

Cruise Terminal Development

PRESENTED BY: **Bruno-Elias Ramos, AIA**
President of **BEA International, Inc.**



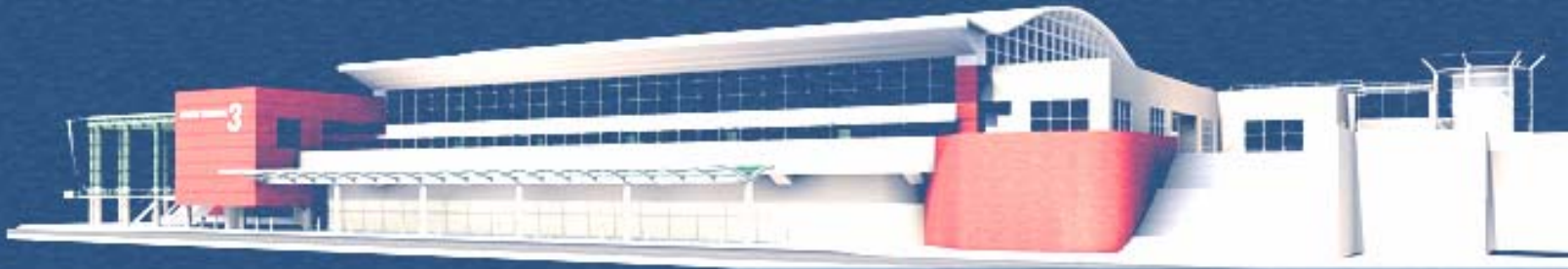
American Association of Port Authorities

Cruise Terminal Location

- Options:
- City Property
 - Port Property
 - Private Property

Location Considerations:	Marketing Benefit	logistics Benefit	Guest Exp. Benefit
Navigational Access	✓	✓	
Security	✓	✓	✓
Congestion Cruise Area VS Cargo		✓	✓
Traffic & Access	✓	✓	✓
Ease of Inqness & Eqness	✓		✓
Expansion Potential	✓	✓	
Proximity to Parking		✓	✓
Exposure	✓		✓
Desired to work with Cruise Line	✓	✓	✓

Cruise Terminal Consideration



Cruise Terminal Size & Type

- Temporary Facilities
- 1st Generation Terminals
- 2nd Generation Terminals
- 3rd Generation Terminals
- 4th Generation Terminals

Temporary Terminals

15,000 – 20,000 sf \$10,000 / call



Port of Quebec

Temporary Terminals

21,000 sf \$1.5 million



Temporary Terminals Requirements

- **Temporary Flexible space**
 - Luggage Lay-down area
 - Check-in Area
 - Weather shelter
- **Amenities**
 - Restrooms
 - Minimal FIS Areas

Cost \$10,000 / Call - \$1.5m Capital Cost

Size 3,000 sf – 20,000 sf

1st Generation Terminals



Cruise Terminal 10 NCL



1st Generation Terminals



Cruise Terminal 10 NCL



1st Generation Terminals Requirements

- **Ground Floor** (Disembark Area) 20,000 – 60,000 sf
 - Security Check Area
 - Luggage Lay-Down Area 6 – 8 sf per bag
 - Minimal FIS Areas 4,000 – 6,000 sf
 - Access to Intermodal Area
 - Restrooms 1000 sf
 - Dry Storage Area 500 - 1500 sf
- **Second Floor** (optional) Embark Area
 - Check-in Hall
 - Early Arrivals seating area

Terminal Costs \$ 3.0 m - \$ 10.0 m
Gangway Access (fixed / Semi movable) \$250k – \$800k

2nd Generation Terminals

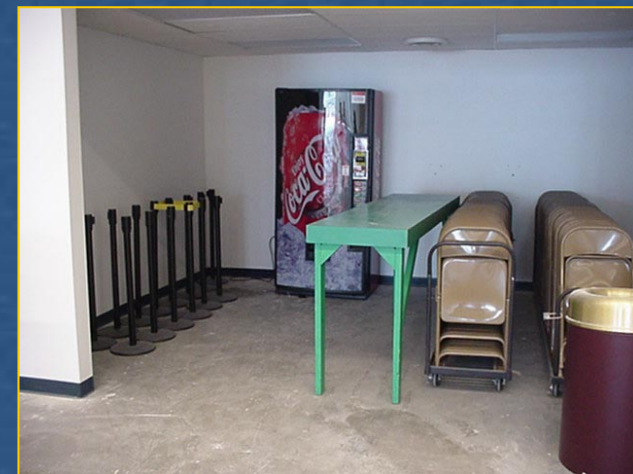


Cruise Terminal 29

2nd Generation Terminals



Cruise Terminal 29



2nd Generation Terminals



\$ 7.0 million



Cruise Terminal 29



2nd Generation Terminals Requirements

- **Ground Floor (Disembark Area)** 50,000- 80,000 sf
 - Security Check area
 - Luggage Lay-Down Area 6-8 sf per bag
 - FIS Areas 6,000 – 8,000 sf
 - Access to Intermodal Area
 - Restrooms 1000 – 1600 sf
 - Dry Storage Area 500 - 1500 sf
 - Crew Area 1,200 – 2,500 sf



2nd Generation Terminals Requirements

- **Second Floor** (optional) Embark Area
 - Check-in Hall
 - Early Arrivals seating area
 - **VIP area**
 - **Incidental Cruise Line Offices**

Terminal Costs	\$7.0 m - \$ 12.0 m
Gangway Access (fixed / Semi movable	\$250k – \$800k
or Totally movable)	\$1.5 m

3rd Generation Terminals

\$ 12.0 – 20.0 million Terminal



Disney Cruise Terminal

3rd Generation Terminals



Disney Cruise Terminal

3rd Generation Terminals

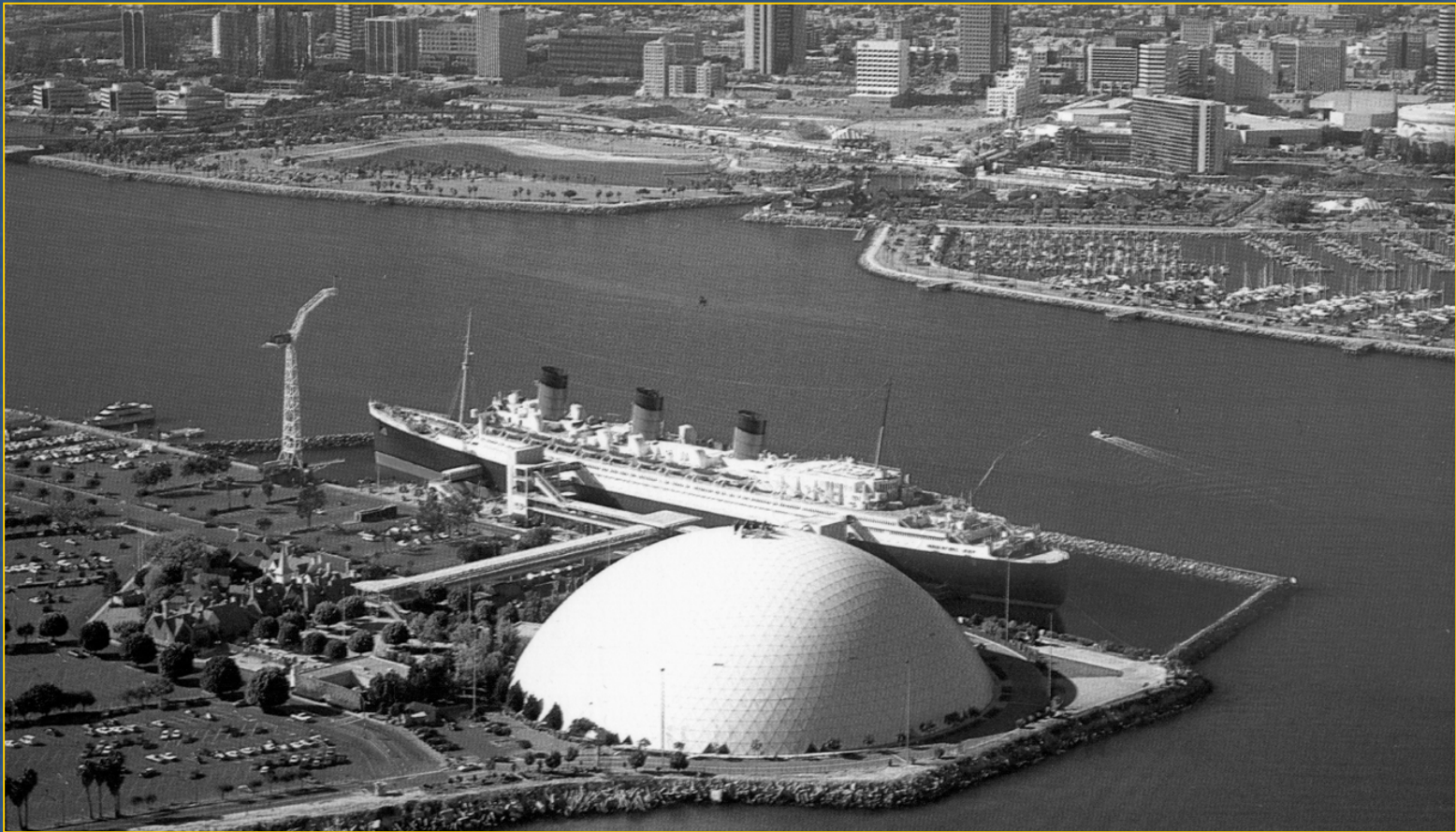
20.0 million Terminal



Miami Cruise Terminal D & E

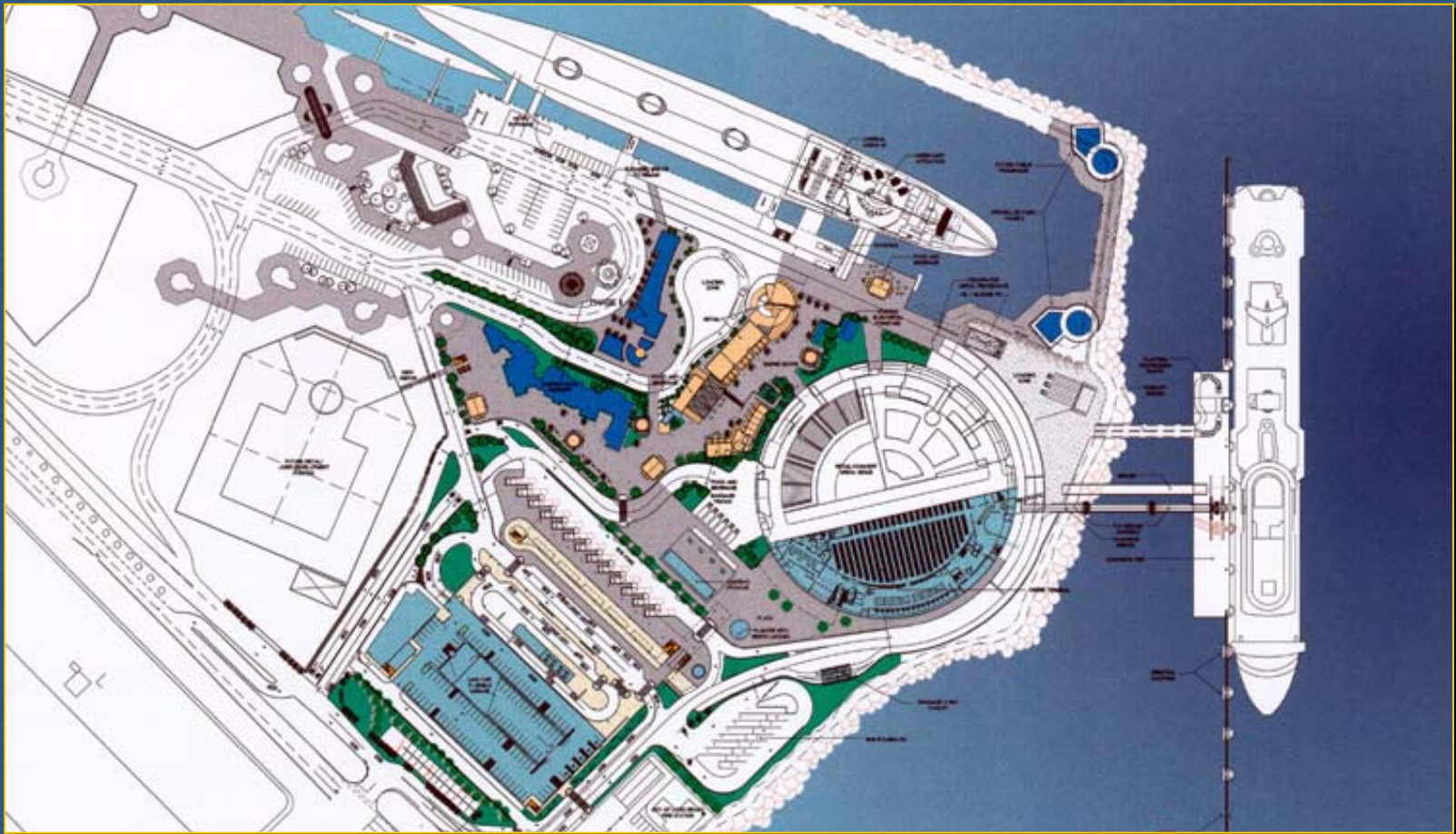
4th Generation Terminals

Cost & Requirements Similar to 3rd Generation. Terminal for Marine Infrastructure components



Long Beach Cruise Terminals

4th Generation Terminals



Long Beach Cruise Terminals

Summary



Cost (in million) Size (in sf)

	<i>Cost (in million)</i>	<i>Size (in sf)</i>	
<i>Temporary Facility</i>	- \$ 10,000 / call - \$ 1.5 million in infrastructure	3,000 – 20,000	Seasonal or Emergency calls
<i>1st. Generation Terminal</i>	\$ 3.0m – \$10.0m	20,000 – 60,000	Entering Cruise Market in Seasonal or Limited Growth Area
<i>2nd. Generation Terminal</i>	\$ 7.0m – \$12.0m	50,000 – 80,000	Entering Market / Seasonal or Yearly in Medium to High Growth Area
<i>3rd. Generation Terminal</i>	\$ 12.0m – \$35.0m	80,000 – 120,000	In Cruise Market and Expanding
<i>4th. Generation Terminal</i>	\$ 12.0m – \$35.0m	80,000 – 120,000	In Cruise Market and Expanding / Possible Port of Call Business as well

Baggage Handling

- Considerations:
- Baggage Watching
 - Landside Pre-sorting
 - Landside Screening



Design Solutions	Bags / s.f.	6 – 7 k Bags	Hard Capital Improve Cost
Traditional Lay Down (with & without Luggage Tables)	6 – 8 s.f. / Bag	45,000 – 60,000	\$ 5.6 – \$ 9.0 m
Compartmentalized Baggage Lay Down Access	4 – 5 s.f. / Bag	24,000 – 37,500	\$ 3.0 – \$ 6.0 m
Conveyor Chain	5 – 5.5 s.f. / Bag	35,000 – 40,000	\$ 5.0 – \$ 6.0 m

Goals for Design CBP Facilities

- Work closely with your local Port Director & CFO
Early in the Process
- Try to Design Facility for Existing and/or proposed
CBP personnel levels
- Shot for a Joint CBP Facility or at Minimum Joint
Secondary Space
- Get Sign Off on Designs

... But Remember Allocate a Contingency...

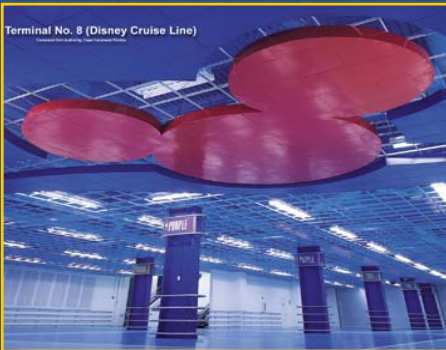
Guest Check-in / Process Areas

- Security Screening
- Will Call
- Check-in Counters
 - Manual
 - Wireless
 - Hardwired
 - Future internet Check-in
- Photo Area
- A-Pass

- ✓ Minimize Steps
- ✓ Seamless Process
- ✓ Minimize Que?? Times

Design & Audio Visual Features

- Art Work
- High Tech Video Screens & Walls
- Signage
- Exposure to Ship
- Branding Opportunities
- Guest Excitement & Build-up (Pax Experience)



Boarding Options

Options	Cost	Cars	Typical Uses	1 Story Terminal	2 Story Terminal	Boarding Bridge @ Optimum High
Pier Level	< \$ 50 k	- Logistics - Safety - Marketability	temporary / 1 st . generation	✓		
Fixed Gangway	\$ 150 – 500 k	- Limited Range - Re-occurring - Capital Cost	1 st . generation 2 nd . generation	✓	✓	✓
Vertical movable Gangway	\$ 500 – 800 k	- Re-occurring - Capital Cost	2 nd . generation 3 rd . generation	✓	✓	✓
Movable Gangway	\$ 1.3 – 1.8 m	- Capital Cost	3 rd . generation 4 th . generation		✓	✓

Cruise Terminal Development

PRESENTED BY: **Bruno-Elias Ramos, AIA**
President of **BEA International, Inc.**



American Association of Port Authorities