

PORTS

Florida Seaport Transportation and Economic Development Council

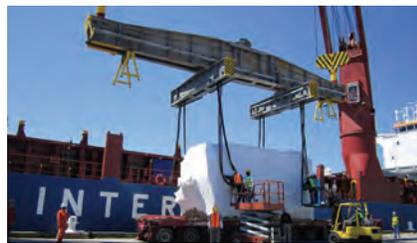
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THE FIVE-YEAR FLORIDA SEAPORT MISSION PLAN



PORT CANAVERAL PORT CITRUS PORT OF FERNANDINA PORT OF FORT PIERCE JAXPORT PORT OF KEY WEST PORT MANATEE PORT MIAMI
PORT OF PALM BEACH PORT PANAMA CITY PORT OF PENSACOLA PORT OF PORT ST. JOE PORT OF ST. PETERSBURG PORT TAMPA BAY PORT EVERGLADES



2014

FLORIDA
PORTS
COUNCIL

2018





Florida Department of Transportation

RICK SCOTT
GOVERNOR

605 Suwannee Street
Tallahassee, FL 32399-0450

ANANTH PRASAD, P.E.
SECRETARY

May 2014

As Secretary of the Florida Department of Transportation (FDOT), I am committed to establishing Florida as the best state in the nation for freight infrastructure and to strengthening our position as a global hub for commerce.

Florida seaports are critical engines for our state's economy, which is why Governor Scott has made them a top investment priority for our department. In the last three years, the state of Florida invested \$688 million in our ports to make our freight infrastructure the best in the nation. In working with the Florida Ports Council and all of our state's ports, we have been able to identify strategic port investments that will move Florida's economy in the right direction; creating more jobs and opportunities for Florida. Florida's 15 seaports currently support 680,000 jobs and continue to be a key driver of our economy.

Florida will soon be the 3rd largest state in the nation and with this growth in population; we must be focused on how to efficiently move freight and passengers to their destinations. Our seaports are the gateway for those goods and the leaders of the cruise industry. FDOT is developing the *Florida Freight Trade and Mobility Plan* with input from businesses and transportation leaders, with the goal of making sure Florida is doing everything it can to improve connections and access, while reducing impediments.

The *2014-2018 Five-Year Seaport Mission Plan* provides a great look at where seaports are investing to improve Florida's ability to attract new business and move freight more efficiently, while providing a look back at their continuing growth in both cargo and cruise. We are proud to see that both areas are growing stronger and finding new opportunities to better service businesses around the globe.

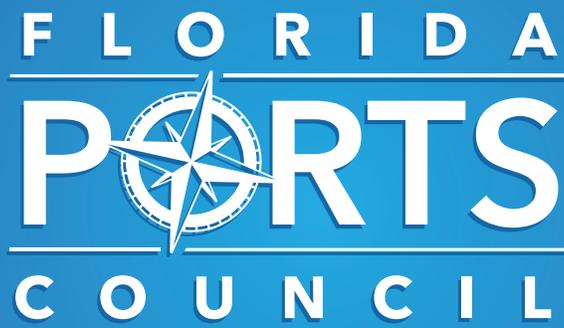
I look forward to continuing to work with Florida's ports to expand the state's international trade and create jobs for Florida families.

Sincerely,

A handwritten signature in blue ink that reads "Ananth Prasad". The signature is fluid and cursive, written over a light blue background.

Ananth Prasad, P.E.
Secretary





OUR MISSION

Ports work to enhance the economic vitality and quality of life in the state of Florida by fostering the growth of domestic and international waterborne commerce.

Charged with facilitating the implementation of seaport capital improvement projects, the Florida Seaport Transportation and Economic Development Council (FSTED) consists of the port directors of the 15 publicly-owned seaports and a representative from both the Department of Transportation and the Department of Economic Opportunity. The Florida Ports Council administers the FSTED program and staffs the Council.

OUR MANDATE

Florida's deepwater seaports, as mandated by Chapter 163, Florida Statutes, prepare master plans to guide their development and expansion. Regularly updated plans, consistent with the comprehensive plans of the seaports' respective local governments, establish goals and objectives, address forecasted needs, and identify five-year capital seaport improvement programs to implement.

OUR GOALS

Develop world-class cargo and cruise facilities to enhance Florida's global competitiveness.

Build system-wide, seamless intermodal facilities to move port goods and passengers efficiently and cost effectively.

Capitalize on increased north-south trade and the Panama Canal expansion to capture more direct all-water service and feeder calls.

Strengthen and diversify strategic seaport funding to ensure vital and timely improvements.

Advocate continued statewide economic development that includes investment in major economic engines – Florida's seaports.

Support security measures that balance compliance with an efficient flow of seaport commerce.

2014 FLORIDA SEAPORTS AT A GLANCE

- Moved 105.1 million total tons of cargo (4.4 percent increase).
- Handled 3.2 million TEUs (3.9 percent increase).
- Served 14.1 million cruise passengers (0.8 percent increase).
- Programmed \$4 billion in improvements over the next five years to accommodate growing business and capture new opportunities.

FLORIDA INTERNATIONAL TRADE VALUE

- Florida ranked seventh nationally for trade exports and ninth for imports.
- After a record 2012, 2013 waterborne trade again increased by 0.3 percent to \$85.9 billion, but total trade fell 0.6 percent to \$160.5 billion.
- Waterborne trade comprises 53.5 percent of the state's total trade, by value.
- While the state's total trade carries a surplus, its waterborne import-export ratio shifted this year and is now 49.5/50.5 percent.
- Waterborne imports moved through Florida's seaports grew by 2.5 percent in 2013, and exports fell by 1.8 percent.
- At \$46.7 billion, containerized cargo represented 54.4 percent of the waterborne cargo value, 1.6 percent higher than in 2012.
- 11 commodities contributed more than \$1 billion in import values, and 19 export commodities contributed more than \$1 billion. *Vehicles, except Railway or Tramway, and Parts* are the top waterborne import AND export commodity.

DIVERSITY OF TRADING REGIONS

- Florida trades with more than 200 countries globally.
- South and Central America and the Caribbean accounted for 56.6 percent of the state's waterborne trade in 2013.
- The top three trading regions are South and Central America and the Caribbean, Asia, and Europe; together they account for 94.8 percent of all trade through the state's seaports; the top two regions were the same for imports and for exports.
- Florida seaports recorded a large trade surplus with trading partners to the south in 2013, exporting \$11.1 billion more than it imported from the region.
- Florida handles 28.4 percent of total U.S. trade with Latin America and the Caribbean.
- Florida's waterborne trade deficit with Asia narrowed by \$0.6 billion in 2013.
- Japan remains the leading waterborne import trade partner, Brazil the top export partner, and China leads for two-way trade.

PORTS ARE CONDUITS AND CATALYSTS

- Seaports are fundamental to positioning Florida as one of the nation's leading states for global trade, expanding imports and exports, creating new trade and logistics jobs, and expanding the value-added services that support global businesses.
- All 15 seaports have a role to play in transforming the state's economy; they are repositioning themselves from handling trade to driving trade and aligning themselves around Florida's global vision. Supporting and leading export promotion efforts.
- Upgrading facilities to best-in-class.
- Partnering for marketing assistance and investments to expand the number of direct global connections and optimize supply chains.
- Helping improve the strategic presence of Florida at a national level to help shape federal decisions on trade and ports.

GLOBAL TRENDS PROVIDING UNPRECEDENTED OPPORTUNITY

- Growing global trade – trade growth is outpacing world economic growth.
- Prevailing demand economics – information is accelerating demand, soft infrastructure is determining routing, fast freight is de rigueur, perishable markets are strengthening.
- Shifting production/sourcing – shifts are altering trade routing, sourcing is booming in Indian Sub-continent, near-sourcing is a new reality, short-sea opportunities are growing, and select commodities (such as natural gas) offer great potential.
- Shifting consumption – for the future, Florida can tap largely untouched markets (such as Asian exports and Cuba), and emerging markets (Latin American and the Caribbean markets are growing rapidly).
- Population shifts – U.S. population growth is in the Southeast, and increasingly urbanized, providing Florida with a fast-growing consumer market.
- Ocean carriers seek economies of scale – vessel growth is continuing, and larger vessels make fewer port calls; the Panama Canal expansion will affect Florida supply chains.
- Greater global investment in transportation infrastructure – investment around the globe, especially in Latin and Caribbean hubs, is ramping up competition; with lagging federal commitment there is a compelling case for greater private investment in port facilities.
- Additional free trade agreements – fewer trade barriers accelerate trade.

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CHAPTER I

FLORIDA SEAPORTS: POWERFUL ASSETS

Economic Snapshot

680,000 jobs

\$26.1 billion in personal income

\$96.6 billion in direct business revenue

\$2.5 billion in port-sector local purchases

\$2.4 billion in local and state taxes



SEAPORT COMMITMENT

Most days of the year, Florida's 15 seaports enjoy world-renowned weather and atmosphere. The beauty admired by millions of workers, visitors and neighbors, accompanies the integrity and solid commitment of some of the state's hardest working assets.

Ports use their towering cranes and mammoth yards and great, long berths to attract freight and passengers from around the world, then safely and quickly move them along to final destinations. They serve the state's residents, consumers and industry quickly, efficiently and with a level of commitment that reflects their passion for powering up the state's economy.

Florida's ports create good jobs with solid incomes and generate consumer spending. Their cargo and cruise activities support close to 700,000 jobs throughout the state. They contribute almost \$100 billion of output to the state's economy, equivalent to about 12 percent of Florida's Gross Domestic Product. They generate more than \$2.4 billion in taxes.



CONNECTIVITY

In an increasingly interconnected world, a seaport's success in linking businesses with distant materials and markets, and consumers with their essentials and their amusements, cultivates new demand for goods and services, generates new trading opportunities, and grows Florida's manufacturing industry and other businesses.

Keeping pace of rapid changes throughout the entire global logistics industry is enabling Florida seaports to attract and present new services and markets to Floridians, and to serve out-of state needs as well. Connectivity is the key to it all. Ports are simply a single link in a long global supply chain. Yet, they understand the gravity of the current cycle of supply-chain change and are addressing it with acumen and innovation, building on their current and planned resources to ensure long-term success.

The fact that the success is increasingly linked to capable, smooth supply-chain connections is turning seaport focus outward – to their channels to ensure depth for upsized carriers, to roadways and truck infrastructure to ensure quick access and egress, and to railroads and intermodal cargo transfer facilities (ICTFs) to ensure seamless links with more distant markets.

Recognizing the vital value of their 'soft' infrastructure partners, including government inspectors, security, and regulatory agencies, among others, ports are reaching out to facilitate freight and passenger transitions through bottlenecks in 'soft' infrastructure and in connecting with other modes as well. And taking a cue from carriers, they are alert to the value of capturing opportunities to achieve economies of scale, especially those that will help move cargo to market and passengers to destinations more affordably and safely.



CARVING OUT NICHEs

Building scale comes easier when markets are growing. As Florida nears the inevitable, becoming the third most populous state in the nation, its ports will benefit from quickly increasing consumption volumes, proliferating distribution centers, and the development, by many small to mid-sized Florida businesses, of the critical mass in production that enables entry into international markets.

Florida's working ports are fast, flexible, innovative, and – blessed by good geography – close to important markets. To better carve out their individual niches, they are focused on long-term planning and ongoing infrastructure enhancements, and have set out \$4 billion over the next five years in on-port developments and modal connectivity upgrades appropriate for their particular specialties.

They are honing their service offerings and marketing programs, intent upon bringing new cargo to the state. They will tap into brand new commodities, new cargo flows to established markets, freight from emerging markets, and Florida origin/destination cargo that should be moving over state seaports, but has been siphoned off by out-of-state ports for years.

Not every port will tackle every new opportunity. Each port plays a unique role. Some will remain smaller and others will get larger. Some have solid advantages for cruise business and others for freight. Some handle a few types of commodities, while others are more diversified. Florida and the nation are greatly benefited by all of these unique ports.



SETTING THE PACE FOR CRUISING

Welcoming more than 14 million passengers in 2013, Florida's seaports are the world's busiest. They set the pace for productivity and efficiency, infrastructure with advanced equipment, aesthetics, accessibility, and services. The cruise industry generates billions in spending throughout the state with as much as one-third of the industry's total spending in the U.S. It provides upwards of 131,000 port-sector jobs and pays \$5.9 billion in wages. Florida's top three cruise ports lead the entire globe in passenger counts.

Building on an established dominance in the industry is not easy, but Florida has done just that with a fourth straight year of growth in passenger throughput. As competition ratchets up, Florida seaports are keen to lock in lines with infrastructure investments and earn additional calls by employing passenger processing and service enhancements and innovations. They are also committed to working with a broad range of partners, from tourist development offices to itinerary partners, and continually elevate their offerings to best accommodate every element of the industry, even the newest of the cruise mega-ships.



CEMENTING COLLECTIVE CAPABILITIES

While Florida's ports fine-tune their business models to be best-in-class, a healthy level of competition among ports keeps them on their toes. The intra-state rivalries that create redundant facilities elsewhere in the nation have been replaced in Florida by a joint 'made for trade' attitude that is capitalizing on the invaluable mosaic of ports already in place. Florida's ports are cementing their collective capabilities with a variety of innovative tools, with a goal set on taking advantage of strengths and opportunities and eliminating constraints to building maritime and port business.

They have hired the well-respected firm of Martin Associates to help document a path toward reaching those goals. Due out in early Summer 2014, Martin's report will examine the unique strengths of Florida's maritime and port-based industries, identifying the commodities and lines of business in which the ports already excel, and providing a framework for further developing strengths and extracting even greater economic benefits for the state. Recognizing that the business of moving freight is always about the bottom line, the report will provide guidance on modifying the regulations and similar impediments that stifle trade and transportation, and hike costs causing cargo to detour through other states. Addressing some select emerging opportunities, one intention is to highlight ways to streamline throughput of high-value, high-maintenance, job-generating perishables; and it will recommend future policy and changes in

regulatory provisions that inhibit the ability of Florida ports to compete as transshipment hubs for all-water transit.

The report will examine end-to-end logistics costs for the movement of selected commodities and trades through Florida seaports. The global supply-chain cost structures that used to be quite stable over months, and even years, are now subject to lightning-fast corrections. Ports armed with current and thorough through-cost data will be better able to capture the movement of Florida-made and consumed products, and to re-route certain established trade flows not now handled by the state's ports.

The Martin report will also match up site selection efforts for future logistics centers within the state with potential port partners to enhance the competitive position of the Florida ports for specific trade flows not now handled at Florida ports. By focusing on the identification of the specific flows moving to and from the Southeastern U.S. consumption and production points, and the ability for Florida ports to demonstrate a competitive advantage to the ocean carriers and beneficial cargo owners (BCOs), ports will be equipped with a solid business case to attract freight through Florida's gateways to serve these points.





THE RISE OF INTERMODAL LOGISTIC CENTERS (ILCs)

The state's growing population, which is nearing 20 million residents and 100 million visitors each year, and growing consumption, is dictating the need for additional distribution center and intermodal logistic center capacity. Sites with large footprints for expansive warehousing and modal interchanges are being developed across Florida where square footage is less expensive. Served by efficient road and rail links, these centers will emerge to serve Asian headhaul cargo, and once established, will bolster export backhaul moves.



REMARKABLE STATE AND LOCAL SUPPORT

The state of Florida is ready for trade growth. It is creating a model statewide freight mobility and trade plan, and initiating innovative programs for export development that, hand-in-hand with a strengthening global economy, are set to increase trade and create new jobs. The state is on a direct path to becoming a global hub for trade, logistics and export-oriented manufacturing activities, and it has recognized the critical role ports must play in reaching that goal with record investment – more than \$280 million allocated for ports in FY 2013/2014, representing more than a quarter of seaport capital project spending in the current year.

A thorough understanding of the irreplaceable role of seaports in the global trade quest powers the state's efforts to make such a remarkable commitment and collaborate to capture international trade and improve freight mobility.

The FY 2013/2014 state budget included investments in strategic waterfront and adjacent freight infrastructure improvements for seaports that will do much more than attract cargo and passengers; it will draw distribution centers and their incumbent jobs and spending, and will help build up the manufacturing base that is so critical to Florida's job creation efforts.



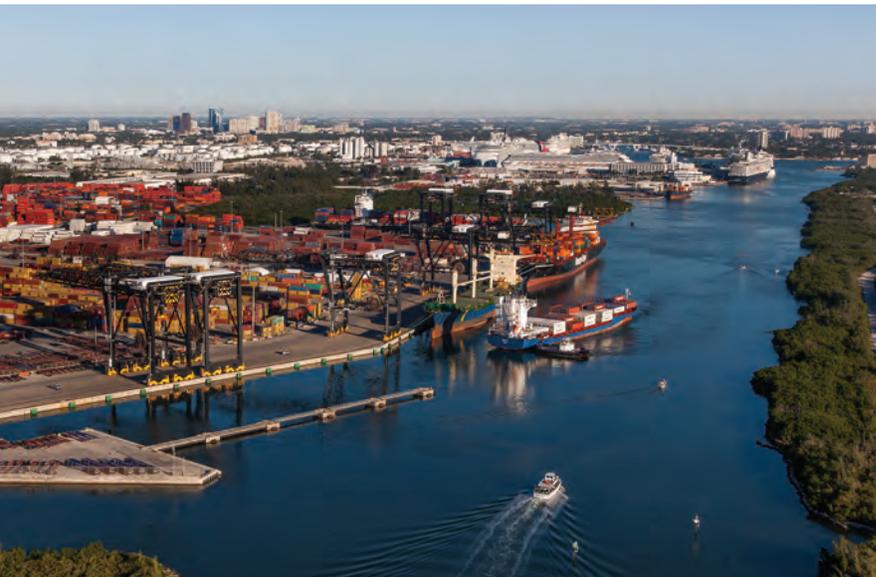
INCONSISTENT FEDERAL ENGAGEMENT

Between aging transportation infrastructure, a lack of planning for capacity growth or national freight mobility, and competition on foreign soil, the U.S. is going to face more supply-chain challenges in the coming decade than ever before.



To achieve a level of economic transformation that will truly boost Florida's recovering economy, and the nation's, the federal government will have to become more engaged. Ports need reliable sources of funding for federally related port responsibilities, such as dredging, and reasonable approval processes. They need investments in port waterways and inland transportation systems that capture the global opportunities presented by sourcing and consumptions shifts in world markets today.

Ports garner optimal economic benefits, but they often need more financial help than the state can provide. Their funding sources have limits, despite tremendous recent gains in attracting private-public investment. There must be regular and reliable support from federal agencies for waterways and channel maintenance as well as deepening. Investments are essential to prevent infrastructure obsolescence and ensure facilities are available to meet national goals for exports, safety, security, and other priorities.



Deepening waterways must become a federal priority. Many Florida ports have identified opportunities that will soon be lost with sluggish federal approval and appropriation processes. Sourcing funds for federal responsibilities locally is becoming a reality.

The seaport sector's economic contribution to Florida is critically dependent upon the completion of several navigational projects within the state, currently awaiting federal action. The growth in the world shipping fleet – especially container vessels – continues, and about half of container vessels on order exceed 8,000-TEU capacity (versus less than ten percent of today's fleet); the modern size requires a 47 to 50-foot-deep channel. Consequently, many of Florida's ports are working at becoming deeper. PortMiami will be dredged to 50 feet within another year or so, elevating it to a potential hub port for mainline deployments. Other Florida ports, including Canaveral, Everglades, and Jacksonville, are planning depths ranging up to 50 feet. Economies of scale using larger ships are realized only on longer routes with fewer port calls, so ports must be deepened if they want to serve as 'first inbound-port' calls for Asian all-water services and/or last outbound ports to help support Florida's growing manufacturing base..

With more efficient federal project approval and funding processes, and the allocation of funds already collected for harbor maintenance through the Harbor Maintenance Tax to their proper usage, more Florida ports will be able to compete for the much sought-after general cargo associated with deep-draft vessels. This will help keep port-related and distribution center jobs and spending in Florida, instead of along the supply chains of out-of-state or out-of-country ports.

Federal policies that lead to strong, sustainable and balanced economic growth are an important goal, but much more is needed.

President Obama's National Export Initiative's goal of doubling exports in the five-year period ending 2015 will not be met, although there have been some improvements in trade promotion and financing, reductions to some trade barriers, and several free trade agreements have gone into effect. There has been slow demand from export trading partners in the last two years, however, export growth is forecasted to overtake import growth by the end of this year.

Success at the state level in eliminating duplicative or outdated bureaucratic regulations such as those recently revised by the state Department of Environmental Protection, can serve as a springboard to counter increasing regulations at the federal level as well.

The Water Resources Reform and Development Act (WRRDA), currently awaiting the President's signature, which includes Harbor Maintenance Tax trust fund reform and processes to facilitate dredging project authorization and streamlining, provides a better path for deepening projects. Any opportunity to improve Florida port navigation will reduce costs and delays for freight, help to attract new business and boost the state's economy.

Federal TIGER grants have been helpful, and there is hope for a nationally coordinated freight mobility plan that prioritizes the country's multimodal, intrastate connectivity projects, however, in general there are several shortcomings in national support for ports, as exemplified by the lack of waterway investment.



CULTIVATING MARKETS

It has never been more difficult to assess the sweet spots for seaport business development because there have never been so many simultaneous shifts in global sourcing, transportation and economics. At the same time, the shrinking globe is ready to reward seaports who best understand through-costs of trade flows; a port that builds and markets the right trade and transportation infrastructure for its given location will thrive.

Working together, Florida's ports are discovering ways to make what they already do well even better. They are identifying their best bets for the future, once the rapid-fire global trade and transportation changes of today are marshaled and regulatory hindrances are modified. With good information in hand, they can work with their supply chain partners, investors and regulatory authorities to determine the optimal mix of facilities and services to offer, then target market in a cost-effective way. When Florida's seaports travel the globe, they want to spend their time wisely, presenting incomparable benefits to those who control vessel and cargo routing. Florida's ports know they are only a part, albeit an integral one, of global supply chains, and are working diligently to attract the types of cargo and business that will tangibly and permanently transform Florida's economy and global reach.

CHAPTER II

SEAPORTS INVEST IN FLORIDA'S FUTURE

There has never been a better time to invest in Florida's seaports. A chance to ignite the state's economy by creating high paying jobs, generating multi-million dollar spending, and enriching productivity does not come along often.

Seizing a once-in-a-lifetime opportunity takes some capital outlay, but the rewards are immeasurable. Port investment isn't really about now; it is about building the infrastructure foundation upon which an entire generation of Floridians will enjoy greater prosperity. It provides countless advantages for residents and businesses in a port region, and throughout the state, and will do so for decades.

Florida seaports optimize their facilities to maximize their usefulness to the communities within which they operate. They serve as important stewards of valuable coastal resources. They connect the state with domestic and global trade. They link travelers with vacation opportunities. They provide a waterfront nexus to serve a range of recreational and other mixed-use purposes. And in doing all that, they will bring incomparable economic benefits to Floridians now and into the future.

In recent years the state of Florida has provided record-breaking financial support to ports to jumpstart essential capital improvements. As a result, much work is under way, particularly in the current fiscal year.





THE INVESTMENT STRATEGY

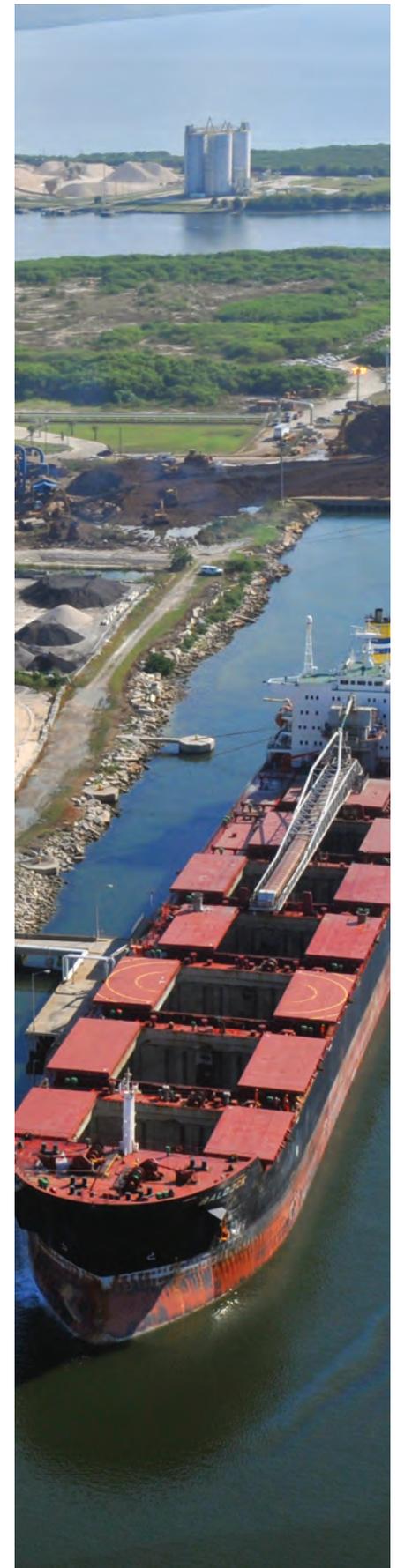
The definition of 'strategic' seaport investment has evolved and broadened in the last decade. Ports no longer focus entirely on their waterways, docks and terminals. Easier access to information on the true costs of moving goods from origin to destination has highlighted intermodal connectivity opportunities and bottlenecks, and seaports are now able to better concentrate their resources on the infrastructure that makes the greatest difference – whether that infrastructure is marine related or not.

Investments by seaports in pivotal projects that support entire transportation corridors and integrated supply chains complement state, local and private sector initiatives. They optimize benefits to the state economy.

The state's ports have a variety of funding sources available to build these capital projects. They typically rely on a combination of revenue bonds, state grants, local and private sector

investments, and local use fees. Although at an all-time high, the level of investment in Florida's ports has never come close to the level of benefits that accrue, such as the 680,000 jobs and \$96.6 billion in direct business revenue generated annually.

In addition to helping ports grow and attract new business with optimal facilities and statewide transportation connectivity, public funds are used to help address environmental and traffic congestion issues that are concomitant with port success. Innovative public and private strategic investment helps get more local and statewide value out of ports.





BUILDING BETTER TO SERVE INTERNAL AND EXTERNAL MARKETS

Seaports traditionally serve three main tiers of customers: tenants to whom cruise and cargo facilities are leased, carriers that use port facilities, and beneficial cargo owners and passengers that fill the vessels. In the past, port investments addressed the needs of the tenants, carriers, shippers and passengers, for deeper channels, more and longer berths, new yards and buildings, and handling equipment.

That is changing. Not all of the port investments of today take place on the water, or on or near the waterfront, and not all serve freight and passenger movements directly, although the vast majority does.

Investments in projects to improve road access, reduce particulate emissions, decrease neighborhood traffic, enhance rail crossing safety, and expedite intermodal transfers are growing rapidly. There are also certain port obligations (related to, for example, aesthetics, coastal environmental improvements and mitigation, and recreational boating safety) that are outside the scope of normal port operations.

Florida's ports balance all of these needs and more. With long-term vision crystallized in their state mandated master plans, they are investing in capital projects that increase capacity, improve efficiencies, and accelerate growth within their facilities and throughout the state.

Florida is an acknowledged leader in seaport development and preparedness for global opportunities. The state's 15 established and emerging strategic seaports are vital hubs for moving domestic and international cargo, and key gateways for 14 million cruise passengers. Skillful planning for future seaport improvements is under way and critical to Florida's economic future. The common thread running through the seaports' individual master plans and their collective strategic vision of job creation through economic development is the need for an adequate and reliable revenue stream to finance the capital improvements essential to sustaining and advancing Florida's position in the global economy as well as better serving the state's own consumers. Fortunately, state foresight has been critical in making up for federal inertia.

Experts agree that, across the U.S., the federal funding for seaport system-preservation and new infrastructure projects needs to be realigned, or risk safety and trade dominance in the global marketplace. Leading economist Martin Associates has calculated that \$64 billion in investment is needed over the next five years in the U.S. There have been some recent developments that might signal slow but eventual federal progress, including specific federal appropriations for transportation projects, and an increased prominence for ports in certain national dialogues, but these have been gained only via unprecedented, coordinated pressure from ports across the nation. Regardless of the future level of federal investment in Florida's seaports, state investment will continue to be critical, and greater private investment will become increasingly essential.



SEAPORTS ON-PORT CAPITAL IMPROVEMENT NEEDS

Florida's seaports have identified \$4 billion in capital improvements needed over the next five-year planning period. This is the largest collective improvement plan, in dollars, in the history of Florida's ports, occurring at a time of unprecedented opportunity and record-setting global trade growth. More than a billion dollars of that investment are planned in FY 2013/2014 – a new single-year record for state seaport projects. This investment by Florida's stakeholders, state, local and private, underlines Florida's commitment to our future as a global hub and will result in significant jobs and revenue.

Exhibit 1 shows the details of the collective \$4 billion five-year capital improvement program (CIP) for FY 2013/2014 through FY 2017/2018. This five-year program is 24.9 percent higher than the previous program in FY 2012/2013 through FY 2016/2017.

Exhibit 1: Collective Florida Seaport Five-Year Capital Improvement Program (By Year) FY 2013/2014 to FY 2017/2018

Port	FY 2013/2014	FY 2014/2015	FY 2015/2016	FY 2016/2017	FY 2017/2018	Total Five-Year CIP
Canaveral	\$198,570,000	\$107,985,000	\$111,852,000	\$91,473,000	\$68,164,000	\$578,044,000
Citrus	\$275,000	\$0	\$0	\$0	\$0	\$275,000
Everglades	\$82,979,000	\$143,758,000	\$181,795,000	\$121,320,000	\$59,485,000	\$589,337,000
Fernandina	\$900,000	\$5,725,000	\$6,275,000	\$17,510,000	\$5,110,000	\$35,520,000
Fort Pierce	\$0	\$2,000,000	\$0	\$0	\$0	\$2,000,000
Jacksonville	\$121,790,000	\$111,997,000	\$420,984,000	\$382,384,000	\$463,568,000	\$1,500,723,000
Key West	\$0	\$0	\$0	\$0	\$0	\$0
Manatee	\$24,671,000	\$12,805,000	\$3,725,000	\$2,100,000	\$3,961,000	\$47,262,000
Miami	\$431,368,000	\$146,732,000	\$72,106,000	\$57,600,000	\$20,000,000	\$727,806,000
Palm Beach	\$24,391,000	\$1,075,000	\$7,000,000	\$9,700,000	\$6,200,000	\$48,366,000
Panama City	\$10,600,000	\$13,200,000	\$9,850,000	\$10,750,000	\$7,300,000	\$51,700,000
Pensacola	\$2,600,000	\$2,000,000	\$10,000,000	\$10,000,000	\$4,000,000	\$28,600,000
Port St. Joe	\$0	\$0	\$0	\$0	\$0	\$0
St. Petersburg	\$101,000	\$101,000	\$101,000	\$101,000	\$101,000	\$505,000
Tampa	\$103,690,000	\$112,790,000	\$63,490,000	\$60,990,000	\$55,990,000	\$396,950,000
TOTAL	\$1,001,935,000	\$660,168,000	\$887,178,000	\$763,928,000	\$693,879,000	\$4,007,088,000

Data Source: Individual seaport CIPs (as of December 13, 2013)

Note: Funds for some projects may not yet be appropriated

Exhibit 2: Major Capital Projects by Port FY 2013/2014 through FY 2017/2018

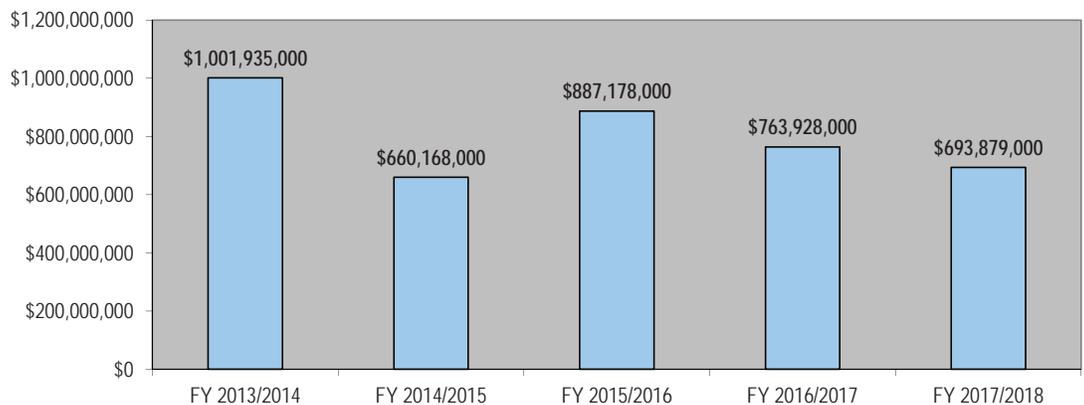
Port	Project Name	Objective
Canaveral	Channel Widening/Deepening Project	46' depth to increase capacity and safety for cruise and cargo
	New Cargo Berth Construction	Provide flexible facilities as part of multi-phased approach
	Cruise Terminals 1 and 3	Better accommodate growing cruise industry
	Rail Connectivity	Build marketability for port cargo and spaceport commerce
Everglades	Southport Turning Notch Extension	Allow larger vessels and up to five new berths
	ACOE Deepening/Widening Program	Accommodate post-Panamax vessels and provide for transit safety
	Intermodal Container Transfer Facility	Improve connectivity and expand hinterland while reducing emissions and road congestion
	Slip 2 Extension/Cruise Terminal 4 Expansion	Modernization of terminal and berth extension for largest cruise vessels
	Super Post-Panamax Cranes/Crane Rails	Serve post-Panamax container vessels
Fernandina	New Bulk and General Cargo Berth	Increase berth capacity for current and new users
	Expanded On and Off-Port Warehousing	Capture more linerboard exports, lumber imports and discretionary cargo
Jacksonville	Mile Point Improvement	Better accommodate deeper draft vessels
	Harbor Deepening	Better accommodate deeper draft vessels
	Blount Island & Talleyrand MT Wharf Rehab	Rehabilitate aging infrastructure and prepare for growth
	Dames Point ICTF	Enhance container competitiveness
Manatee	Rehabilitation and Reconstruction of Berths	Upgrade and extend useful life
	Intermodal Cargo Storage Facilities	Efficiently accommodate new and existing cargo
	Cold Storage Warehouse	Allow tenant expansion and space for additional tenants
Miami	Port Tunnel	Expedite port traffic and reduce downtown traffic
	Deep Dredge	Accommodate post-Panamax vessels bringing growing trade volumes
	Restoration of On-Port Rail	Serve a greater swath of U.S. consumers and business
	Port-wide Infrastructure and Cranes	Better accommodate growth
	Cruise Facilities	Better accommodate growing cruise industry
Palm Beach	Intermodal Cruise Terminal Transfer Facility	Attract additional cruise ships
	Waterside Cargo Terminal Redevelopment	Redevelopment of waterside cargo staging area
	Inlet and Channel Dredging	Enhance vessel maneuverability and port competitiveness
	On-Port Intermodal Rail Facility Expansion	Increased on-port rail capacity to support new business
Panama City	Container Yard Expansion	Double container capacity - added cranes, equipment
	Intermodal Distribution Center	Support growing import and export trade with Mexico
Pensacola	Warehouse 9 Improvements	Diversify use
	Berth 6 Rehabilitation	Extend life of facility
Tampa	Hookers Point Developments	Serve regional growth needs and increase container business
	Port Redwing Development	Provide added capacity for bulk and intermodal transportation
	Eastport Improvements	Accommodate deeper draft bulk and general cargo vessels
	Navigational Improvements	Better accommodate vessels and attract deeper draft vessels
Note: At this time no major projects confirmed for Citrus, Fort Pierce, Port St. Joe, St. Petersburg		
*Some project costs are rounded and some projects will not be completed in the five-year period ending 2017/2018 -- total project cost may include expenditures prior to or following this period		

Exhibits 3,4 and 5 illustrate how the capital improvements are broken down by year, by port, and by project category. To a great extent, the surge in FY 2013/2014 expenditures reflects Florida's recent record investment; the \$287 million allocated by the state for ports in FY 2013/2014 represents more than a quarter of seaport project spending in the current year.

The state's five largest tonnage seaports account for 94.7 percent of the capital spending. Jacksonville, Miami, Everglades, Canaveral and Tampa have the largest capital programs; however those investments are not directly proportional to the volume of business. Certain types of businesses require substantially greater investment. To deepen waterways to best serve global container carriers and cruise ships, for example, exponentially increases capital budgets.

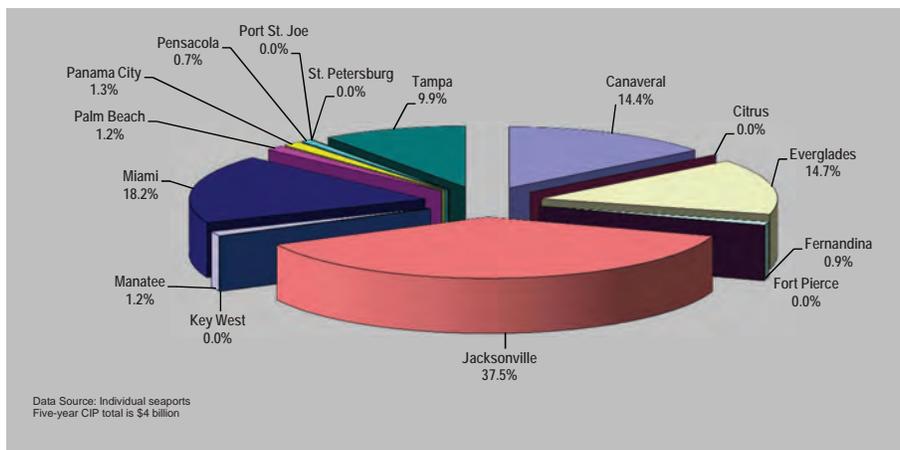
Channel and harbor deepening accounts for about a third of the budgets, and new cargo terminals, berths and equipment, together with berth rehabilitation and repair, account for another third. New and refurbished facilities are key to the seaports' business retention and future competitiveness. At 5.6 percent, cruise terminal development represents a relatively small portion of the overall budget, but as a percentage of total investment by an individual port, the cruise projects comprise as high as 21.9 percent of the port's overall investment budget. While categorized separately, port access projects such as the Miami tunnel or Canaveral turning basin 'corner cutoff', benefit both cargo and cruise business at the port.

Exhibit 3: Collective Florida Seaport Five-Year Capital Improvement Program (By Year) FY 2013/2014 to FY 2017/2018



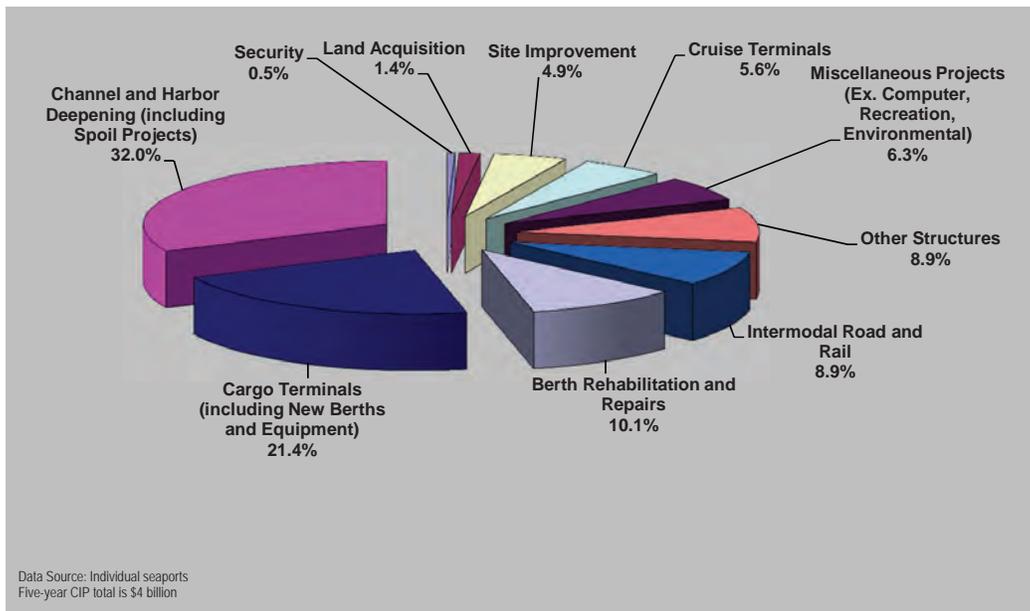
Data Source: Individual seaports
Five-year CIP total is \$4 billion

Exhibit 4: Collective Florida Seaport Five-Year Capital Improvement Program (By Port) FY 2013/2014 to FY 2017/2018



Data Source: Individual seaports
Five-year CIP total is \$4 billion

Exhibit 5: Collective Florida Seaport Five-Year Capital Improvement Program (By Project Type) FY 2013/2014 to FY 2017/2018



OFF-PORT INTERMODAL CAPITAL INVESTMENTS

Just as on-port projects for road and rail connectivity are becoming increasingly important, off-port projects are too. Above and beyond the \$4 billion in on-port capital plans are infrastructure investments that enhance the mobility of port freight and passengers before or after reaching port jurisdictions. Projects to improve infrastructure or links with pipelines, highways, marine highways, rail, airports, and even spaceports are vital to port traffic flows and supply chain efficiencies.

The Florida Department of Transportation (FDOT) funds asset development within the Strategic Intermodal System. This program helps ports connect to inter-regional trade corridors. FDOT's Florida Freight Network planning process is a new instrument through which facilities that move freight throughout the state can be optimally developed, streamlined and interconnected in a way that enhances the efficiency of logistics and the movement of goods. Its focus on 'last-mile' projects will eliminate road and rail bottlenecks associated with heavily travelled routes, especially those adjacent to port properties that lie within large population centers.

Port leaders are working to coordinate their development plans with FDOT's new system, one that has the potential to be a national model as the federal government moves forward to create a national freight network. This type of coordinated needs assessment and prioritization can minimize redundancies, allow re-prioritization of funds, and provide better decision-making. New approaches to integrating the respective transportation modes into one strategic statewide system suggest opportunities to implement the efficient intermodal logistics network needed to sustain and advance Florida's economic growth and global advantage.

CHAPTER III

FLORIDA'S TRADE TRENDS

Florida lies at the crossroads of international commerce. It trades with more than 230 countries around the world. It has robust trade underpinnings, including readily available international banking services, trade financing and foreign trade zones, legal and insurance coverage, freight forwarding and logistics, and related services.



GLOBAL TRADE IS GROWING

In 2014, world trade growth is expected to reach 4 percent (almost double the rate of 2013), according to The World Bank. World waterborne trade is also growing for all cargo types including liquid bulk, dry bulk and general cargo.

Regarding Florida's traditional leading trading partners, Brazil retained its top spot with \$20.5 billion in trade, more than twice that of the next ranked country, Colombia. **Never before has a state of Florida trade partner surpassed the \$20 billion mark.** A newer partner, China, also set a new record for trade through Florida gateways, enjoying a 7.9 percent increase to \$9.7 billion. Peru had a 39.0 percent increase to \$5.4 billion.

FACT: Trade Growth Outpaces World Economic Growth

Trade grows faster than the U.S. and Florida economies as a whole, so trade is an increasingly important element of the economy, and the strength of the world economy is fundamental to the demand for trade and port services. This year, the rate of growth of emerging markets will exceed that of developed countries. The historically strong economies in developed countries are becoming less important to trade. Because growth of economies in emerging markets is faster, there is a resulting shift in trade patterns and routings.



FLORIDA'S GLOBAL GAME PLAN

Lasting value is created by a state that has a definitive game plan to support jobs and raise the standard of living, by giving its manufacturers a global advantage and expediting goods to market. Florida's seaports are playing a paramount role in creating that value, using trade to build economic prosperity.

Changes that span the globe are converging to provide diverse opportunities to the state's 15 seaports. In a study entitled *Florida: Made for Trade, Florida Trade and Logistics Study 2.0*, the Florida Chamber Foundation and Florida Department of Transportation, with input from the Florida Ports Council and others, teamed up to document Florida's key global opportunities.

Their finding: Given a rare combination of assets, ranging from strategic location to established trade relationships, to population growth, along with heavy recent investment in strategic transportation projects, Florida is ready for trade growth.

To further tap international trade, which is predicted to double in 20 years, requires solid knowledge of the shifts in sourcing, consumption and supply-chain dynamics that are now underway. Successfully positioning Florida as a global hub requires optimal infrastructure starting with deep ship channels and efficient docks, continuing through cost-effective port terminals and warehousing, and then moving onward with excellent road, rail and pipeline connectivity.

FACT: Soft Infrastructure Compels Routing

With higher expectations of supply-chain participants, the so-called 'soft' infrastructure related to the routing of trade, including government inspection services, security, testing, workforce, and certification, is now a key routing determinant. The success of supply-chain partners, especially those that offer import or export gateway services, depends on the speed, efficiency and cost of these services.



FLORIDA'S TOTAL INTERNATIONAL TRADE

In 2013, Florida's total international trade over its air, sea and land gateways totaled \$160.5 billion, a \$1 billion decrease over the record 2012 figure, as reported by the U.S. Census Bureau. [Note that international trade figures in this chapter do not include Florida origin or destined goods that move over air and seaports in other states.]

This trading decrease has been skewed by a dramatic fall-off in airborne exports of *Pearls, Precious Stones and Metals, Coins*, very high-value/low-weight commodities. After adjusting for that single commodity code, Florida's total international trade value actually increased 0.8 percent in 2013. The state recovered its trade value just over a year after the recession peak, and the 2013 levels are now 24.9 percent higher than pre-recession peaks.

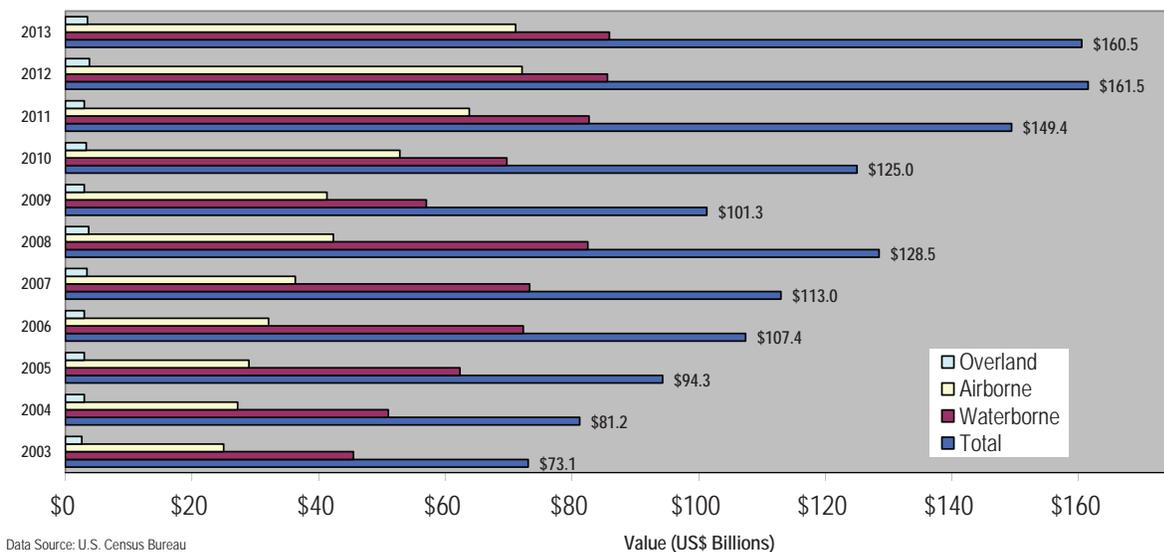
The nominal change in Florida's trade value reflects a similar national trend: U.S. merchandise trade rose a little less than 0.7 percent, to \$3.8 trillion. Florida's trade value statistics attest to the fragility of the state's and the nation's economic recovery and reflect sluggish export markets.

Focus on U.S. Port and Landside Investment

According to the American Association of Port Authorities, a \$4 trillion loss to U.S. GDP by 2040 is projected for failure to invest in America's crumbling and outmoded transportation infrastructure, including federal channels, port facilities, security, and road and rail connectivity. Florida ports are finding opportunity in that dismal prediction. They are honing their competitive edge. Substantial investments in Florida are addressing infrastructure at ports and connections to landside transportation networks to alleviate bottlenecks. Better access and less congestion leads to more productivity and a global economic advantage.

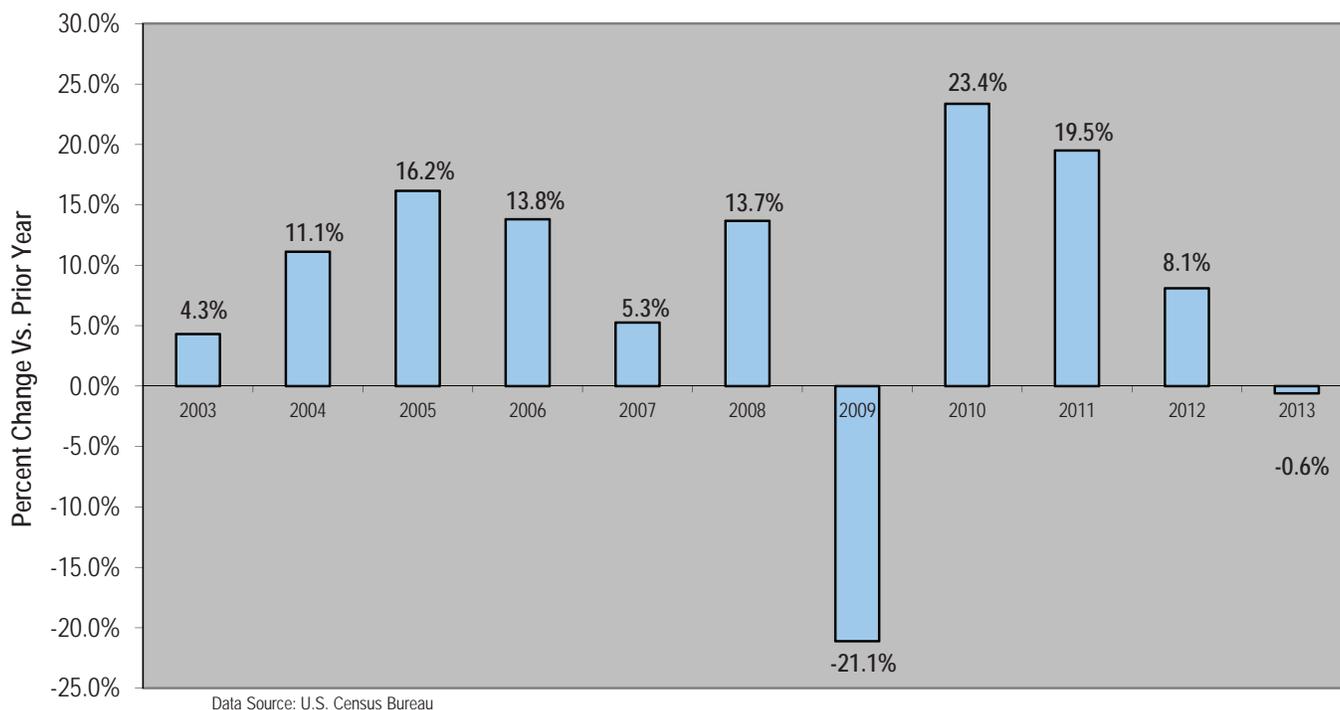
Exhibit 6 shows the state's international trade record for waterborne, airborne and overland (including pipeline) cargoes. **Waterborne traffic increased by 0.3 percent to \$85.9 billion** in 2013, but did not fully compensate for the loss in airborne and overland trade.

Exhibit 6: Florida's International Trade (by Value) 2003 to 2013



Exhibits 6 and 7 show how the dollar value of the state's international trade has changed over the decade and illustrates that 2013 brought an end to three years of growth.

Exhibit 7: Florida's International Trade (by Value) Annual Percentage Changes 2003 to 2013



Focus on Compelling Case for PPPs in Ports

The long-term growth of trade necessitates ongoing port expansion and investment. State and local governments in the U.S. are under considerable financial stress and many critical transportation projects stand to go unfunded. Private-public partnerships (PPPs) are a viable source of capital for some transportation infrastructure projects. Florida's seaports have had a long and successful history of partnering with private international trade companies that operate their facilities. The ports are increasingly successful in developing appropriate financial models and actively sourcing private capital for select projects. Private-sector participation often brings added benefits, such as specialized management expertise or beneficial established relationships with carriers, partners, Beneficial Cargo Owners (BCOs), labor, or supply-chain partners.

Exhibit 8: Florida's Waterborne, Airborne, and Overland International Trade (By Value) 2003 to 2013 (U.S.\$ Billions)

Year	Waterborne	Airborne	Overland
2003	\$45.5	\$25.0	\$2.6
2004	\$51.0	\$27.2	\$3.0
2005	\$62.4	\$29.0	\$3.0
2006	\$72.3	\$32.1	\$3.0
2007	\$73.3	\$36.2	\$3.4
2008	\$82.5	\$42.3	\$3.7
2009	\$57.0	\$41.3	\$3.0
2010	\$69.7	\$52.8	\$3.3
2011	\$82.7	\$63.8	\$3.0
2012	\$85.6	\$72.1	\$3.8
2013	\$85.9	\$71.1	\$3.5

Data Source: U.S. Census Bureau - total 2013 international trade value basis is \$160.5 billion



DOLLAR VALUE OF FLORIDA'S INTERNATIONAL COMMERCE

As shown in Exhibit 8, goods moving through Florida's seaport gateways in 2013 were valued at approximately \$85.9 billion, 53.5 percent of the state's total international trade; goods moving through the state's airport gateways were valued at \$71.1 billion, 44.3 percent of the total. The remaining \$3.5 billion, or 2.2 percent, represents goods moving over land or by pipeline.

Over a ten-year period airborne cargo has grown 184.4 percent and waterborne has grown 88.8 percent, indicating a change in air economics and confirming a robust market for 'fast freight'. Profitability for ocean carriers remains hard won. Greater economies of scale are being achieved by larger vessels, vessel-sharing, slot-sharing and by other business alliances among carriers. For Florida seaports, this means important, hub port opportunities and expanded opportunities to serve feeder networks. Overall, this type of transition in the industry has serious implications for the evolution of port infrastructure, inland operations, equipment, connectivity and distribution chains.

FACT: Fast Freight Gains Favor

Perishables require faster transit and pay a premium for it, regardless of the mode(s) of transit. More cargo is shifting into the pseudo-perishable category, such as electronics and fashion. Waterborne trade competes for that cargo, a very lucrative business that boosts a carrier's bottom line.



IMPORT-EXPORT BALANCE

Of the more than \$160.5 billion in Florida’s total international trade in 2013, \$75 billion (or 46.8 percent) were imports and \$85.5 billion (or 53.2 percent) were exports (see **Exhibit 13** later in this chapter), giving the state a rare trade surplus. Florida has worked hard to promote Florida-origin exports and has been able to maintain its surplus since 2007. However, Florida seaports boasted a **50.5 to 49.5** percent import-export split for waterborne cargo in **2013** - a very appealing factor for carriers on some routes. U.S. Census Bureau data indicates that in 2013 Florida was the seventh ranked state for merchandise exports and the ninth ranked state for imports.

Exhibit 9 shows Florida’s import-export ratios since 2003, with the shift in 2007 to a trade surplus. Florida’s exports as a percentage of the state’s total international trade peaked in 2009, coinciding with the end of the recession. Although exports have increased almost every year for more than a decade (with the notable exceptions of 2010 and 2013), as a percentage of total trade, exports have fallen since the recession. This is in part because consumers and businesses alike have been playing catch up with their buying, and the rate of growth of imports is simply outpacing the growth of exports. The state’s trade with its neighbors to the south, whose economies remained comparatively vibrant during the recession, has buoyed Florida’s exports in recent years.

**Exhibit 9: Florida’s Import and Export Percentages
(by Value) 2003 to 2013**

Year	Imports	Exports
2003	55.7%	44.3%
2004	53.8%	46.2%
2005	53.1%	46.9%
2006	51.8%	48.2%
2007	47.9%	52.1%
2008	43.2%	56.8%
2009	41.0%	59.0%
2010	41.4%	58.6%
2011	41.8%	58.2%
2012	44.0%	56.0%
2013	46.8%	53.2%

Data Source: U.S. Census Bureau - total 2013 international trade value basis is \$160.5 billion

Florida's total imports increased in value by 5.5 percent in 2013 and exports decreased by 5.3 percent. Waterborne trade changed more moderately. **Waterborne imports moved through Florida's seaports grew by 2.5 percent in 2013, and exports fell by 1.8 percent.** Nationwide, merchandise imports fell by 0.4 percent and exports increased by 2.1 percent, as Exhibit 10 shows. Florida's import growth has substantially outperformed the national average, but its merchandise export values have lagged somewhat, in large part due to the fall-off of the single commodity grouping, *Pearls, Precious Stones and Metals, Coins*, and volatility in a single market: Venezuela.

As Florida's waterborne containerized cargo volumes have grown, from 2.7 million TEUs at the peak of the recession to 3.2 million this year, their values also have risen. In 2013, containerized cargo vessels carried \$46.7 billion in trade to and from Florida. About \$25.7 billion, or 55.1 percent, were imports and \$21.0 billion, or 44.9 percent, were exports. The container vessels carried 54.4 percent of all waterborne cargo.

FACT: U.S. Population Shift Builds Florida Consumption

The U.S. population continues to shift south, driving market changes. The Southeast is home to more than a third of the nation's population, but handles less than one quarter of its trade. While decreasing, a great deal of Florida-destined cargo is still moving through out-of-state ports, particularly those directly to the north and on the west coast. Capturing the state's 'own' trade provides perhaps the single greatest opportunity for expanding merchandise movements through state seaports.

As a net importer of freight – many trucks and trains leave the state empty or partially loaded – Florida has struggled to capture backhaul trade for markets further inland. The task has been impeded by distance to market, but with recent rail mainline overhauls and clever supply-chain innovations, there is now a greater base of available backhaul cargo.

**Exhibit 10: U.S. Imports and Exports (by Value)
2003 to 2013 (U.S. \$000,000)**

Year	Total Trade		Imports			Exports		
	Total U.S. Merchandise Trade Value	Change over Prior Year	Imports Value	Change over Prior Year	Share of Total U.S. Trade	Exports Value	Change over Prior Year	Share of Total U.S. Trade
2003	\$1,981,892	6.9%	\$1,257,121	8.3%	63.4%	\$724,771	4.6%	36.6%
2004	\$2,285,422	15.3%	\$1,470,547	17.0%	64.3%	\$814,875	12.4%	35.7%
2005	\$2,572,022	12.5%	\$1,670,940	13.6%	65.0%	\$901,082	10.6%	35.0%
2006	\$2,881,086	12.0%	\$1,855,119	11.0%	64.4%	\$1,025,967	13.9%	35.6%
2007	\$3,101,898	7.7%	\$1,953,699	5.3%	63.0%	\$1,148,199	11.9%	37.0%
2008	\$3,391,083	9.3%	\$2,103,641	7.7%	62.0%	\$1,287,442	12.1%	38.0%
2009	\$2,615,668	-22.9%	\$1,559,625	25.9%	59.6%	\$1,056,043	-17.4%	40.4%
2010	\$3,191,423	22.0%	\$1,913,160	22.7%	59.9%	\$1,278,263	21.0%	40.1%
2011	\$3,687,481	15.5%	\$2,206,929	15.4%	59.8%	\$1,480,552	15.8%	40.2%
2012	\$3,821,848	3.6%	\$2,275,392	3.1%	59.5%	\$1,546,455	4.5%	40.5%
2013	\$3,845,707	0.6%	\$2,266,855	-0.4%	58.9%	\$1,578,851	2.1%	41.1%

Data Source: U.S. Census Bureau



GLOBAL DISTRIBUTION OF FLORIDA'S INTERNATIONAL COMMERCE

The regional distribution of the state's waterborne global commerce in 2013 is illustrated in Exhibit 11 **Florida's trade partners to the South – South and Central America and the Caribbean – accounted for 56.6 percent of the state's waterborne trade.**

FACT: North-South Trade is Vital to Florida

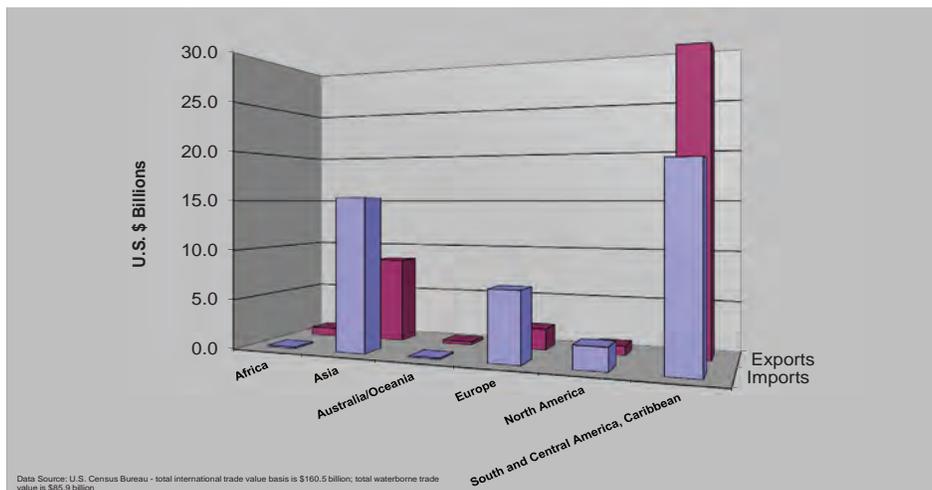
Latin trade gives the state a trade surplus. Shifting trade patterns and competition from other states is, however, slowly eroding that surplus. Fortunately, growth in these economies is expected to outpace global trade growth, giving a larger pool from which to draw. In the long run, growth in the Latin consumer markets could be as important to the state of Florida as developments like the Panama Canal enhancement.

The top three regions with which Florida trades over its seaport gateways are South and Central America and the Caribbean, Asia, and Europe; together they account for 94.8 percent of all trade through the state's seaports. Asian trade alone comprises 35.2 percent of all waterborne imports. Over a ten-year period total state imports from Asia increased 86.8 percent.

FACT: Sourcing Shifts Favor Southeast Asia

As certain emerging economies, including China's, face cost challenges such as those related to rising employee compensation, some production is moving to lower cost countries on the Indian Sub-Continent and elsewhere.

Exhibit 11: Florida's Waterborne Trade by Region (by Value) 2013



South, Central America and the Caribbean trade comprises a full 70.2 percent of waterborne exports. Over a ten-year period, total state exports to the region grew 156.2 percent and imports doubled. Over the latest two-year period, waterborne South and Central America and the Caribbean imports grew 3.7 percent to \$18.7 billion and exports remained almost level, at 29.8 billion tons.

Exhibit 12: Florida's International Waterborne Imports and Exports by Global Region 2011 to 2013 (U.S. \$000,000)

Region	2011		2012		2013		Percent Change 2013 over 2012
	Value of Trade	Percent of Total	Value of Trade	Percent of Total	Value of Trade	Percent of Total	
South and Central America, Caribbean	\$47,979	58.0%	\$48,229	56.4%	\$48,566	56.6%	0.7%
Asia and the Middle East	\$20,965	25.3%	\$23,974	28.0%	\$23,839	27.8%	-0.6%
Europe	\$9,257	11.2%	\$8,885	10.4%	\$8,943	10.4%	0.7%
North America	\$2,762	3.3%	\$2,599	3.0%	\$3,079	3.6%	18.5%
African Continent	\$1,266	1.5%	\$1,264	1.5%	\$961	1.1%	-24.0%
Australia and Oceania	\$558	0.7%	\$620	0.7%	\$466	0.5%	-24.8%
Total	\$82,787	100.0%	\$85,571	100.0%	\$85,854	100.0%	0.3%

Data Source: U.S. Census Bureau - total 2013 international trade value basis is \$160.5 billion

Although the dominant global region for waterborne trade with Florida continues to be South and Central America and the Caribbean, with more of Florida's international trade than all the other regions combined, Asia and the Middle East's share of the market, at 27.8 percent, is also important.

Focus on Latin/Caribbean Hub Port Investment

Emerging Latin American and Caribbean transshipment hubs are creating competition for Florida, investing at unprecedented levels. Examples include a \$100 million investment in Kingston, Jamaica, a \$600 million consortium investment in Colon, Panama, and a \$992 million consortium investment in Moin, Costa Rica. In July, Mexico announced a \$100 billion investment in roads, rail and ports, including plans for the nation's first high-speed rail links. Over the next five years it is positioning itself to be the 'logistics platform for the Americas.' In August, Brazil, announced a \$15 billion investment in seaports, and another \$65 billion in roads and rail. Latin countries are accelerating investment in anticipation of burgeoning consumers markets. Continuing investment in Florida port infrastructure is critical to compete.

North American waterborne trade showed double digit growth in 2013, at 18.5 percent to \$3.1 billion. Canadian imports more than doubled in 2013, with a broad range of commodities, and falling imports of Mexican fertilizer were more than offset by rapidly rising values of vehicle imports and exports.

Focus on Near-sourcing

U.S. based companies/industries that have recently 're-shored' back to the U.S., especially the Southeast and the Gulf, include vehicles, heavy equipment, and natural gas. Near-sourcing is a reality, one that is currently favoring production in Mexico and select Latin markets. Near-sourcing may prove lucrative for Florida: the thriving Mexican automotive industry, for example, may provide short-sea shipping opportunities as beneficial cargo owners seek to alleviate railcar shortage issues and provide competition to over-the-road routings.

**Exhibit 13: Florida's Waterborne Imports and Exports by Global Region
2013 (with 2012 comparison)**

Region	Imports			Exports		
	2012	2013	Percent Change 2013 over 2012	2012	2013	Percent Change 2013 over 2012
South and Central America and the Caribbean	\$17,739	\$18,742	5.7%	\$30,490	\$29,824	-2.2%
Asia and Middle East	\$15,634	\$15,279	-2.3%	\$8,340	\$8,560	2.6%
Europe	\$6,805	\$6,856	0.7%	\$2,080	\$2,086	0.3%
North America	\$1,778	\$2,204	24.0%	\$821	\$875	6.6%
African Continent	\$247	\$158	-36.0%	\$1,017	\$803	-21.0%
Australia and Oceania	\$140	\$146	4.3%	\$480	\$321	-33.1%
Total	\$42,343	\$43,385	2.5%	\$43,228	\$42,469	-1.8%

Data Source: U.S. Census Bureau - total 2013 international trade value basis is \$160.5 billion; total waterborne trade value is \$85.9 billion

Exhibit 13 compares the dollar value of imports and exports for each of the regions with which Florida trades. The exhibit also shows the percentage change in these values between 2012 and 2013, with import growth substantially outperforming exports.

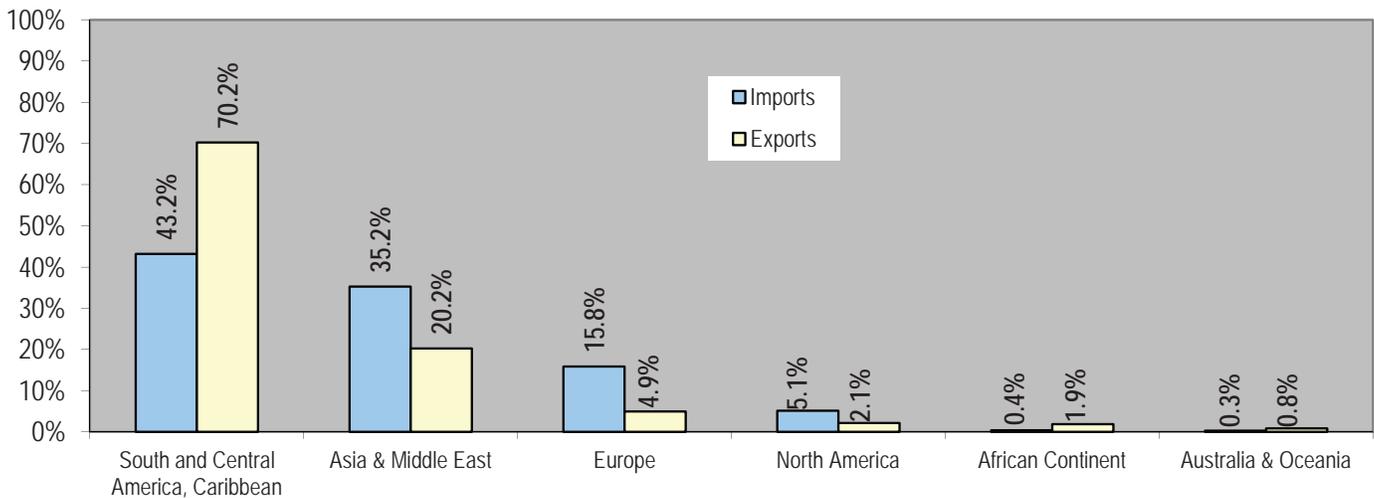
For the last seven years Florida has had a surplus of total trade through all gateways. The 2013 surplus was \$12.5 billion. From 2008 to 2012 waterborne trade showed a surplus, peaking in 2011 with \$2.9 billion more in exports than imports. That shifted this year, as waterborne trade showed a small deficit of \$1.1 billion. A number of trends may be responsible for this shift, particularly the return of consumer confidence and increased Florida and U.S. imports of construction inputs, but also the emergence of near-sourcing and U.S. currency exchange gains, particularly against the Brazilian real. Airborne cargo still shows a significant surplus; high-value, low-volume electronics and industrial machinery, among other items, are shipped out by air to clamoring Latin markets.

There is a strong (but narrowing) surplus in waterborne trade with South and Central America and the Caribbean (\$11.1 billion). The state handles 28.4 percent of all U.S. merchandise trade with South and Central America and the Caribbean, as compared to handling 4.1 percent of U.S. trade with all regions. Waterborne import trade increased for the fourth year in a row, up \$1.0 billion to \$43.4 billion, while waterborne exports declined slightly.



Exhibit 14 illustrates each global region's share of Florida's import and export trade. The striking feature of this exhibit is its clear indication of South and Central America and the Caribbean's importance not just to the state's export market, but also to its import market; it is a model of two-way trade that supports economic growth.

Exhibit 14: Florida's Waterborne Trade by Global Region (by Value) 2013 Percentages of Florida's Import and Export Markets



Data Source: U.S. Census Bureau - total 2013 international trade value basis is \$160.5 billion; total waterborne trade value is \$85.9 billion

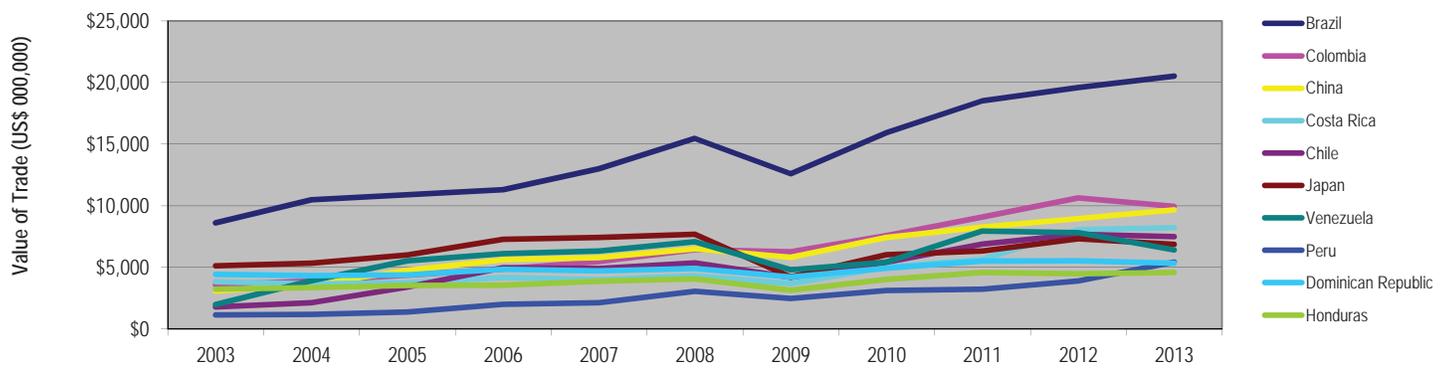
FLORIDA'S TOP TRADING PARTNERS

The characteristics of Florida's international trade are better understood by looking at the comparative market shares of individual countries within the respective global regions. The top ten countries whose commerce contributed to the state's total international trade in 2013 were: Brazil, Colombia, China, Costa Rica, Chile, Japan, Venezuela, Peru, Dominican Republic and Honduras.

Consistent with Florida's dominant role in trade with Central and South America and the Caribbean, eight of the countries on the list of the state's top ten trading partners are from those regions. As stated previously, Brazil retained its top spot with \$20.5 billion in trade, more than twice that of the next ranked country, Colombia. **Never before has a state of Florida trade partner surpassed the \$20 billion mark.** China also set a new record for trade through Florida gateways, enjoying a 7.9 percent increase to \$9.7 billion. Peru had a 39.0 percent increase to \$5.4 billion. Its growth as a trade partner reflects the pace of growth of its economy, which is one of the fastest in the world. The U.S.-Peru Trade Promotion Agreement has been in effect since 2009.

Switzerland's trade through Florida gateways experienced a 53.9 percent decline in a single year, falling off the chart. Mexico, now ranking 11th in total trade, experienced a 15.9 percent decline moving it from the top ten. Its cargoes continue to favor over-the-road routings.

Exhibit 15: Florida's International Trade (by Value) with Top Ten Trading Partners 2003 to 2013



Data Source: Enterprise Florida, based on U.S. Census Bureau

Exhibit 15 illustrates how Florida's trade with each of its top ten trading partners has evolved during the decade. Cargo values overall are strengthening. This exhibit confirms Brazil's domination of the top spot, and illustrates the fast uphill tracks for China and Peru.



Florida's top trading partners remain quite consistent, even in the face of global turbulence, but their growth rates and relative rankings shift from year to year. In addition to this consistency, however, the diversity of Florida's trading partners is an important asset in the state's competitive initiative to retain and expand market share. For example, 35 countries, including the ten shown below, were each responsible in 2013 for more than \$1 billion of Florida's international trade.

Exhibit 16 ranks the top ten countries whose waterborne commerce contributed to the state's \$85.9 billion in waterborne trade in 2013. It compares the value of the state's 2013 commerce with these top partners for the previous two years, showing the percentage changes between 2012 and 2013. Seven of the countries on the list of the state's top ten waterborne trading partners are from South and Central America and the Caribbean.

Exhibit 16: Florida's Top Ten Trading Partners for Waterborne Cargo (by Value) 2011 to 2013

Country	2011		2012		2013		Percent Change 2013 over 2012
	Value of Trade	Rank	Value of Trade	Rank	Value of Trade	Rank	
Total All Countries	\$82,786,221,193		\$85,572,750,721		\$85,854,453,527		0.3%
China	\$5,935,498,018	1	\$6,161,838,279	2	\$6,221,230,601	1	1.0%
Japan	\$5,407,638,423	3	\$6,479,394,325	1	\$6,052,170,801	2	-6.6%
Brazil	\$5,526,122,579	2	\$5,623,594,339	3	\$5,860,828,203	3	4.2%
Dominican Republic	\$4,634,926,050	5	\$4,691,276,883	5	\$4,606,149,579	4	-1.8%
Venezuela	\$5,261,602,503	4	\$4,951,756,503	4	\$4,361,410,669	5	-11.9%
Chile	\$3,808,147,326	7	\$4,131,965,340	6	\$4,266,766,971	6	3.3%
Honduras	\$4,127,897,019	6	\$3,943,605,541	7	\$4,179,295,811	7	6.0%
Saudi Arabia	\$2,618,165,964	8	\$3,400,035,945	8	\$3,173,974,687	8	-6.6%
Colombia	\$2,751,571,290	9	\$2,801,766,786	9	\$2,726,430,591	9	-2.7%
Costa Rica	\$2,186,379,080	10	\$2,342,685,498	10	\$2,376,704,505	10	1.5%
Top Ten Total					\$43,824,962,418		
Top 10 (2013) Share of Total \$85.9 Billion: 51.0%							
Data Source: U.S. Census Bureau							

Trade from China and Japan continues to favor waterborne routings, due to distance to market. By comparison, the top two partners for trade by all modes are Brazil and Colombia. In a year of deteriorating bilateral trade relations with Venezuela, trade through Florida's seaports fell 11.9 percent. Venezuela's trade, mostly oil — bound for U.S. consumption — peaked in 2011.



FLORIDA'S WATERBORNE IMPORT/EXPORT MARKETS

The state's waterborne trade picture comes into even better focus when its import and export partners, as well as the goods that make up this trade, are looked at more closely.

Exhibit 17: Florida's Top Ten Waterborne Import Trading Partners 2011 to 2013

Country	2011		2012		2013		Percent Change 2013 over 2012
	Value of Trade	Rank	Value of Trade	Rank	Value of Trade	Rank	
Total All Countries	\$39,950,664,900		\$42,342,790,640		\$43,385,303,628		2.5%
Japan	\$4,920,494,999	2	\$6,115,883,513	1	\$5,719,738,582	1	-6.5%
China	\$5,179,953,973	1	\$5,459,339,189	2	\$5,482,049,023	2	0.4%
Chile	\$2,346,802,438	3	\$2,540,119,047	3	\$2,658,222,909	3	4.6%
Honduras	\$2,103,474,201	5	\$2,197,173,167	4	\$2,419,219,565	4	10.1%
Dominican Republic	\$1,887,840,196	6	\$2,111,848,777	5	\$2,176,053,028	5	3.0%
Brazil	\$1,334,878,519	7	\$1,689,145,540	6	\$1,702,742,632	6	0.8%
Venezuela	\$2,189,074,181	4	\$1,010,306,707	10	\$1,700,440,932	7	68.3%
Mexico	\$1,166,844,485	8	\$1,074,949,904	9	\$1,126,393,669	8	4.8%
Costa Rica	\$973,229,595	11	\$1,111,350,482	8	\$1,107,572,875	9	-0.3%
Korea, South	\$479,098,400	23	\$1,168,351,054	7	\$1,081,753,081	10	-7.4%
Top Ten Total					\$25,174,186,296		
Top 10 (2013) Share of Total \$43.4 Billion: 58.0%							
Data Source: U.S. Census Bureau							

As shown in Exhibit 17 of Florida's top ten waterborne import partners in 2013, seven came from markets to the south. Japan and China have ranked as the top two waterborne import partners since 2005. Florida's top ten import partners represented 58.0 percent of the \$43.4 billion total waterborne imports. Waterborne imports (from all countries) set a new record, at \$43.4 billion.

Venezuela registered 68.3 percent growth, moving from tenth to seventh place, due in large part to a weak bolivar. Peru, whose total import trade with Florida grew by 133.8 percent, or more than \$1 billion, is noticeably absent from the list of top waterborne import partners. High growth commodities from Peru are favoring air transport, as are commodities from Colombia.

Waterborne imports slightly outperformed the state's total import trade, with a 2.5 percent growth rate in 2013 (versus 1.6 percent when air and overland gateways are included).



Florida's export trade continued to expand more than import trade into South America, Central America, and the Caribbean in 2013. As shown in Exhibit 18, all but one of Florida's top five waterborne export partners came from those regions. When airborne trade is added, all of the state's top five total export partners are from countries south of Florida.

In 2013, waterborne exports decreased 1.8 percent to \$42.5 billion, with exports comprising 49.5 percent of Florida's \$85.9 billion in waterborne trade. Of the state's total export trade of \$85.5 billion, 49.7 percent are waterborne.

Florida's top ten waterborne export partners provided 51.8 percent of the \$42.5 billion total waterborne exports.

Exhibit 18: Florida's Top Ten Waterborne Export Trading Partners 2011 to 2013

Country	2011		2012		2013		Percent Change 2013 over 2012
	Value of Trade	Rank	Value of Trade	Rank	Value of Trade	Rank	
Total All Countries	\$42,835,556,293		\$43,229,960,081		\$42,469,149,899		-1.8%
Brazil	\$4,191,244,060	1	\$3,934,448,799	2	\$4,158,085,571	1	5.7%
Saudi Arabia	\$2,579,121,410	4	\$3,340,871,570	3	\$3,157,757,172	2	-5.5%
Venezuela	\$3,072,528,322	2	\$3,941,449,796	1	\$2,660,969,737	3	-32.5%
Dominican Republic	\$2,747,085,854	3	\$2,579,428,106	4	\$2,430,096,551	4	-5.8%
Colombia	\$1,834,496,591	6	\$1,872,860,734	5	\$1,952,466,748	5	4.3%
Honduras	\$2,024,422,818	5	\$1,746,432,374	6	\$1,760,076,246	6	0.8%
Chile	\$1,461,344,888	8	\$1,591,846,293	7	\$1,608,544,062	7	1.0%
United Arab Emirates	\$778,002,983	16	\$1,106,114,500	13	\$1,500,236,986	8	35.6%
Panama	\$1,527,127,744	7	\$1,507,541,087	8	\$1,466,313,457	9	-2.7%
Argentina	\$1,394,386,179	9	\$1,307,860,863	10	\$1,311,348,658	10	0.3%
Top Ten Total					\$22,005,895,188		
Top 10 (2013) Share of Total \$42.55 Billion: 51.8%							
Data Source: U.S. Census Bureau							

Waterborne exports through Florida seaports fell 1.8 percent in 2013, primarily due to Venezuelan currency controls and market volatility. Exports to the state's largest partner, Brazil, were up 5.7 percent to \$4.2 billion, almost equaling record 2011 levels. Brazil currently accounts for 19.0 percent of the total export volumes.

Exports to United Arab Emirates (UAE) had record growth, at 35.6 percent growth over one year and 92.8 percent over two years. The UAE made strong heavy transportation equipment purchases, among other commodities. Four more countries, in addition to the top ten – Peru, Costa Rica, Bahamas and Guatemala – each received more than a billion dollars in exports through Florida.

Focus on Panama Canal Expansion Impact on Supply Chains

The Panama Canal expansion will allow global carriers to use larger vessels and help achieve greater economies of scale; it is expected to substantially improve berth productivity and greatly increase fuel efficiency. For a port to help a carrier achieve these benefits, it must provide the appropriate depth/infrastructure, be cost competitive for through routings to market, and be positioned for growth in demand.

The entire U.S. east coast, a region that already receives a large share of its Asian imports via the Panama Canal, is expected to benefit from cost reductions associated with Canal expansion. There are also inland areas where carrier cost reductions could result in markets contested by ports on the east and west coast of the U.S. Florida ports will have a chance to compete for a certain amount of cargo previously handled over the U.S. West Coast and destined for those select inland regions.



TOP COMMODITIES THROUGH FLORIDA'S GATEWAYS

In 2013, ten commodity types accounted for \$108.5 billion, or 68.5 percent, of Florida's total international trade. The top ten commodities moving through all of Florida's gateways in 2013 were:

- Electric Machinery, including Sound and TV Equipment
- Industrial Machinery, including Computers
- Vehicles, except Railway or Tramway, and Parts
- Pearls, Precious Stones and Metals, Coins
- Aircraft, Spacecraft, and Parts Thereof
- Optical, Photo, Medical or Surgical Instruments
- Mineral Fuel, Oil, Bituminous Substances, Mineral Wax
- Special Classification Provisions, Not Elsewhere Specified
- Apparel Articles and Accessories, Knit or Crochet
- Copper and Articles Thereof



These were the same as in the last two years, although **Pearls, Precious Stones and Metals, Coins** moved down to fourth position, trading places with **Vehicles, except Railway or Tramway, and Parts**, and, **Apparel Articles and Accessories, Knit or Crochet** also dropped a position to ninth, trading places with the 'catch-all' category **Special Classification Provisions, Not Elsewhere Specified**.

FACT: Information Accelerates Demand and Trade

The information age has led to the rise of a demand economy. There is a stronger consumer voice. There has been a fundamental shift in the economy and companies must focus more on what the consumer wants – differentiating demand value.

E-commerce is rapidly expanding, and the associated supply chains are expected to provide more guarantees than ever before – especially related to choice, packaging, product condition, and delivery times. Growth of fulfillment industries, consolidators, distribution centers and logistics providers is escalating. Supply-chain infrastructure, even waterborne elements, is now becoming more resilient and flexible.

Exhibit 19: Florida's Top Ten Waterborne Commodities (Import and Export) 2011 to 2013

Commodity	2011		2012		2013		Percent Change 2013 over 2012
	Value of Trade	Rank	Value of Trade	Rank	Value of Trade	Rank	
Total All Commodities	\$82,786,221,193		\$85,572,750,721		\$85,854,453,527		0.3%
Vehicles, except Railway or Tramway, and Parts	\$13,214,036,987	1	\$15,957,650,058	1	\$15,795,474,940	1	-1.0%
Nuclear Reactors, Boilers, Machinery, and Parts Thereof	\$10,160,912,983	2	\$10,380,578,478	2	\$9,607,605,743	2	-7.4%
Mineral Fuel, Oil, Bituminous Substances, Mineral Wax	\$7,177,502,988	3	\$6,095,513,940	3	\$6,246,866,037	3	2.5%
Electric Machinery, including Sound and TV Equipment	\$5,124,537,653	4	\$5,357,147,511	4	\$5,457,815,737	4	1.9%
Apparel Articles and Accessories, Knit or Crochet	\$4,681,738,245	5	\$4,519,997,437	5	\$4,624,766,547	5	2.3%
Copper and Articles Thereof	\$2,367,642,548	7	\$2,448,940,796	6	\$2,510,148,968	6	2.5%
Beverages, Spirits and Vinegar	\$1,912,351,069	10	\$2,366,894,750	9	\$2,217,049,017	7	-6.3%
Optical, Photo, Medical or Surgical Instruments	\$2,139,903,099	8	\$2,369,069,898	8	\$2,122,865,803	8	-10.4%
Fertilizers	\$3,041,648,308	6	\$2,415,195,078	7	\$2,068,707,779	9	-14.3%
Plastics and Articles Thereof	\$2,062,902,250	9	\$1,917,856,033	10	\$2,002,486,895	10	4.4%
Top Ten Total					\$52,653,787,466		

Top 10 (2013) Share of Total \$85.9 Billion: 61.3%

Data Source: U.S. Census Bureau

The waterborne fuel category has been consistently strong for decades. Certain Florida ports serve as gateways for most of the state's fuel consumption. As population grows, so will this commodity.



Focus on Natural Gas

Natural gas may be the next game changer for Florida trade and logistics. It is fast becoming a fuel for all modes and is a growing export commodity. New technologies have facilitated access to natural gas reserves and lowered market prices to the point that tugboats and passenger vessels, bus lines and railroads, trucking fleets and container lines are all analyzing the costs and feasibility of converting to LNG or CNG as a fuel source.

Ports are preparing for everything from liquefaction plants, to barge operations for vessel fueling, to roadside stations for truck fleets. Sea Star Line announced last year that it would spend \$350 million to build two LNG-powered (dual-fuel) container ships – the world’s first – for its Jacksonville-Puerto Rico service. In addition, Crowley Maritime has announced that it is building two of the world’s first LNG-powered ConRo ships, which are designed to travel at speeds up to 22 knots and carry containers ranging in size from 20-foot standard to 53-foot-long. Investments in LNG technology are touted to be environmentally-friendly, substantially reducing emissions.

There is potential for carriers to transport more of the fuel, in a variety of formats including intermodal tanks and bulk vessels, particularly to Caribbean ‘off-the-pipeline’ buyers. As LNG transport develops, technology and capital costs of propulsion systems will continue to evolve, and applications are expected to grow.

Only five of Florida’s top ten total commodities were also on the top ten waterborne commodities list. In 2013, **Vehicles, Nuclear Reactors, Boilers, Machinery, and Parts Thereof; Beverages, Spirits and Vinegar; Fertilizers;** and **Plastics and Articles Thereof** were top ten waterborne commodities. The top ten waterborne commodities imported and exported through Florida’s gateways in 2013 totaled \$52.7 billion, representing 61.3 percent of the \$85.9 billion in total waterborne trade. Waterborne cargo was up 0.3 percent over prior year.

For the third year in a row, **Vehicles, except Railway or Tramway, and Parts** was the top category moved through Florida seaports with a value of \$15.8 billion. Adding in airports and overland gateways, **Electric Machinery, including Sound and TV Equipment** was the top commodity at \$23.8 billion – a new record for any commodity moving through the state’s gateways.

Eight commodity categories not shown in the top ten also exceeded \$1 billion in trade value: **Apparel Articles and Accessories, Not Knit; Furniture, Bedding, Lamps, Prefabricated Buildings; Essential Oils, Perfumery, and Cosmetic Preparations; Fish, Crustaceans and Aquatic Invertebrates; Special Classification Provisions, Not Elsewhere Specified; Paper and Paperboard and Articles Thereof; Inorganic Chemicals, Precious and Rare-earth Metals, and Radioactive Compounds;** and **Ships, Boats and Floating Structures.**

Focus on Global Automotive Supply Chains

Globally, the automotive industry appears to have recovered. As noted in an August 2013 report by industry expert McKinsey & Company, global automotive profits are rising but demand and supply are going through substantive change. The source of profits has profoundly shifted. In 2007, the Brazil, Russia, India and China and other non-traditional markets accounted for 30 percent of global profits; that share rose to nearly 60 percent by 2012 as sales in these regions rose 65 percent and outpaced growth in Europe, North America, Japan, and South Korea.

Outbound movements of vehicles from North America are expected to reach record levels, in part because sales volumes and market share continue to move toward emerging markets. There are opportunities for Florida ports related to serving those emerging markets, and developing strategies to address the mismatch between the location of current production and growing demand. Supply bases are not well aligned with future sales and ports may serve to rectify supply-chain shortcomings. Also, booming central Mexican automotive production is expected to double by 2020.

Exhibit 20 ranks the top ten commodities imported through Florida seaports in 2013; ten commodity types accounted for \$28.5 billion, or 65.6 percent, of Florida's record \$43.4 billion in international imports. Most of these commodities, with the exception of **Furniture, Bedding, Lamps, Prefabricated Buildings**, have been on the top ten list for many years, although ranking somewhat differently from year to year. These ten commodities have represented approximately two-thirds of the state's imports for the last three years.



Exhibit 20: Florida's Top Ten Waterborne Import Commodities 2011 to 2013

Commodity	2011		2012		2013		Percent Change 2013 over 2012
	Value of Trade	Rank	Value of Trade	Rank	Value of Trade	Rank	
Total All Import Commodities	\$39,950,664,900		\$42,342,790,640		\$43,385,303,628		2.5%
Vehicles, except Railway or Tramway, and Parts	\$5,037,480,081	2	\$6,229,867,264	1	\$6,092,988,161	1	-2.2%
Mineral Fuel, Oil, Bituminous Substances, Mineral Wax	\$6,523,771,012	1	\$5,712,868,860	2	\$5,906,412,609	2	3.4%
Apparel Articles and Accessories, Knit or Crochet	\$4,484,464,213	3	\$4,334,859,760	3	\$4,431,166,172	3	2.2%
Copper and Articles Thereof	\$2,019,358,304	4	\$2,136,037,621	4	\$2,193,614,688	4	2.7%
Beverages, Spirits and Vinegar	\$1,596,514,547	7	\$2,012,484,510	6	\$1,908,703,305	5	-5.2%
Electric Machinery, including Sound and TV Equipment	\$1,506,823,289	8	\$1,847,221,323	7	\$1,903,340,384	6	3.0%
Nuclear Reactors, Boilers, Machinery and Parts Thereof	\$2,008,293,051	5	\$2,043,560,086	5	\$1,842,790,104	7	-9.8%
Apparel Articles and Accessories, not Knit	\$1,697,235,061	6	\$1,683,265,920	8	\$1,814,698,317	8	7.8%
Fish, Crustaceans and Aquatic Invertebrates	\$1,112,721,791	9	\$1,230,576,845	9	\$1,190,179,286	9	-3.3%
Furniture, Bedding, Lamps, Prefabricated Buildings	\$874,912,830	13	\$986,939,078	12	\$1,177,540,896	10	19.3%
Top Ten Total					\$28,461,433,922		
Top 10 (2013) Share of Total \$43.4 Billion: 65.6%							
Data Source: U.S. Census Bureau							

About \$1 in \$7 of waterborne imports in 2013 were categorized as **Vehicles, except Railway or Tramway, and Parts** and about the same amount fell under the fuel category. Keeping Florida moving is critical to state consumers and businesses.

In addition to the top ten commodities, one other category contributed more than \$1 billion to Florida's waterborne imports: **Optical, Photographic, Medical or Surgical Instruments**.



Focus on Perishable Markets

According to expert WorleyParsons, the 95-million-ton (2013) world refrigerated cargo (reefer) trade comprises 2.5 percent of total waterborne trade. Latin America is the top reefer trade lane with 1.9 million TEUs, more than half the global market. The Panama Canal is critical to this top reefer route – more than 10 percent of Canal traffic is reefer. North-south trade in reefer commodities is growing, and more of that trade is being containerized due to convenience and economics. Higher discretionary incomes, most recently in emerging economies, have driven up the demand for fresh products. Consumers around the world now demand year-round supplies. That, coupled with improvements in temperature-control technology, has given rise to more globalized sourcing.

Carriers covet reefer cargo; it pays a premium concomitant with tight delivery windows, additional labor, preserving condition, and securing the food supply. Ocean routings compete with air for many perishable products, and, with the advent of ‘fast freight’ partnerships, seaports face growing opportunities to expand reefer cargo. A federal pilot project has begun in South Florida that allows for the clearance of cold-treatment perishables — such as blueberries and grapes from Peru and Uruguay — through Port Everglades and PortMiami, instead of the produce coming in through a Northeast coastal port and being trucked down to consumers in Florida.



Exhibit 21 ranks the top ten waterborne commodities Florida exported in 2013. They accounted for \$28.5 billion of the \$42.5 billion in international exports through Florida seaports. Waterborne exports represent 49.7 percent of total state exports, including airborne. These top ten commodities all were among the state's top ten exports last year as well.

Exhibit 21: Florida's Top Ten Waterborne Export Commodities 2011 to 2013

Commodity	2011		2012		2013		Percent Change 2013 over 2012
	Value of Trade	Rank	Value of Trade	Rank	Value of Trade	Rank	
Total All Export Commodities	\$42,835,556,293		\$43,229,960,081		\$42,469,149,899		-1.8%
Vehicles, except Railway or Tramway, and Parts	\$8,176,556,906	1	\$9,727,782,794	1	\$9,702,486,779	1	-0.3%
Nuclear Reactors, Boilers, Machinery and Parts Thereof	\$8,152,619,932	2	\$8,337,018,392	2	\$7,764,815,639	2	-6.9%
Electric Machinery, including Sound and TV Equipment	\$3,617,714,364	3	\$3,509,926,188	3	\$3,554,475,353	3	1.3%
Fertilizers	\$2,921,921,847	4	\$2,263,812,980	4	\$1,943,657,911	4	-14.1%
Plastics and Articles Thereof	\$1,508,883,621	5	\$1,287,549,627	5	\$1,304,639,986	5	1.3%
Optical, Photo, Medical or Surgical Instruments	\$1,114,006,382	7	\$1,152,760,742	6	\$945,591,182	6	-18.0%
Cotton, including Yarn and Woven Fabric Thereof	\$1,463,100,481	6	\$992,119,209	7	\$921,780,953	7	-7.1%
Essential Oils, Perfumery, and Cosmetic Preparations	\$770,852,710	9	\$874,590,664	8	\$917,276,603	8	4.9%
Special Classification							
Provisions, Not Elsewhere	\$504,361,365	15	\$541,989,830	13	\$741,971,728	9	36.9%
Meat and Edible Meat Offal	\$630,929,084	11	\$694,134,453	10	\$710,721,786	10	2.4%
Top Ten Total					\$28,507,417,920		
Top 10 (2013) Share of Total \$85.5 Billion: 76.5%							
Data Source: U.S. Census Bureau							

Florida's waterborne fertilizer exports fell 14.1 percent to \$1.9 billion. This drop is part of a longer term trend as global agriculture markets continue to diversify fertilizer product sourcing.

Worth noting in the analysis of Florida's import and export commodities is that the top three waterborne export commodities – **Vehicles, except Railway or Tramway, and Parts; Nuclear Reactors, Boilers, Machinery and Parts Thereof; and Electric Machinery including Sound and TV Equipment** – were also among the top import commodities. Together, these three commodity types, whether imported or exported, represent \$30.7 billion or more than a third (35.8 percent) of Florida's waterborne international trade.

CHAPTER IV

CARGO AND CRUISE OPERATIONS AT FLORIDA'S SEAPORTS

MEASURES OF FLORIDA'S INTERNATIONAL AND DOMESTIC TRADE AND PASSENGER BUSINESS

The activities of Florida's seaports can be measured in several ways. These measures include the dollar value of their cargo, the tonnage crossing their docks, the number of containers moved (as counted in 20-foot equivalent container units or TEUs), and the number of cruise passengers embarked and disembarked.

Ten of Florida's 15 established and emerging seaports handled cargo last year, and seven handled passenger movements by cruise ship, ferry, or day-cruise vessel.

In 2013, the dollar value of international cargo moving through Florida's airports and seaports, as reported by U.S. Census Bureau, moved to \$160.5 billion from \$161.4 billion. Waterborne cargo over Florida's ports, which comprises 53.5 percent of that total trade by dollar, fared better showing 0.4 percent growth. These numbers reflect a nationwide trend: the value of U.S. international trade was stagnant last year, recording growth of only 0.7 percent, to \$3.8 trillion.

It is important to note that, in this report, tonnage figures and passenger counts reflect fiscal years (typically October 1 through September 30) and value figures reflect calendar years, except as noted otherwise. Also, ports count passengers upon embarkation and disembarkation, reflecting port fees.



Exhibit 22: Florida's Containerized Waterborne Trade By Seaport (by Value) 2012 to 2013

Port	2012		2013		Change in Total Waterborne Cargo Value 2013 over 2012
	Containerized Cargo Value	Total Waterborne Cargo Value	Containerized Cargo Value	Total Waterborne Cargo Value	
Canaveral	\$24,091,126	\$1,540,997,461	\$19,244,293	\$1,383,270,152	-10.2%
Everglades	\$14,655,767,583	\$24,348,290,277	\$15,670,888,943	\$25,367,045,860	4.2%
Fernandina	\$78,649,974	\$259,366,148	\$64,726,315	\$175,269,536	-32.4%
Fort Pierce	\$19,609,967	\$103,042,754	\$0	\$0	-100.0%
Jacksonville	\$7,536,164,748	\$23,093,559,297	\$7,949,418,262	\$23,487,517,418	1.7%
Manatee	\$162,940,878	\$552,715,262	\$133,619,839	\$718,501,938	30.0%
Miami	\$20,049,405,056	\$25,318,366,204	\$19,261,921,440	\$24,306,923,095	-4.0%
Palm Beach	\$1,341,492,112	\$1,978,090,470	\$1,569,461,177	\$2,140,386,915	8.2%
Panama City	\$1,570,516,880	\$3,337,789,636	\$1,425,437,330	\$3,595,281,372	7.7%
Pensacola	\$123,467	\$209,771,934	\$2,234,590	\$222,879,315	6.2%
Tampa	\$505,666,718	\$4,796,864,078	\$581,613,206	\$4,427,370,710	-7.7%
Miscellaneous*	\$4,836,764	\$14,989,345	\$7,442,511	\$30,007,216	100.2%
Total	\$45,949,265,273	\$85,553,842,866	\$46,686,007,906	\$85,854,453,527	0.4%

Data Source: U.S. Census Bureau - the total 2013 international trade value basis is \$160.5 billion

* No cargo handled at the following ports: Citrus, Key West, St. Joe or St. Petersburg; cargo values in the miscellaneous category reflect operations other than those at specific port docks, as calculated by the federal government

This 0.4 percent value increase of cargo moving through Florida seaports shown in Exhibit 22 was accompanied by a 4.5 million ton cargo gain, an increase of 4.4 percent. This represents a shift to slightly lower value/higher weight cargoes. In 2013, the new cargoes were predominantly break-bulk, including vehicles, palletized freight, neobulk, and other non-containerized general cargo. There was also a 3.9 percent increase in TEUs, accompanied by a 7.2 percent increase in container tonnage, representing a noticeable shift toward heavier products and/or fewer empties.

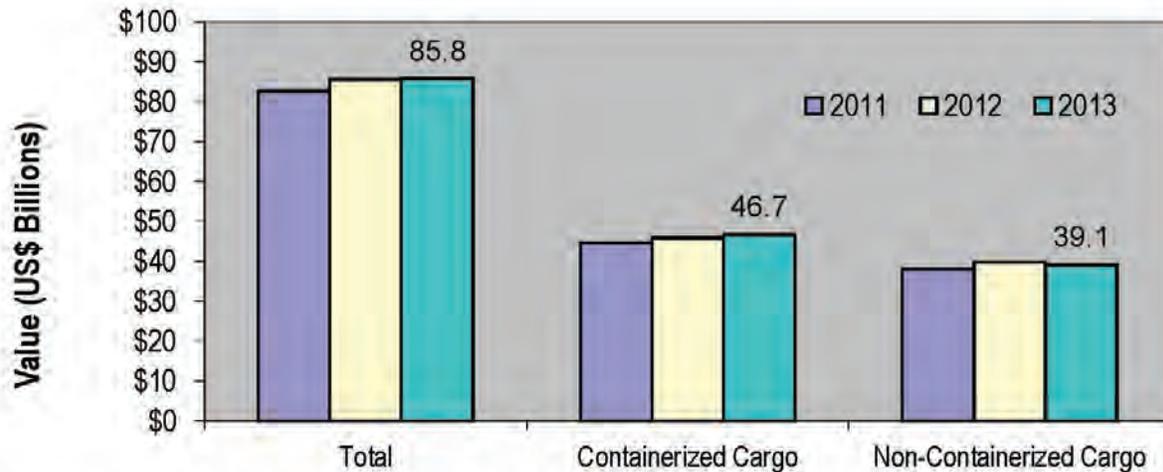
In the cruise industry, a record 14 million passengers were counted at Florida's seaports in FY 2012/2103, up 0.8 percent from FY 2011/2012.



DOLLAR VALUE OF WATERBORNE CARGO

In 2013, Florida's seaports moved \$85.8 billion worth of goods from countries the world over, up slightly from the \$85.6 billion moved in 2012. Exhibit 22 shows that containerized cargo at Florida's seaports, which represented 54.4 percent of the total value of waterborne cargo, increased by 1.6 percent in 2013 over 2012. Overall, waterborne cargo increased at a rate of 0.4 percent in 2013 over 2012.

Exhibit 23: Three-Year Comparison of Florida's Containerized and Non-Containerized Cargo (by Value) 2011-2013



Data Source: U.S. Census Bureau - the total 2013 international trade value basis is \$160.5 billion

Exhibit 24 shows the import-export shares of the respective seaports' international cargo volumes in 2013. The subtotals show a nicely balanced \$43.4 billion in imports and \$42.5 billion in exports. The value of waterborne imports increased 2.5 percent and exports decreased by 1.7 percent. By comparison, waterborne trade has outperformed total trade; total imports through state air and seaports grew by 0.4 percent and exports fell by 5.3 percent.

Exhibit 24: Florida's Waterborne Imports and Exports by Seaport (by Value) 2012 to 2013

Port	2012			2013		
	Imports	Exports	Total	Imports	Exports	Total
Canaveral	\$1,360,901,150	\$180,096,311	\$1,540,997,461	\$1,261,114,793	\$122,155,359	\$1,383,270,152
Everglades	\$10,366,436,078	\$13,981,854,199	\$24,348,290,277	\$12,002,675,656	\$13,364,370,204	\$25,367,045,860
Fernandina	\$10,987,347	\$248,378,801	\$259,366,148	\$7,595,556	\$167,673,980	\$175,269,536
Fort Pierce	\$13,798,472	\$89,244,282	\$103,042,754	\$0	\$0	\$0
Jacksonville	\$11,379,732,227	\$11,713,827,070	\$23,093,559,297	\$11,187,668,137	\$12,299,849,281	\$23,487,517,418
Manatee	\$370,891,475	\$181,823,787	\$552,715,262	\$505,561,410	\$212,940,528	\$718,501,938
Miami	\$13,456,899,892	\$11,861,466,312	\$25,318,366,204	\$13,037,220,834	\$11,269,702,261	\$24,306,923,095
Palm Beach	\$552,526,002	\$1,425,564,468	\$1,978,090,470	\$445,279,386	\$1,695,107,529	\$2,140,386,915
Panama City	\$2,689,495,868	\$648,293,768	\$3,337,789,636	\$2,874,058,049	\$721,223,323	\$3,595,281,372
Pensacola	\$1,039,264	\$208,732,670	\$209,771,934	\$3,025,954	\$219,853,361	\$222,879,315
Tampa	\$2,136,164,100	\$2,660,699,978	\$4,796,864,078	\$2,059,059,495	\$2,368,311,215	\$4,427,370,710
Miscellaneous	\$829,291	\$14,160,054	\$14,989,345	\$2,044,358	\$27,962,858	\$30,007,216
Total	\$42,339,701,166	\$43,214,141,700	\$85,553,842,866	\$43,385,303,628	\$42,469,149,899	\$85,854,453,527

Data Source: U.S. Census Bureau - the total 2013 international trade value basis is \$160.5 billion

* No cargo handled at the following ports: Citrus, Key West, St. Joe or St. Petersburg; cargo values in the miscellaneous category reflect operations other than those at specific port docks, as calculated by the federal government

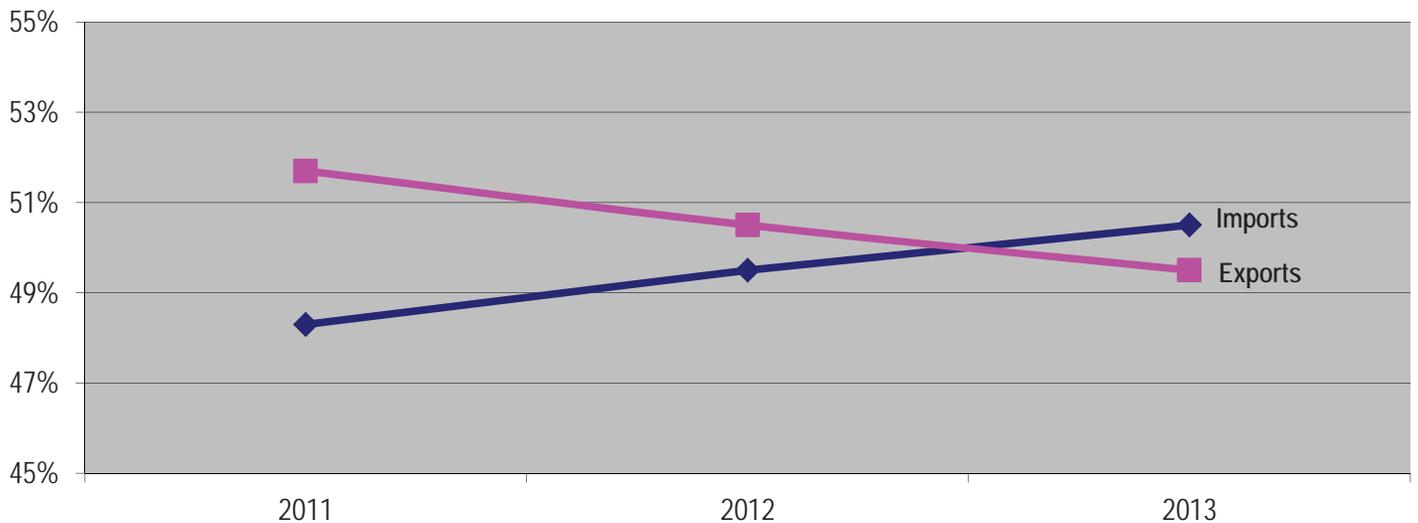
In a year of relatively stagnant international trade nationwide, Florida ports registered several notable increases in trade values.

- Port Everglades' import value increased 15.8 percent in one year to \$13.4 billion, helping total trade to grow to \$25.4 billion.
- Jacksonville's exports increased 5.0 percent to \$12.3 billion, boosting overall trade values to \$23.5 billion.
- Showing especially strong imports, but strong exports as well, Manatee's trade grew by 30.0 percent to \$718.5 million.
- Panama City saw increases to both imports and exports and its trade grew 7.7 percent to \$3.6 billion.
- Buoyed by strong exports, Pensacola's trade grew 6.2 percent to \$222.9 million, and Palm Beach's grew by 8.2 percent to \$1.7 billion.



Exhibit 25 compares the dollar value percentages of waterborne imports and exports in 2011, 2012, and 2013. The gap between export and import value, which had been narrowing for a number of years, appears to be widening again, this time in favor of imports, although it is too soon to tell if this trend will continue, especially considering the federal and state export promotion campaigns now under way.

Exhibit 25: Percentage of Florida's Waterborne Import and Export Cargo (By Value) 2011 to 2013



Data Source: U.S. Census Bureau - the total 2013 international trade value basis is \$160.5 billion



SEAPORT TONNAGE

Florida’s waterborne trade in FY 2012/2013, including the international and domestic cargo handled at both public and private terminals in port areas, rose from 100.6 to 105.1 million tons, registering a 4.4 percent gain.

Exhibit 26 shows the total waterborne tonnage handled at each of Florida’s seaports in FY 2012/2013, as compared with the previous two years. The state’s top three ports for total tonnage all showed growth, but results were mixed for the ports with smaller overall tonnage. Jacksonville showed the largest tonnage gains and accounted for more than half of the growth in tonnage at Florida’s seaports last year. The fastest growing ports, on a percentage of tonnage basis, were Panama City (25.1 percent), Jacksonville (10.8 percent), Palm Beach (7.0 percent), and Manatee (5.3 percent).

Exhibit 26: Three-Year Comparison of Florida’s Total Waterborne Trade Tonnage (by Port) and FY 2017/2016 Projections

Port*	FY 2010/2011*	FY 2011/2012*	FY 2012/2013*	FY 2016/2017*
Canaveral	4,547,724	3,904,986	3,874,266	5,047,669
Everglades	22,087,515	21,868,900	22,452,473	24,212,005
Fernandina	647,074	384,499	275,198	1,315,000
Fort Pierce	243,560	95,623	0	0
Jacksonville	19,424,444	21,879,260	24,239,517	29,869,498
Manatee	7,247,449	6,837,811	7,197,430	7,201,450
Miami	8,221,756	8,108,070	7,980,527	9,053,112
Palm Beach	1,953,893	2,005,461	2,145,864	2,094,932
Panama City	1,412,000	1,420,665	1,776,509	2,322,000
Pensacola	262,591	224,159	215,441	262,200
Port St. Joe	0	0	0	1,250,000
Tampa	34,252,712	33,907,564	34,940,655	41,575,000
Total	100,300,718	100,636,998	105,097,880	124,202,866

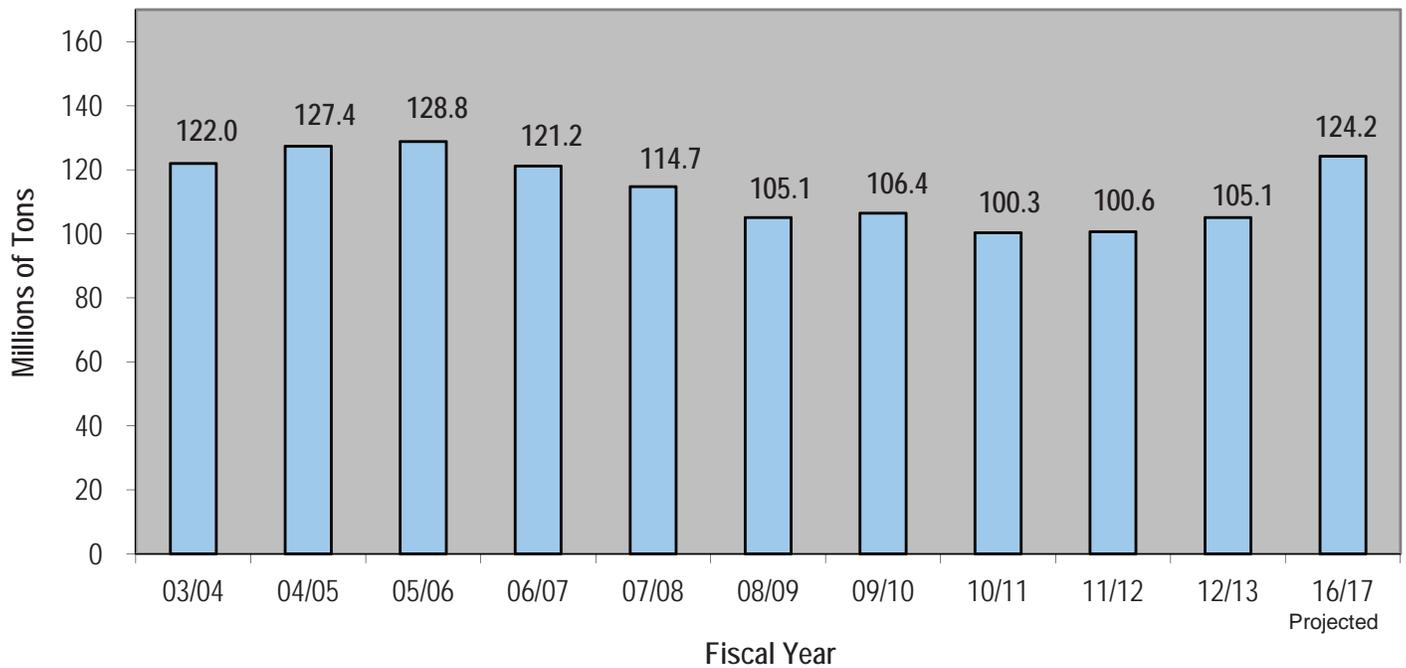
Data Source: Individual seaports

* No cargo reported or projected for ports of Citrus, Key West or St. Petersburg at this time

The exhibit also includes the seaports’ projections for FY 2016/2017, which forecast an 18.2 percent increase over FY 2012/2013. These projections include bulk and other tonnage at private terminals as well as all tonnage at the public seaports.

Exhibit 27 shows the state’s historic waterborne tonnage record since FY 2003/2004. It appears an upward trend has been re-established.

Exhibit 27: Cargo Tonnage at Florida's Seaports FY 2003/2004 to FY 2012/2013



Data Source: Individual seaports

Exhibit 28 shows the relative buoyancy of domestic cargo versus international trade in FY 2012/2013. More than 75 percent of the year's cargo growth was attributable to domestic movements.

Exhibit 28: Florida's Waterborne Import, Export and Domestic Tonnage (by Port) FY 2012/2013 (with Prior Year Comparisons)

Port*	Imports	Exports	Domestic	Total
Canaveral	2,814,817	120,392	939,057	3,874,266
Everglades	7,787,524	3,494,735	11,170,214	22,452,473
Fernandina	12,869	262,329	0	275,198
Jacksonville	9,710,483	4,145,786	10,383,248	24,239,517
Manatee	6,227,998	962,550	6,882	7,197,430
Miami	3,961,208	4,019,319	0	7,980,527
Palm Beach	207,231	1,390,729	547,904	2,145,864
Panama City	791,344	918,740	66,425	1,776,509
Pensacola	98,447	66,927	50,067	215,441
Tampa	6,191,846	5,557,073	23,191,736	34,940,655
Total FY 2012/2013	37,803,767	20,938,580	46,355,533	105,097,880
Total FY 2011/2012	37,336,914	20,143,621	43,156,464	100,636,999
Total FY 2010/2011**	35,932,270	19,796,557	44,224,029	100,300,718

Data Source: Individual seaports

* No cargo reported for ports of Citrus, Fort Pierce, Key West, Port St. Joe or St. Petersburg at this time

** Total includes other commodities not appropriately categorized as import/export or domestic, such as water sales

At 42.5 percent, South Florida ports handle slightly more of the state's waterborne exports than its imports (at 31.6 percent), reflecting the north-south export predominance. Overall, there is no variance in the state's Atlantic Coast and Gulf Coast import/export ratio – the Atlantic Coast ports handle 65 percent of waterborne imports and the Gulf Coast ports handle 35 percent, and the split for exports is almost identical.

The rate of growth of imports by value is rising (see Exhibit 25), along with the tonnage of seaport imports (see Exhibit 28). There was a 1.3 percent increase in FY 2012/2013 in import tons, confirming an upward trend begun last year after a five-year decline. In addition to there being slightly more imports, they were more valuable per ton than they have been in previous years. The total changes were small, but seem to be indicative of a trend.

Over the years Florida seaport exports have been considerably more valuable, per ton, than their imports – close to twice as valuable per ton. The split between imports and exports by value is currently close to 50/50; the split by tonnage is closer to 65/35. There are noticeably more exports than there were last year, but they are slightly less valuable per ton than they were in 2012, reflecting a change in the mix of commodities carried in boxes. Overall, export tonnage increased 3.9 percent in FY 2012/2013 over FY 2011/2012.

The more than three-million-ton jump in domestic trade, or 7.4 percent, was noteworthy, and indicative of the long, slow recovery from the recent recession. Two of the state's top three domestic cargo ports, Tampa and Jacksonville, predictably accounted for most of the domestic cargo gains. Tampa is seeing a rise in domestic phosphate volumes and a number of Jacksonville's private terminals had an excellent year.

Domestic cargo, the predominant tonnage moving across Florida's road and rail infrastructure to consumer markets throughout the state, is cargo transported in the waterborne trade between two or more states or between the U.S. and Puerto Rico. This domestic cargo includes Florida's traditional liquid and dry bulk commodities such as petroleum and phosphate products as well as items such as aggregates, cement, and sugar. The 46.4 million tons carried in FY 2012/2013 is still an amount well short of the peak years in 2004/2005/2006; however, the 2013 turnaround may signal the start of a new growth cycle as the composition of the domestic mix changes.

A large portion of this domestic tonnage comprises the petroleum products essential to meeting the state's fuel needs; another large portion has traditionally been essential to meeting the construction industry's needs, and it is this component of domestic tonnage that has experienced a recent upswing following a multi-year decline.

Imports (37.8 million tons) represented 36 percent of the total 105.1 million tons in FY 2012/2013, falling slightly as a percentage of all tonnage and reversing last year's gain as a percentage of all tonnage. Exports (20.9 million tons) represented 19.9 percent of the total in FY 2012/2013, roughly the same as last year. Finally, domestic cargo (46.4 million tons) represented 44.1 percent of FY 2012/2013 tonnage.

Exhibit 29: Florida's Waterborne Import, Export and Domestic Tonnage Percentages FY 2008/2009 to FY 2012/2013

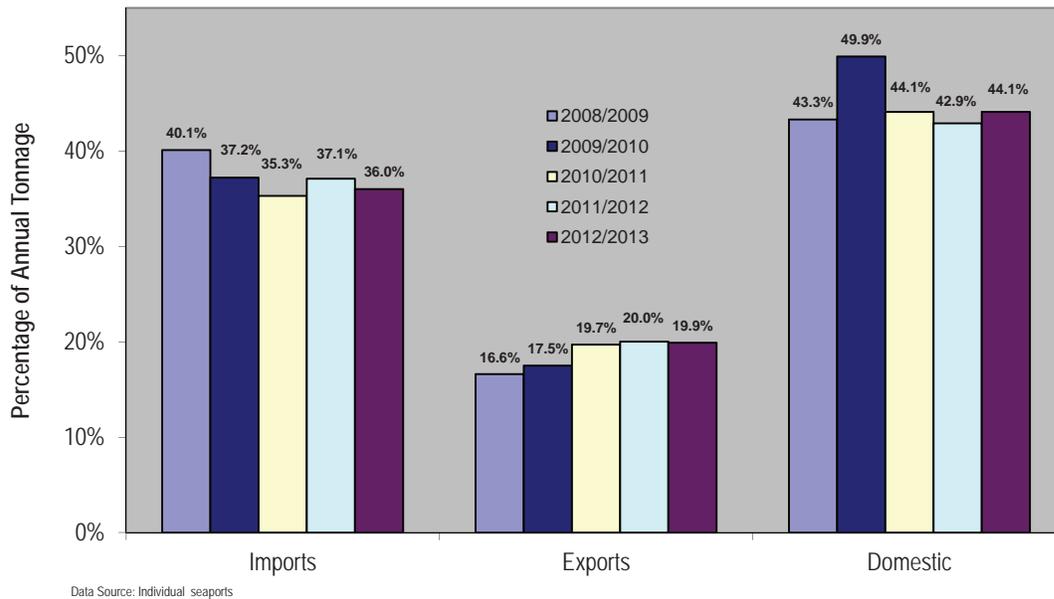


Exhibit 30: Waterborne Cargo Types Handled by Florida's Seaports (by Tonnage) FY 2012/2013 (with Prior Year Comparisons)

Port*	Dry Bulk	Liquid Bulk	Break-bulk	General Cargo	Total
Canaveral	1,231,495	2,615,264	17,142	10,365	3,874,266
Everglades	884,908	15,330,225	191,752	6,045,588	22,452,473
Fernandina	0	0	235,396	39,802	275,198
Jacksonville	4,531,275	6,867,473	7,157,431	5,683,338	24,239,517
Manatee	1,625,215	5,064,926	98,329	408,960	7,197,430
Miami	0	0	0	7,980,527	7,980,527
Palm Beach	558,990	281,533	62,162	1,243,179	2,145,864
Panama City	792,561	22,344	643,709	317,895	1,776,509
Pensacola	148,514	0	66,455	472	215,441
Tampa	12,991,107	20,856,450	730,317	362,781	34,940,655
Total FY 2012/2013	22,764,065	51,038,215	9,202,693	22,092,907	105,097,880
Total FY 2011/2012	22,381,474	51,661,587	5,994,114	20,599,824	100,636,998
Total FY 2010/2011**	22,318,083	53,181,770	5,466,384	18,986,620	100,300,718

Data Source: Individual seaports

* No cargo reported for ports of Citrus, Fort Pierce, Key West, Port St. Joe or St. Petersburg at this time

** Total includes other commodities such as water sales, not appropriately categorized as bulk, break-bulk or general cargo

Liquid bulk – comprising primarily petroleum products – represented 48.6 percent of the tonnage weight. Dry bulk (including fertilizers, cement, aggregates, etc.) represented 21.7 percent. Break-bulk, which includes vehicles, and containerized cargo represented the remaining 29.5 percent, as shown in Exhibit 31; that number is up a full three percent over the prior year. The general cargo category includes containerized cargo only.

Exhibit 30 illustrates the diversity of cargo handled at the state's ports. Some highlights of this table include the following:

- Eight ports handled dry bulk, seven handled liquid bulk, nine handled break-bulk and ten handled container cargo. Seven ports handled all four cargo types.
- Tampa showed bulk tonnage of 33.8 million tons – 96.9 percent of its total tonnage and 45.9 percent of the state's bulk tonnage.
- For labor-intensive break-bulk cargo Jacksonville handled 7.2 million tons – 29.5 percent of its own total tonnage and 77.8 percent of the state's break-bulk tonnage.
- Combined Miami, Everglades and Jacksonville registered 19.7 million tons of containerized cargo, almost 90 percent of container traffic handled by Florida seaports.

Exhibit 31: Percentage of Waterborne Cargo Types Handled by Florida's Seaports FY 2012/2013

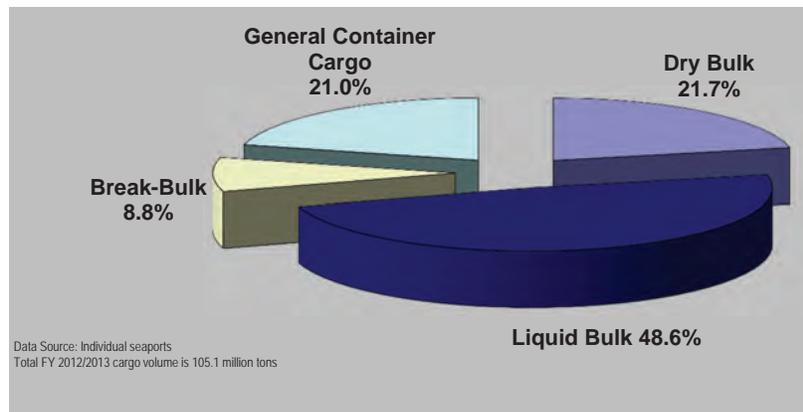


Exhibit 32 summarizes the tonnage changes for each commodity type between FY 2010/2011 and FY 2012/2013. As the exhibit shows, the break-bulk and general cargo categories had significant growth, with break-bulk up a remarkable 53.5 percent. Growth rates by cargo type generally illustrate a shift away from bulk and toward general cargoes.

Exhibit 32: Three-Year Comparison of Waterborne Cargo Types Handled by Florida's Seaports (by Tonnage) FY 2010/2011 to FY 2012/2013

Fiscal Year	Dry Bulk	Liquid Bulk	Break-bulk	General Cargo	Total
2012/2013	22,764,065	51,038,215	9,202,693	22,092,907	105,097,880
2011/2012	22,381,474	51,661,587	5,994,114	20,599,824	100,636,998
2010/2011*	22,318,083	53,181,770	5,466,384	18,986,620	100,300,718
Tonnage Change 2012/2013 over 2011/2012	382,591	-623,372	3,208,579	1,493,083	4,460,882
Percentage of Tonnage Change 2012/2013 over 2011/2012	1.7%	-1.2%	53.5%	7.2%	4.4%

Data Source: Individual seaports

* Total includes other commodities such as water sales, not appropriately categorized as bulk, break-bulk or general cargo

In FY 2012/2013, container movements at Florida's seaports increased by 3.9 percent to 3.2 million TEUs. By comparison, container tonnage was up by 7.2 percent, confirming the trend toward handling slightly heavier containers.

Shown below, half of the state's container ports saw increases and half saw decreases in the number of containers crossing their docks. Three of the state's four largest container ports enjoyed TEU increases; of those Jacksonville and Palm Beach saw double-digit increases. All of the active container ports are forecasting container growth in FY 2016/2017; that growth averages 3.2 percent per year.

**Exhibit 33: Three-Year Comparison of Container TEUs Handled by Florida's Seaports
FY 2010/2011 to FY 2012/2013**

Port	FY 2010/2011	FY 2011/2012	FY 2012/2013	FY 2012/ 2013 Ranking	Projected FY 2016/2017
Canaveral	646	253	580	9	103,172
Everglades	880,999	923,600	927,572	2	1,029,760
Fernandina	22,005	14,092	11,239	7	60,000
Fort Pierce	11,853	6,156	0	N/A	0
Jacksonville	900,433	923,660	1,028,541	1	1,337,717
Manatee	14,576	12,610	9,621	8	10,102
Miami	906,607	909,197	901,454	3	1,023,671
Palm Beach	206,537	223,463	254,664	4	311,974
Panama City	41,900	41,456	39,716	6	75,000
Pensacola	168	76	116	10	100
Tampa	39,632	39,882	42,198	5	200,000
Total	3,025,356	3,094,445	3,215,701		4,151,496

Data Source: Individual seaports

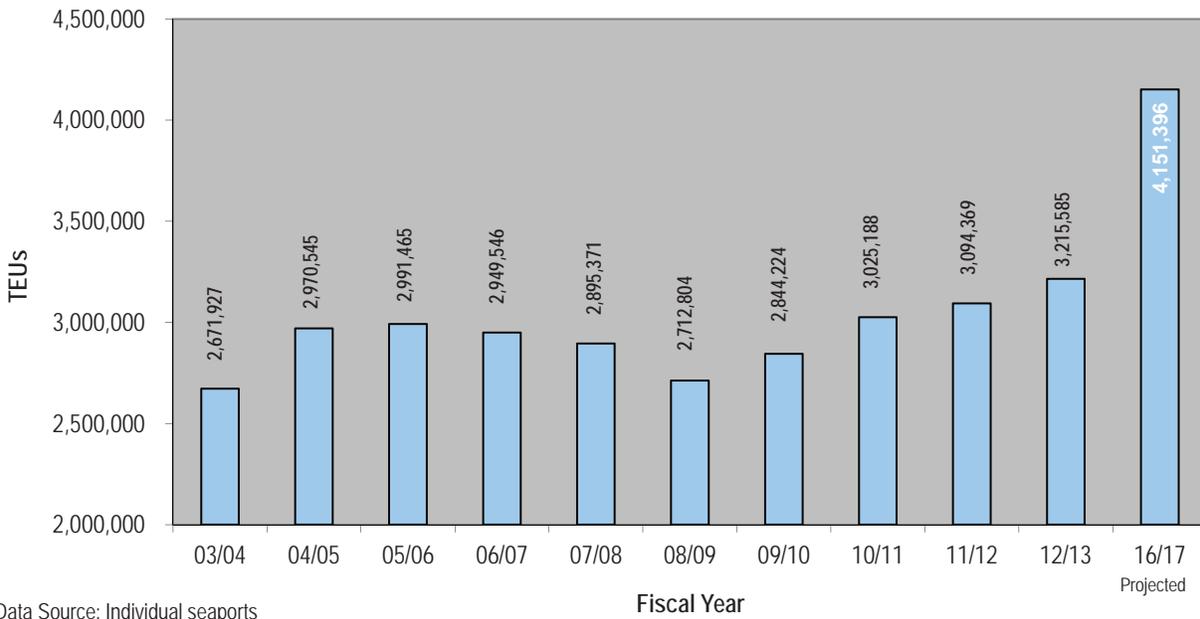
No containerized cargo reported for the ports of Citrus, Key West, Port St. Joe or St. Petersburg at this time

When TEU counts are taken into consideration, as shown in Exhibit 33, as compared to tonnage figures, it becomes evident that average box weight varies by port. On average, ports along Florida's Gulf Coast handle the heaviest boxes, followed by ports in South Florida. Containers handled at Atlantic ports in central and north Florida are substantially lighter, on average.

Exhibit 34 shows the history of container movements since FY 2003/2004. There has been 2.3 percent annualized growth. Projections are for this growth to escalate to 9.7 percent per year by FY 2016/17.



Exhibit 34: Container TEUs Handled By Florida's Seaports FY 2003/2004 to FY 2012/2013



According to early 2013 TEU statistics from the American Association of Port Authorities, most container ports in the U.S. enjoyed modest growth in 2013. A few of the top west coast ports suffered substantial losses, including Seattle, down by more than 300,000 TEUs and Los Angeles, who lost more than 200,000 TEUs. Florida's four largest container ports – Everglades, Jacksonville, Miami and Palm Beach – have consistently been among the top 20 in the nation.

When the expansion of the Panama Canal is completed in the next few years, wider and larger vessels will be able to transit the waterway. Bigger ships of all types will be able to offer all-water service from Asia to the U.S. East Coast and the Gulf of Mexico through the new locks. Feeder ships, themselves larger than those now calling at Atlantic ports, are expected to transship cargo from developing off-shore container hubs like those in the Bahamas, Dominican Republic and Jamaica, as well as from Panama's own growing load centers. Adequate capital improvement funding is essential to build and maintain the new capacity Florida's seaports and their intermodal partners need now to capture these promising opportunities

CRUISE OPERATIONS

In FY 2012/2013, more than 14 million passengers cruised from Florida's ports, up 0.8 percent from FY 2011/2012. The one-day passenger count recovered 8.2 percent after a decline of 21.2 percent in 2012. The current upward trend is attributable to increasingly popular day cruises, which are competing successfully with land-based entertainment opportunities. The number of multi-day cruise passengers remained relatively level, with a 0.6 percent increase, however, that number set a new record with 13,654,000 passengers. Even on a large base of passenger traffic, Miami still experienced an 8.1 percent gain.

Exhibit 35: Revenue Cruise Passengers at Florida's Seaports FY 2012/2013 (with Prior Year Comparison and FY 2016/2017 Projections)

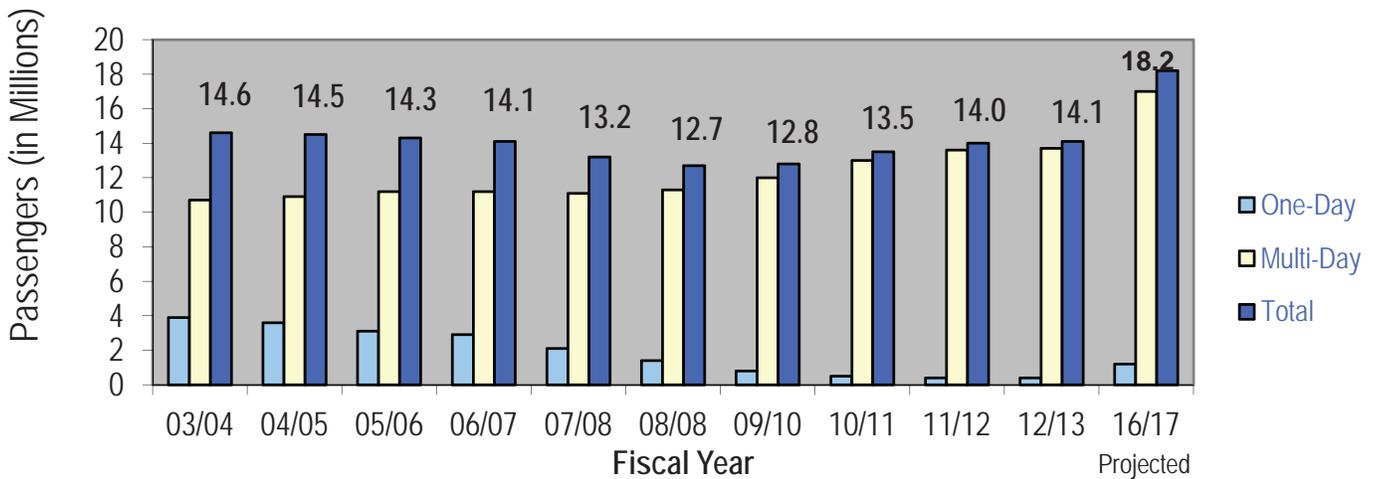
Port	FY 2011/2012			FY 2012/2013			Projected FY 2016/2017
	One-Day	Multi-Day	Total	One-Day	Multi-Day	Total	Total
Canaveral	243,227	3,761,056	4,004,283	269,408	3,717,586	3,986,994	5,377,301
Everglades	68,298	3,689,022	3,757,320	90,909	3,509,727	3,600,636	4,282,242
Jacksonville	0	390,463	390,463	0	371,263	371,263	375,000
Key West	73,181	832,887	906,068	0	832,887	832,887	700,000
Miami	0	3,774,452	3,774,452	48,173	4,030,356	4,078,529	5,000,000
Palm Beach	0	341,004	341,004	7,858	337,969	345,827	655,000
Tampa	0	974,259	974,259	0	854,260	854,260	1,100,000
Total	384,706	13,763,143	14,147,849	416,348	13,654,048	14,070,396	17,489,543

Data Source: Individual seaports

The One-Day columns includes passenger counts from casino cruises, day cruises, and passenger-only ferries, but excludes harbor tours and fishing excursions; the Multi-Day columns include passenger counts from home-ported vessels and port-of-call vessels

Exhibit 36 shows the history of passenger movements since FY 2003/2004 and the seaports' FY 2016/2017 projections. With the exception of Key West, who is responding to community-imposed capacity limits, Florida's cruise ports are all projecting passenger increases in 2016/2017.

Exhibit 36: Revenue Cruise Passengers at Florida's Seaports FY 2003/2004 to FY 2012/2013



Data Source: Individual seaports





FY 2012/2013 CRUISE RECORD

The cruise industry is among the few that have fully rebounded from the recession. Florida can thank its exceptional geography, safety, accessibility, and port and airport amenities for the swift recovery.

PortMiami counted more than four million revenue passengers crossing its docks. It is currently home to eight cruise ships that made 767 calls in FY 2012/2013 – more than two per day year round average. The addition of two new cruise brands, Regent Seven Seas Cruises and Disney Cruise Line, along with three new cruise ships including the ***Carnival Breeze***, ***Celebrity Reflection***, and the ***Oceania Riviera*** helped to boost the numbers. Port Canaveral has seven cruise terminals, with more planned, and in 2013 was home to seven year-round cruise ships. Less seasonality has afforded the port with steady and consistent growth in passengers. Port Everglades, with 12 cruise lines and 42 vessels sailing in 2013, has more home port cruise ships than any port in the world. They also host some of the world's largest cruise ships, such as ***Carnival Sunshine***, ***Grand Princess*** and super post-Panamax ***Oasis of the Seas*** and ***Allure of the Seas***.

The Florida-Caribbean Cruise Association (FCCA), in its document entitled Cruise Industry Overview – State of the Industry 2013, forecasted that 20.97 million cruise passengers would cruise globally in 2013; if that number holds, Florida seaports serviced almost 38 percent of the global cruise passenger industry.

The Caribbean remains the world's favorite cruise destination, deploying 40 percent of the industry's bed days, according to Cruise Lines International Association (CLIA). Florida is able to capitalize on its proximity to the ports of call in the Caribbean because it has invested in best-in-class port infrastructure and airlift capacity, and has aggressively marketed its home ports as destinations.

As issues related to the provision of appropriate infrastructure and safety considerations evolve at specific Caribbean/Bahamas ports of call, vessel itineraries and routings are changing. Florida is fortunate to serve both Western Caribbean and Eastern Caribbean routes, as well as Northern South America, and trans-Canal. It has a growing market for ports of call and a strong and stable market for specialty cruises including trans-Atlantic. Cruise lines benefit from a choice of seven Florida ports currently serving the cruise market.



The FCCA noted that 26 new state-of-the-art ships are contracted or planned to be added to the North American fleet through 2016, at an investment of nearly U.S. \$9.5 billion. In 2013, the growth of the cruise industry was spurred via the addition of 11 new ships.

As the capital of the North American cruise industry, Florida seaports account for close to two-thirds of all U.S. cruise embarkations. Florida's top three cruise ports are also the nation's (and the world's) top three. The state is not only the center for cruise originations, but it is also the center of most aspects of the industry. Carnival Corporation and Royal Caribbean Cruises, Ltd., which combined control three-fourths of the North American cruise industry's capacity, have their headquarters in Miami as do other cruise lines. Cruise industry activities, according to CLIA, affect virtually every industry in the country and the state, including tourism and related industries, and also food processors and chemical manufacturers; advertising agencies; management and technical consulting companies; and manpower agencies in the non-manufacturing sector.



LOOKING TO THE FUTURE OF CRUISE

CLIA continues to confirm that great future opportunity clearly exists; the cruise industry is the fastest-growing segment of the travel industry. The cruise industry's future will focus upon larger vessels, those capable of carrying as many as 4,000 or more passengers; these larger vessels provide opportunities but they may not consistently be deployed at Florida ports unless appropriate assets continue to be developed. Towering vessels require new attributes, such as greater bridge clearance, wider channels, enhanced airlift and more fluid landside connectivity.

According to a FDOT report released in November 2013, there are 45 cruise ships, including river and ocean vessels, on order through 2016. A dozen of them will have capacity exceeding 3,500 passengers. The widest beam is 213 feet and the greatest length is 1,181 feet. As many as half of these vessels can be expected to join the North American fleet. There are many smaller newbuilds on the books, and these may open up niche opportunities for Florida's emerging cruise ports.

The industry is forecasting steady growth and continues to introduce new generations of cruise ships. Florida still dominates the industry and will be the homeport for many of the industry's newest cruise ships. To continue attracting and serving these larger cruise ships and generating the economic benefits and jobs this dynamic business sector fosters, Florida's cruise ports must continue to provide state-of-the-art services and capacity to meet the anticipated demand and industry changes.



CHAPTER V

PORT PROFILES 2013/14

Port Canaveral

Port Citrus

Port Everglades

Port of Fernandina

Port of Fort Pierce

JAXPORT

Port of Key West

Port Manatee

PortMiami

Port of Palm Beach

Port Panama City

Port of Pensacola

Port of Port St. Joe

Port of St. Petersburg

Port Tampa Bay



INTRODUCTION

Port Canaveral is home to eight year-round cruise ships from three lines: Carnival Cruise Lines, Disney Cruise Line and Royal Caribbean International. With one of the largest fleets of year-round cruise ships in the state, Port Canaveral welcomed 3.72 million revenue passengers in 2013. Canaveral Port Authority has invested \$245 million in seven cruise terminals and is preparing for continued demand for berths and larger ships. In November 2014, a 188,500 square foot cruise terminal and 1,000-space parking facility will open to accommodate the largest cruise ships in the world. Port of call business remains strong, growing to an estimated 140 calls in 2014. In addition, Port Canaveral offers a year-round gaming ship that sails twice daily on cruises to nowhere.

As part of overall expansion plans, Phase 1 of a dredging project began in May to widen Canaveral's three-and-one-half-mile channel by 100 feet, expanding the current width to 500 feet overall and deepening the entrance to 46 feet to accommodate larger vessels. This project is the first step to deepen the harbor eventually to 55 feet. Port Canaveral is extending its cargo reach with development of intermodal facilities in the north end of Brevard County, while working on on-dock rail to a new state-of-the-art container terminal in the north cargo area. Port Canaveral has purchased two post-Panamax ship-to-shore container cranes, which will undergo major refurbishment and be operational by November 2014 in conjunction with the opening of a new container terminal. Cargo activity is expected to increase significantly with additional deepwater container cargo berths nearing completion, enabling access to more than 60 acres for development, as well as additional berthing for breakbulk and Ro/Ro cargoes.

Port Canaveral is home to more than 200 tenants, encompassing light manufacturing, professional services, restaurants, retail, and port-related activities. It provides major recreational facilities, including the recently upgraded Jetty Park campground, public beach and waterside parks, to serve both tourists and the local and regional community. For cruise passengers and other visitors, our new Exploration Tower, Central Florida's newest attraction, beautiful beaches, recreational and cultural amenities, shopping opportunities, nearby Kennedy Space Center and the Orlando theme parks offer visitors to Port Canaveral many diverse options.

GOALS AND OBJECTIVES

- Construct and expand port facilities and infrastructure in an orderly manner to meet the growth needs of Brevard County and the central Florida region, the cruise/tourism industry, the area's industrial base of imports and exports, the foreign trade zone, local military bases, and the space industry, and, to meet the recreational demands of the community.
- Widen channel and deepen harbor.
- Provide new bulk, break-bulk and containerized cargo facilities.
- Improved railroad connections.
- Achieve cooperative utilization of federal land now occupied by the Department of Defense.

ACCOMPLISHMENTS

- Hosted successful annual AAPA convention with Governor Rick Scott as guest speaker.
- Celebrated the 60th Anniversary of Port Canaveral.
- As part of redevelopment of the waterfront on the south side of the harbor, completed the new seven-story Exploration Tower - featured on a lakefront port site. It honors the past and celebrates the Space Coast's continuing achievements, and features an observation deck, exhibits and event space.
- Celebrated 25 years of being off the local tax rolls and operating from revenue made and reinvested back into port operations.
- Honored with 22nd consecutive CAFR Award for excellence in financial reporting

TOP TRADE PARTNERS AND COMMODITIES

IMPORTS: Principal imports are petroleum, aggregates, salt, slag, fertilizer and perishables. These include lumber, slag, cement and petroleum from Europe; cement, pumice and vehicles from the Mediterranean; cement, petroleum and juice concentrates from South America; cement, limestone and salt from the Caribbean Basin; lumber and forest products, and aggregates/granite from Canada; perishables, juice concentrates and limestone from Central America; and petroleum, slag and cement from Asia.

EXPORTS: Principal exports are fresh citrus and single-strength juice, juice concentrates, automobiles and heavy equipment. These include juice concentrates and juices moving to Europe; vehicles and heavy equipment to Central America; vehicles, heavy equipment and general cargo to the Caribbean; fresh citrus to Asia; and vehicles and heavy equipment to Africa.

HINTERLAND

Port Canaveral's hinterland includes the central Florida region paralleling the I-4 corridor. Cargo: Central and north Florida counties of Brevard, Polk, Indian River, Orange, Osceola, Seminole, Volusia, and the Southeast U.S. Cruise: The U.S., Europe, the Bahamas and the Caribbean, Mexico, and Central and South America.

TESTIMONIALS

"Port Canaveral is one of our fastest-growing homeports and deploying a third year round ship from the Space Coast is a clear indication of the confidence we have in this important market. The dedicated efforts of the Canaveral Port Authority, as well as the outstanding support of our valued travel agent partners, have allowed us to achieve this unprecedented and historic growth."

– **Gerry Cahill, Carnival Cruise Lines**

"Port Canaveral is a major contributor to our \$2.8 billion tourism industry. Our partnership with the Canaveral Port Authority has allowed us to significantly grow our pre- and post-cruise business. The growth of the port of calls has exposed the Space Coast to millions of new potential customers."

– **Rob Varley, Space Coast Office of Tourism**





INTRODUCTION

The effort behind **Port Citrus** is to establish a public port within Citrus County to grow the economic vitality and quality of life in the area. The timing for this endeavor is ideal. With the soon-to-be-complete Panama Canal expansion and other major changes in trade patterns, global maritime commerce opportunities abound for Florida. Citrus County can benefit as well.

GOALS AND OBJECTIVES

Port Citrus will take full advantage of a valuable asset: the Cross Florida Barge Canal. The area encompasses many underutilized public works projects, and development of the Port will turn those unique physical assets into sustainable economic opportunities and jobs. The existing direct connection to the Gulf of Mexico offers clear potential for port development.

Initial feasibility studies completed in 2013 assessed markets and competitive position, preliminary and future infrastructure needs, development costs and potential funding sources. A determination of port development feasibility was made, with a market analysis refined to identify potential users, and a business model to yield the greatest feasibility. The consultant identified the optimal port facility location and recommended a sequenced development strategy. That strategy will maximize port development efficiency and growth potential and minimize development costs while growing a sustainable revenue stream.

A Memorandum of Understanding is pending final execution between the Citrus County Port Authority and Port Tampa Bay, to develop a strategic partnership in creating a barge feeder service for bulk commodities, enhancing the port corridor supply chain and expanding international trade between the ports.

TESTIMONIAL

“The establishment of Port Citrus affords the County Commission a unique opportunity to take the long view of northwest Citrus County. This area contains many existing and underutilized public works projects. Port Citrus allows us the chance to turn those unique physical assets into sustainable economic opportunities, jobs, tax space and increase public infrastructure.”

– **Dennis Damato, Citrus County Port Authority**



GOVERNING BODY: Broward County Board of County Commissioners

www.broward.org/port
www.porteverglades.net



INTRODUCTION

As one of south Florida's leading economic powerhouses, **Port Everglades** is an important gateway for international trade and cruise vacations. Already one of the busiest cruise ports in the world, it is also Florida's leading container port and South Florida's main seaport for receiving petroleum products including gasoline, jet fuel and alternative fuels. The Port Everglades Department is a self-supporting Enterprise Fund of Broward County government, with operating revenues of approximately \$147 million in fiscal 2013. It does not rely on local tax dollars for operations. The total value of economic activity at Port Everglades in fiscal 2012 (latest data available) was approximately \$26 billion. More than 201,000 Florida jobs are impacted by the port, including almost 11,700 people who work for companies that provide direct services to Port Everglades.

GOALS AND OBJECTIVES

- Increase waterborne import/export trade relationships with Central and South America and the Caribbean to expand and solidify the port's number one trade surplus position, and to develop new trade opportunities with Europe and the Far East.
- Capitalize on state funding opportunities to finance essential capital projects in preparation for substantive new trade impacts and a lively interest in cruising.
- Continue to strategically invest in Port Everglades and near-port intermodal infrastructure to improve connectivity with state transportation corridors and logistic centers, moving goods and passengers efficiently and cost effectively.
- Actively partner with private sector manufacturers and other companies willing to invest in expansion and create jobs while facilitating their import/export strategies. And, renovate to world-class levels those competitive cargo and cruise facilities needed to serve existing tenants and to attract new users.
- Support the on-going reduction of trade barriers and the creation of a stable investment environment so U.S. companies will find it easier and cheaper to import and export their products and services.

ACCOMPLISHMENTS

- The U.S. Army Corps of Engineers released its draft report for deepening and widening the port's navigational channels to enable safe passage of deep-draft post-Panamax cargo ships. Community meetings were well attended and highly supportive of the project. The Florida Legislature approved \$576,000 for project pre-construction engineering and design.
- A \$54-million renovation project transformed Cruise Terminals 2, 19, 21 and 26 into modern, world-class, guest-friendly cruise terminals, capable of processing both debarking and embarking cruise passengers simultaneously.
- The port, in conjunction with the Florida Perishables Coalition and federal regulatory agencies, received a permit to launch a new cold-treatment pilot program to allow once-restricted grapes and blueberries from Peru and Uruguay to come through South Florida gateways.
- The Grand Alliance added a weekly direct ocean shipping service from Northern Europe.
- The port hosted the largest oil tanker in its history when the 813-foot long, 144-foot wide, 112,045-deadweight-ton **Ellie Lady** docked in July 2013.
- Motiva Enterprises, LLC opened a new high-capacity ethanol rail terminal at Port Everglades that provides a safer, cleaner and more efficient means to transport domestically produced ethanol by eliminating truck traffic from rail heads, and freeing up berth space on the busy petroleum piers.

HINTERLAND

CARGO: Primarily southeastern Florida extending northward to a 24-county area (including Pasco, Polk, Osceola and Brevard), south to Monroe, and west to the Gulf of Mexico. In trade with Latin America, the hinterland is the entire U.S. **CRUISE:** All of North and South America and Europe.

TESTIMONIALS

TOP TRADE PARTNERS

Venezuela, Honduras, Brazil, Costa Rica, Dominican Republic.

TOP TRADE COMMODITIES

Refined Petroleum; Optical, Photo, etc., Medical or Surgical Instruments, etc.; Industrial Machinery including Computers; Yachts and Boats; and, Apparel Articles and Accessories, Knit or Crochet.

"Hamburg Süd is proud to have been selected to carry the first refrigerated cargo load of fresh Peruvian grapes to Florida. With our state-of-the-art refrigerated cargo containers and our fixed-day-of-the-week liner service between Peru and Port Everglades, we are uniquely positioned to cater to this exciting new business. Port Everglades is the first U.S. port of call for our South American West Coast/United States service and we are looking forward to serving the South Florida fresh produce import community."

– **Juergen Pump, Hamburg Süd North America.**

"For decades, Port Everglades has been the premier departure port for cruisers traveling from South Florida to anywhere in the world. Port Everglades is a favorite with Porthole readers and savvy travelers. I've always had a great experience there." – **Bill Panoff, Porthole Cruise Magazine**

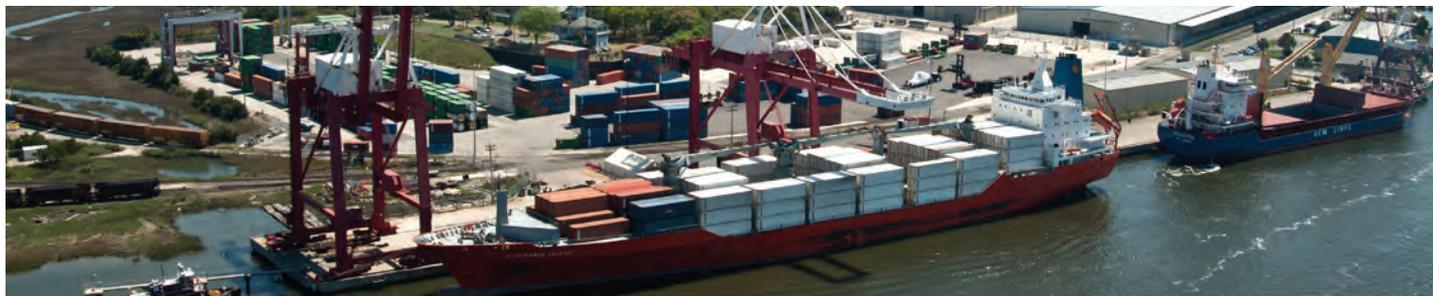


PORT OF FERNANDINA



GOVERNING BODY: Ocean Highway and Port Authority, Nassau County

www.portoffernandina.org
www.kindermorgan.com



INTRODUCTION

The **Port of Fernandina** provides terminal service to numerous pulp and paper producers located throughout Florida and the Southeast, and provides steel export services to several steel companies with mills in the Southeast. Fernandina supports a number of independent container lines serving Ecuador and Bermuda. The port's principal cargoes include exports of steel products (including billets, coils beams and rebar), machinery, forest products (including kraft linerboard, logs and treated lumber), corrugated cardboard waste, and building and construction material, as well as imports of wood pulp, hardboard and building materials. The containerized commodities moving through the port include wood pulp, automobile and truck parts, lumber, chemicals, beverages, food stuff and chilled goods, machinery, consumer goods and building materials.

GOALS AND OBJECTIVES

- Promote economic development and create employment opportunities in Nassau County and northeast Florida.
- Support local industries by providing efficient port facilities, and reduce inland costs. Maintain port infrastructure to the highest standards to meet the increasing customer demand.
- Provide superior service to niche carriers and port users at a competitive price.
- Develop and provide an off-port logistics and distribution facility to serve northeast Florida.
- Work with state and local economic development agencies to attract manufacturing entities that import or export goods to Nassau County and northeast Florida.

ACCOMPLISHMENTS

- Developed steel exports into Central and South America and the Caribbean. The Port of Fernandina is now one of the leading semi-finished steel exporters in the nation.

- Initiated a new monthly break-bulk liner service to Central America and the Dominican Republic that will move to a bimonthly service in 2014.
- Initiated a new break-bulk liner service to the west coast of South America serving Peru, Ecuador and Chile. The initiative further enhances the efficiency of the local paper and pulp producing mills in Nassau County.
- Developed exports of Southern Yellow Pine logs from Nassau County to the Far East utilizing regional Far East shipping lines.
- Completed rehabilitation of the break-bulk and container yard. The port's goal is to maintain the facility to the highest standards.
- Upgraded security infrastructure, including new video cameras, fencing and lighting. The Port of Fernandina is focused on becoming the safest port facility in the nation.
- Working with local, state and Florida Department of Transportation officials, the expansion of A1A/SR-200 leading to the port, from four to six lanes, is fully funded in the current five-year program. Actual construction will begin in 2014. As the highway is expanded, it will create manufacturing opportunities and efficiencies within the port corridor, enhancing the attractiveness of the Port of Fernandina.

HINTERLAND

The southeastern U.S. and gulf states; major metropolitan areas include Tampa, Orlando, Jacksonville, Atlanta and New Orleans. As the most westerly port on the East Coast, the Midwest and the Great Lakes region can also be served efficiently. The Port of Fernandina enjoys excellent CSX rail connections with major paper and steel mills in the U.S. Southeast. Its geographical location also allows truckers to reach cities such as Memphis, Charleston, Richmond, Mobile and all of Florida in a day or less.

TOP TRADE PARTNERS

Ecuador, Dominican Republic, Jamaica, Bermuda, Panama.

TOP TRADE COMMODITIES

Major export commodities include steel products, forest products, machinery, foodstuff and chemicals. The major import commodity is wood pulp.

TESTIMONIALS

"We have called the Port of Fernandina for over 22 years and during that time Nassau Terminals has provided excellent service. Combined with the short entrance channel and Nassau Terminals' start-upon-arrival policy, Ecuadorian Line has been able to maintain its liner service schedule and even make up time due to the terminal's quick turnaround time." – **Chuck Schwarz, Ecuadorian Line**



INTRODUCTION

St. Lucie County is exploring strategic options for **Port of Fort Pierce**. The county owns 20 acres at the port, adjacent to 67 acres owned privately, as well as 12 acres that house the privately owned Indian River Terminal. The second phase report of a new master planning effort was issued in September 2013 and there were four key recommendations:

- Actively and quickly seek funding for infrastructure that may include rail/road/bridge enhancements, storm water projects and other infrastructure.
- Seek alignment of city and county planning and code to facilitate port development.
- Provide for a permanent, full-time, dedicated Port Director, perhaps jointly funded by the county and city, in order to enable marketing of the port and provide professional seaport operations and management.
- Through the Harbor Advisory Committee, continue a dialogue with seaport land owners, key community groups, and city and county governance, to build alliances, consider balanced recommendations and advance economic development.

GOALS AND OBJECTIVES

The county is striving to refresh the port's vision and direction and set strategies for revitalization, as well as tackle heavy county unemployment. It is realigning strategic plans and goals. The new master plan may help fast track port development and administration plans that are driven by opportunity and the community.

ACCOMPLISHMENTS

Completed the recommendations issued in Port of Fort Pierce Master Plan update.

HINTERLAND

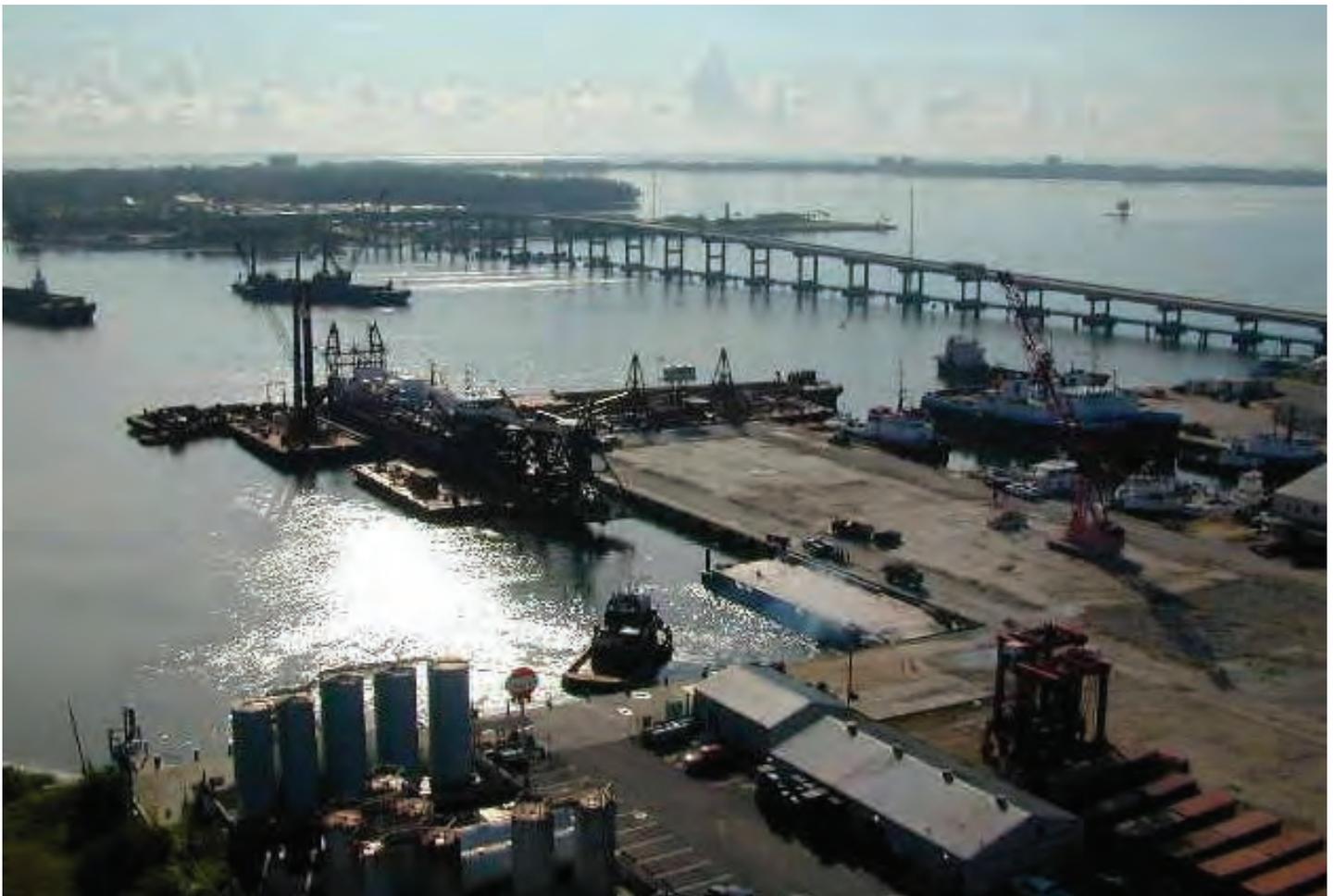
St. Lucie, Indian River, Okeechobee, Highlands, Hendry, Glades and Martin counties.

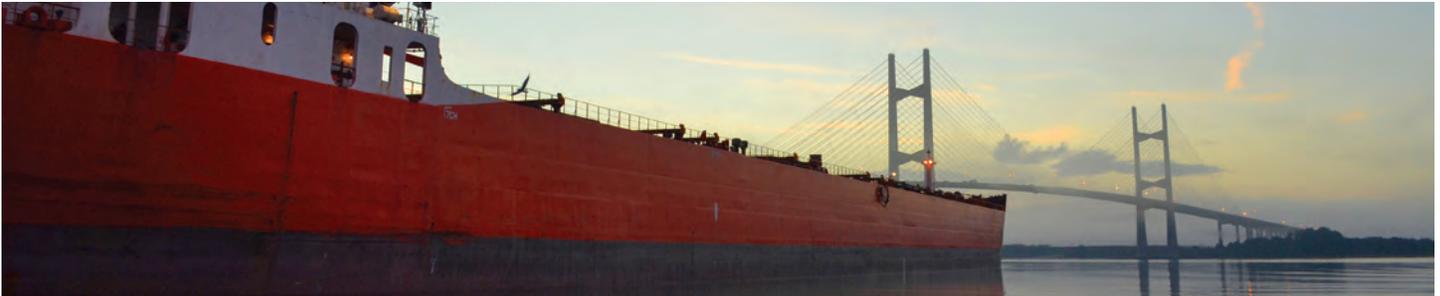
TOP TRADE PARTNERS

Historic partners have included the Caribbean Basin, Bahamas, Far East and Europe

TESTIMONIALS

“There are some exciting opportunities out there for new and expanded shipping at the port, including three new trade agreements with Panama, South Korea and Columbia, which all have opened the doors for new opportunities.” – **Jeff Weidner, FDOT**





INTRODUCTION

The **Jacksonville Port Authority (JAXPORT)** is an independent agency responsible for the development of public seaport facilities in Jacksonville. It owns three cargo facilities and a cruise terminal, and, according to a recent study, supports 65,000 jobs and more than \$19 billion in annual economic impact for the northeast Florida region.

GOALS AND OBJECTIVES

- Pursue harbor improvement and deepening projects while further redeveloping JAXPORT's terminals for intermodal, container, bulk and break-bulk business.
- Intensify international marketing efforts while diversifying trade lanes and cargo.
- Contribute to the economic well-being of the city, state and nation by developing new business, expanding export opportunities and attracting cargo bound for in-state markets to move through JAXPORT rather than through out-of-state ports.
- Work with the Florida Department of Transportation to improve the connector system linking Jacksonville to the interstate road network and rail system.

ACCOMPLISHMENTS

- In January 2013, Governor Rick Scott committed \$38 million in state and local funding to complete Phase II of the TraPac Container Terminal project, enabling JAXPORT to jump-start the final phase of fixing the navigational problems in the St. Johns River at Mile Point.
- In March 2013, Bahri General Cargo and JAXPORT announced regular service between Jacksonville, the Middle East, Africa and Indian Sub-continent regions. Bahri said that adding JAXPORT to the rotation allows access to larger markets and assists the carrier in improving vessel utilization.

- After a tour of JAXPORT in July 2013, President Barack Obama spoke about the importance of manufacturing and ports to the nation's economy.
- Nineteen custom-designed diesel oxidation catalysts are now operational on JAXPORT cranes and other equipment and will help further reduce diesel emissions at the port. The voluntary project was funded through a U.S. Environmental Protection Agency grant awarded by the Florida DEP.
- For the first time in more than a decade, JAXPORT is offering shippers the opportunity to move refrigerated cargoes from Jacksonville to ports in Namibia, South Africa and Mozambique. Galborg USA has provided carrier services between Jacksonville and Africa for 15 years. The company recently upgraded its vessel fleet and now offers up to 100 refrigerated units on each ship.
- In September 2013, Governor Rick Scott and members of the Florida Cabinet approved \$150 million which will finance projects at Florida ports through the Seaport Investment Program. The Florida Department of Transportation funding included \$27.5 million slated for JAXPORT, of which \$14.8 million will be used for Blount Island Terminal improvements.
- JAXPORT announced the completion of a new lease agreement with Sea Star Line LLC, a port tenant for the past 23 years. The term of the agreement is 20 years with two renewal options of 10 years each and includes the use of more than 52 acres of land at JAXPORT's Blount Island Marine Terminal.
- In October 2013, JAXPORT celebrated its 10th anniversary of cruise service with nearly 1.5 million passengers departing from the cruise terminal.
- A Strategic Master Port Plan was finalized in cooperation with a consulting team led by Martin Associates; the plan includes a valuation of terminals and assets, and a strategic assessment providing a comprehensive management decision tool.
- Jacksonville and northeast Florida emerged as a leader in the use of LNG fuel for the maritime industry as both Sea Star Line and Crowley Maritime invested in LNG powered ships and several companies announced plans for supplying LNG fuel. JAXPORT will also seek exporting opportunities as the use of LNG grows.
- JAXPORT continued to move forward on two critical projects – Mile Point and deepening the harbor to 47 feet – by working with local, state and federal leaders to ensure the projects were included for authorization in the Water Resources Reform and Development Act (WRRDA).

HINTERLAND

JAXPORT's hinterland is primarily defined as the U.S. Southeast and Midwest. Jacksonville's geographic location allows JAXPORT inbound cargo to reach 50 million consumers and 60 percent of the U.S. population within a 24-hour truck drive. The port is served by three dozen train departures daily. JAXPORT's reach extends to all 48 contiguous states, according to the U.S. Department of Transportation's study of destinations for imported goods.

TOP TRADE PARTNERS

Colombia, Brazil, China, Japan, Mexico. JAXPORT is also a leader in cargo movements to and from Puerto Rico.

TOP TRADE COMMODITIES

Mineral Fuel, Oil, etc., Bitumen Substances, Mineral Wax; Vehicles, except Railway and Tramway, and Parts, etc.; Limestone Chips; Paper and Paperboard; General Cargo.

TESTIMONIALS

“All of us that have multiple port operations work with various levels of executives throughout the port industry. This is one of the strongest teams that we work with on a day in, day out basis. We have talked with the executive management team. [We have had] discussions about wanting to invest additionally in the port.” – **Terry Brown, Diversified Port Holdings, Seonius/Portus**

“MOL/TraPac has always had a long-term plan envisioned for making Jacksonville a gateway port due to the natural resources and a full range of logistics opportunities that no other southeast ports have to offer.” – **Dennis Kelly, TraPac Terminal**





PORT OF KEY WEST



GOVERNING BODY: City of Key West

www.keywestcity.com



INTRODUCTION

The **Port of Key West** includes cruise berths at Mallory Square, the Navy's Outer Mole Pier, and the privately owned Pier B at the Weston Resort. The city also maintains a domestic ferry terminal in the Key West Bight. These facilities constitute one of the busiest ports of call in the nation and one of the state's strongest and most sustained ferry port operations.

The Port of Key West is a major economic engine for the city and local businesses, bringing in almost a million passengers per year resulting in a local business impact of approximately \$85 million. The port provides 1,260 direct and indirect jobs to the citizens of Key West and contributes 15 percent of the city's total tax revenue. For a city with a total population of 22,000, these jobs represent a significant contribution to the overall economy.

Additionally, the Port of Key West supports cruise and ferry activities throughout the state, hosting cruise ships from Miami, Port Everglades, Canaveral, Tampa and Jacksonville as well as ferries from Fort Myers and Marco Island. These passengers are introduced to the unique charm of Key West without contributing vehicular traffic to the overburdened US-1 corridor.

GOALS AND OBJECTIVES

- Develop and maintain port-of-call facilities to accommodate the needs of the cruise ship industry and its passengers.
- Maximize the cruise industry and 'ferry operations' benefits and revenues for the city and local businesses.
- Manage the volume of cruise and ferry passengers to sustain the city's quality of life and preserve the historic features of old Key West.
- Design, build, and maintain a world-class park at the Truman Waterfront which serves as the gateway between a major cruise berth and the heart of the city. The city's redevelopment of this site into an exceptional urban park will offer both residents and visitors the opportunity to experience the historical origin of Key West, its waterfront.

ACCOMPLISHMENTS

- Design was completed on the improvements to Mallory Square Pier in order to reduce the existing impacts of cruise ships on the T-Pier.
- The port is replacing police security barricades at Mallory Square with ornate permanent fencing that is more functional and blends in with the historic architecture of the square.

HINTERLAND

U.S. cruise homeports, Florida west coast ferry ports, city of Key West and Monroe County.





INTRODUCTION

Port Manatee is a multi-purpose deepwater seaport on Tampa Bay handling a variety of bulk, break-bulk, containerized and heavy-lift project cargoes. As one of the closest U.S. deepwater seaports to the Panama Canal, Port Manatee offers superior intermodal connectivity, competitive rates and a prime location with nearly 5,000 acres of surrounding green space ripe for development. Port Manatee features approximately 70 acres of lay-down area, one-million square feet of public warehouse and office space, and 207,000 square feet of refrigerated space including 30,000 square feet of freezer space.

With room to grow, extensive development incentives and a growing consumer base at hand, Port Manatee offers significant benefits to current and potential customers, manufacturers, shippers and ocean carriers.

GOALS AND OBJECTIVES

- Develop and operate Port Manatee as a competitive and viable deepwater shipping port.
- Stimulate regional economic development.
- Serve community, state, national and international shipping needs generated by that development.
- Develop the Florida International Gateway.

ACCOMPLISHMENTS

- In October 2013 construction was completed of the first 10 acres of phase one of the South Port Intermodal Terminal, a planned 52-acre container and vehicle facility that sits adjacent to the two recently extended 800-foot berths. Berths 12 and 14 have a 40-foot draft, capable of handling Panamax-sized ships.
- Two new energy-efficient locomotives were funded in part by a \$2.5-million federal TIGER II grant and Florida Department of Transportation grant.

- In September 2013, the port signed a Memorandum of Understanding with Pasha Automotive Services to develop a state-of-the-art auto processing facility at Port Manatee. The agreement will help the port continue to diversify business sectors.
- Port Manatee continues to aggressively expand, maintain and invest in capital improvements that meet or exceed the needs of port tenants and users, and provide infrastructure to support the long-term Port Master Plan.

HINTERLAND

Florida counties within a 100-mile radius including Lee, Charlotte, DeSoto, Sarasota, Hardee, Polk, Hillsborough, Highlands, Pasco, Hernando, Pinellas and Manatee, as well as the U.S. Southeast, eastern U.S. and Midwest/Chicago area.

TOP TRADE PARTNERS

Brazil, Chile, Argentina, Costa Rica, Guatemala.

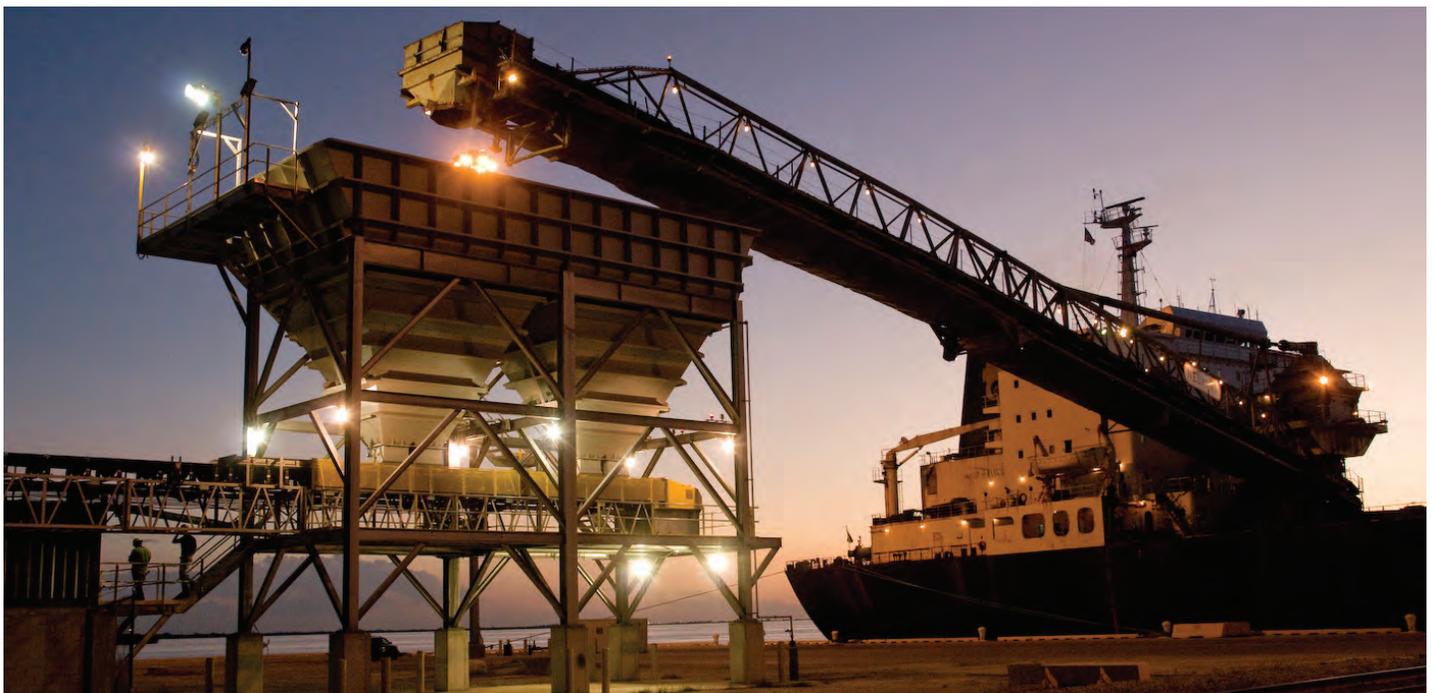
TOP TRADE COMMODITIES

Natural Gas, Fruit, Fertilizer, Bunker C, Granite.

TESTIMONIALS

“We looked at a variety of options, and when we found Port Manatee, we saw that basically all ingredients were there, including the new berth and impeccable facilities. That was magic for us.”
– **John Pasha, The Pasha Group**

“We did a search up and down the East Coast and Gulf Coast and we came across Port Manatee and we’re thrilled.” – **Sandy McLaughlin, Air Products and Chemicals, Inc.**





INTRODUCTION

PortMiami is among America's busiest ports and recognized across the globe with the dual distinction of being the Cruise Capital of the World and the Cargo Gateway of the Americas. The 2014 Cruise Season featured yet another new cruise brand, MSC Cruises and Norwegian Cruise Lines recently announced the arrival of its newest cruise ship the **Norwegian Escape**, which will be sailing from PortMiami year round beginning in the fall of 2015. PortMiami contributes more than \$27 billion annually to the South Florida economy and helps provide direct and indirect employment for more than 207,000 jobs.

PortMiami is undertaking in excess of \$1 billion in infrastructure improvements to be ready to welcome the larger cargo ships that will begin traversing the expanded Panama Canal. Deepening our harbor and directly connecting the port to rail and highway systems will enable PortMiami to double its cargo and create thousands of new jobs throughout Florida. These investments will help the port grow as a global logistics hub for international trade and expand its role as the Cargo Gateway to the Americas.

GOALS AND OBJECTIVES

- Complete the -50/-52-foot channel deepening project in sync with the opening of the expanded Panama Canal – the dredge project will enable PortMiami to accommodate the new generation of super post-Panamax cargo container vessels allowing the port to capture new trade with Asian markets.
- Continue to expand as an important north-south trade hub and to maximize trade opportunities with the growing Latin American market.
- Expand intermodal infrastructure, including rail and highway links, and encourage commercial real estate development such as warehousing.
- Market PortMiami's Foreign Trade Zone 281 to make Miami-Dade County's international trading community more profitable and competitive by providing quick and easy access to FTZ benefits.
- On the drawing board is an ambitious plan for expansion—the 2035 Master Plan that includes new commercial development proposals.

ACCOMPLISHMENTS

- The U.S. Army Corps of Engineers issued the PortMiami Deep Dredge contract and work has commenced.
- The Port Tunnel project was officially opened in May 2014.
- The U.S. Department of Commerce approved PortMiami's bid for a foreign trade zone. This effort will enhance Miami-Dade County's status as a center for international trade and commerce, and help stimulate economic growth through tax savings, benefitting importers/exporters, warehouse operators, manufacturers and third party logistics providers.
- PortMiami has been designated by U.S. Customs and Border Protection (CBP) as a Center of Excellence and Expertise for agriculture and prepared products. This enables CBP to provide tailored support to the port for increased processing efficiencies and ultimately speeds the facilitation of cross border commerce.
- PortMiami had four new 65-ton super post-Panamax cranes delivered in the fall of 2013. These new cranes provide increased capacity to handle the new super-sized container cargo vessels. The Port now has a total of 13 cranes, six of which are super post-Panamax.
- Miami is home to the world's leading cruise lines: Aida Cruises, Azamara Club Cruises, Carnival Cruise Lines, Celebrity Cruises, Costa Cruises, Crystal Cruises, Disney Cruise Line, MSC Cruises, Norwegian Cruise Lines, Oceania Cruises, Regent Seven Seas Cruises, Resorts World Bimini and Royal Caribbean International. The 2013 cruise season was the first in Miami for Regent Seven Seas Cruises and Disney Cruise Line, as well as three newbuilds. The port processed 4,030,356 multi-day passengers in 2013.
- New in 2014, the **MSC Divina** and the **Norwegian Getaway** will homeport in Miami year round.
- PortMiami's 2035 Master Plan won the 2013 Engineering Excellence Award from the Florida Institute of Consulting Engineers, and the 2013 Engineering Excellence National Recognition Award from the American Council of Engineering Companies.

HINTERLAND

For east-west trade the hinterland extends from the south Florida counties of Miami-Dade, Broward, Monroe and Palm Beach throughout the state. For north-south trade it includes all of Florida and extends into the Southeast, Northeast and Midwest.

TOP TRADE PARTNERS

China, Honduras, Dominican Republic, El Salvador, Guatemala.

TOP TRADE COMMODITIES

Apparel Articles and Accessories, Knit or Crochet; Apparel Articles and Accessories, Not Knit, etc.; Essential Oils, etc., Perfumery, Cosmetics, etc. Preparations; Beverages, Spirits, Vinegars; Cigars, Cigarettes.

TESTIMONIALS

"We are very excited about bringing the **Carnival Breeze** to PortMiami in November of this year. We have really state-of-the-art facilities here at PortMiami. And it really provides our guests with a great experience both getting on the ship and getting off the ship so it's a really good experience for our guests. And the team that we work with in PortMiami has been very responsive to our needs. We've had a longstanding commitment and it has been because the partnership has worked well. And we've worked well as a team and we've been able to grow the business quite a bit out of PortMiami."

– **Terry Thornton, Carnival Cruise Lines**

"Seaboard Marine carried more than 400,000 TEUs through the PortMiami facility in 2011. We believe that we can carry more in the future as we jointly work to modernize the Seaboard Marine terminal. The port has done an excellent job of meeting construction deadlines which will allow us to increase our efficiency and our capacity which will allow for further growth and will allow for more jobs and more economic benefits to not only Seaboard Marine, but the community as a whole."

– **Bruce Brecheisen, Seaboard Marine**





INTRODUCTION

The **Port of Palm Beach** is a full-service, diversified landlord port that provides services through its private sector partners and is responsible for facilitating economic development within Palm Beach County, the region and the state of Florida. The port generates approximately 2,850 direct and indirect jobs in its community. The 162-acre port is located 80 miles north of the city of Miami and has a 300-foot wide inlet channel, with no aerial obstructions.

The port has three slips, 17 berths, and four roll on/roll off ramps for 6,500 linear feet of berthing space to accommodate vessels up to 700-feet long and 100-feet wide. The port's berthing is 20 minutes from the first sea buoy to anchorage, with operating drafts of minus 33 feet MLW and the Port's easy access to I-95 and Florida's Turnpike allow for seamless, cost effective cargo handling.

The Port of Palm Beach is an important distribution center for commodities being shipped all over the world, and especially the Caribbean Basin. Operations include containerized, dry bulk, liquid bulk, break-bulk, roll on/roll off and heavy-lift/project cargoes.

Palm Beach is the only port in South Florida with on-dock rail. Florida East Coast Railway provides twice-daily service to the port's rail interchange. The port owns and operates a locomotive and five miles of track. The industrial switching operation is capable of handling box, hopper and double-stack rail cars, with 24/7 operations. Rail operations accommodate 20-axle rail cars, with 450-ton capacity.

Additionally, the port has provided a foreign trade zone to the region since 1987, which encompasses both port and private sector sites. Essential federal agencies having oversight for international trade and passenger flow are housed in the port's maritime office complex, located adjacent to the cruise terminal which accommodates day cruises, coastal, multi-day and port-of-call cruises.

GOALS AND OBJECTIVES

- Increase cargo throughput by continuing to partner with existing tenants and users while also securing additional cargo from new customers.
- Strengthen the port's revenue stream by striving for diversification in import/export commodities and securing new revenue sources.
- Increase cruise operations, passenger counts and support travel and tourism to Palm Beach County with community partners.
- Maintain and expand port facilities to ensure the port has adequate capacity and operational efficiency to accommodate further growth in cargo and passenger services by continuing to implement the port's Master Plan.
- Continue to increase the port's support of the local, regional, state and national economies while also enhancing the port's role in the community through public relations, media outreach, online and social media.

ACCOMPLISHMENTS

- Secured a casino day-cruise passenger operation providing the port additional annual revenue, with economic benefits to the area exceeding \$20 million annually, and creating more than 220 jobs while returning one of the county's largest past attractions to the region.
- Secured a new secondary metals exporter, to provide a minimum guarantee of \$500,000+ in revenue annually to the port, while creating new jobs and generating a positive environmental impact to the region.
- Currently undertaking a fully-funded \$45 million refurbishment and expansion of Slip #3 and adjacent berths.
- Refunded series 1999A Bonds with privately-placed series 2013 bonds; saving nearly \$2 million in interest costs.

HINTERLAND

Palm Beach, Martin, St. Lucie, Okeechobee, Highlands, Glades, Hendry, Brevard, Indian River, Monroe, Miami-Dade, Broward, Hillsborough and Orange Counties.

TOP TRADE PARTNERS

Bahamas, Virgin Islands, Leeward and Windward Islands, Canada and Trinidad.

TOP TRADE COMMODITIES

Food, General Cargo, Industrial Machinery including Computers, Industrial Chemicals, Construction Equipment and Materials.

TESTIMONIALS

“Rybovich has had the pleasure of working jointly with the Port of Palm Beach since 2004 in numerous capacities as both a tenant and as a strategic community partner. The Port of Palm Beach is a progressive thinking organization that understands customer service while embracing innovative solutions to everyday business problems... [the port] is improving the business of its tenants, increasing the economic impact to the community and enhancing the everyday lives of all who live, work or play near its perimeter. Rybovich is pleased to provide its highest endorsement for the Port of Palm Beach and its staff.” – **Carlos Vidueira, Rybovich**

“FDOT highly values our partnership with the Port of Palm Beach in support of economic growth in Florida. We have been successful in delivering key projects including the US-1 Skypass and the cruise terminal projects. We look forward to the improvement of port access with completion of [the] capacity increase. This partnership focusing on our mutual goals supports not only the port’s development but the department’s statewide strategic plan.” – **James Wolfe, FDOT**





INTRODUCTION

Port Panama City is a dynamic and growing port. It handles more than 1.7 million tons of cargo per year including containerized cargo, copper cathodes, steel plate, steel coils, kraft paper, wood pellets and aggregates. The port provides essential support service for five major manufacturing companies, including two located on the port.

GOALS AND OBJECTIVES

- Increase port cargo handling capacity to 2.5 million tons per year.
- Double the container trade with Mexico and Central America.
- Expand the port's freight distribution services at the Intermodal Distribution Center.
- Attract port-related manufacturing to the Intermodal Distribution Center.

ACCOMPLISHMENTS

- Completed Phase I of the container yard expansion.
- Added a second container handling crane with the capacity to handle Panamax vessels.
- Designated as a copper port by London Metal Exchange.
- Completed an expansion at South Berth 3, with related dredging improvements. The additional length and depth will support the growing wood pellet trade.
- Constructed a 150,000-square-foot distribution warehouse at the Intermodal Distribution Center.

HINTERLAND

Northwest Florida, Alabama, Georgia and Tennessee. Generally, Panama City provides a gulf coast alternative to Savannah.

TOP TRADE PARTNERS

Chile, Mexico, United Kingdom, Panama, Germany.

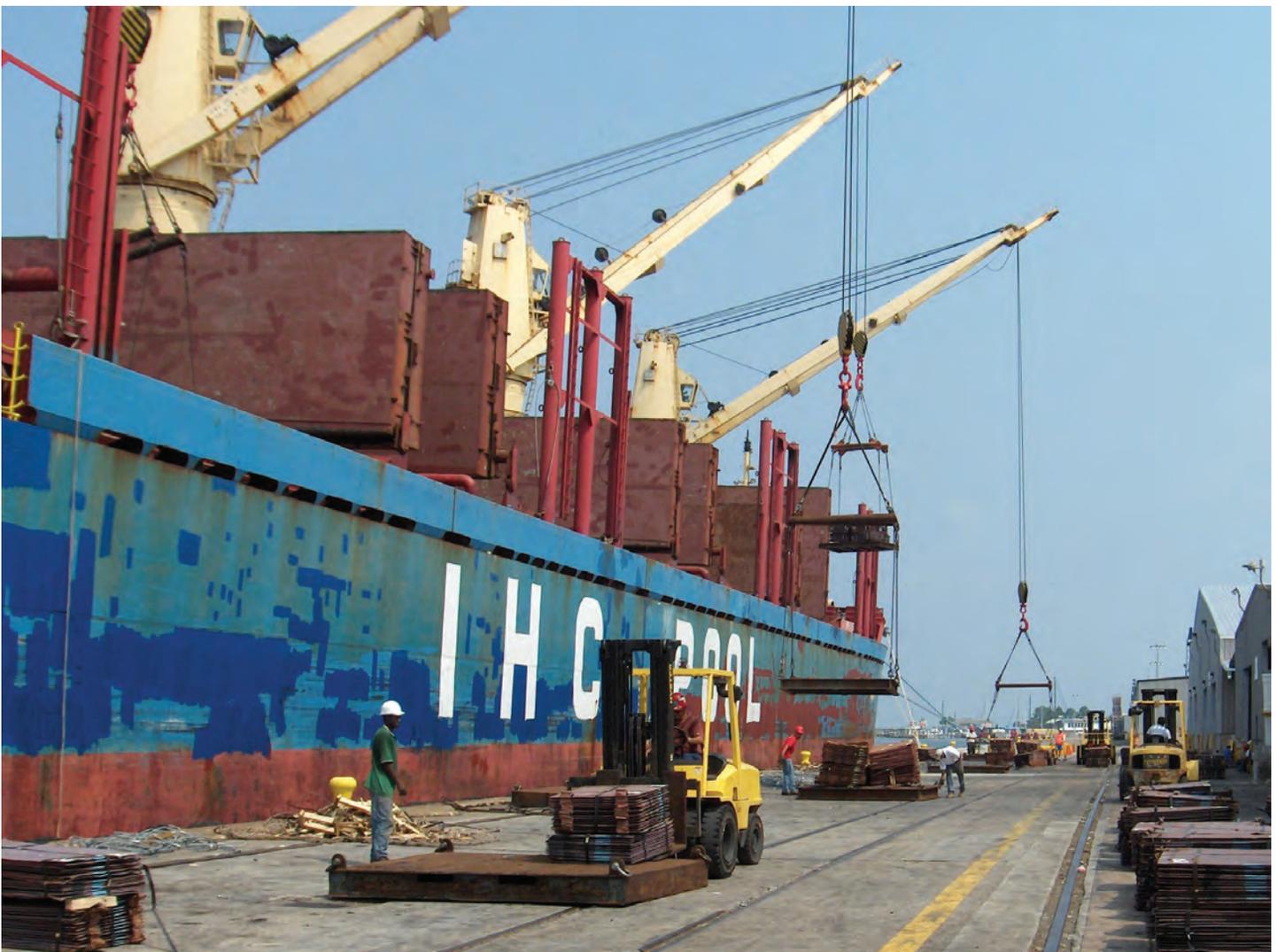
TOP TRADE COMMODITIES

Copper and Articles Thereof, Manufactured Products, Wood Pellets, Steel, Paper.

TESTIMONIALS

“Every day we see the value of the port with both existing companies and the prospects we are trying to attract to the region. This strategic infrastructure is vital to our economic development efforts and we approach companies knowing that we have a true partnership with the port team.”

– **Neal Wade, Bay Economic Development Alliance**





INTRODUCTION

Since its formal establishment in 1754, the **Port of Pensacola** has served as northwest Florida's gateway to the world. From its early shipments of regionally harvested lumber, locally made bricks and sailing ship masts, to the locally manufactured paper and power plant components being moved today, the Port of Pensacola has always existed, at least in part, to serve local and regional business interests. The port is committed to providing an efficient and cost-effective port for national, international and multi-national shippers seeking a congestion-free, service-oriented alternative.

In light of the port's continued diversification into non-tonnage based business lines such as the offshore vessel services industry, which generates no cargo, and the wind turbine business, which generates large volumes of relatively light-weight cargo, the Port of Pensacola continues to redefine the matrices by which it measures its success. The port now tracks wind components by both tonnage and number of units and tracks its offshore vessel services business in terms of vessel dockage days generated.

GOALS AND OBJECTIVES

- Diversify port's business lines in order to maximize revenue generation, regional job creation, and economic impact, with the current focus being primarily on attracting business partners that provide services to the offshore oil and gas industry and related vessels.
- Invest in port infrastructure improvements to meet the operational needs of the port's business partners and breed customer loyalty.
- Diversify the port's business lines in order to attract new business partners that will create jobs and grow local port-related employment opportunities.
- Generate operating revenues to fund all operating expenses other than depreciation.

ACCOMPLISHMENTS

- In traditional cargo sectors, exports of wind turbine nacelles from GE's Pensacola manufacturing facility continue to increase. Volumes nearly tripled from 2012 to 2013 and are expected to double again in 2014.
- Sapphira Shipping's break-bulk liner service to the Caribbean turned one year old in December 2013 and continues to grow. It is expected that the service will increase from 12 calls in 2013 to 18 in 2014 and 24 by 2015.
- Completed major port dock maintenance dredging project which, when combined with already completed and upcoming U.S. Army Corps of Engineers' projects to dredge Pensacola Pass, Caucus Channel and Pensacola Harbor, will fully restore maritime access to 33 feet from the sea buoy to dock.

HINTERLAND

Southeastern and midwestern U.S. roughly bounded by the Great Lakes to the north, the Mississippi River to the west, the Gulf of Mexico to the south and the Atlantic Ocean to the east including all or a portion of Florida, Alabama, Mississippi, Tennessee, Kentucky, Illinois, Indiana, Ohio, the Virginias, North Carolina, South Carolina and Georgia.

TOP TRADE PARTNERS

Central and South America, Mexico, Caribbean Basin, Mediterranean, Africa, Baltic Region and Asia.

TESTIMONIALS

"Hundreds of jobs will be created during the engineering and construction of these projects. But the real economic value is in building the arteries that get products to and from market. A burst of construction getting that infrastructure in place will help our communities attract and keep growing businesses that need skilled workers for decades to come." – **Senate President Don Gaetz**





INTRODUCTION

Located in Gulf County, Florida, the **Port of Port St. Joe** offers a deepwater seaport with two separate bulkheads – one featuring nearly 1,900 linear feet at the ship channel turning basin and the other offering nearly 900 linear feet on the Intracoastal Waterway. The port is well suited for bulk and cargo shipments, offering access to rail, the U.S. Gulf Intracoastal Waterway, and state and U.S. highways.

One of the port's greatest assets is the approximately 300 acres of combined ready-to-be-leased lands adjacent to the bulkheads and the more than 5,000 acres of land in the port environs available for immediate development. Businesses wishing to establish facilities have plenty of room to build and expand. Additionally, much of the bulkhead area has water, sewer and electric in place.

GOALS AND OBJECTIVES

- Complete and adopt the new Port Master Plan 2013.
- Attract appropriate users – port tenants, shippers and manufacturers – to bring the job creation and economic development opportunities desired by the community.
- Initiate the process of resuming maintenance dredging of the ship channel.
- Enhance the AN Railway line that serves the port and connects with the CSXT Class I mainline.

ACCOMPLISHMENTS

- The Port Authority signed a Letter of Intent with Holland M. Ware Charitable Foundation expressing an interest in transporting materials via the port and the Apalachicola Northern Railway (AN Railway) provided that the port channel is dredged and improvements are completed to the railway.
- The St. Joe Company signed a Letter of Intent (LOI) with Enova Energy Group, a full service, clean-energy development company, who has expressed an interest in transporting a minimum of one million metric tons per year of wood pellets using the AN Railway to the Port of Port St. Joe for furtherance to overseas markets. The Letter of Intent is contingent upon the Port of Port St. Joe receiving funding to complete maintenance dredging of the shipping channel.

- The St. Joe Company signed a Letter of Intent with Green Circle Bio Energy, Inc., a producer of biomass based renewable energy. The LOI anticipates several potential new business development opportunities to create jobs in the northwest Florida region. Green Circle is interested in leasing a site from St. Joe along the AN Railway to develop a wood pellet production facility. Green Circle operates the world's second largest wood pellet plant in Cottdale, Fla. The wood pellets produced at the new production facility can be transported via truck or rail to the port for further shipment overseas. The Letter of Intent is contingent upon the Port of Port St. Joe receiving funding to complete maintenance dredging of the shipping channel.

HINTERLAND

North Florida, Alabama and Georgia.

TOP TRADE PARTNERS

The recently implemented marketing initiatives are helping identify the Port of Port St. Joe's potential trading partners.

TESTIMONIALS

"With our large acreages from Georgia through Florida and our granite, sand and timber holdings, we have an even greater interest in the revitalization of the Port of Port St. Joe as we discuss the potential of having a port that accommodates heavy-bulk cargo operational by the end of 2014, combined with the understood commitment from the state of Florida to build railroad access."

– **Brenda L. Thueson, The Holland M. Ware Charitable Foundation.**

"We are excited about the possibility of leveraging our strong presence in Northwest Florida, further job and economic development in the region, and look forward to the successful dredging improvements of the shipping channel." – **Morten Neraas, Green Circle Bio Energy, Inc.**





INTRODUCTION

The **Port of St. Petersburg**, located on Tampa Bay, is exploring opportunities to create a multi-use facility that capitalizes on its unique assets within the city of St. Petersburg. These include opportunities to attract research vessels and other vessels, including large yachts, as well as to attract and enhance the benefits of marine science/research facilities on port property.

GOALS AND OBJECTIVES

- Continue to improve port facilities, including terminal, berths, landscaping, parking and public access, to attract revenue-generating users.
- Diversify revenue and similar investment opportunities by creating an atmosphere that will attract research vessels, large yachts and other marine-related businesses that complement each other.
- Provide facilities to expand potential maritime operations.
- Continue to take advantage of the port's proximity to the adjacent University of South Florida - St. Petersburg, College of Marine Science, the Albert Whitted Airport, U.S. Coast Guard Sector St. Petersburg, and a variety of other marine/maritime-oriented entities located close to the port (and which comprise the St. Petersburg Ocean Team), through joint use and programming, to complement the city's downtown redevelopment plans.
- Implement a cost-effective, phased development approach.
- Obtain funding assistance for capital improvements.

ACCOMPLISHMENTS

- Renovation of approximately 80 percent of the port wharf.

- Sheet pile replacement along 80 percent of the wharf.
- Improved port lighting.
- Moving forward with plans to complete wharf improvements, including utilities (electric) installation.
- Completion of construction of the Research and Development Center.
- Implementation of security upgrades, including camera coverage of the port.

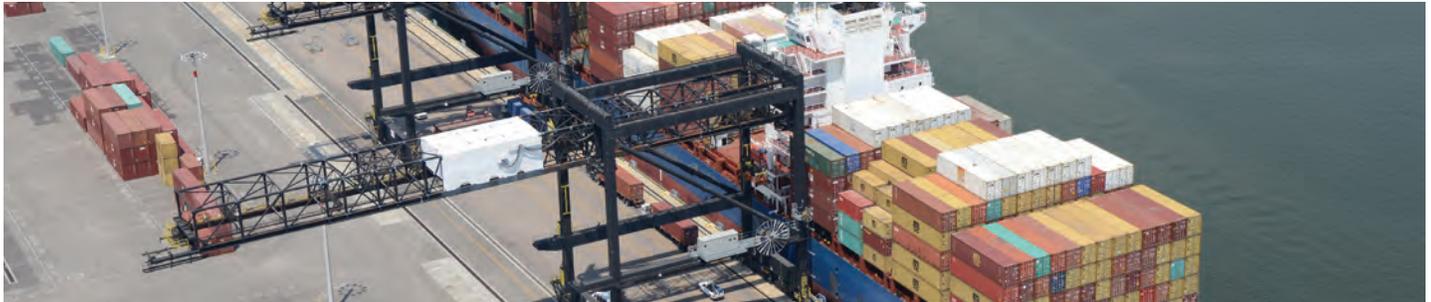
HINTERLAND

Port users would come from other parts of Florida and from around the world as the port focuses on marine science/research facilities, research vessels and other types of vessels including large yachts.

TESTIMONIALS

"... It is a great start to have such fine co-operation with the port, we understand how important that is for us and we think that the NAUTILUS project in general would be very good for the port, if you are focusing on the exploration/research vessel market. The proximity to the USF College of Marine Science and their facility is a good combination." – **John Toner, Ocean Exploration Trust Inc.**





INTRODUCTION

Port Tampa Bay is the largest of the Florida ports by tonnage and area, and a critical economic engine for west central Florida. Located in one of the fastest growing regions in the country, the port supports varied maritime and related activities, including large ship repair facilities and a vibrant cruise business. Building on a long and rich history as a significant bulk port, Port Tampa Bay has expanded and today operates across all lines of business handling bulk, break-bulk, containers and roll on/roll off cargo as well as cruise.

Unique to the Port Tampa Bay is its vast and growing acreage. Private and public properties comprise 5,000 acres, of which 350 are currently available. Land assets help attract business and stimulate manufacturing, creating jobs and economic value for the region. An economic impact study issued in June 2013 showed a significant boost in economic activity to \$15.1 billion, with more than 80,000 direct, indirect, induced and related jobs supported by Port Tampa Bay.

The port continues to build its container business, providing a cost-effective alternative for carriers and shippers, including Florida's largest concentration of distribution centers – positioned along the I-4 Corridor. It is also a vital energy products gateway to west central Florida and an important global distribution point for fertilizer.

GOALS AND OBJECTIVES

The port's Strategic and Master Plan, a widely collaborative effort with the port community, provides a multi-faceted strategic direction focused on five goals.

- Protecting and acquiring maritime land to build on the competitive advantage of already having room to grow.
- Enhancing navigational access for current and future vessels.
- Sustainable capital formation.
- Supporting west central Florida's long-term energy needs.
- Aligning with evolving demand of the regional freight transportation system.

ACCOMPLISHMENTS

- In 2014, bond-rating agencies across the board registered a strong vote of confidence in Port Tampa Bay's healthy, diversified business mix, its long-term favorable financial performance, its relatively low debt levels, and the port's growing market opportunities.
- Foreign Trade Zone No. 79 restructured and expanded its service area to include both Hillsborough and Polk Counties.
- In 2013, the port commemorated 30 years as homeport for Holland America Line, and, a new agreement was inked to homeport Carnival Cruise Lines ships through 2017. AIDA Cruises will initiate port of calls in the 2014/15 and 2015/16 cruise season, and Royal Caribbean International will homeport the ***Brilliance of the Seas*** for the 2013-14 season.
- Readers of Logistics Management magazine ranked Port Tampa Bay first in seaports for world-class customer service in 2013.
- In September 2013, the port completed the 19± acre McKay Bay Mitigation Site, a major environmental rehabilitation project greatly enhancing the quality of life for coastal ecosystems.
- Ongoing container terminal expansion is providing greater capacity and enhanced efficiency for general cargo movements, such as the global service initiated in 2013 by Mediterranean Shipping Company, the world's second largest container shipping line.
- A terminal use agreement was announced with AMPORTS – one of North America's largest auto processors – to process new import and export automobiles, trucks and other vehicles for delivery by truck and rail to southeast markets within and outside of Florida.
- Phase one of the \$56-million expansion and modernization of Berth 222, the port's primary petroleum terminal complex, was completed in October. The port is the energy product gateway for all of west and central Florida, and this facility can handle up to 70 million barrels of fuel annually. It provides competitive, safe, efficient access to critical petroleum and liquid-bulk products, including gasoline for the region and aviation fuel for Orlando and Tampa airports.
- A dedicated express truck ramp now links the port directly with the nation's interstates, greatly enhancing connectivity to customers in west central Florida and beyond. It is part of the I-4/Selmon Expressway Connector project, a \$568-million priority initiative of the Florida Department of Transportation.
- In March 2013, the \$11-million Tampa Gateway Terminal – the first on-dock multipurpose unit train facility for ethanol and intermodal containers in Florida – was awarded the top honor in the Annual Future of the Region Awards.
- The port acquired 150 acres at Port Redwing, conveying an important competitive advantage with new capacity for cargo growth and industrial expansion.
- NexLube Tampa LLC is building an \$80-million, 24-million-gallon used-oil recycling facility at Pendola Point, expected to be operational in 2014.

HINTERLAND

Bulk/Break-bulk: Central Florida for energy, building, citrus and fertilizer products. Container: Florida, and through CSX, the U.S. Midwest and entire eastern seaboard.

TOP TRADE PARTNERS

Brazil, Trinidad, Mexico, India, Canada.

TOP TRADE COMMODITIES

Containerized Cargoes, Fertilizers, Scrap Metal, Petroleum, Liquid Sulphur.

TESTIMONIALS

"CSX and its subsidiary Transflo are pleased to participate in this efficient solution to deliver ethanol to the Central Florida market. This cooperative venture also enhances future cargo growth opportunities for CSX and the Port of Tampa." – **Clarence Gooden, CSX**

"Having a container capable port in Tampa has provided an all water solution for our imported merchandise from Europe, Northern Africa and Asia. We have realized savings and can see tangible efficiency benefits as a result of this initiative. The vision put forth several years ago by the Port of Tampa in concert with a group of businesses have come to pass."

– **Sam Ciccarello, Vigo Importing Company**



F L O R I D A



C O U N C I L

Florida Seaport Transportation and Economic Development Council
www.flaports.org

