property in which they currently have temporary warehouse tents.

**Port Tampa Bay** – Paul Anderson gave the overview for Port Tampa Bay. Anderson detailed that the port has been seeing strong growth in the second quarter of 2021/2022. Anderson said that the port's containers have increased by about 15%. Also, bringing in 230,000 tons of steel with a huge increase of about 122% over last year, and lumber, even bigger with a 215% increase from last year. This includes 51,000 tons of refrigerated cargo of pineapples, juice, bananas, melons, and other products coming in from Latin America. Port Tampa Bay has also seen a successful restart to cruise. At their recent board meeting, their longtime port tenant Mosaic extended their lease at the port's terminals, which significantly increased the revenue to the port. Anderson mentioned that across all of their lines of business, they continue to see phenomenal growth.

**Port of Palm Beach** – Manuel Almira gave the overview for Port of Palm Beach. Their most recent announcement is that a cruise ship will be given the name Margaritaville at Sea, using Jimmy Buffet's license. This ship will be converted to follow all the décor and colors of Margaritaville brand.

**PortMiami** – Basil Binns gave the overview for PortMiami on behalf of Hydi Webb. Binns congratulated Hydi Webb on her recent transition to interim Port Director. Binns advised that fiscal year 2021 was a great year for PortMiami, specifically December, was their largest in terms of cruise. As of the end of January, the port has had 330 calls since the beginning of fiscal year 2022. PortMiami is finalizing the expansion of a new container yard and waiting for two new cranes to arrive within 60 days. This container yard will add over 250,000 containers with the expansion.

**SeaPort Manatee** – Carlos Buqueras gave the overview for SeaPort Manatee. Buqueras said that they are finalizing the expansion of a new container yard that will add capacity for 250,000 containers. SeaPort Manatee is also waiting for the arrival of two new cranes within the next 60 days.

**Port of Fort Pierce** – Kevin Lindgren gave the overview for Port Fort Pierce on behalf of Stan Payne. Fort Pierce is currently working on their master plan.

**Port Panama City** – Alex King gave the overview for Port Panama City. Port Panama City's containerized cargo is incrementally increasing. FedEx is building their intermodal distribution center on the port. This distribution center will add 200 jobs and is a \$55 million investment with some of the proceeds going to develop an additional 52-acre site next to it.

**Port Canaveral** – Captain John Murray gave the overview for Port Canaveral. Port Canaveral has had a record year for cargo, last year, driven by lumber trade. The port connected with Brightline Construction to bring in 90,000 tons of rail beds from Canada to help them finish a project that was originally coming from Savannah. Port Canaveral detailed that SpaceX plans to launch over 40 launches out of Cape Canaveral this year and it may cause a few conflicts with safety zones.

**Port of Pensacola** – Clark Merritt gave the overview for the Port of Pensacola. Port of Pensacola had revenues increase by 3% in the last year and tonnage up by 13%. The port signed three long-term (10-20 year) leases which include multiple entities like a light industrial manufacturer, hotel, and offshore maintenance.

**JAXPORT** – Eric Green gave the overview for JAXPORT. Jacksonville closed the year out with its best fiscal year in history. JAXPORT has started their SSA 40-month expansion, which is a \$70 million expansion. At their next board meeting, JAXPORT will change ownership from NLL to series terminals, which is \$80 million over a 20-year period. JAXPORT concluded the commercial terms for a new bill for Southeast Toyota. That's approximately about \$248 million project. Their harbor deepening project has moved up its completion date to March or April of this year. That project was estimated at about a half a billion dollars. It's coming in two and a half years earlier than anticipated and about \$100 million on the budget.

**Port Everglades** – Chairman Jonathan Daniels gave the overview for Port Everglades. Chairman Daniels said that Port Everglades is finishing up the environmental impact statement for their dredging project from February 2020. Everglades is seeing push back from the Army Corps of Engineers due to overall cost associated being roughly \$720 million. Everglades is seeing a significant increase in the size of vessels moving through and number of boxes. Also, a significant increase in their energy sector

4. **Governance and Membership:** Chairman Daniels turned the meeting's focus to governance and membership updates. Chairman Daniels called on Mike Rubin to provide an update. Rubin shared the floor with guest, Sam Sullivan, from Putnam County. Sullivan addressed the Council regarding the potential economic value to Putnam County with the addition of a port in the future. Putnam County will



be doing a feasibility study (post-session) to assess dredging for the navigable channel in the middle of St. Johns River. To wrap up governance, Christy Gandy mentioned the new software system, GrowthZone, that will be utilized by the Florida Ports Council to manage events, contacts, correspondence, etc. The rollout for GrowthZone will be in spring 2022.

## 5. Administration

**A. Approval of the Minutes: August 26, 2021, Annual Board Meeting:** Chairman Daniels requested a motion for the approval of the August 26, 2021, Florida Ports Council meeting minutes. A motion was made by Paul Anderson, seconded by David Wirth, and passed unanimously.

**B. Budget Report – FY 21/22 Financial Statements:** Mike Rubin advised that the budget documents and information were in the meeting packet provided ahead of the meeting. There has been no significant change from the annual meeting numbers in August 2021; the budget is tracking along well. Rubin detailed that the Florida Ports Council are being as lean as possible, including no spending of unnecessary money on additional sponsorships, advertisements, and memberships; however, there are a few high-cost items in the future including, the TPM Conference, Congressional Staff Tours, and Mexico-Trade Mission trip.

**C. President's Comments:** Rubin thanked Kenyatta Lee for her great leadership and professionalism during the transitional time within FDOT. Rubin also noted that Governor DeSantis signed the resolution for Florida Seaports Day at the Capitol. Rubin thanked the staff at FDOT and his staff for helping bring Florida Seaports Day to life and hopes to continue it annually.

### D. Program Administration

**i. FSTED:** Chairman Daniels moved passed the FSTED update, as the meeting was immediately prior to this meeting.

**ii. FPFC:** Emily Fisher mentioned that there will be a summer Florida Ports Financing Commission Meeting to discuss the 2021 audit and budget moving forward. Fisher will be in touch with the committee members.

**iii. SEMC:** Chairman Daniels moved passed the SEMC update, as there was an update given during the FSTED Council meeting that was immediately prior to this FPC meeting.

**iv. Security Committee:** Chairman Daniels skipped passed the Security update, as there has been no recent security meeting.

### E. Other Issues

**i. TPM Reception February 28:** Rubin advised that the Florida Ports Council will move forward with hosting a reception at TPM this year. The budget goal for the event is to stay near \$60,000. The participating ports discussed and agreed upon breaking the total \$60,000 cost amongst themselves as follows: \$13,500 for JAXPORT, Port Everglades, PortMiami, and Port Tampa Bay and \$6,000 for SeaPort Manatee (cost subject to be adjusted after getting final cost numbers).

**ii. FPC Board Virtual Summer Meeting May/June 2022:** The board decided to set up a virtual FPC meeting for the May/June timeframe, unless there is a chance to meet in-person with the new FDOT Secretary at either the Orlando or Tampa Airport for easy commuting access.

**iii. FPC/FSTED Annual Meeting August 30-September 1 in Key West:** Christy Gandy mentioned that she will send out the hotel room block link when she receives it from Casa Marina Waterfront. Gandy advised to book early due to rooms filling fast and the guaranteed rate.

Chairman Daniels interjected the agenda to discuss AAPA and each Florida seaports' participation. As discussed, the annual AAPA convention is scheduled for October 16-19, 2022, in Orlando and Chairman Daniels opened the floor to discuss the idea of collective participation. Roughly half of the individual

Florida seaports are members of AAPA, with that being said, the board determined that the Florida Ports Council, as a body, may participate, but individual seaports can decide on their own; however, this is to be discussed again at the summer meeting before an official answer. There was also discussion and hesitation from a few ports that AAPA does not support the Jones Act; therefore, they would not be participating in anything related to AAPA.

6. **Communications/Marketing Update:** Edie Ousley with Yellow Finch Strategies provided an update on the Florida Ports Council strategic communications activities and successes performed from September to January. Ousley detailed that October 2021 was a peak month within the last six months. In October, the Florida Ports Council started the Open for Business campaign, which generated 15+ media interviews. Ousley detailed that the ports' exposure and media coverage has increased by 35% in the last six months. Also, the Florida Ports LinkedIn followers have gone up 110%.
7. **Legislative:** Chairman Daniels called upon Mike Rubin to discuss current legislative issues in Florida.

#### A. State

##### i. 2022 Legislative Session

- a. **Budget/Port Funding/Transportation Package:** The Governor's budget includes a significant recommendation on reserves. Initial discussions heard from both the House and Senate appropriators were that he already had asked for significant Emergency Response Funds, that got cut down significantly. So, there is a lot of money that is unallocated at this time and there will be potential funding opportunities later on.
- b. **Port-Related: Aerospace Commerce. Transportation Network Companies. State Transportation Trust Fund Spending. Port Putnam:** Rubin discussed a few bills including the aerospace issue and the transportation network companies' amendment that included the \$2 per ride limitation. Also discussed was the likely addition of Port Putnam to the FSTED council.
- c. **Partner Issues:** No partner issues were discussed.
- d. **Environmental:** No environmental issues were discussed.

##### ii. Miscellaneous: No other issues were discussed at the state level.

- B. **Federal:** Chairman Daniels called upon Mike Rubin to discuss current federal legislative issues.

##### i. Initiatives

- a. **Congressional LD Tour:** The Florida Ports Council did their last two LD port tours in Everglades/Miami and Canaveral/Jacksonville. The Florida Ports Council suggested their next LD port tour be held in Tampa/Manatee during the USF and FDOT Supply Chain Summit. Mike and Christy have been working on the itinerary.
- b. **FPC 2022 Washington DC Fly-In:** The FPC board decided to postpone the 2022 DC fly-in this calendar year, but will continue to keep on the agenda and have discussions for a spring/summer 2023 fly-in.

##### ii. Issues:

- a. **Infrastructure Legislation/Funding:** The board discussed the potential of having a discussion with the MARAD group in the future.
- b. **WRDA/HMTF/Port Investment:** No updates at this time on potential federal WRDA legislation.
- c. **CBP:** After substantial board discussion on the CBP and spacing requirements, Rubin has set up a call with Dr. Foret and his team for February 16<sup>th</sup> at 1:00 p.m. EST. This discussion will be with a smaller group of the ports directly impacted.

**d. Miscellaneous:** The board discussed the 2022 Port Crane Security Inspection Act that may restrict the use of foreign cranes in the USA. The board discussed the complications this could potentially cause at each port.

**8. Partner Updates:** The World Trade Center Miami and Enterprise Florida is hosting a trade mission to Mexico in June 2022. The board discussed their individual port participation in this event.

**9. Other Issues:** Chairman Daniels opened the floor to discuss other issues.

**A. New Business:** No new business was discussed.

**B. Port Director Closing Comments:** No closing comments were made.

**10. Adjournment:** Chairman Daniels adjourned the meeting at 4:20 p.m. ET.

Tab 6B

Update and Discussion on Marketing and  
Promotion Efforts

## MARKETING CAMPAIGN BUDGET ALLOCATIONS

# FLORIDA PORTS COUNCIL

### GRAPHIC DESIGN & WEBSITE REFRESH

**Purpose:** Create cohesive marketing campaign design and theme, and spread design across all FPC branded materials, campaign collateral and website, and share with FPC members.

**Materials Include:** Print Ads, Digital Ads, TPM 2023 Designs, Video Graphics, Signage, Port Profile Booklet, Social Designs, Ppt Design, Website Refresh.

**Budget:** \$10,000

### DIGITAL ADVERTISING STRATEGY

**Purpose:** Create awareness by deploying multiple digital media advertising strategies. Consumers spend more than three hours on apps and the internet on a smartphone, tablet or desktop/laptop every day, and that's why 84% of marketers are investing in digital ads. The ads will be deployed to create awareness within Florida, while also incorporating targeting and geofencing activities targeting TPM 2023 attendees and maritime decision makers.

**Digital Product Specs:** Display Premium, Pre-Roll, Social Video, Digital Audio

**Budget:** \$30,000

### VIDEO STRATEGY

**Purpose:** Produce three new videos to incorporate into digital ad strategy and for use on the FPC website. Video will be provided by FPC members.

**Video Specs:** Two 15-second videos for social video ads, one 1-minute video for the FPC website.

**Budget:** \$3,000

## MARKETING CAMPAIGN BUDGET ALLOCATIONS

# FLORIDA PORTS COUNCIL

### PRINT AD STRATEGY

**Purpose:** Deploy a hyper-targeted ad strategy to increase awareness among Florida C-suite leaders, and maritime industry decision makers.

**Targeted Publications:** Florida Trend, Journal of Commerce, American Journal of Transportation, gCaptain.

**Budget:** \$25,000

### PROFESSIONAL SERVICES

**Purpose:** Campaign strategy, development and management, ad placement and management, analytic monitoring and day-to-day oversight.

**Budget:** \$12,000

### TOTAL BUDGET

Graphic Design & Website Refresh:	\$10,000
Digital Ad Strategy:	30,000
Video Strategy:	3,000
Print Ad Strategy:	25,000
Professional Services:	<u>12,000</u>
Total Budget:	\$80,000



Partnership Opportunities

# JOC Events TPM23

February 26 – March 1, 2023  
Long Beach, California



## Partnership Opportunities

	VIP	Diamond	Platinum	Gold	Silver	Bronze
Full conference passes for employees	8	6	4	3	2	1
Company employee discounted passes at \$1,485 per pass	14	12	8	6	4	2
Customer BCO passes, which can be used to invite VIP cargo owners to attend the event (individuals must be approved by JOC show management)	5	3	1			
Digital on-site ad signage - rotating Partner messages	✓	✓	✓	✓	✓	✓
Logo placement on TPM marketing email blasts	Premium	✓	✓	✓	✓	
Logo placement on TPM partner page on event website	Premium	✓	✓	✓	✓	✓
Logo placement on "Thank You to Partners" signage	Premium	✓	✓	✓	✓	✓
Logo placement in "Thank You to Partners" video shown during Welcome Remarks	Premium	✓	✓	✓	✓	✓
Logo placement in the Grand Ballroom	Front screen	Front screen	Front screen	Front screen	Front screen	Middle screen
Pre-conference access to full attendee list (name, title, company)	✓	✓	✓	✓	✓	
Company listing on TPM mobile app	✓	✓	✓	✓	✓	✓
Ability to list networking event on app with push notification	✓					
HTML eblasts to TPM attendees, pre- or post-conference (must be used either two months prior to or two months post event)	1 Pre 1 Post	1 Pre 1 Post	1 Pre	1 Post		
Executive video interviews	2	2	1	1		
10 x 6 networking footprint (tabletop or approved furnishings)*	Premium	1	1	1		
Conference bag insert (One (1) unit of marketing material or approved giveaway)	1	1	1	1	1	
Priority Access: earlier access to attendee lists, access to premium hotel block space (subject to availability), early/group badge pick up	✓	✓				
Reserved seating in the LBCC Grand Ballroom for Opening Session	✓					
Access to meeting space at LBCC, Hyatt, or nearby hotels (based on availability)	Guaranteed	Preferential				
Ability to book hotel rooms. Rooms must be used by registered TPM attendees (based on availability)	35 Rooms	25 Rooms	15 Rooms			
TPM Open Golf tournament at Pelican Hill	1 Foursome	1 Foursome				
White Paper Sponsorship (supplied by sponsor)	✓					
<b>Partnership Cost</b>	<b>\$128,100</b>	<b>\$102,900</b>	<b>\$77,700</b>	<b>\$62,475</b>	<b>\$51,975</b>	<b>\$30,975</b>



## Partnership Add-Ons

The following offerings can be added to partner packages. Add-on items cannot be purchased individually. Some offerings require a specific level of partnership. Additional costs apply.

### Gold and Higher Add-Ons

	VIP	Diamond	Platinum	Gold	Silver	Bronze
<b>Grand Ballroom Session:</b> One (1) piece of collateral placed on chairs in session room, 30-second video (session choice is based on signed contract date)	✓	✓	✓	✓		

### Bronze and Higher Add-Ons

	VIP	Diamond	Platinum	Gold	Silver	Bronze
<b>Session Sponsor:</b> Partner logo, one (1) piece of collateral placed on chairs in session room, and one (1) 30-second video (choice based on signed contract date)	✓	✓	✓	✓	✓	✓
30-second video commercial run randomly during breaks	✓	✓	✓	✓	✓	✓
HTML eblasts to TPM attendees, pre- or post-conference (must be used either two months prior to or two months post event)	✓	✓	✓	✓	✓	✓
Executive video interviews	✓	✓	✓	✓	✓	✓
TPM Challenge Cup	✓	✓	✓	✓	✓	✓



### Find the right sponsorship package for you!

Contact your sales representative for more information on creating a tailored solution. Whether your goal is additional brand exposure, lead generation, or networking opportunities, we will develop a sponsorship plan that works for you.

#### SALES CONTACTS

Cindy Cronin	Executive Director	+1 954 260 6061
Jean Gibbons	Senior Sales Executive	+1 706 469 7160
John Knowles	Senior Sales Executive	+44 777 997 4677
Allyson Marek	Associate Director	+1 862 754 8012
Elaine Nosaka	Senior Sales Executive	+1 703-447-9555
Judy Welp	Senior Sales Executive	+1 512 284 2878

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West Coast, FL, GA  
 EMEA, AU, APAC  
 Northeast  
 VA, NC, SC, Canada  
 Midwest, Gulf, Latin America

Tab 6C

Budget Report and Recommendations

FY 21/22 Financial Statements and FY 22/23

Budget Recommendations

**Florida Seaports Council, Inc**  
**Balance Sheet**  
 As of August 23, 2022

	Aug 23, 22
<b>ASSETS</b>	
Current Assets	
Checking/Savings	
HANCOCK BANK MONEY MARKET ACCT	400,342.65
HANCOCK BANK OPERATING ACCT	217,963.67
110 · PETTY CASH ACCT	101.31
Total Checking/Savings	618,407.63
Accounts Receivable	
200 · Administrative Fees Receivable	152,195.49
Total Accounts Receivable	152,195.49
Other Current Assets	
226 · Miscellaneous Receivable	-273.87
220 · Prepaid Expenses	0.02
Total Other Current Assets	-273.85
Total Current Assets	770,329.27
Fixed Assets	
250 · Equipment & Furnishings	47,707.34
251 · Building	
252 · Building Improvements	159,211.87
251 · Building - Other	287,641.83
Total 251 · Building	446,853.70
253 · Land	
253.1 · Land Improvements	9,480.00
253 · Land - Other	200,000.00
Total 253 · Land	209,480.00
255 · Accumulated Depreciation	-216,413.00
Total Fixed Assets	487,628.04
Other Assets	
260 · Deposits	250.00
265 · Prepaid IRS Interest Payments	-0.44
Total Other Assets	249.56
<b>TOTAL ASSETS</b>	<b>1,258,206.87</b>

Florida Seaports Council, Inc  
Balance Sheet  
As of August 23, 2022

	Aug 23, 22
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	922.95
300 · Accounts Payable	
Total Accounts Payable	922.95
Credit Cards	
First Bankcard	5,571.61
Total Credit Cards	5,571.61
Other Current Liabilities	
315 · Accrued Leave	15,290.00
301 · PAYROLL LIABILITIES	
301.2 · Direct Deposit Liabilities	21,649.02
301.3 · 401K Payable	-8,219.87
301 · PAYROLL LIABILITIES - Other	-27,893.80
Total 301 · PAYROLL LIABILITIES	-14,464.65
Total Other Current Liabilities	825.35
Total Current Liabilities	7,319.91
Total Liabilities	7,319.91
Equity	
3900 · Unrestricted Net Assets	954,671.21
Net Income	296,215.75
Total Equity	1,250,886.96
TOTAL LIABILITIES & EQUITY	1,258,206.87

# Florida Seaports Council, Inc

## Profit & Loss Budget vs. Actual

### October 2021 through September 2022

	Oct '21 - Sep 22	Budget	\$ Over Budget	% of Budget
<b>Income</b>				
601 · FPC Dues	463,875.00	463,875.00	0.00	100.0%
602 · FSTED Prog. Admin/Chapter 311	428,750.00	432,281.82	-3,531.82	99.2%
605 · FSTED Security Admin Fees	17,051.01	17,500.00	-448.99	97.4%
610 · INTEREST INCOME	29.31	500.00	-470.69	5.9%
615 · SPONSORSHIP REVENUES	15,000.00	15,000.00	0.00	100.0%
<b>Total Income</b>	<b>924,705.32</b>	<b>929,156.82</b>	<b>-4,451.50</b>	<b>99.5%</b>
<b>Expense</b>				
6560 · PAYROLL EXPENSES	43,092.76	41,000.00	2,092.76	105.1%
701 · PRESIDENT				
701.1 · Health Insurance	21,941.10	26,500.00	-4,558.90	82.8%
701.3 · Salary	160,416.63	175,000.00	-14,583.37	91.7%
<b>Total 701 · PRESIDENT</b>	<b>182,357.73</b>	<b>201,500.00</b>	<b>-19,142.27</b>	<b>90.5%</b>
703 · VICE PRESIDENT GOVT AFFAIRS	0.00	0.00	0.00	0.0%
704 · VICE PRESIDENT OF OPERATIONS				
704.1 · Health Insurance	11,372.90	13,700.00	-2,327.10	83.0%
704.3 · Salary	65,461.45	74,000.00	-8,538.55	88.5%
<b>Total 704 · VICE PRESIDENT OF OPERATIONS</b>	<b>76,834.35</b>	<b>87,700.00</b>	<b>-10,865.65</b>	<b>87.6%</b>
706 · VP PROGRAMS & PLANNING				
706.1 · Health Insurance	5,181.95	15,500.00	-10,318.05	33.4%
706.3 · Salary	61,923.13	70,000.00	-8,076.87	88.5%
<b>Total 706 · VP PROGRAMS &amp; PLANNING</b>	<b>67,105.08</b>	<b>85,500.00</b>	<b>-18,394.92</b>	<b>78.5%</b>
707 · EMPLOYEE BONUS POOL				
710 · CONSULTANTS	10,000.00	10,000.00	0.00	100.0%
710.1 · Communications/Media Services	52,000.00	60,000.00	-8,000.00	86.7%
710.3 · Environmental & Growth Mgmt	25,000.00	30,000.00	-5,000.00	83.3%
710.4 · Legal Consultants	5,000.00	0.00	5,000.00	100.0%
<b>Total 710 · CONSULTANTS</b>	<b>82,000.00</b>	<b>90,000.00</b>	<b>-8,000.00</b>	<b>91.1%</b>
715 · INSURANCE				
715.1 · Worker's Compensation	1,817.00	1,150.00	667.00	158.0%
715.2 · Directors' E&O	0.00	1,350.00	-1,350.00	0.0%
715.3 · Employee Dishonesty Bond	0.00	600.00	-600.00	0.0%
<b>Total 715 · INSURANCE</b>	<b>1,817.00</b>	<b>3,100.00</b>	<b>-1,283.00</b>	<b>58.6%</b>
720 · ACCOUNTING	15,615.00	13,000.00	2,615.00	120.1%
730 · BANK CHARGES/INTEREST	60.00	100.00	-40.00	60.0%

# Florida Seaports Council, Inc

## Profit & Loss Budget vs. Actual

### October 2021 through September 2022

	Oct '21 - Sep 22	Budget	\$ Over Budget	% of Budget
<b>732 · COMMUNICATIONS</b>				
732.1 · Telephone/Fax/Internet/Cable	4,907.68	4,500.00	407.68	109.1%
732.2 · Cell Phones	3,476.75	4,200.00	-723.25	82.8%
732.3 · Printing	1,268.76	1,000.00	268.76	126.9%
732.4 · Postage, Overnight Delivery	277.45	1,000.00	-722.55	27.7%
732.7 · Magazine Subscriptions	0.00	200.00	-200.00	0.0%
732.8 · Miscellaneous/Administrative	2,801.90	1,200.00	1,601.90	233.5%
<b>Total 732 · COMMUNICATIONS</b>	12,732.54	12,100.00	632.54	105.2%
<b>733 · OUTREACH</b>				
733.1 · Marketing/Branding	909.56	47,500.00	-46,590.44	1.9%
733.2 · Memberships	9,601.25	15,000.00	-5,398.75	64.0%
733.3 · Sponsorships	6,606.57	12,500.00	-5,893.43	52.9%
733.4 · Lobbying	4,450.00	5,000.00	-550.00	89.0%
<b>Total 733 · OUTREACH</b>	21,567.38	80,000.00	-58,432.62	27.0%
<b>750 · EQUIPMENT/SUPPLIES</b>				
750.1 · Office Equipment	3,525.33	4,500.00	-974.67	78.3%
750.2 · Computer, Hardware & Software	4,254.11	5,000.00	-745.89	85.1%
750.3 · IT Services	10,081.81	7,000.00	3,081.81	144.0%
750.4 · Office Supplies	2,698.33	4,500.00	-1,801.67	60.0%
750.6 · Miscellaneous	309.83	200.00	109.83	154.9%
<b>Total 750 · EQUIPMENT/SUPPLIES</b>	20,869.41	21,200.00	-330.59	98.4%
<b>755 · FSTED &amp; FFPC Court Reporter</b>				
<b>777 · BUILDING EXPENSES</b>	688.00	4,000.00	-3,312.00	17.2%
777.2 · Maintenance/Repairs	6,375.56	5,000.00	1,375.56	127.5%
777.3 · Pest/Security/Lawn/Housekeeping	6,627.06	6,000.00	627.06	110.5%
777.4 · Insurance & Taxes	6,036.73	10,300.00	-4,263.27	58.6%
777.5 · Utilities	4,248.97	4,000.00	248.97	106.2%
777.6 · Miscellaneous	0.00	6,000.00	-6,000.00	0.0%
<b>Total 777 · BUILDING EXPENSES</b>	23,288.32	31,300.00	-8,011.68	74.4%
<b>791 · TRAVEL - CONFERENCES</b>				
791.1 · Conferences - Meals	509.21	1,000.00	-490.79	50.9%
791.2 · Conferences - Hotel	5,132.71	2,000.00	3,132.71	256.6%
791.3 · Conferences - Airfare	1,518.94	1,000.00	518.94	151.9%
791.4 · Conferences - Rental Car/Gas	1,444.24	1,100.00	344.24	131.3%
791.5 · Conferences - Fees	3,020.00	1,500.00	1,520.00	201.3%
791.6 · Conferences - Miscellaneous	311.95	100.00	211.95	312.0%
<b>Total 791 · TRAVEL - CONFERENCES</b>	11,937.05	6,700.00	5,237.05	178.2%

10:09 AM

08/23/22

Accrual Basis


# Florida Seaports Council, Inc

## Profit & Loss Budget vs. Actual

### October 2021 through September 2022

	Oct '21 - Sep 22	Budget	\$ Over Budget	% of Budget
<b>792 · TRAVEL - GENERAL</b>				
792.1 · Travel - Meals & Entertainment	7,550.70	6,500.00	1,050.70	116.2%
792.2 · Travel - Hotel	9,539.30	5,000.00	4,539.30	190.8%
792.3 · Travel - Airfare	5,307.02	4,500.00	807.02	117.9%
792.4 · Travel - Rental Car/Gas/Parking	4,906.96	3,000.00	1,906.96	163.6%
792.5 · Travel - Speaking Engagements	0.00	750.00	-750.00	0.0%
792.6 · Travel - Miscellaneous	75.00	250.00	-175.00	30.0%
<b>Total 792 · TRAVEL - GENERAL</b>	<b>27,378.98</b>	<b>20,000.00</b>	<b>7,378.98</b>	<b>136.9%</b>
<b>793 · MEETING EXPENSES</b>				
793.1 · Meeting Expenses - MEALS	18,559.24	19,000.00	-440.76	97.7%
793.2 · Meeting Expenses - ROOM RENTAL	1,710.63	4,000.00	-2,289.37	42.8%
793.3 · Meeting Expenses - AUDIO/VISUAL	203.65	350.00	-146.35	58.2%
793.4 · Meeting Expenses - PRINTING	88.50	250.00	-161.50	35.4%
793.5 · Meeting Expenses - CONF. CALLS	0.00	100.00	-100.00	0.0%
793.6 · Meeting Expenses - MISC	8,585.34	1,000.00	7,585.34	858.5%
793.7 · Meeting Expenses - NOTICES(FAW)	64.96	500.00	-435.04	13.0%
<b>Total 793 · MEETING EXPENSES</b>	<b>29,212.32</b>	<b>25,200.00</b>	<b>4,012.32</b>	<b>115.9%</b>
<b>806 · PROFESSIONAL DEVELOPMENT</b>	<b>623.00</b>	<b>2,000.00</b>	<b>-1,377.00</b>	<b>31.2%</b>
<b>930 · WEBSITE DEVELOPMENT</b>	<b>110.65</b>	<b>1,000.00</b>	<b>-889.35</b>	<b>11.1%</b>
<b>Total Expense</b>	<b>627,289.57</b>	<b>735,400.00</b>	<b>-108,110.43</b>	<b>85.3%</b>
<b>Net Income</b>	<b>297,415.75</b>	<b>193,756.82</b>	<b>103,658.93</b>	<b>153.5%</b>

Florida Ports Council Annual Dues  
FY22/23

<u>PORT</u>	<u>CATEGORY</u>	<u>DUES + 1.75%</u>
CANAVERAL	V	\$ 96,000.00
EVERGLADES		\$ 96,000.00
MIAMI	Over 100 Million	\$ 96,000.00
JACKSONVILLE	IV	\$ 73,500.00
TAMPA	Over 40 Million	\$ 73,500.00
MANATEE	III	\$ 33,000.00
PALM BEACH		\$ 33,000.00
PANAMA CITY	Over 10 Million	\$ 33,000.00
FT PIERCE	II	\$ 20,500.00
PENSACOLA	Over 1 Million	\$ 20,500.00
FERNANDINA	I	\$ 15,500.00
KEY WEST		\$ 15,500.00
ST. JOE		\$ 15,500.00
ST. PETERSBURG	Under 1 Million	\$ 15,500.00
<b>TOTAL DUES</b>		\$ <b>637,000.00</b>



**Florida Seaports Council, Inc.**  
**FY 2022 - 2023 Proposed Budget**

Income		FY '20/21	FY '21/22	FY '22/23	Comments
601 · FPC Dues		614,500.00	460,875.00	637,000.00	
602 · FSTED Program Administration/Chapter 311		430,686.00	430,686.00	430,686.00	Contingent on approps
603 · FPFC Bond Program		0.00	0.00	0.00	
604 · FSTED Security Committee Administration		0.00	17,500.00	17,500.00	
606 · MISCELLANEOUS INCOME (Sponsorships)		15,000.00	15,000.00	15,000.00	
610 · INTEREST INCOME		500.00	500.00	500.00	
Total Income		\$1,060,686.00	\$924,561.00	\$1,100,686.00	
Expense					
6560 · PAYROLL EXPENSES					
701 - PRESIDENT - Salary		41,000.00	41,000.00	41,000.00	
701.1 Health Insurance		179,070.20	175,000.00	175,000.00	Salary contingent upon Board review
704 - VICE PRESIDENT OF OPERATIONS		23,166.00	26,500.00	28,500.00	
704.1 Health Insurance		64,000.00	74,000.00	81,400.00	COLA plus increase
706 - VICE PRESIDENT PROGRAMS & PLANNING		17,016.00	13,700.00	15,000.00	
706.1 Health Insurance		91,165.30	70,000.00	74,900.00	COLA
707 · EMPLOYEE BONUS POOL		23,750.00	5,500.00	5,800.00	
Total PAYROLL EXPENSES		0.00	10,000.00	10,000.00	
710 · CONSULTANTS		689,528.50	415,700.00	431,600.00	
710.2 Legal Counsel					
710.3 Environmental/Growth Management		8,000.00	0.00	0.00	
710.4 Communication/Media Services		30,000.00	30,000.00	30,000.00	
Total 710 · CONSULTANTS		0.00	60,000.00	60,000.00	
715 · INSURANCE		38,000.00	90,000.00	90,000.00	
720 · ACCOUNTING SERVICES		2,500.00	3,100.00	3,100.00	
730 · BANK CHARGES / INTEREST		13,000.00	13,000.00	13,000.00	
		100.00	100.00	100.00	
732 · COMMUNICATIONS					
732.1 · Telephone/Fax/Internet/Cable		4,500.00	4,500.00	4,500.00	
732.2 · Cell Phones		4,200.00	4,200.00	4,000.00	
732.3 · Printing		1,000.00	1,000.00	1,500.00	Conference Handouts
732.4 · Postage, Overnight Delivery		1,000.00	1,000.00	1,000.00	
732.7 · Magazine Subscriptions		200.00	200.00	200.00	

**Florida Seaports Council, Inc.**  
**FY 2022 - 2023 Proposed Budget**

	FY '20/'21	FY '21/'22	FY '22/'23	Comments
732.8 · Miscellaneous	1,200.00	1,200.00	1,200.00	
<b>Total 732 · COMMUNICATIONS</b>	12,100.00	12,100.00	12,400.00	
<b>733 · MARKETING &amp; OUTREACH</b>				
733.1 · Marketing/Branding	47,500.00	47,500.00	80,000.00	*See Proposal
733.2 · Memberships	15,000.00	15,000.00	10,000.00	Reduction
733.3 · Sponsorships	12,500.00	12,500.00	12,500.00	
733.4 · Lobbying	5,000.00	5,000.00	5,000.00	
<b>Total 733 · MARKETING &amp; OUTREACH</b>	80,000.00	80,000.00	107,500.00	*See Proposal
<b>750 · EQUIPMENT/SUPPLIES</b>				
750.1 · Office Equipment	4,500.00	4,500.00	4,500.00	
750.2 · Computer, Hardware & Software	5,000.00	5,000.00	5,000.00	
750.3 · IT Services	7,000.00	7,000.00	8,000.00	Increase
750.4 · Office Supplies	4,500.00	4,500.00	4,500.00	
750.6 · Miscellaneous	200.00	200.00	300.00	Increase
<b>Total 750 · EQUIPMENT/SUPPLIES</b>	21,200.00	21,200.00	22,300.00	
<b>755 · FSTED &amp; FFPC COURT REPORTER</b>	4,000.00	4,000.00	4,000.00	
<b>777 · BUILDING EXPENSES</b>				
777.1 · Mortgage	0.00	0.00	0.00	
777.2 · Maintenance/Repairs	5,000.00	5,000.00	6,000.00	increase
777.3 · Pest/Security/Lawn/Housekeeping	6,000.00	6,000.00	6,000.00	
777.4 · Insurance & Taxes	10,300.00	10,300.00	10,300.00	
777.5 · Utilities	4,000.00	4,000.00	4,500.00	Increase
777.6 · Miscellaneous	6,000.00	6,000.00	6,000.00	
<b>Total 777 · BUILDING EXPENSES</b>	31,300.00	31,300.00	32,800.00	
<b>791 · TRAVEL: CONFERENCES</b>				
791.1 · Meals & Entertainment	1,000.00	1,000.00	1,000.00	
791.2 · Hotel	2,000.00	2,000.00	2,000.00	
791.3 · Airfare	1,000.00	1,000.00	1,000.00	
791.4 · Rental Car/Gas/Parking	1,100.00	1,100.00	1,100.00	
791.5 · Fees	1,500.00	1,500.00	1,500.00	
791.6 · Miscellaneous	100.00	100.00	100.00	
<b>Total 791 · TRAVEL: CONFERENCES</b>	6,700.00	6,700.00	6,700.00	
<b>792 · TRAVEL : GENERAL</b>				
792.1 · Meals & Entertainment	5,000.00	6,500.00	8,000.00	Cong Staff tours/Misc

**Florida Seaports Council, Inc.**  
**FY 2022 - 2023 Proposed Budget**

	FY '20/21	FY '21/22	FY '22/23	Comments
792.2 · Hotel	3,500.00	5,000.00	8,000.00	Cong Staff tours/Misc
792.3 · Airfare	2,000.00	4,500.00	5,000.00	Cong Staff tours/Misc
792.4 · Rental Car/Gas/Parking	3,000.00	3,000.00	4,000.00	
792.5 · Speaking Engagements	750.00	750.00	750.00	
792.6 · Miscellaneous	250.00	250.00	250.00	
Total 792 · TRAVEL: GENERAL	14,500.00	20,000.00	26,000.00	Cong Staff tours/Misc
793 · MEETING EXPENSES				
793.1 · Meals	19,000.00	19,000.00	20,000.00	Increase
793.2 · Room Rental	4,000.00	4,000.00	4,000.00	
793.3 · Audio/Visual	350.00	350.00	350.00	
793.4 · Printing	250.00	250.00	250.00	
793.5 · Conference Calls	100.00	100.00	100.00	
793.6 · Miscellaneous	1,000.00	1,000.00	70,000.00	TPM
793.7 · Notices(FAW)	500.00	500.00	500.00	
Total 793 · MEETING EXPENSES	25,200.00	25,200.00	95,200.00	
806 · PROFESSIONAL DEVELOPMENT	2,000.00	2,000.00	2,000.00	
930 · WEBSITE: Maintenance & Development	1,000.00	1,000.00	1,000.00	
Total Expense	982,128.50	766,400.00	847,700.00	

Tab 6D

President's Comments

To Be Discussed

Tab 6E

Program Administration

# FSTED

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## Florida Seaport Transportation and Economic Development Council

### **AGENDA**

Casa Marina Key West  
Wednesday, August 31, 2022  
1:30 p.m. – 5:30 p.m.

1. Call to Order, Chairman's Welcome and Opening Comments
2. Roll Call
3. Administrative Issues
  - a. Approval of the February 2, 2022, Meeting Summary
  - b. Report on Seaport Environmental Management Committee (SEMC) Meeting
  - c. Report on FSTED Security Committee
4. FSTED Officer Nominations/Election
5. Reports and Studies
  - a. 2022/2025 Seaport Mission Plan
6. Legislative Report
7. Agency Reports
  - a. Department of Economic Opportunity
  - b. Department of Environmental Protection
  - c. Department of Transportation

### **Strategic Port Investment Initiative**

8. Mexico Trade Mission Data
9. Program Funding
  - a. Discussion and Review of Seaport Funding Spend Downs
  - b. Approval of FSTED Program Fund Reallocations
  - c. Agency Reports on Consistency Review of FY 23/24 FSTED Project Applications
  - d. Recommendations and Approval of FY 23/24 FSTED Program Allocations
  - e. Recommendations and Approval of FY 22/23 FSTED Security Grant Allocations
  - f. Federal Funding Opportunities
  - g. State Funding Opportunities
10. New Business
11. Adjournment



Florida Seaport Transportation and  
Economic Development Council

**Seaport Environmental Management Committee  
AGENDA**

**August 31, 2022  
9:00 a.m. – 12:00 p.m.  
Casa Marina, Key West**

1. Call to Order, Welcome
2. Roll Call
3. Approval of the January 31, 2022, SEMC Meeting Minutes
4. Agency Updates
  - a. Florida Department of Environmental Protection (FDEP)
  - b. Florida Department of Economic Opportunity (DEO)
  - c. U.S. Army Corps of Engineers - Civil Works and Regulatory Divisions
  - d. Florida Inland Navigation District (FIND)
  - e. Florida Fish & Wildlife Conservation Commission (FWC)
5. Partner Updates
6. Legislative Update
7. Open Discussion
  - a. Right Whale Rule
  - b. Inflation Reduction Act
  - c. Diesel Emission Reduction Program (DERA) & VW Grant Update
  - d. Federal Updates (WOTUS, NEPA, PFAS, EPA Ports Initiative, etc.)
  - e. Other Issues
8. Adjourn



# Florida Seaport Transportation and Economic Development Council

Canaveral Port Authority · Port Citrus · Port Everglades · Port of Fernandina · Port of Fort Pierce  
Jacksonville Port Authority · Port of Key West · Manatee County Port Authority · PortMiami · Port of Palm Beach  
Panama City Port Authority · Port of Pensacola · Port St. Joe Port Authority · Port of St. Petersburg · Tampa Port Authority ·  
Florida Department of Transportation · Florida Department of Economic Opportunity

## Seaport Security Advisory Committee Meeting

Wednesday, August 31, 2022  
Casa Marina, Key West

### **AGENDA**

9:00 am – 12:00 pm

1. Call to Order
2. Discussion of Drone Regulations and State Law.
3. Discussion of other State and Federal Issues.
4. Discussion of Past FSTED Security Grant Spenddowns.
5. Review and Recommendations Concerning FSTED Program Seaport Grants.
6. Other Issues
7. Adjournment

Tab 6F

Other Issues

# Register for TPM23

February 26 – March 1, 2023

Registration Sponsored By:



Port of

TPM23



## Welcome to TPM23!

A few things before starting your registration:

- If you are using a **Promo Code** for discounted registration you will need to add that in the promo code section below and click 'APPLY'. The reduced rate will then appear.
- When you are selecting your registration type, if you select **Shipper Pass**, please note that the JOC Events Team will verify that you qualify as a shipper. Shipper conference passes are valid only for cargo owners, and do not apply for carriers, NVOCCs, forwarders or brokers, 3PLs, truckers or other service providers.

Ticket Type	Early Bird Rate Aug 1 – Oct 2	Advanced Rate Oct 3 – Nov 13	Standard Rate Nov 14 – Feb 26
TPM23 Shipper	\$2,095	\$2,230	\$2,420
TPM23 Non-shipper	\$2,560	\$2,890	\$3,195
Add TPMTech	\$450	\$650	\$775
Golf Single	\$290	\$290	\$290
Golf Club Rentals	\$80	\$80	\$80
JOC.com Subscription <small>Only valid on NEW subscriptions and cannot be combined with group subscriptions</small>	\$314	\$314	\$314

## Important Information about Cancellations/Refunds/Substitutions

- Refund requests will be honored if received in writing by January 27, 2023.
- ALL refunds will be subject to a \$100 processing fee.
- Cancellations received after January 27, 2023 and 'no shows' will be subject to the full conference rate.
- Substitutions may be made by contacting the [JOC Events Help Desk](#).
- You must provide the name, title, and contact information for the person you are substituting.
- We can only accept American Express, Visa and MasterCard credit cards for payment.
- Please contact our [Events Help Desk](#) for more information.

# TPM23



under any of those categories, you would be considered a non-shipper. If you still have questions regarding this, please submit your query on the [JOC Events Help Desk](#).

### AM I ENTITLED TO THE JOC MEMBER ATTENDEE PRICING?

If you are an existing JOC Member you are eligible for discounted pricing on the Full Conference Pass at TPM23. In order to obtain your discount code, please contact the [JOC Events Help Desk](#). We will check your membership status before approving your TPM registration. Your JOC Membership needs to be active through the TPM23 conference dates in order to qualify for the discount.

### I WANT TO BECOME A JOC MEMBER TO GET THE DISCOUNT, HOW CAN I DO THIS?

As of December 3, 2013, we no longer offer individual JOC Memberships. They are sold on a corporate basis at a minimum of 5 or more memberships per company. For more information about a Corporate Membership, please visit our [Groups Subscriptions Page](#) and complete the form.

### WHO DO I CONTACT IF I AM HAVING A PROBLEM WITH MY REGISTRATION?

Contact the JOC Events team at the JOC Events Help Desk and a representative will respond to your query within 24 hours.

### I STILL HAVE QUESTIONS!

Visit [FAQ](#) or [Contact Help Desk](#).

Tab 7

U.S. Army Corps Update



US Army Corps  
of Engineers®

U.S. Army Corps of Engineers Jacksonville District

## Biography

# Col. James L. Booth

District Commander

Published Sept. 9, 2021

Col. Booth assumed responsibility as the District Commander of the Jacksonville District, U.S. Army Corps of Engineers in September 2021.

His previous assignments include: Executive Officer to the Commanding General of the United States Army Corps of Engineers; District Commander of the U.S. Army Corps of Engineers, Albuquerque District; Deputy District Commander of the U.S. Army Corps of Engineers, Detroit District; Battalion Operations Officer and Executive Officer of the 4th Brigade Special Troops Battalion, at Fort Stewart, Georgia (with deployment in support of Operation Iraqi Freedom and New Dawn); Observer Controller at the National Training Center Fort Irwin, California; Company Commander and Battalion Adjutant in the 5th Engineer Battalion at Fort Leonard Wood, Missouri (with deployment in support of Operation Iraqi Freedom); Civil Affairs Battle Captain for the Coalition Forces-Land Component Command in Camp Doha, Kuwait and Baghdad, Iraq; and Platoon Leader, Training Officer, Company Executive Officer, and Brigade Logistics Officer in the 130th Engineer Brigade at Hanau, Germany.



Col. Booth holds a Bachelor of Science in Civil Engineering from the Florida Institute of Technology, a Master of Science in Civil Engineering from Missouri University of Science and Technology, and a Master of Arts in Strategy from the Army War College. Col. Booth is a graduate of the Ranger Course and Airborne School.

He is also a graduate of the Army Command and General Staff College, Fort Leavenworth, Kansas, and the Engineer Officer Basic and Advanced courses, Fort Leonard Wood, Missouri. Col. Booth's military awards and decorations include: Bronze Star Medal (two awards), the Defense Meritorious Service Medal, Meritorious Service Medal (six awards), Joint Service Commendation

Medal, Army Commendation Medal (two awards), Army Achievement Medal (five awards), National Defense Service Medal, the Afghanistan Campaign Medal, the Iraqi Campaign Medal, the NATO Medal, the Combat Action Badge, the Parachutist Badge, and the Ranger Tab.

He is also the recipient of the Army Engineer Association's Bronze Order of the de Fleury Medal

[Jacksonville District](#)

[jacksonville](#)

[U.S. Army Corps of Engineers](#)

[jacksonville florida](#)

[Col. James Booth](#)

[Col. Booth](#)

## Tab 8

U.S. Customs and Border Protection  
Washington D.C. Meeting Update



hours of operation at any land port of entry unless CBP can demonstrate that the reduction in hours will not impede local or regional commerce or unduly impede local resident traffic. Further, not later than 90 days after the date of enactment of this act, CBP shall provide a report to this Committee detailing operating hours at all northern border ports of entry, and describing how CBP plans to improve the recruitment and retention of CBP personnel at remote northern border ports of entry to sustain those operating hours. Additionally, to assist with the challenges relating to operating hours, the Committee directs CBP to establish a pilot program for the co-location of CBP and Canada Border Services Agency border agents at remote LPOEs to maintain border security and reduce costs.

*Reimbursable Services Programs.*—The Committee is dismayed at reports from CBP's port partners on the use of the Reimbursable Services Program. The intent of that program is to enable partnerships with private sector and government entities to provide an opportunity for additional inspection services on a reimbursable basis upon request for stakeholders. The Committee would like to make clear that these reimbursable programs are not to supplant baseline service levels. They are to be used to supplement enhancement requests for service that CBP would be otherwise unable to perform. To better establish expectations for all parties, the Committee reiterates its direction to CBP to provide each port operator with information on baseline service levels and report to the Committee quarterly on CBP's adherence to these baseline service levels. Additionally, the Committee continues a previous request for CBP to include information on requirements for staff, facility, and security upgrades for seaports to include marine and cruise terminals. It should address staffing shortages, upgraded facility and security requirements, and plans for technology recapitalization; the process used to decide how initiatives are funded; a justification for the scope of the requests; and how CBP will negotiate and incorporate the ports' involvement into the development of their capital management plan to allow for early identification and planning for future facility and security needs.

The Committee is also concerned about reports that CBP is imposing costly facility and security requirements on seaports without adequate consultation and justification. The Committee encourages CBP to defer all current and future seaport facility requests until it has provided details on baseline service levels to each port operator and provide the Committee with estimates for future facility and security requirement upgrades and associated federally-mandated technology. The Committee expects CBP to act in partnership with seaports and refrain from imposing requirements on seaports in a unilateral fashion.

*Locality Payscale Flexibility.*—Recruitment and retention of CBP officers continues to prove challenging, in particular when attempting to fill posts along the northern border in areas with a high cost of living. Many of the officers in these communities are compensated based on the National pay scale as opposed to the localized pay scales that are more reflective of the region's cost of living. In light of these challenges, the Committee directs CBP, in coordination with the Office of Personnel Management, to provide a re-

## Mike Rubin

---

**From:** FORET, VERNON T <VERNON.T.FORET@CBP.DHS.GOV>  
**Sent:** Tuesday, August 23, 2022 8:41 AM  
**To:** Mike Rubin  
**Subject:** Update

Mike,

Don Stakes, the new Executive Director for Mission Support in headquarters is tentatively planning to be in Orlando the week of September 12th. I've reached out to him to see if there would be time for us to get to Port Canaveral to meet in person and possibly have everyone else call in virtually for our discussion on free space agreements. If so, I would reach out to you to see if that is agreeable to everyone. Just letting you know scheduling is a challenge because of the time of year and other commitments but I'm still working it. I'll keep you posted. Thanks

Vernon Foret  
Director, Field Operations  
Miami/Tampa Field Offices  
Customs and Border Protection

## Tab 9

### Mexico Trade Mission Update

Tab 10

Communications Update

Tab 11

Legislative

Tab 11A

State

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For Immediate Release  
June 2, 2022

**CONTACT FDOT: FDOT COMMUNICATIONS OFFICE**  
(850) 414-4590 | [FDOTCommunicationsOffice@dot.state.fl.us](mailto:FDOTCommunicationsOffice@dot.state.fl.us)

## Freedom First Budget Makes Record Investments in Florida's Transportation Infrastructure

**TALLAHASSEE, Fla.** – With Governor Ron DeSantis' signing of the 2022-2023 Freedom First Budget, the Florida Department of Transportation (FDOT) continues to build upon critical enhancements and innovations for Florida's multimodal transportation system. This historic \$12.6 billion in funding for Florida's transportation infrastructure ensures that Florida continues to serve as a nationwide leader in transportation.

"Through Governor Ron DeSantis' bold leadership and vision, FDOT remains steadfast in our commitment to a safe, resilient, and reliable transportation system," **said FDOT Secretary Jared W. Perdue, P.E.** "The historic investments made during the 2022 Legislative Session are a catalyst in bolstering communities, supporting Florida's thriving economy, and building upon Florida's innovative transportation infrastructure for generations to come."

Governor DeSantis' Freedom First Budget includes \$12.6 billion for transportation investments, making it the largest budget in FDOT history and highlights the following strategic investments:

- \$4.4 billion for highway construction to include 180 new lane miles
- \$1.2 billion in resurfacing to include 2,690 lane miles
- \$236.6 million for bridge maintenance repairs and replacements
- \$135.9 million in seaport infrastructure enhancements
- \$314.5 million for aviation improvements
- \$867 million for rail and transit program advancements
- \$160.1 million for safety initiatives

As background, [FDOT's Work Program](#) is a five-year plan of transportation projects identified as priorities and consistent with laws, policies, and program objectives.

###

Improve Safety, Enhance Mobility, Inspire Innovation

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20221038er

1  
2 An act relating to the Florida Seaport Transportation  
3 and Economic Development Council; amending s. 311.09,  
4 F.S.; revising the membership of the Florida Seaport  
5 Transportation and Economic Development Council to  
6 include a representative of Putnam County; authorizing  
7 Putnam County to apply for a grant for a port  
8 feasibility study through the Florida Seaport  
9 Transportation and Economic Development Council;  
10 providing for the evaluation of the application;  
11 requiring the Department of Transportation to include  
12 the study in its budget request under certain  
13 circumstances; requiring the council to review the  
14 study and make a determination; terminating the  
15 membership of Putnam County on the council under  
16 certain circumstances; reenacting ss. 163.3178(2)(k),  
17 (5), and (6), 189.068(6), 311.07(1) and (3)(a) and  
18 (b), 311.091, 311.10(1) and (2), 311.101(2),  
19 311.12(2)(a), (3), and (6)(a), 311.121(2) and (3)(a),  
20 311.14(1), 315.18, 320.20(3) and (4), 334.27(1),  
21 337.14(7), 373.406(12), 373.4133(2) and (10),  
22 373.4136(6)(d), and 403.061(38) and (39), F.S.,  
23 relating to coastal management, the oversight of  
24 deepwater ports, Florida seaport transportation and  
25 economic development funding, entry into public-  
26 private infrastructure project agreements for port-  
27 related public infrastructure projects, the Strategic  
28 Port Investment Initiative within the department, the  
29 Intermodal Logistics Center Infrastructure Support



20221038er

Program, seaport security, licensed security officers at Florida seaports, seaport planning, the confidentiality of certain records held by deepwater ports, the disposition of license tax moneys, the definition of the term "governmental transportation entity," seaport contractor services, exemptions for overwater piers, docks, or similar structures in deepwater ports, port conceptual permits, the authorized use of mitigation banks, and the duties of the Department of Environmental Protection in providing environmental resource permits, respectively, to incorporate the amendment made to s. 311.09, F.S., in references thereto; providing an effective date.

Be It Enacted by the Legislature of the State of Florida:

Section 1. Subsection (1) of section 311.09, Florida Statutes, is amended, and subsection (13) is added to that section, to read:

311.09 Florida Seaport Transportation and Economic Development Council.—

(1) The Florida Seaport Transportation and Economic Development Council is created within the Department of Transportation. The council consists of the following 18 ~~17~~ members: the port director, or the port director's designee, of each of the ports of Jacksonville, Port Canaveral, Port Citrus, Fort Pierce, Palm Beach, Port Everglades, Miami, Port Manatee, St. Petersburg, Putnam County, Tampa, Port St. Joe, Panama City,

20221038er

Pensacola, Key West, and Fernandina; the secretary of the Department of Transportation or his or her designee; and the secretary of the Department of Economic Opportunity or his or her designee.

(13) Until July 1, 2024, Putnam County may apply for a grant through the Florida Seaport Transportation and Economic Development Council to perform a study examining the economic, technical, and operational viability of the establishment of a port in Putnam County. The council shall evaluate the grant application pursuant to subsections (5)-(8) and, if approved, the Department of Transportation must include the feasibility study in its budget request pursuant to subsection (9). The council shall review the study upon completion to determine if a port in Putnam County is viable. If the council does not approve the study, the membership of Putnam County on the council must terminate.

Section 2. For the purpose of incorporating the amendment made by this act to section 311.09, Florida Statutes, in references thereto, paragraph (k) of subsection (2) and subsections (5) and (6) of section 163.3178, Florida Statutes, are reenacted to read:

163.3178 Coastal management.—

(2) Each coastal management element required by s. 163.3177(6)(g) shall be based on studies, surveys, and data; be consistent with coastal resource plans prepared and adopted pursuant to general or special law; and contain:

(k) A component which includes the comprehensive master plan prepared by each deepwater port listed in s. 311.09(1), which addresses existing port facilities and any proposed

## 2023 REGULAR SESSION DATES

August 1, 2022	— Deadline for filing claim bills (Senate Rule 4.81(2))
January 27, 2023	— 5:00 p.m., deadline for submitting requests for drafts of general bills and joint resolutions, including requests for companion bills
March 3, 2023	— 5:00 p.m., deadline for approving final drafts of general bills and joint resolutions, including companion bills
March 7, 2023	— Regular Session convenes (Article III, section 3(b), State Constitution) — 12:00 noon, deadline for filing bills for introduction (Senate Rule 3.7(1))
April 22, 2023	— Motion to reconsider made and considered the same day (Senate Rule 6.4(4)) — All bills are immediately certified (Senate Rule 6.8)
April 25, 2023	— 50 <sup>th</sup> day, last day for regularly scheduled committee meetings (Senate Rule 2.9(2))
May 5, 2023	— 60 <sup>th</sup> day, last day of Regular Session (Article III, section 3(d), State Constitution)

Tab 11B

Federal

<i>07/28/22</i>	<b>FY22 Appropriations Enacted</b>	<b>FY23 BIL Funding Enacted</b>	<b>FY23 House Proposal Passed House 07/20/22</b>	<b>FY23 Senate Proposal Pending introduction</b>
<b>Total budgetary resources for USDOT</b>	\$103 billion		\$105 billion	\$106.6 billion
<b>RAISE/BUILD/TIGER Grants</b>	\$776 million	\$1.5 billion	\$778 million	\$1.09 billion
<b>Total funding</b>				
Max. grant size	\$45 million	\$25 million	\$50 million	\$45 million
Planning projects	5% set aside	5% set aside	5% set aside	5% set aside
Disadvantaged comm.	\$20 million set aside	\$15 million set aside	\$31 million set aside	\$20 million set aside
<b>INFRA Grants</b>	No additional appropriations provided	\$1.64 billion	No additional appropriations provided	No additional appropriations provided
<b>Total funding</b>	No additional appropriations provided	\$1 billion	No additional appropriations provided	No additional appropriations provided
<b>MEGA Grants</b>	No additional appropriations provided			
<b>Total funding</b>	\$625 million (of which \$120 million earmarked)	\$1 billion	\$630 million (no earmarks)	\$534.6 million (of which \$30 million earmarked)
<b>PIDP Grants</b>	\$234 million	\$450 million	\$300 million	\$234.3 million
<b>Total funding</b>				
<b>Bridge formula</b>	\$1.1 billion (distributed based on state's percentage of total deck area of bridges in poor condition)	\$5.5 billion (separate formula program distributed based on a state's share of the cost to replace all bridges in poor condition and rehabilitate bridges in fair condition)	N/A	\$1.4 billion (distributed based on state's percentage of total deck area of bridges in poor condition)
<b>Total funding</b>				
<b>Highway earmarks</b>	\$847 million	N/A	\$1.275 billion	\$628.7 million



# COMMITTEE *on* APPROPRIATIONS

## CHAIRMAN PATRICK LEAHY

**For Immediate Release:**

July 28, 2022

**Contact:**

Jay Tilton, Senate Appropriations:

(202) 224-2667

Michael Inacay, Schatz Press Office:

(202) 224-3123

### SUMMARY

#### SUBCOMMITTEE ON TRANSPORTATION, HOUSING AND URBAN DEVELOPMENT, AND RELATED AGENCIES FISCAL YEAR 2023 APPROPRIATIONS BILL

*Chairman's Mark: July 28, 2022*

**Washington, D.C.** – The fiscal year 2023 Transportation, Housing and Urban Development, and Related Agencies (THUD) Senate Appropriations bill provides \$89.048 billion in discretionary budget authority – \$8.01 billion more than the fiscal year 2022 enacted level. The bill makes key investments in transportation and housing programs that will help reduce homelessness, provide housing stability for nearly 5 million low-income households, and improve the safety and efficiency of our transportation systems. The Department of Transportation would receive \$106.6 billion in total budgetary resources, of which \$29 billion is net discretionary budget authority, which is \$2.1 billion above the fiscal year 2022 enacted level. An additional \$36.8 billion in advance appropriations was provided to the Department of Transportation by the Infrastructure Investment and Jobs Act (IIJA) for fiscal year 2023. The Department of Housing and Urban Development (HUD) would receive \$70 billion in total budgetary resources, which is \$4.3 billion above the fiscal year 2022 enacted level, and is offset by \$10.3 billion in receipts from the Federal Housing Administration and Government National Mortgage Association for a net funding level of \$59.6 billion.

**U.S. Senator Brian Schatz (D-Hawaii)**, Chair of the Senate Appropriations Transportation, Housing and Urban Development, and Related Agencies Subcommittee, said:

*“Our bill directly addresses America’s housing crisis by making the largest investment in affordable housing in a decade – funding the construction of more than 11,000 new rental units and creating a ‘Yes In My Backyard’ program to incentivize more affordable housing. It also maintains record levels of investment in Native housing, improves our public transit, airports, and roads, and supports domestic violence survivors under the Violence Against Women Act.”*

**U.S. Senator Patrick Leahy (D-Vt.),** Chair of the Senate Appropriations Committee, said:

*“This is a strong bill that makes much needed investments to help our nation’s affordable housing crisis. It will support the creation of new affordable housing, shelter hundreds of thousands of homeless Americans, and holds the potential to eliminate veteran homelessness in our country, which is a blight on our promise to serve those who have served our country. It makes critical new investments to improve our nation’s infrastructure and further implements the promises made in the bipartisan infrastructure bill enacted into law earlier this year.”*

**Key Points and Highlights:**

**Invests in Infrastructure:** The bill builds on the investments made in transportation infrastructure by the IIJA with increased investments for the following programs:

- \$1.09 billion for the multi-modal RAISE grant program, \$315 million more than fiscal year 2022;
- \$3.06 billion for the Federal Aviation Administration’s (FAA) Facilities and Equipment, \$167 million more than fiscal year 2022, to address the FAA’s backlog of facilities and towers and to modernize the air traffic control system through NextGen investments;
- \$3.867 billion for the Airport Improvement program (AIP), which includes \$517 million for supplemental AIP grants to improve the safety and capacity of our nation’s airports, including projects to reduce the impact of airport noise;
- \$3.2 billion from the general fund for the Federal Highway Administration, \$715 million more than fiscal year 2022, to support additional funding for PROTECT grants for resiliency projects, tribal high priority projects, bridge formula funding, and development of the Appalachian Development Highway System;
- \$2.6 billion for Amtrak, \$269 million more than fiscal year 2022, to support Amtrak operations across 30 train routes to over 500 destinations in 46 States;
- \$200 million for the Federal-State Partnership for State-of-Good-Repair (SOGR) to fund the replacement, rehabilitation, or repair of major infrastructure assets providing intercity passenger rail service;
- \$535 million for the Consolidated Rail Infrastructure and Safety Improvement (CRISI) program, which can be used for a broad range of safety and capital projects such as stations or platforms, rail line relocation or improvement, highway-rail grade crossing improvement projects, and planning and environmental work;
- \$2.51 billion for the Federal Transit Administration’s Capital Investment Grants program, \$262 million more than fiscal year 2022, to advance eligible capital transit projects;
- \$527 million from the general fund for Transit Infrastructure Grants (TIG), \$22.8 million more than fiscal year 2022, to advance additional investments into Bus and Buses Facilities, the Low or No Emissions Vehicle Program, Areas of Persistent Poverty, ferry programs, and research to accelerate zero emission technology; and
- \$234 million for the Port Infrastructure Development program, equal to fiscal year 2022, to provide planning and capital assistance to improve the efficient movement of commerce around our nation’s congested ports.

the United States. Under the Federal Credit Reform Act of 1990 (Public Law 101–508), appropriations to cover the estimated costs of a project must be obtained prior to the issuance of any approvals for title XI financing.

#### COMMITTEE RECOMMENDATION

The Committee provides an appropriation of \$3,000,000 for administrative expenses of the Maritime Guaranteed Loan Title XI program. This level of funding is equal to the President’s budget request and the fiscal year 2022 enacted level.

#### PORT INFRASTRUCTURE DEVELOPMENT PROGRAM

Appropriations, 2022 .....	\$234,310,000
Budget estimate, 2023 .....	230,000,000
Committee recommendation .....	234,310,000

#### PROGRAM DESCRIPTION

The Port Infrastructure Development program is authorized in section 50302 of title 46, United States Code to provide grants for the improvement of port facilities.

#### COMMITTEE RECOMMENDATION

The Committee recommendation includes \$234,310,000 for the Port Infrastructure Development program, which is equal to the enacted level and is \$4,310,000 above the budget request.

*Set Asides and Prioritization.*—The Committee directs MARAD to set aside 25 percent of the funds for small inland river and coastal ports and terminals, as required by 46 U.S.C. 54301. The recommendation directs MARAD to allow Federal cost shares above 80 percent for projects in rural areas, as permitted by 46 U.S.C. 54301.

#### ADMINISTRATIVE PROVISION—MARITIME ADMINISTRATION

Section 170 authorizes MARAD to furnish utilities and services and to make necessary repairs in connection with any lease, contract, or occupancy involving Government property under control of MARAD and allows payments received to be credited to the Treasury and to remain available until expended.

#### PIPELINE AND HAZARDOUS MATERIALS SAFETY ADMINISTRATION

The Pipeline and Hazardous Materials Safety Administration [PHMSA] was established within the Department of Transportation on November 30, 2004, pursuant to the Norman Y. Mineta Research and Special Programs Improvement Act (Public Law 108–426). PHMSA is responsible for the Department’s pipeline safety program as well as oversight of hazardous materials transportation safety operations. The agency is dedicated to safety, including the elimination of transportation-related deaths and injuries associated with hazardous materials and pipeline transportation, and to promoting transportation solutions, which enhance communities and protect the environment.





## COMMITTEE *on* APPROPRIATIONS

### CHAIRMAN PATRICK LEAHY

**For Immediate Release:**

July 28, 2022

**Contact:**

Jay Tilton [Leahy]:

(202) 224-2667

Adam Russell [Feinstein]:

(202) 224-9629

**SUMMARY**  
**ENERGY AND WATER DEVELOPMENT AND RELATED AGENCIES**  
**SUBCOMMITTEE**  
**FISCAL YEAR 2023 APPROPRIATIONS BILL**  
*Chairman's Mark: July 28, 2022*

**Washington, D.C.** –The Energy and Water Development fiscal year 2022 appropriations bill totals \$57.54 billion in new discretionary budget authority, \$4.6 billion more than fiscal year 2022. The bill provides over \$10.6 billion to improve the nation's water infrastructure, which includes funding for the Army Corps of Engineers' Civil Works program at \$8.7 billion, an increase of \$414 million over fiscal year 2022. Funding for the Corps will be used to build projects that reduce the risk of flood and storm damage, improve the efficiency of our ports, harbors, and inland waterways, and restore aquatic environments. The bill also includes \$1.949 billion for the Bureau of Reclamation, an increase of \$27 million over fiscal year 2022, to assist the Western states in maintaining water supply in rural communities and parts of the country experiencing drought conditions. Additionally, the bill provides over \$49.3 billion for the Department of Energy, an increase of \$4.5 billion over fiscal year 2022.

**U.S. Senator Dianne Feinstein (D-Calif.),** Chair of the Energy and Water Development Subcommittee, said:

*"The Energy & Water funding bill released today by the Appropriations Committee is focused on modernizing critical infrastructure throughout the nation, with a particular focus on climate change programs and California's outdated water system. The bill makes substantial investments in water infrastructure, including \$186 million to fund Western drought programs under the WIIN Act. The bill also shines a light on the need to address the climate crisis, allocating billions of dollars to key programs including a new Domestic Clean Energy Accelerator to support our domestic clean energy manufacturing base. Finally, the bill provides necessary investment in nuclear nonproliferation, including programs that secure radiological materials in the United States and abroad."*

**U.S. Senator Patrick Leahy (D-Vt.),** Chair of the Senate Appropriations Committee, **said:**

*"This bill provides critical resources to support our nation's water infrastructure, our energy sector, and bolsters clean and renewable energy technologies to help us confront the climate*

*crisis. Importantly, the bill also addresses the consequences of climate change by providing resources to address the historic and debilitating drought in the Western United States.”*

### **Key Points & Highlights** –

**Corps of Engineers:** The bill includes significant funding for the Army Corps’ Civil Works program at \$8.7 billion, \$414 million more than fiscal year 2022. For the second year in a row, the bill meets the Harbor Maintenance Trust Fund target providing \$2.318 billion to maintain and modernize our waterways. The Corps maintains our inland waterways and ports, manages a portion of our water supply, provides emission-free electricity from dams, restores aquatic ecosystems, looks after our recreational lands and waters, reduces flooding, and provides emergency response to natural disasters. The annual net economic benefit generated by the Corps’ Civil Works mission is estimated to be \$89 billion, which equates to a return of about \$12 for every dollar invested.

**Department of the Interior:** The bill provides \$1.949 billion for the Department of Interior, which is \$27 million more than fiscal year 2022. This amount includes \$21 million for the Central Utah Project and \$1.928 billion for the Bureau of Reclamation.

Funding for the Bureau of Reclamation includes \$186 million to fund Western drought programs under the WIIN Act. The Western United States is currently experiencing unprecedented drought conditions as a result of climate change. These programs fund long-term drought strategies including, water storage, water recycling and reuse, and desalination.

**Department of Energy (DOE):** The bill provides \$49.3 billion for DOE. This amount is \$4.5 billion more than the fiscal year 2022 level. These funds include:

#### Defense Production Act Domestic Clean Energy Accelerator:

The bill provides \$500 million in new funding to accelerate domestic manufacturing of five key clean energy technologies. The funding will help to ensure a resilient and sustainable domestic industrial energy supply chain base to meet the requirements of the clean energy economy as an imperative to strengthening national security, reducing emissions, and creating high quality jobs.

#### Scientific Discovery:

The bill provides \$8.1 billion, \$625 million over fiscal year 2022, for the Office of Science. The Office of Science is the largest federal sponsor of basic research in the physical sciences, and supports 22,000 researchers at 17 national laboratories and more than 300 universities. The bill continues to advance the highest priorities in materials research, high performance computing and biology to maintain U.S. scientific leadership.

#### Tribal Energy:

The bill provides \$110 million for the Indian Energy Policy and Programs, \$52 million over fiscal year 2022 levels, and updates the Tribal Loan Guarantee Program to help Tribal Nations deploy clean energy. The increased funding and new loan authority will also provide new funds to start electrifying the 30,000 tribal homes that do not have access to power.

## CORPS OF ENGINEERS—OPERATION AND MAINTENANCE—Continued

[In thousands of dollars]

Item	Budget estimate	Committee recommendation
HOP BROOK LAKE, CT .....	1,773	1,773
INSPECTION OF COMPLETED WORKS, CT .....		550 †
MANSFIELD HOLLOW LAKE, CT .....	1,876	1,876
NEW HAVEN HARBOR, CT .....		13,875 *
NORTHFIELD BROOK LAKE, CT .....	809	809
PROJECT CONDITION SURVEYS, CT .....		1,133 *
STAMFORD HURRICANE BARRIER, CT .....	639	639
STONY CREEK, CT .....		600
THOMASTON DAM, CT .....	1,054	1,054
WEST THOMPSON LAKE, CT .....	1,189	1,189
DELAWARE		
CEDAR CREEK, DE .....		1,110
INDIAN RIVER INLET & BAY, DE .....		281 *
INSPECTION OF COMPLETED WORKS, DE .....		71 †
INTRACOASTAL WATERWAY, DELAWARE RIVER TO CHESAPEAKE BAY, DE and MD .....		22,327 *
INTRACOASTAL WATERWAY, REHOBOTH BAY TO DELAWARE BAY, DE .....		7,550 *
PROJECT CONDITION SURVEYS, DE .....		225 *
WILMINGTON HARBOR, DE .....		10,537 *
DISTRICT OF COLUMBIA		
INSPECTION OF COMPLETED WORKS, DC .....		83 †
POTOMAC AND ANACOSTIA RIVERS, DC AND MD (DRIFT REMOVAL) .....		1,450 *
PROJECT CONDITION SURVEYS, DC .....		30 *
WASHINGTON HARBOR, DC .....		30 *
FLORIDA		
CANAVERAL HARBOR, FL .....		11,745 *
CENTRAL & SOUTHERN FLORIDA (C&SF), FL .....	15,696	17,388 *
INSPECTION OF COMPLETED WORKS, FL .....		1,033 †
INTRACOASTAL WATERWAY (IWW)—CALOOSAHATCHEE RIVER TO ANCLOTE RIVER, FL .....		1,660 *
INTRACOASTAL WATERWAY (IWW)—JACKSONVILLE TO MIAMI, FL .....	4,230	4,230
JACKSONVILLE HARBOR, FL .....		10,741 *
JIM WOODRUFF LOCK AND DAM, FL, AL and GA .....	7,681	7,931
MANATEE HARBOR, FL .....		4,490 *
MIAMI HARBOR, FL .....		50 *
OKEECHOBEE WATERWAY (OWW), FL .....	1,403	4,556 *
PALM BEACH HARBOR, FL .....		3,959 *
PANAMA CITY HARBOR, FL .....		1,164 *
PENSACOLA HARBOR, FL .....		1,705 *
PONCE DE LEON INLET, FL .....		2,300 *
PORT EVERGLADES HARBOR, FL .....		239 *
PROJECT CONDITION SURVEYS, FL .....		1,285 *
REMOVAL OF AQUATIC GROWTH, FL .....		3,532 *
SCHEDULING RESERVOIR OPERATIONS, FL .....		100 †
SOUTH FLORIDA ECOSYSTEM RESTORATION, FL .....	10,665	10,665
ST. LUCIE INLET, FL .....		5,750 *
TAMPA HARBOR, FL .....		11,754 *
WATER/ENVIRONMENTAL CERTIFICATION, FL .....		180 *
GEORGIA		
ALLATOONA LAKE, GA .....	8,717	8,717
APALACHICOLA, CHATTAHOOCHEE AND FLINT (ACF) RIVERS, GA, AL and FL .....	1,495	1,851
ATLANTIC INTRACOASTAL WATERWAY (AIWW), GA .....	3,777	3,777
BRUNSWICK HARBOR, GA .....		15,604 *
BUFORD DAM AND LAKE SIDNEY LANIER, GA .....	10,589	10,589
CARTERS DAM AND LAKE, GA .....	7,854	7,854
HARTWELL LAKE, GA and SC .....	12,249	12,249
INSPECTION OF COMPLETED WORKS, GA .....		202 †
J. STROM THURMOND (JST) DAM AND LAKE, GA and SC .....	11,626	11,626
PROJECT CONDITION SURVEYS, GA .....		77 *
RICHARD B. RUSSELL (RBR) DAM AND LAKE, GA and SC .....	9,618	9,618

July 28, 2022

# Chair DeFazio Applauds Senate Passage of Water Resources Development Act of 2022

**Washington, D.C.** – Today, Chair of the House Committee on Transportation and Infrastructure Peter DeFazio (D-OR) released the following statement upon the Senate passage of the Water Resources Development Act of 2022.

“I applaud the Senate for passing the Water Resources Development Act (WRDA) of 2022 today by an impressive vote of 93 to 1. This important legislation will invest in our ports, harbors, inland waterways, flood protection, and other essential water infrastructure,” Chair DeFazio said. “This legislation shares many similarities with the House-passed WRDA bill—which was approved in June on an overwhelmingly bipartisan vote—with its focus on climate, resiliency and affordability for Corps projects, as well as addressing pending Corps of Engineers’ projects and studies awaiting Congressional authorization. I thank Senate Environment and Public Works Committee Chair Tom Carper and Ranking Member Shelley Moore Capito for their leadership in moving this critical legislation and I look forward to working with them to pass the 5<sup>th</sup> biennial and bipartisan WRDA bill in a row.”

--30--

Tab 12

Partner Updates

**Mike Rubin**

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**From:** American Association of Port Authorities Events <info@aapa-ports.org>  
**Sent:** Wednesday, July 20, 2022 10:03 AM  
**To:** Mike Rubin  
**Subject:** A Message From the Chairman! AAPA 111th Annual Convention & Expo In Orlando. Register Today!



**ANNUAL CONVENTION & EXPO**  
— ORLANDO, FLORIDA • OCT 16-19 —

Having trouble viewing this email? [Click here for the online version.](#)



## **AAPA EVENTS**

### **111th Annual Convention & Expo**

October 16-19, 2022

**#AAPAResiliency2022**

### **Loews Royal Pacific Resort**

6300 Hollywood Way  
Orlando, FL 32819

\*After you register, you will receive an email with the link to book hotel room.

**Register Today!**

### **Member**

Regular Rate: \$1,600

### **Non-Member**

Regular Rate: \$2,100

### **Spouse/Guest**

\$350

## **A Message From The Chairman:**

***Mario Cordero, Executive Director, Port of Long Beach, California***

A message from Mario Cordero on why he is bringing a variety of team members to learn, meet, and grow at AAPA's Annual Convention.

**#AAPAResiliency2022**

**Reserve Your Spot!**

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## SPONSORSHIPS & EXHIBITS

Do you want to get your brand in front of port executives from around the Western Hemisphere? Learn about our high-visibility [sponsorships](#) and [exhibit opportunities](#) by contacting [Kevin Traver](#).

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## GET THE APP

### AAPA App—Stay Informed!

Use the buttons below to download.



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## THANK YOU TO OUR SPONSORS



## Explore Program Agenda

### Keynote Speakers:

- Col. Nicole Malachowski, USAF (Ret.) on Harnessing Headwinds of Change and Establishing Resiliency
- Marquee Federal Government Keynote Address
- General Session: Path Toward Resiliency—An executive-level conversation about major port infrastructure projects including ports as good stewards of federal funding.

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### Security and Technology Topics:

- Workshop: Securing Your Port and Driving Faster Access
- Digitalization Panel
- 5G at Ports Roundtable
- Product Demonstrations at the Port Tampa Bay Technology Theater

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### Expert Roundtable Discussions:

A gathering of port and maritime industry leaders and inspiring thought leaders engage in a meaningful discussion and exchange of ideas on a variety of topics including:

- Global Supply Chain
- The Future of Offshore Wind Power





GREAT LAKES  
DREDGE & DOCK  
COMPANY, LLC



PORT **CORPUS CHRISTI**



Port of  
**LONG BEACH**  
THE PORT OF CHOICE

**Jacobs**

**BURNS & MCDONNELL**



## CONTACT AAPA

If you have any questions regarding AAPA Events, contact [Maggie Soergel](#).

- Diversity Programming & Your Federal Grant Process
- Maritime Fuels of the Future and the Role of Ports

## Workshops:

- Telling Your Port's Environmental Story
- Global Supply Chain Risk Management

## Recognition Ceremonies:

Join us as we recognize the Professional Port Manager (PPM®) Class of 2022! These individuals have earned an unparalleled industry credential designed to shape the future of port leadership and enhance port management professionalism.

There will be a presentation of the annual Lighthouse Awards recognizing winners in the categories of port communications, environmental improvement, facilities engineering and information technology.

- Professional Port Manager (PPM®) Graduation Ceremony
- Lighthouse Award Winners Ceremony

## New Offerings:

- Extended Exhibit Hall Hours—even more than last year!
- Exclusive Product Demonstrations in the Port Tampa Bay Technology Theater
- First-Ever Vehicle Equipment Showcase – Test Drive Propane-Fueled Port Tractors

## Association Business Meetings:

- Annual Membership Meeting
- Legislative Policy Council Meeting
- Regional Delegation Meetings
- Professional Development Board Meeting
- Supply Chain Partner Council Meeting





# 2022 AIF Annual Conference

Disney's Coronado Springs Resort, Orlando • October 3-5

## MONDAY, OCTOBER 3



### WELCOME RECEPTION

Resort Casual

*Open to Conference Registrants and Guests*

**Time:** 5:30 pm – 6:30 pm

**Location:** Three Bridges Bar & Grill at Disney's Coronado Springs Resort

## TUESDAY, OCTOBER 4



### GENERAL SESSION

Business Casual

*Open to Conference Registrants*

**Time:** 8:00 am Breakfast Available

9:00 am General Session

11:45 am Lunch & Keynote Speaker

1:00 pm General Session

**Location:** Fiesta Ballroom 5



### COUNCIL BREAKOUT SESSIONS

*Open to Conference Registrants*

**Time:** 2:30 pm – 5:00 pm

**Location:** Fiesta Ballrooms 1–4



### CHAMPIONS FOR BUSINESS AWARDS CEREMONY & RECEPTION

*Open to Conference Registrants and Guests*

**Time:** 5:30 pm – 6:30 pm

**Location:** TBD

### CHAMPIONS FOR BUSINESS DINNER

*Chairman's Circle & Platinum Sponsors Only*

**Time:** 6:30 pm – 8:00 pm

**Location:** TBD

## WEDNESDAY, OCTOBER 5



### AIF BOARD OF DIRECTORS' MEETING

Business Casual

*For Directors Only*

**Time:** 8:00 am Breakfast Available

9:00 am Call to Order

12:00 pm Adjourn (estimate)

**Location:** Fiesta Ballrooms 1–4

Visit [AIF.com/Conference](https://www.aif.com/conference) for information and to register.



**MARK YOUR CALENDAR - NOW!**  
**44<sup>th</sup> Annual Southeast U.S./Japan Assoc. Joint Meeting:**  
**Orlando, Florida - November 16-19, 2022**



Membership in the Southeast U.S./Japan Association is open to residents of Alabama, Florida, Georgia, North Carolina, Mississippi, South Carolina, and Tennessee, and includes both private and public sector members. The Southeast U.S./Japan Association has a counterpart in Tokyo, the Japan-U.S. Southeast Association. The Japanese Association's membership includes the top managers of Japan's leading enterprises as well as high-level government officials. To fulfill the mission of both Associations, an annual Joint Meeting is held, and alternates between selected sites in Japan and the Southeast. Membership in Florida Delegation, Southeast U.S./Japan Association, Inc. is open to individuals, companies and organizations interested in the promotion of trade, investment. Florida is the host state and has selected the Rosen Shingle Creek Resort in Orlando as the official venue for this year's 44<sup>th</sup> Joint Meeting.

**PROGRAM & ACTIVITIES:**

- Overview of Current SEUS & Japan Economies
- Sessions on Trade, Investment, and Energy
- Participation of Top Japanese Business & Government Leaders and SEUS
- Invitational Golf Tournament
- Tours, Receptions, Dinners & Special Entertainment
- for Excellent Networking
- Florida Delegation Annual Meeting of Members
- Special post-conference optional sightseeing tours available to all delegates

**EARLY BIRD REGISTRATION OPENS SOON!**

First-time Florida delegates are encouraged to take advantage of our special discount program that includes a limited-time trial membership. Also, SEUS/Japan has negotiated special group hotel rates at the Rosen Shingle Creek for all registered delegates. Please return the form below to request early bird registration materials and more details, or contact us by email or visit us online. Early Bird registration will open this coming July.

- ☐ YES, I am currently a member of Florida Delegation. Please send me an early bird registration form.
- ☐ YES, I wish to register, and am a first time Florida Delegate. Please send me first-time membership promo offers and registration form.

Name _____				Company/Organization _____	
Address _____					
City _____	State _____	Zip _____			
Phone _____	FAX _____	E-Mail _____			

**Mail to: Florida Delegation, Southeast U.S./Japan Association, Inc. PO Box 226647 · Miami, FL 33222-6647**  
**Tel: (786) 235-8289 · Fax: (786) 235-8290**  
**Email: [info@fl-seusjapan.org](mailto:info@fl-seusjapan.org) or visit us online at: [www.fl-seusjapan.org](http://www.fl-seusjapan.org)**

**44th ANNUAL**



**JOINT  
MEETING**  
of the

**Southeast U.S./Japan &  
Japan-U.S. Southeast  
Associations**

**“Continued Success Through  
Partnership & Innovation for a  
Sustainable Future”**

**NOVEMBER 16-19,  
2022  
ORLANDO, FL**



**ROSEN SHINGLE CREEK RESORT**

## EXECUTIVE DIRECTOR'S MESSAGE

Dear Florida-Japan Business Leader:

I am pleased to invite you to this year's 44th Annual Joint Meeting of Southeast U.S./Japan & Japan-U.S. Southeast Associations, Florida and Governor Ron DeSantis will officially host this prestigious event in Orlando, FL this coming November 16-19 at the Rosen Shingle Creek Resort. Mr. Eric Silagy, Chairman, President and CEO of Florida Power & Light Co. will be the Conference Chair; Mr. Masaaki Tsuya, External Advisor to the Board, Bridgestone Corp., Tokyo, serve as the Japan conference co-chair.



*Dave Woodward,  
Executive Director,  
Florida Delegation,  
SEUS/Japan Assoc.*

The relationship between Japan and the Southeast United States has grown steadily since the first meeting took place between the business and government leaders of Japan and our region over 47 years ago. Since that time, more than 1,000 Japanese firms have invested in the Southeast, and in recent years Florida has ranked Japan as its largest FDI country with \$10.6 billion invested in our state with some 200 Japanese firms here, employing over 25,000 Floridians. The ties between Japan and the Southeast U.S. are stronger than ever, through over four decades of continued partnership and innovation.

This year's program will include remarks and presentations by top business and government leaders, representing the most significant aspects of the economic relationship as well as ties of tourism, education, culture and friendship between Japan and the seven Southeast U.S. member states. Additionally, the respective governors of each of the member states, and senior Japanese business and government leaders and special guest speakers will participate.

The meeting will provide exciting networking opportunities for all of the 400-500 participating delegates to renew old friendships and establish new ones, including a golf tournament, sightseeing tours, receptions, meals and entertainment. Conference participation is limited to only 70 delegates per state (except the host state) to maximize networking opportunities. This will provide an exclusive opportunity for our delegates to establish business relationships with leading Japanese corporations.

The participation of leaders like you will provide significant benefits for our state. I invite you to mark your calendar now and strongly encourage your participation. I look forward to seeing you in Orlando this November!

Sincerely,

Dave Woodward  
Executive Director  
Florida Delegation, SEUS/Japan Association



### Tentative Program Agenda - Subject to Change

*(All events at the Rosen Shingle Creek unless otherwise noted)*

#### Wed., November 16

- 2:00-6:00 Delegates Arrival & Conference Registration/Check-in
- 5:00-6:30 Special Host State Orientation Event (Japan & Florida Delegation members only)
- 7:00-9:30 Chairman's Dinner (by invitation only)

#### Thur., November 17

- 7:00-6:00 Conference Registration/Check-in
- 8:00-4:00 Choice of one of the three following Optional Sightseeing Tours  
(*Tentative - details TBC; one tour included with conference registration fee*)
  - 1: Daytona International Speedway & Toyota Pavilion - Daytona Beach
  - 2: Universal Studios - Orlando
  - 3: Kennedy Space Center - Cape Canaveral
- 4:30-6:00 Individual SEUS Member State Delegation Receptions (Meeting rooms TBA)
- 6:30-9:00 Welcome Reception and Dinner for all Japan & SEUS Delegates (Sebastian J)

#### Friday, November 18

- 7:00-8:30 Joint Networking Breakfast Buffet for all SEUS & Japan Delegates
- 9:00-2:30 Spouse Tour - Winter Park/Park Avenue area
- 9:00-10:20 Opening Ceremony with Chairmen & Delegation Leaders at venue (Sebastian K)
- 10:35-11:45 Plenary Session "Current State of the Japan and SEUS Economies": Mr. Nobuhiko Sasaki, Chairman & CEO, JETRO (*invited*) & SEUS speaker TBA
- 12:15-1:45 Luncheon Program: Keynote Speaker: His Excellency Amb. Koji Tomita (*invited*)
- 2:00-3:15 Concurrent Panel Sessions I & II: Manufacturing, Tech/Auto Sectors (EV) & Supply Chain Issues, Gateways/Ports (Sebastian L 1/2 and 3/4)
- 3:30-4:45 Concurrent Panel Sessions II & III: I. Space/Aviation & Renewable Energy (Sebastian L 1/2 and 3/4)
- 5:00-5:45 Closing Ceremony
- 6:15-9:15 Closing Reception, Gala Dinner & Entertainment Program (Sebastian J, venue hotel)

#### Saturday, November 19

- 6:30-3:30 Golf Tournament at Shingle Creek Golf Club (*Registration required & additional fee of \$195 per golfer.*)



*Florida Governor  
Ron DeSantis, Offi-  
cial Host of the 44th  
Annual SEUS/JAPAN  
Joint Meeting*

For additional information please contact us at:

Phone: (786) 235-8289 - Fax: (786) 235-8290

Email: [info@fl-seusjapan.org](mailto:info@fl-seusjapan.org) or visit us online at: [www.fl-seusjapan.org](http://www.fl-seusjapan.org)



**44th ANNUAL JOINT MEETING OF THE  
SOUTHEAST U.S./JAPAN &  
JAPAN/U.S.S.E. ASSOCIATIONS:**

**“BUILDING ON OVER FOUR DECADES  
OF SUCCESSFUL PARTNERSHIP”**

**November 16-19, 2022**

**ROSEN SHINGLE CREEK RESORT  
ORLANDO, FLORIDA**

**SPONSORSHIP INFORMATION  
PACKET**

*(Rev. June 2022)*





## **44th ANNUAL JOINT MEETING OF THE SOUTHEAST U.S./JAPAN & JAPAN/U.S. SOUTHEAST ASSOCIATIONS**

**DATES:** November 16-19, 2022

**PLACE:** Rosen Shingle Creek, Resort & Golf Club

**CONFERENCE CO-CHAIRMEN:**

Southeast U.S./Japan Association: Eric Silagy, President & CEO  
Florida Power & Light Company

Japan-U.S. Southeast Association: Masaaki Tsuya, External Advisor  
Bridgestone Corporation, Tokyo

**CONFERENCE ATTENDANCE**

The 44<sup>th</sup> Annual Joint Meeting will be the most important event in our state's efforts to promote and expand bilateral business ties between Florida and Japan in 2022 and will be officially hosted by Governor Ron DeSantis.

Florida and each SEUS/Japan member state only have the honor and privilege to host every 14 years this important event, which offers a truly unique opportunity to showcase the host state as a great place in which to invest and to do business. The Joint Meeting will allow Florida companies to make personal contact with Japan's top business decision-makers under the most favorable conditions for developing a successful business relationship.

The estimated 400-500 attendees will include CEO's and top executives from leading corporations and organizations from Japan and the seven Southeastern United States. Each of the seven Southeast delegations will be led by their respective Governor. The Japanese delegation will include some 100 top executives from such major global firms such as Bridgestone, Marubeni, Toshiba, Mitsubishi, Toyota, Sumitomo, Japan Airlines and All Nippon Air.

**WHY CO-SPONSORS ARE NEEDED**

The Annual Joint Meeting is organized and carried out by Southeast U.S. /Japan Association, a non-profit public-private partner to the State of Florida. Although organized with the cooperation and support of the Governor's Office and various state agencies, including the Florida Department of Economic Opportunity, the



Florida Department of State and Enterprise Florida, it will not be possible to finance the hosting of this important annual joint meeting solely from participation fees from the Japan and seven SEUS member state delegations and any state government contributions. Projected total cost of the event is around \$750,000-\$800,000. The difference between this total amount and the above-mentioned revenues must be obtained from private sector sources through sponsorships and in-kind contributions totaling an estimated \$600K-\$650K.

### **TYPES OF SPONSORSHIP**

A corporation, economic development agency or other organizations have an option of the following types of sponsorship:

1. Make a non-specific sponsorship contribution to the overall joint Meeting.
2. Host a specific event or conference material. Examples: Welcome and Networking Receptions, Coffee Breaks, Printed conference Program.
3. In-kind support by donating goods and services directly used for the conference program.

### **LEVELS OF GENERAL SPONSORSHIPS**

Community Partner/Small NPO	\$3,750
Bronze	\$7,500
Silver	\$15,000
Gold	\$30,000
Platinum	\$60,000
Diamond	\$75,000
Title	<i>(Already Pledged by Florida Power &amp; Light Co.)</i>

### **RECOGNITION AND PRIVILEGES**

For financial sponsorship, donors are extended recognition and privileges commensurate with the level of their sponsorship.

1. All Sponsors  
Regardless of the amount, **all sponsors** will receive the following:
  - Sponsors will be listed in the Joint Meeting program with logos.
  - During the Joint Meeting SEUS/Japan Association Chairman, Eric Silagy, President & CEO of Florida Power & Light Co., will recognize and thank all sponsors.
  - Those registered as delegates will receive additional special recognition.

## 1. Sponsor-Hosted Events

In addition to the above, sponsors hosting specific events will be recognized as follows:

- A professionally designed sign indicating the sponsorship will be displayed prominently at the specifically sponsored event.
- For a major sponsored event such as a dinner or keynote speaker luncheon, the sponsor(s) will be seated at the VIP table with the Japanese representatives of their choice.

## **JOINT MEETING EVENT SPONSOR OPPORTUNITIES**

Following are some specific Joint Meeting events and materials that are available for direct (or in-kind sponsorships) by a corporation, agency or organization:

### 1. Events

Coffee Break (Nov. 18 – AM) .....	\$2,500
Coffee Break (Nov. 18 - PM) .....	\$2,500
Florida Hospitality Suite .....	\$5,000
Joint Networking Delegates Breakfast (Nov. 18) .....	\$7,500
Florida Host State Orientation Event (Nov. 16) .....	\$15,000
Delegate & Spouse Tours.....	\$15,000
Luncheon program (Nov. 18) w/ keynote speaker.....	\$20,000
Invitational Golf Tournament.....	\$20,000
Chairman's VIP Dinner (by invitation) (Nov. 16.).....	\$25,000
Welcome Reception & Dinner (Nov. 17) .....	\$50,000
Closing Gala Dinner & Entertainment (Nov. 18) .....	\$75,000

*\*Note: For high expenses events such as the Welcome Receptions or Dinners, it is possible for two or more sponsors to share the cost.*

### 2. Conference Materials & Services

Interpretation & Translation Services.....	\$10,000
Simultaneous Interpretation Equipment Fees....	\$15,000
Transportation Services.....	\$20,000
Printing of Conference Materials/Packets.....	\$5,000
Printing of Conference Branded Note Pads.....	\$2,000
Delegate Tote Bags & Souvenir Gifts.....	\$15,000
Secretariat Offices Equipment/Supplies.....	\$5,000



## **SEUS/JAPAN 44<sup>th</sup> ANNUAL JOINT MEETING**

### **SPONSORSHIP OPPORTUNITIES OVERVIEW**

Southeast US/Japan Association is a non-profit, regional organization with extremely limited resources. Although, the joint meeting is organized in close cooperation with and support from various State agencies and Enterprise Florida, it will not be possible to fully finance the entire joint Meeting from delegation participation fees, state contributions, and member-state assessments. Projected total cost for planning, preparing for and carrying out the event and the difference between said funds and the total cost must be made up with contributions from corporate sponsors, economic development agencies and other organizations that have an interest in the success of the Joint Meeting. The cost of the Joint Meeting is estimated at least \$750-\$800K and at least \$600K-\$650K of this needs to be raised through cash and in-kind sponsorships in order to meet the financial commitments for hosting the meeting.

#### **TYPES OF SPONSORSHIPS**

A corporation or organization will have the following sponsorship opportunities:

1. Hosting a specific event or conference material; or
2. Making a non-specific financial contribution to the overall Joint Meeting
3. Hosting a Florida hospitality suite
4. In-kind contributions of goods/services directly used for the Joint Meeting.
5. In-kind contributions in support of optional tours & invitational golf tournament.

#### **LEVELS OF RECOGNITION AND PRIVILEGE**

In exchange for a financial sponsorship, contributors will be extended recognition and privileges commensurate with the amount of the sponsorship as follows:

- For Sponsors contributing \$3,750 (Small NPO/Community Partner), one complimentary registration and recognition in conference signage and printed materials.
- For Sponsors contributing \$7,500 (Bronze), two complimentary delegate registrations and an invitation for two additional non-registered sponsor representatives to attend the Welcoming Reception & Dinner only. Recognition in conference signage, printed materials and announcements.
- For Sponsors contributing \$15,000 (Silver), two complimentary delegate registrations plus an invitation for up to three additional non-registered representatives to attend the Welcoming Reception & Dinner only. Recognition in conference signage, printed materials and announcements.





- **Additional special recognitions and privileges extended for major sponsors as follows:**
  - **\$30,000 (Gold):** four complimentary delegate registrations, plus an invitation for three representatives to attend the exclusive by invitation only VIP SEUS/Japan Association Chairman's Reception to take place the evening of Thursday, November 17. (The most top-level Japanese, each state delegation leader, and VIP delegates only from Florida will attend this function).
  - **\$60,000 (Platinum):** six complimentary registrations plus an invitation to attend the exclusive by invitation only formal VIP SEUS/Japan Association Chairman's Reception to take place the evening of Thursday, November 17. (The most top-level Japanese delegates, each state delegation leader, and VIP delegates only from host state Florida will attend this). Delegates from Platinum Sponsors may also attend a special pre-conference host state event on the afternoon of Wednesday, November 16 to meet and greet less formally Japan VIP delegation members with orientation presentations and networking reception. Special recognitions throughout the conference.
  - **\$75,000 (Diamond):** eight complimentary registrations and all the above benefits plus additional recognition throughout the conference. Additional recognition in announcements throughout the conference and in printed materials signage and projected slides, etc.
  - **(Title – Already Pledged by Florida Power & Light Company):** ten complimentary registrations and all the above benefits plus special recognition throughout the conference and at the pre-conference host state event on November 16 as co-host and presenting co-sponsor. Title sponsor top executive to preside over all joint meeting functions as conference chairman and co-chair next year's joint meeting program in Tokyo. Special recognitions, introductions and dedicated chairman meeting room facilities provided for Title Sponsor.



CAUCUS: Commercial Insurance

CAUCUS: Global Trade

CAUCUS: Planning &amp; Development

CAUCUS: Transportation &amp; Logistics

Chamber Foundation

Chamber of Commerce

Economic Development

International Trade and Ports

News

Transportation Investments

# Florida Trade & Logistics 2030 Study Sets the Course for Florida's Continued Leadership in Trade, Logistics, Exported-Oriented Manufacturing Activities, and Rural Economic Growth

Florida Chamber Foundation Unveils Important Research Essential to Growing Florida's Economy to the Top 10 Globally

👤 Florida Chamber of Commerce ✉️ • April 28, 2022 🔥 204 📖 4 minutes read

As global supply chains change, Florida can be the big winner. A brand-new research report indicates Florida has the available capacity to move more goods, make more goods, and multiply these impacts throughout the economy. Globally competitive trade, logistics, and manufacturing sectors will diversify Florida's economy, bringing new jobs, income and investment into the state. Florida can propel its economy to one of the top 10 worldwide, and today, with the Florida Chamber Foundation's *Florida Trade & Logistics 2030 Study* launch, Florida continues to move the needle toward its continued economic growth.

"Purposely expanding manufacturing, logistics, trade, and rural economic growth aligns with Governor DeSantis' continued leadership in this space and will help grow Florida to the 10<sup>th</sup> largest global economy by 2030." said Florida Chamber of Commerce President & CEO Mark Wilson. "We have a generational opportunity to get this right."

Global supply chains and trade flows are transforming rapidly. The experiences of the past two years—from the global pandemic to extreme weather events to



geopolitical instability in multiple locations—highlighted the vulnerabilities in the global supply chain and the importance of maintaining strong manufacturing and logistics sectors to support Florida consumers and businesses while driving economic growth.

“Many of Florida’s peer states are focusing on these opportunities, but the competition in these sectors increasingly is global,” said *Florida Trade & Logistics 2030 Study* Project Chair Doug Davidson, Market Executive with Bank of America.

Trade, logistics and manufacturing are essential elements of Florida’s economy and offer opportunities for every region of Florida, including rural and inland regions poised for economic revitalization. In 2020, they accounted for more than 1 million jobs statewide—the fourth highest total in the country. As Florida looks to 2030, the state has a wide array of opportunities to build on the strengths of these sectors and address the challenges they face. *Florida Trade & Logistics 2030* presents a series of strategies and recommendations to position these sectors for success and to achieve the ambitious—but attainable—goal of making Florida a top 10 global economy. Some key strategies and recommendations include:

- Reaffirm the statewide priority for trade, logistics and manufacturing
- Establish a statewide, focused manufacturing initiative
- Close essential workforce gaps and strengthen the talent pipeline
- Continue to strengthen trade gateways and corridors
- Establish a comprehensive site development program with emphasis on rural areas
- Continue redesigning Florida’s economic development toolkit
- Strategically leverage rural economic development to double the percentage of GDP from rural Florida

“The trade and logistics industry is quickly evolving, and the strength and well-being of Florida’s manufacturing economy is inextricably connected to its success,” said FloridaMakes CEO Kevin Carr.

Tab 13

Other Issues

Tab 14

Adjournment