“Auto Port Operational Strategy”

Roy A. Schleicher
Senior Director
Trade Development & Global Marketing

AAPA
American Association of Port Authorities

Alliance of the Ports of Canada, the Caribbean, Latin America and the United States
Strategic location of Jacksonville, Florida
Strategic location of Jacksonville, Florida

- Westernmost port on the U.S. Eastern Coast
- Truck transit time:
  - 8 Hours – 50 million consumers
  - 24 Hours – 60% of U.S. Population
- Low Back Haul Rates
- Over 100 Truck Terminals
- **Statistically the LEAST Likely Place for a Hurricane on the East or Gulf Coasts**

- **Storm Protection from Gulf Stream and Recurvature Effect**
JAXPORT owns and maintains three public cargo terminals: Talleyrand, Blount Island, & Dames Point; one passenger Cruise Terminal and a passenger ferry service.

Operating as a landlord, JAXPORT develops, manages and markets these publicly-owned facilities to promote the growth and their use by private companies.

JAXPORT is governed by a seven-member Board of Directors. The Jacksonville mayor appoints four members and the Florida governor appoints three members.
• 21 miles from the Atlantic.
• Container, RoRo, Liquid Bulk and General Cargo.
• 173 acres paved, lit and secured.
• 6 container cranes, two rubber tired gantry cranes, one 100-ton whirly crane, tanker discharge facilities & three 40-ton container stackers.
• On-dock rail connections: CSX, NS & FEC.
• 120,000 square foot refrigerated warehouse and 40,000 square foot dry
• 553,000 square foot warehouse
Blount Island Marine Terminal

- 9 miles from the Atlantic.
- Container, Breakbulk, RoRo & General Cargo.
- 754 acres paved, lit and secured.
- Eight container cranes (three 50-ton, three 45-ton and two 40-ton) & one 100-ton whirly crane.
- On-dock rail connection: CSX.
- A 90,000 square foot CFS.
- A 275,000 square foot on dock transit warehouse
TraPac’s New 158-acre container terminal is under construction.
Capacity for 800,000 TEUs
11 miles from the Atlantic.
½ mile from I-295
5 miles from I-95 (North & South)
10 miles from I-10 (Westbound)
55 miles from I-75 (North & South)
80-acres available for future expansion.
High vehicle volume in Jacksonville with excellent infrastructure capability resulting in competitive pricing from vendors.

**AUTO PROCESSORS:**

*Wallenius Wilhelmsen Logistics Vehicle Services Americas:*
*Nissan, Infiniti, Ford, Mercedes-Benz, BMW, Mitsubishi Fuso, Nissan Diesel*

*MBT Enterprises:*
*Mercedes Benz*

*AMPORTS:*
*Chrysler, G.M., Mazda, Isuzu, Suzuki, Mitsubishi*

*Southeast Toyota:*
*Toyota, Lexus, Scion*

Auto Quality Training Program required for all employees resulting in a dedicated labor force with experience.
Challenges

- Land Restraints
- Environmental Issues
How to Handle Auto Growth

- Mitigation of Ponds
- Garages
Financing Future

Port Infrastructure
JAXPORT Capital Improvement Program 2009-2013

Total: $1.4 Billion

- Dredging $500M
- New Container Terminal at Dames Point (2011) $400M
- New Breakbulk Terminal at Talleyrand North $100M
- Land Acquisitions $200M
- Equipment Purchases $40M
- Cruise Terminal at Mayport $60M
- Major Facility Refurbishments $100M
Traditional Funding

Sources:

• Port – cash (retained earnings)
• Bond proceeds
• Grants (local, state & federal)
Joint Venture
(Customer Assumes Debt)

Sources:

- Port – cash
- Port customer:
  - SPF bonds
  - SIB loans
  - Excise tax revenue bond
3rd Party Investor

Sources:

- 3rd party invests large sum in design and construction
- May or may not operate facility
The future of Jacksonville’s port

- 75,000 – 100,000 jobs
- $5 - $6 billion impact
- 3rd largest East Coast port
- 5 - 6 cargo terminals
- Year-round cruise service
DESTINATION: Jacksonville, Florida, USA

QUESTIONS?