



Annual Port Review

July 12, 2018

Port Everglades by the Numbers

#1 Container Port in Florida - (#10 in U.S.) by volume 1,076,912 TEUs

#1 Seaport for Exports in Florida - \$12.1 billion

#1 Refrigerated Cargo Port in Florida - (#5 in U.S.)

#1 Gateway for Latin American Trade -

15% of all Latin American and Caribbean trade in the U.S.

#2 Petroleum Port in Florida - 122.3 million barrels

#3 Cruise Port in the World - nearly 3.8 million passengers

#4 Foreign-Trade Zone in U.S. - warehouse/distribution exports



TEU = Twenty-foot Equivalent Unit

Key Comparative Performance Statistics FY 2017 and FY 2016

Measure	Year	Port Everglades	Miami	Jacksonville	Canaveral	Savannah, GA.	Charleston, SC.
Total TEUs	FY 2017	1,076,912	1,020,000	1,033,068	2,745*	4,046,212	2,137,704
	FY 2016	1,037,226	1,028,000	968,279	751*	3,644,521	1,943,170
% Change		3.80%	-0.80%	6.70%	265.50%	11.00%	10.00%
Cruise Passengers	FY 2017	3,863,662	5,341,000	177,417	4,526,626	0	159,243
	FY 2016	3,826,415	4,980,000	197,295	4,248,296	0	150,826
% Change		1.00%	7.20%	-10.10%	6.60%	0.00%	5.60%

*Data as reported in the Florida Ports Council Five-Year Florida Seaport Mission Plan for 2017/2021



FY 2018 Performance through May

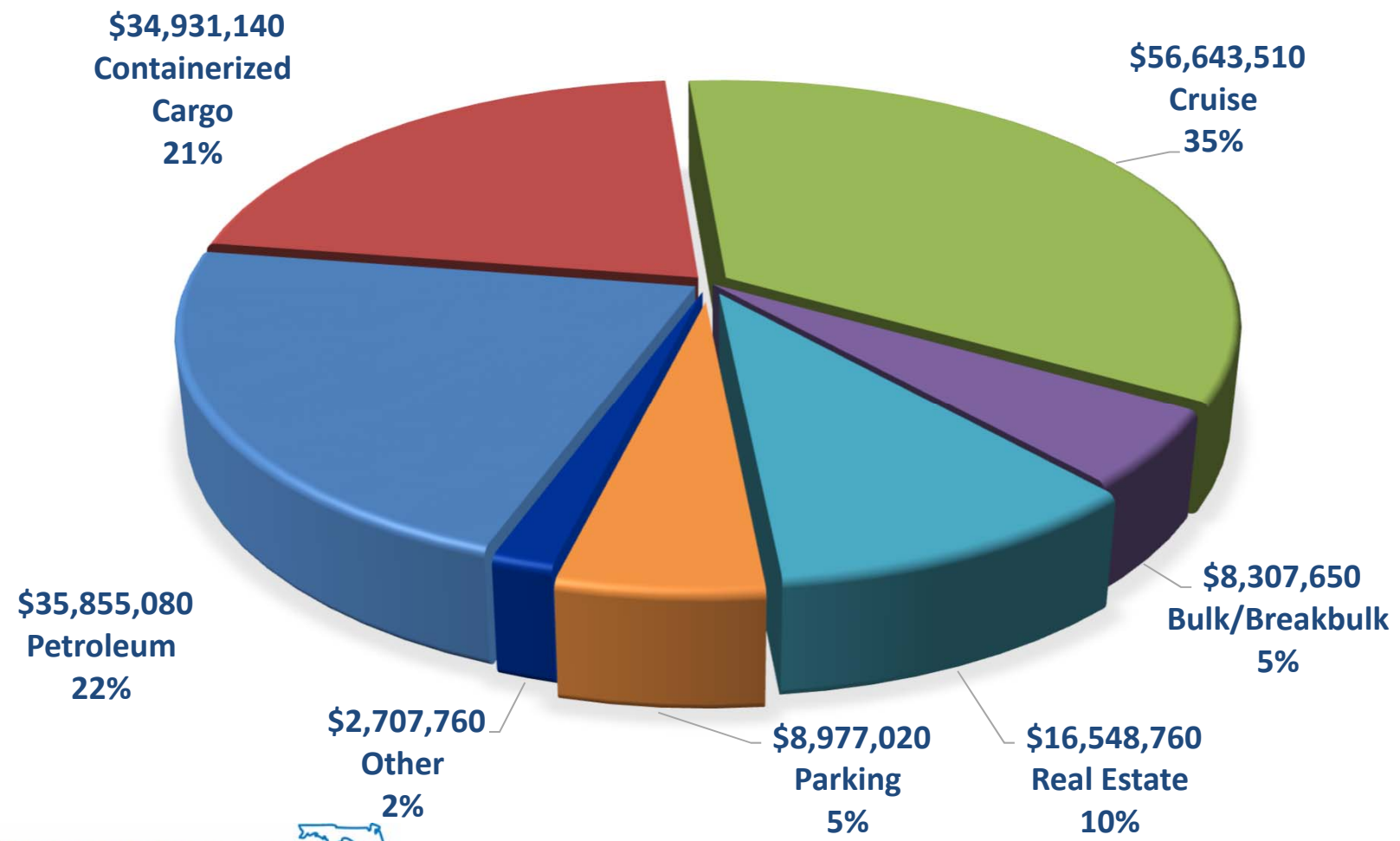
Fiscal Year YTD (through May)	FY 2018	FY 2017	Percentage Change
Revenue to Date	\$ 121,195,493	\$ 116,919,301	4%
Containerized Cargo TEUs	753,256	746,462	1%
Cruise Passengers	3,072,378	3,098,015	-1%
Petroleum Barrels	84,577,069	82,795,614	2%
Bulk & Break Bulk Tonnage	908,616	1,041,103	-13%

Port Everglades Recommended Budget for FY2019

5



Summary of Recommended Operating Revenues for FY 2019 - \$163,970,920



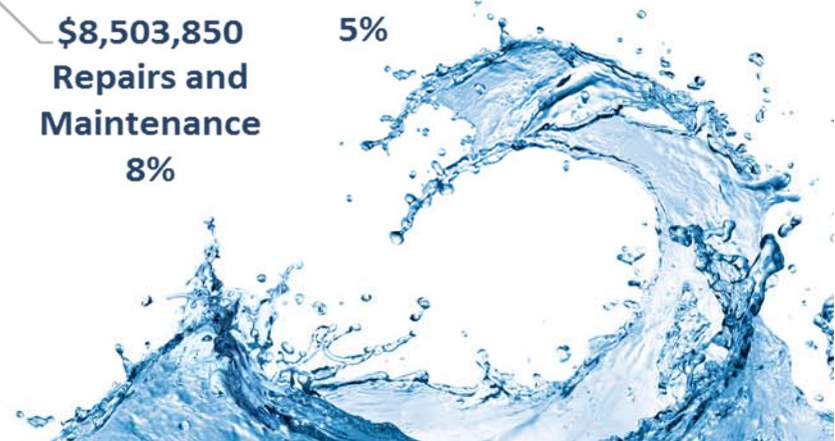
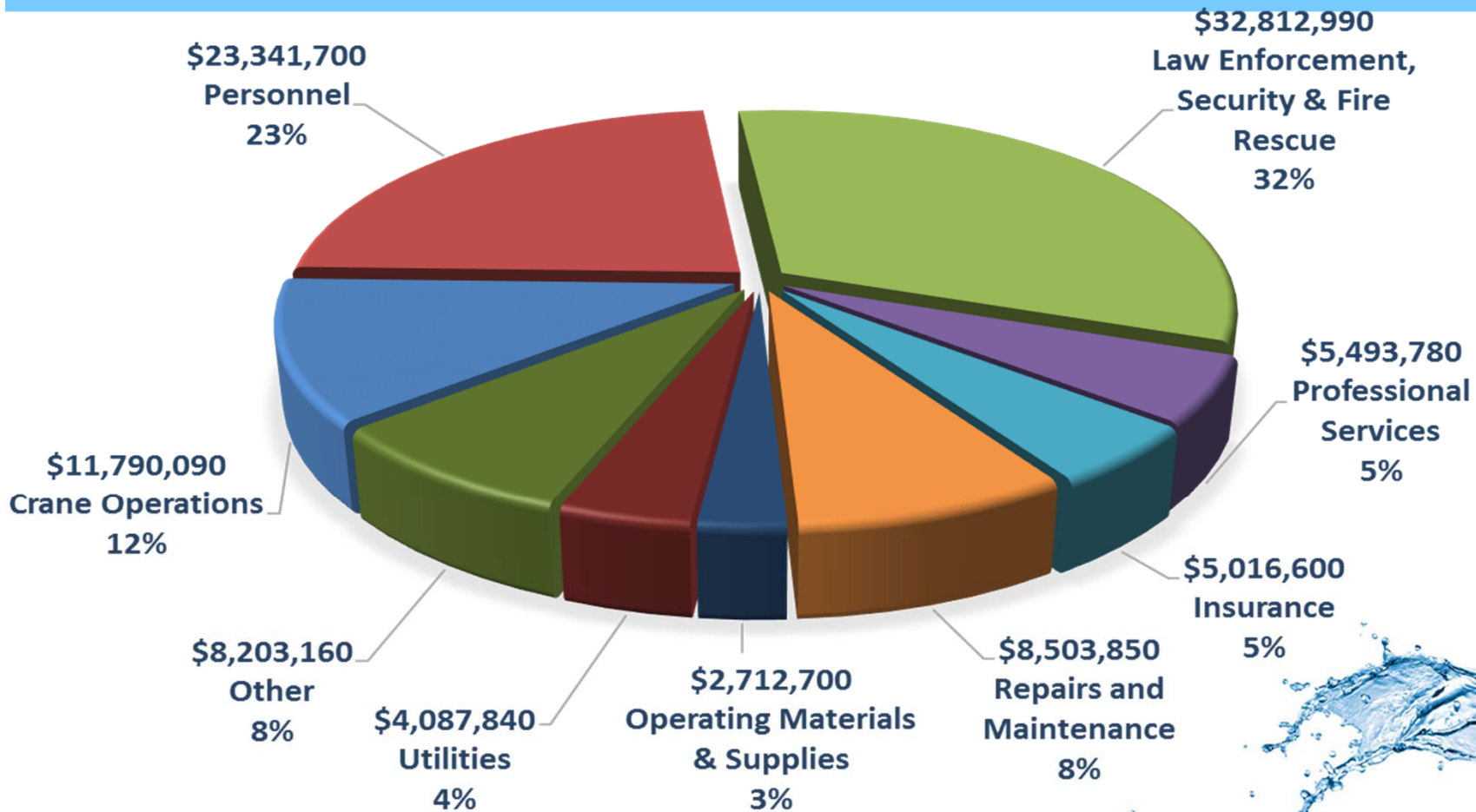
Revenue Budget Comparison

Division	FY18 Projected Revenue	FY19 Recommended Budget*	% Change
Petroleum	\$34,814,400	\$35,855,080	3.0%
Containerized Cargo	34,041,880	34,931,140	2.6%
Cruise	55,962,230	56,643,510	1.2%
Bulk/Breakbulk	7,169,470	8,307,650	15.9%
Real Estate	16,520,650	16,548,760	0.2%
Parking	8,713,130	8,977,020	3.0%
Other	2,738,410	2,707,760	-1.1%
Total	\$159,960,170	\$163,970,920	2.5%

*Includes average and contractual tariff increases of approximately \$3.6 million



Summary of Forecasted Operating Expenses for FY2019 - \$101,962,710

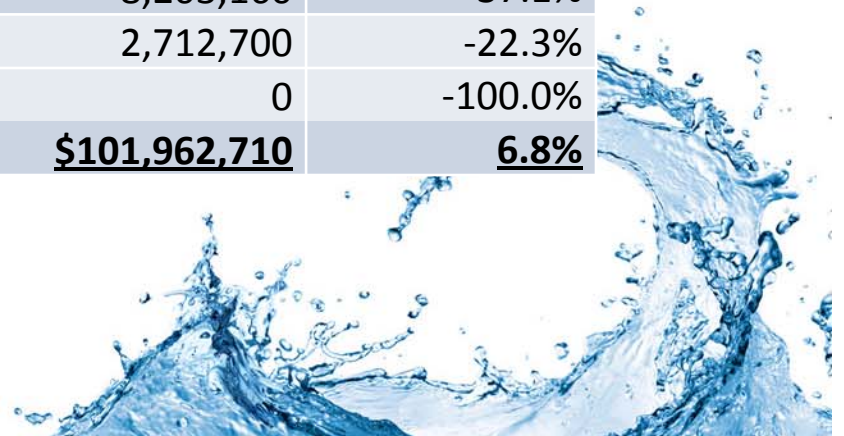


Expense Budget Comparison

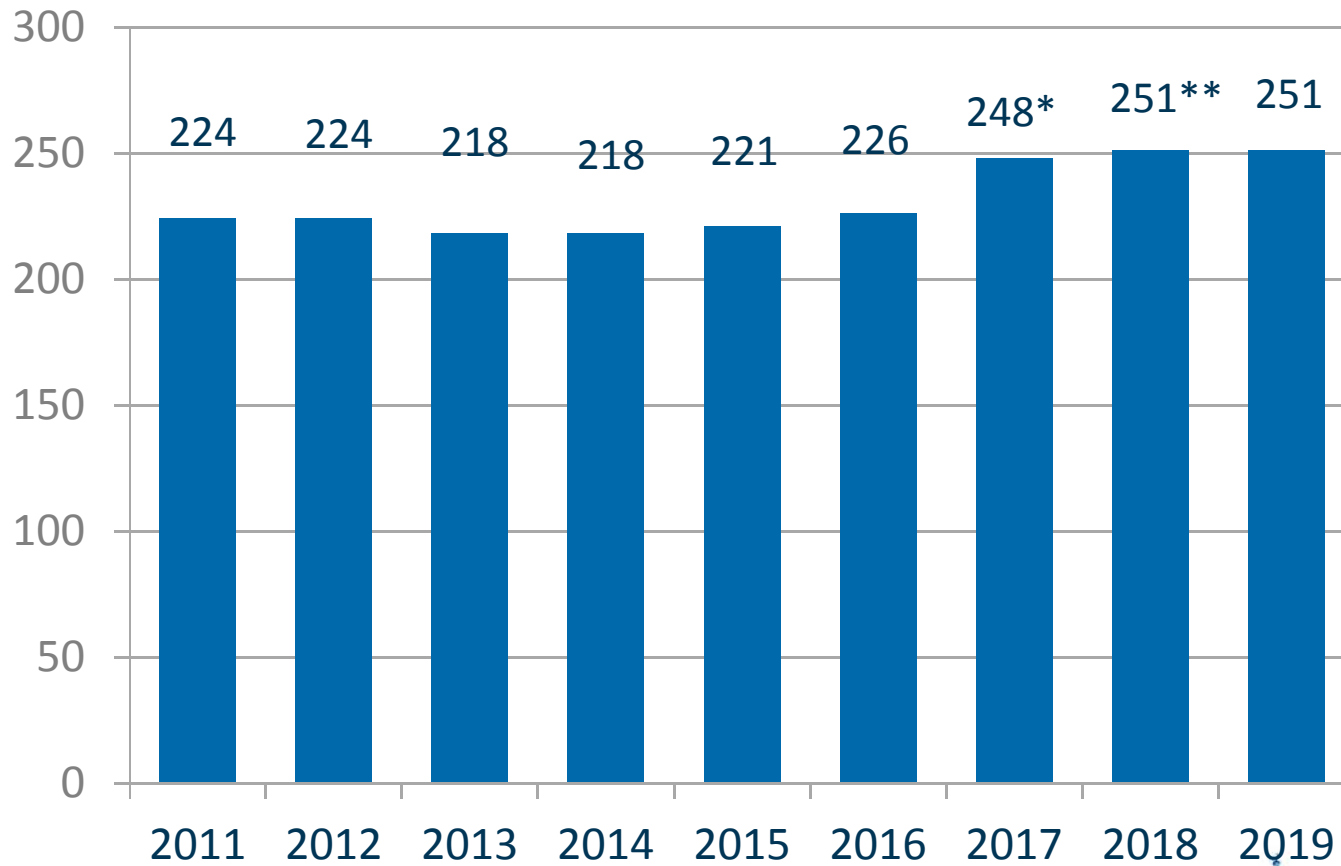
Expense Category	FY18 Adopted Budget	FY19 Recommended Budget	% Change
Fire/EMS*	\$9,785,000	\$10,341,560	5.7%
Security*	22,156,000	22,471,430	1.4%
Insurance	5,033,000	5,016,600	-0.3%
Personnel**	20,763,300	23,341,700	12.4%
Crane Operations	11,144,200	11,790,090	5.8%
Professional Services	4,735,000	5,493,780	16.0%
Utilities	4,211,500	4,087,840	-2.9%
Maint. & Repairs	5,553,500	8,503,850	53.1%
Other	5,983,600	8,203,160	37.1%
Materials & Supplies	3,490,200	2,712,700	-22.3%
Seaport Construction (SEFM)**	2,645,800	0	-100.0%
Total	<u>\$95,501,100</u>	<u>\$101,962,710</u>	<u>6.8%</u>

*Pending negotiation of final budget based on request from BSO

** SEFM division budgeted in capital fund in prior years



Historical Position Count



*Includes the transfer of 20 Seaport Engineering & Construction staff as a result of a reorganization approved by the Board in September 2016;
**maintenance study recommendations included in Adopted Budget and 3 new positions.



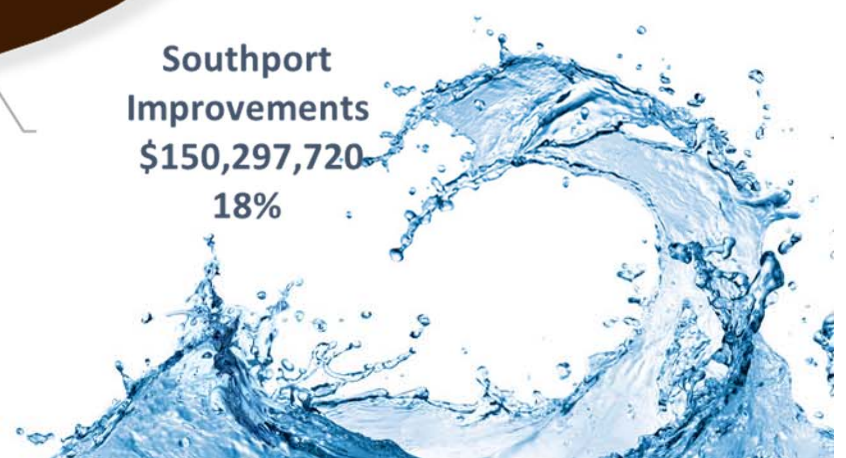
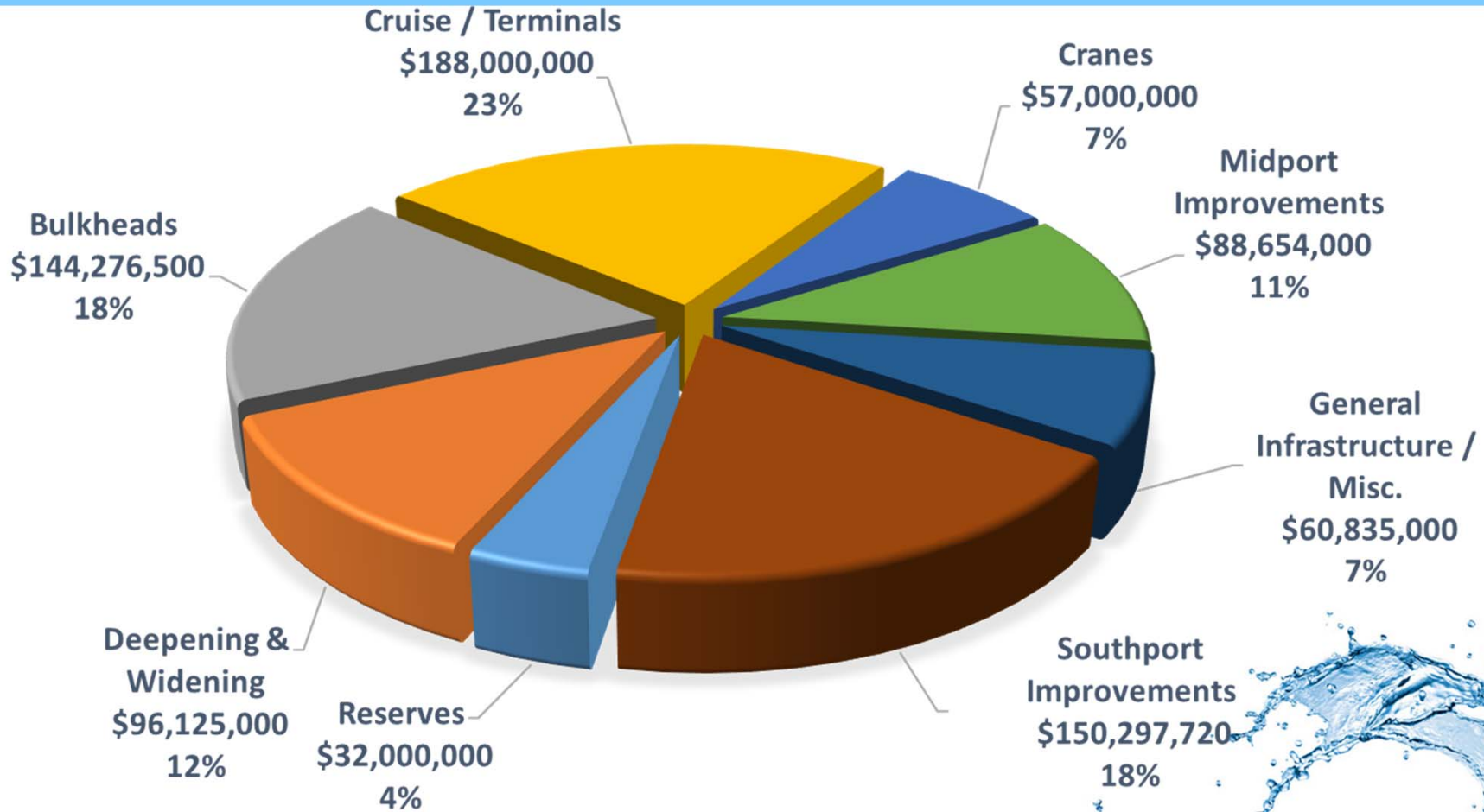
FY2019 - FY2023 Recommended CIP



Master/Vision Plan Project Needs

- Improve cruise facilities to expand operations (T21, T29)
- Improve the petroleum-receiving system & operations (Slip 1)
- Cargo berth and yard capacity (Southport/Northport)
- Neobulk storage area (Northport)
- Ability to berth fully laden post-Panamax ships of 8,000 to 8,500 20-foot equivalent container units (Southport)
- Modern cranes to load/unload post-Panamax ships (Southport)
- Foreign Trade Zone relocation (Southport)
- Bulkhead replacements (Port-wide)

Summary of Forecasted FY2019-FY2023 CIP - \$817,188,220

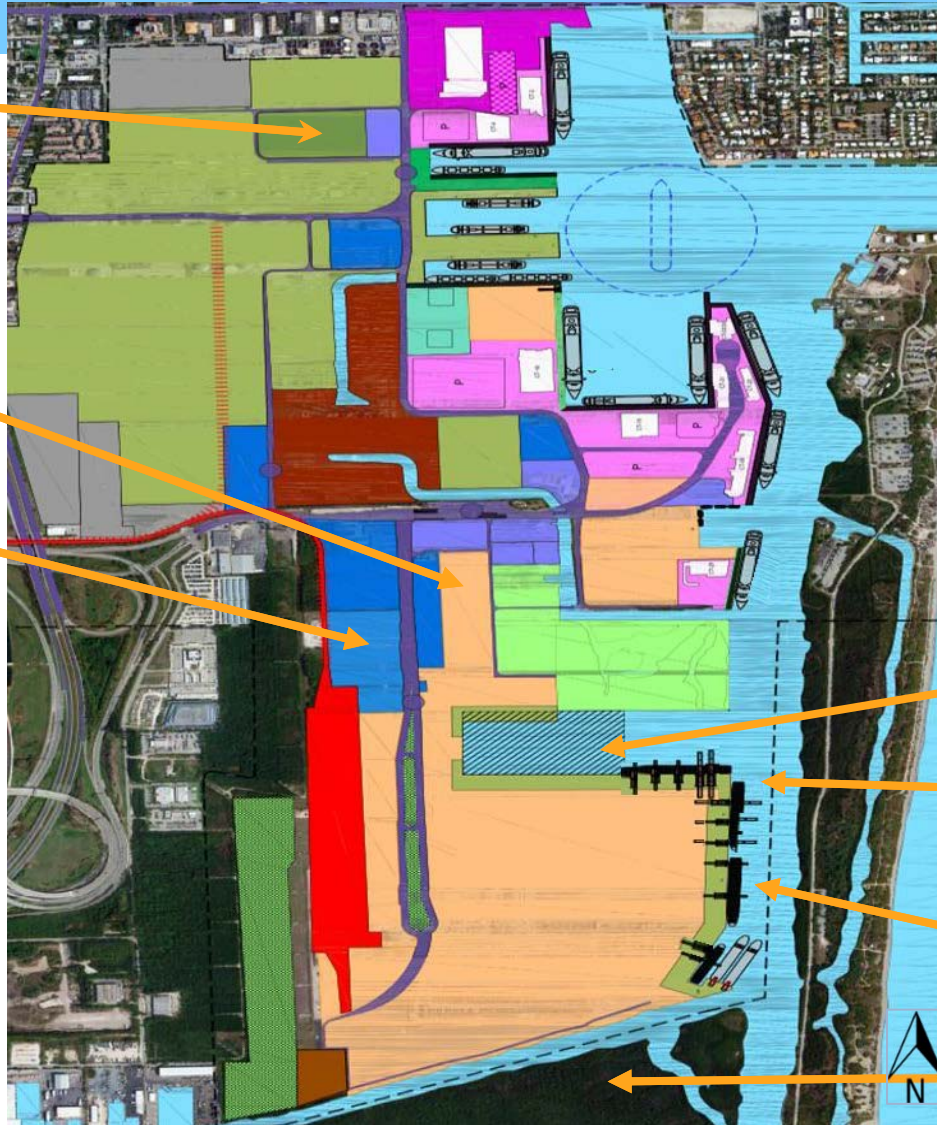


2014 Master/Vision Plan Projects in FY2019- FY2023 CIP - Cargo Projects

**Neobulk
Storage Yard**

**Southport Phase 9A
Container Yard**

**Foreign Trade Zone
Relocation**



**Southport Turning
Notch Extension**

**Super Post-Panamax
Cranes**

**New Crane Rails
(Berths 30, 31, 32)**

West Lake Mitigation

2014 Master/Vision Plan Projects in FY2019 - FY2023 CIP - Cruise, Petroleum, Other

Berths 7,8
New Bulkheads

Berths 14,15
New Bulkheads

Berths 16,17,18
New Bulkheads

Berths 19,20
New Bulkheads

Berths 1, 2, 3
New Bulkheads

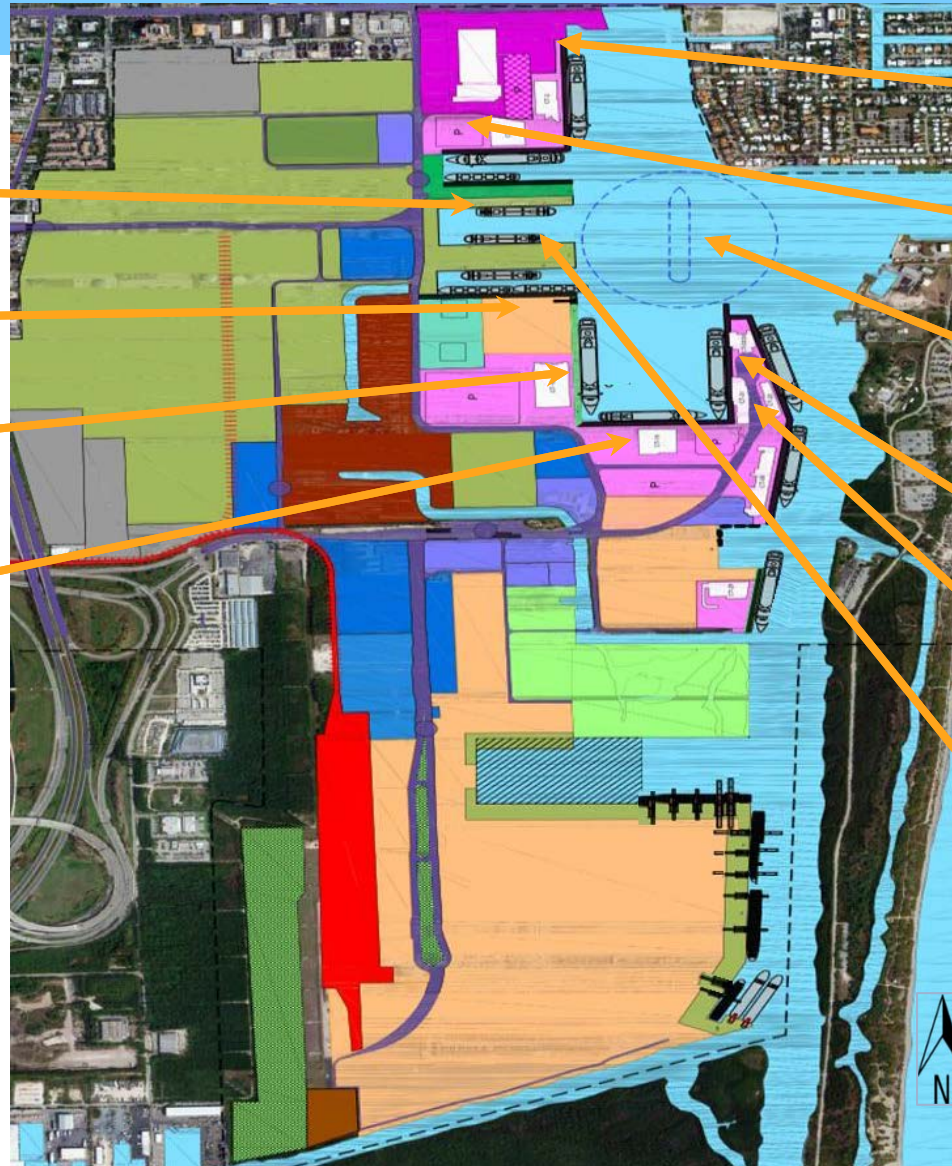
CT# 2&4 Parking
Garage

USACE Deepening &
Widening Design &
Construction

CT#21 Improvements/
Expansions

Berths 21,22
New Bulkheads

Slip 1 New Bulkheads
& Reconfiguration
(Petroleum berths)



Priority CIP Projects

Southport Turning Notch Extension/Crane Rail Infrastructure

- **Upland Mangrove Enhancement**

- Fee simple land transfer completed in August of 2017

- **Westlake Park Mitigation**

- Design completed
- Construction procurement to begin in early fall 2018 due to permit modification

Turning Notch/Crane Rail Infrastructure Construction

Agreement for Managing General Contractor approved by the Board in May of 2017

Pre-construction commenced in June 2017

Berth 31-32 crane rail construction underway, estimated completion June 2019

Construction completion estimated September 2021

Priority CIP Projects (cont'd)

Channel Deepening and Widening

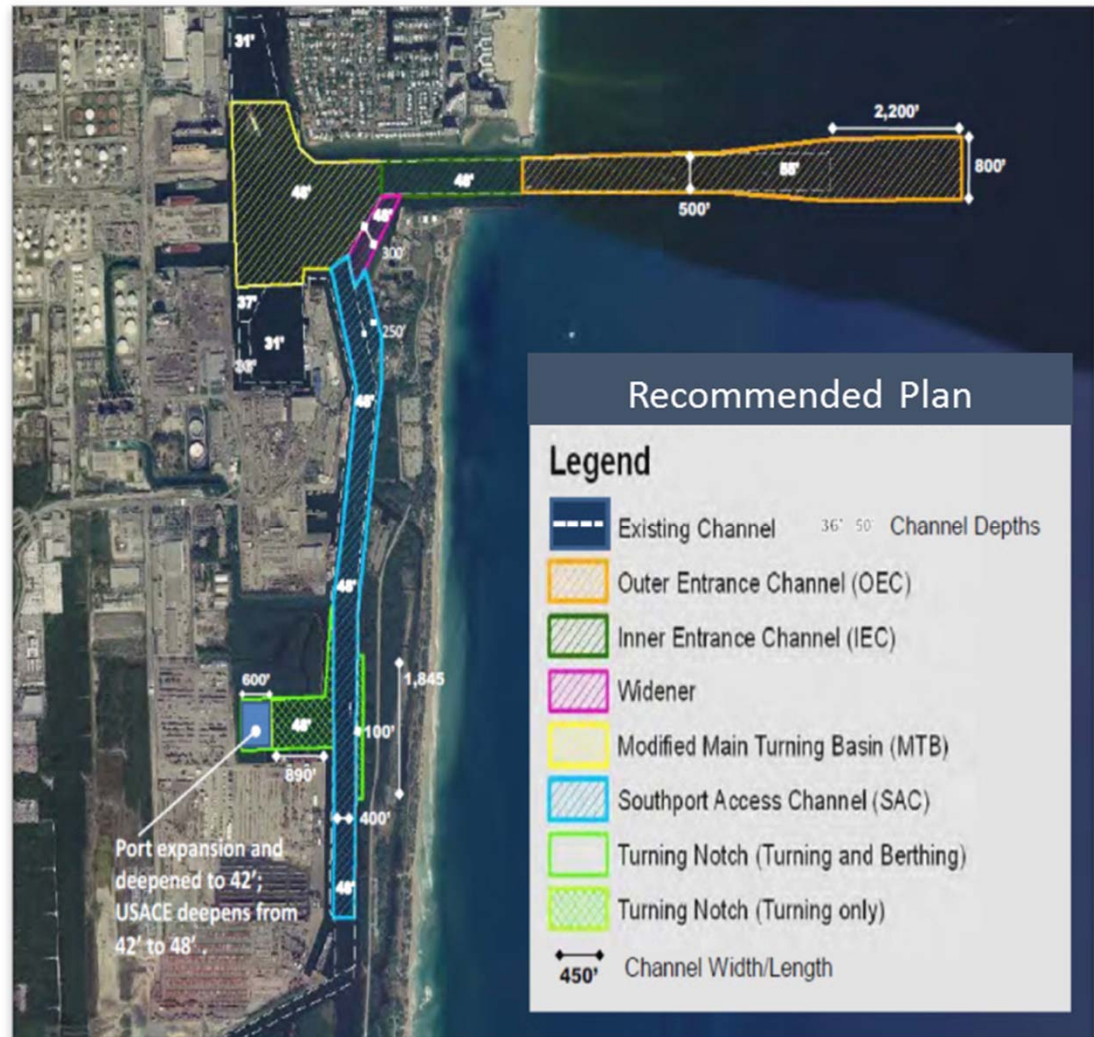
- In-kind Memorandum of Understanding and Design Agreement executed on September 19, 2015
- Congressional authorization included as part of the Water Infrastructure Improvement for the Nation Act (WIIN) of 2016
- Pre-construction engineering and design (PED) phase underway with estimated completion mid-2019
- Of the estimated \$5.6 million cost of pre-construction engineering and design, the Port has received \$3.6 million from the State
- The Port has also received \$55 million from the State for construction, with an additional \$39.8 million programmed in FDOT's 5-year Work Program
- Pursuing legislative change to Water Resource Development Act (WRDA) to accelerate USCG station reconfiguration.

Deeper (48 ft.+1+1) Wider Channels

U.S. Army Corps of Engineers/Port Everglades

Total Project Cost*	\$389.3M
Anticipated Federal funding	\$198.9M
Port Funding	\$190.4M
Total eligible for State funding based on current 75% criteria	\$138.2M
Appropriated State funds	\$55.0M
Currently programmed State funds	\$39.8M

Updated to October 1, 2016 price levels

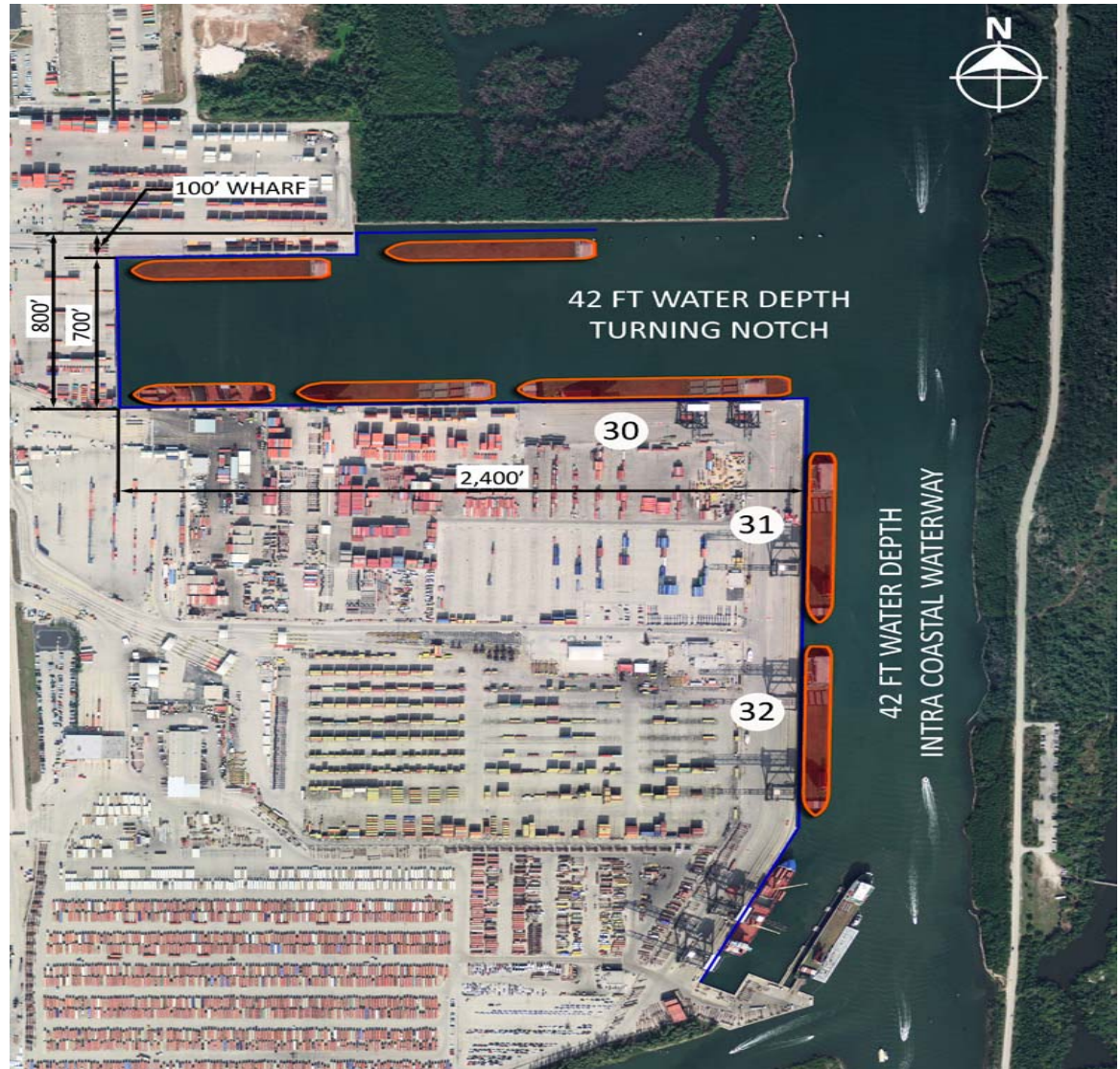


Southport Turning Notch Extension/Crane Rail Infrastructure

Total Contracted GMP	\$437.5M
State grants*	\$86.8M
TIFIA Loan Proceeds**	\$132.8M
Port funds/bond proceeds	\$217.9M

*A portion of this funding was used for mitigation

**LOI submitted in June of 2017



Other Funding Initiatives for Southport Turning Notch Extension

Transportation Infrastructure Finance and Innovation Act (TIFIA)

- In June 2017, the Port submitted a Letter of Interest for a TIFIA Loan through USDOT
- The estimated loan for TIFIA eligible project components is \$132,755,442
- Results in interest cost savings as compared to traditional bond financing
- Currently evaluating the impact of “Buy American” requirement associated with the use of Federal funding

Major Capital Project Totals

Project	Previously Funded	FY 19 CIP	FY20-FY23 CIP	Total
USACE Deepening and Widening (Design/Construction/Mitigation)				
*Includes cost for upfront mitigation in West Lake Park	* \$111.5	\$41.40	\$54.70	\$207.60
Cruise Terminal 21 (Design/Construction)	12.5	30	30	72.5
Southport Electrical Sub-Station (Construction)	17.6	-	-	17.6
Logistics Center Milestone Payment (FTZ Relocation) (P3)	-	-	2.5	2.5
Multimodal Facility Phase 1 (Design/Construction)	3	0	38.9	41.9
Neo-Bulk Storage Area (Design/Construction)	7.7	-	-	7.7
Post Panamax Cranes - SP8, SP9 and SP10 (Design/Construction)	54.7	-	30	84.7
New/Replacement Bulkheads Berths- 1,2,3,14,15,16,17,18,19,20,21,22 (Design/Construction)	18.2	11.6	80.9	110.7
Slip 1 New Bulkhead at Berths 9 & 10 Ph. I (Design/Construction)	83.9	10.5	-	94.4
Slip 1 New Bulkhead at Berths 7 & 8 Ph. II (Design/Construction)	2.8	20.6	20.6	44
Cruise Terminal 25 (Design/Construction)	115	-	-	115
Southport Phase 9A Container Yard (Design/Construction)	0.9	15.8	0	16.7
Terminal 2 & 4 Parking Garage(s) - Deck Expansion (Design/Construction)	25	52	44	121
Southport Turning Notch Extension (Design/Construction/Crane Rail)	334.5	103	0	437.5
New Public Works Facility Building (Design/Construction)	<u>3.6</u>	<u>6</u>	<u>6</u>	<u>15.6</u>
Grand Total	\$790.90	\$290.90	\$307.60	\$1,389.40



Summary of FY2019 Proposed Tariff Increases

- Proposed tariff increase for FY2019 = 3.0% for most tariff eligible revenue types
- No proposed increases
 - Parking
 - Security

Summary of FY2019 Proposed Tariff Increases

- FTZ fees increase for the next three years - \$5 per transaction fee increase each year
 - Increase due to new cloud-based technical setup
 - County server vs. web-based user interface
 - Self-hosted software vs. SaaS (Software-as-a-Service)
 - State-of-the-art data encryption
- Increase Grid Space lease rate by 2% to maintain a 10% differential above leasing rates
- Increase minimum grid size to 100 Sq. Ft. and minimum monthly billing to \$80

Questions?



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