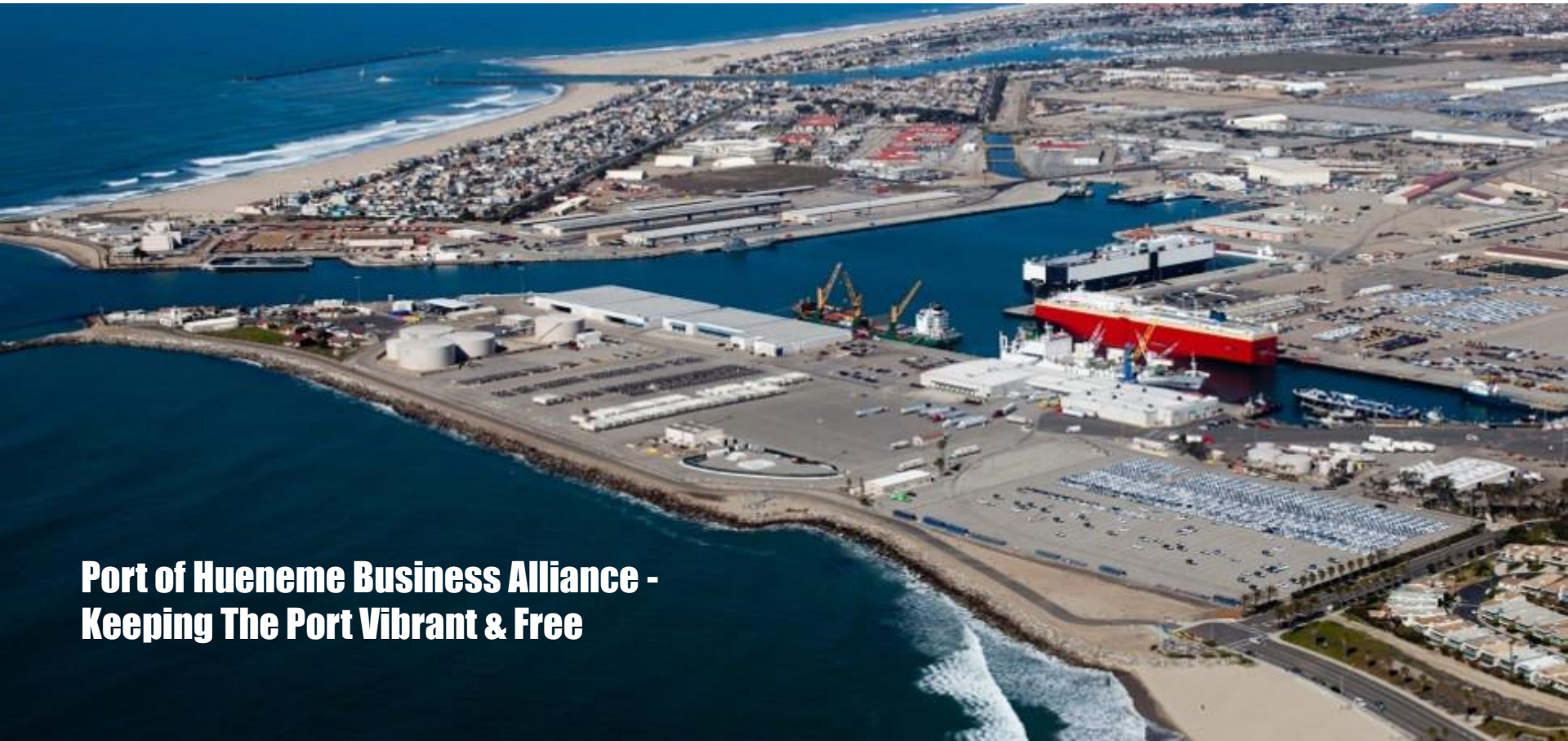




**PORTUS Welcomes**



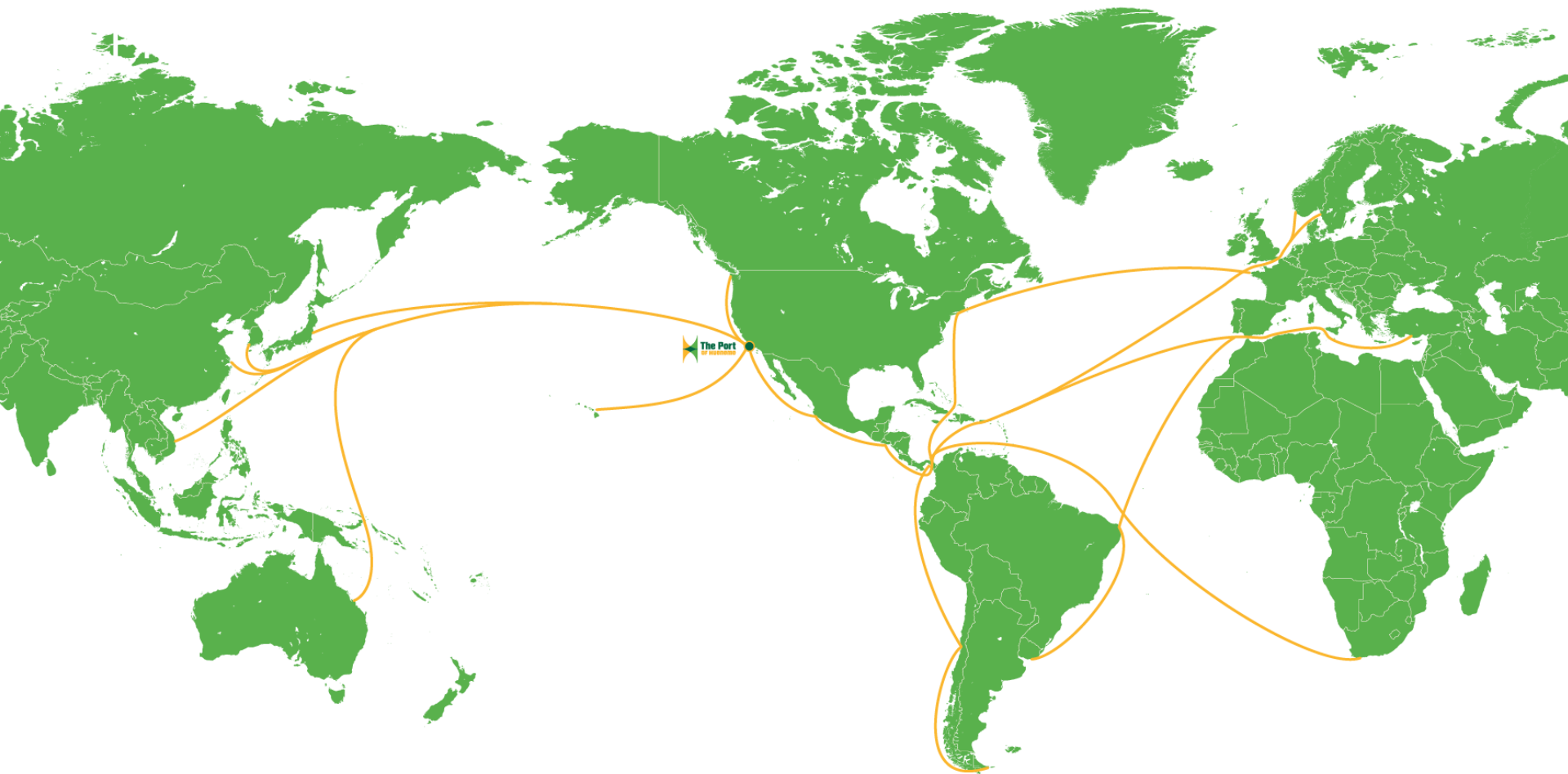
**Port of Hueneme Business Alliance -  
Keeping The Port Vibrant & Free**



**Port of Hueneme Business Alliance - Keeping  
The Port Vibrant & Free**



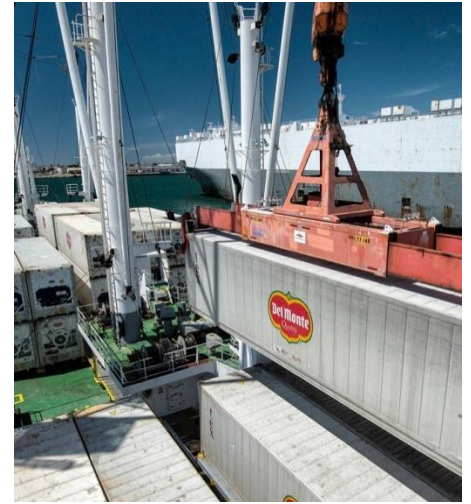




**Commercial Trade Gateway to North, Central and South America,  
Asia, Europe and Scandinavia**



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- **Main Channel Depth: 35 FT**
- **120 Acre Terminal**
- **24 Acre Terminal (Joint Use)**
- **130 Acre Navy Out-lease**
- **294 Acres Backland**

- **6 Deep Draft Berths: 4,250 LF**
- **1 Shallow Draft: 320 LF**
- **Refrigerated Storage: 256,000 Sq. Ft.**
- **299 On-dock Reefer Plugs**



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**PORTUS**





**PORTUS**



**PORTUS**



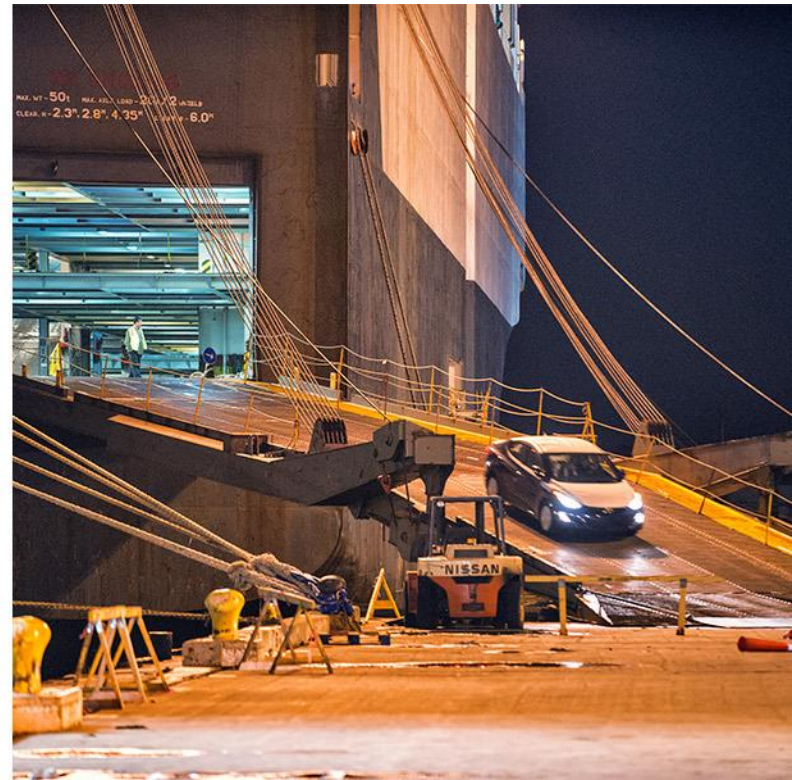
# Why Port Business Stakeholders Choose the Port of Hueneme

- **Less Congested.** We know **EVERY DAY COUNTS!**
- **Save Time and Money.** Timely inspections result in reduced costs
- **No Waiting.** In line at the gate or in the channel
- **Value.** Free X-rays by CBP plus all cargo scanned for radiation signatures at no cost (at gate)
- **Efficient.** 130 pallets an hour average breakbulk throughput; 25 container moves an hour; 600+ reefer plugs
- **Access.** Pilots and purpose-built tugs provide quick approach and departure. Less than one hour approach and 30 minute departure.
- **Labor.** Skilled, well trained, highly productive, motivated labor force focused on unique customer requirements and cargo throughput.



**PORTUS**





**Cargo Performance**  
Vital Niche Market Port



# Port Hueneme Business Stakeholders

## Shipping Lines

- **Champion Tankers**
- **COSCO**
- **CSAV**
- **EUKOR**
- **Glovis**
- **Hamburg Sud**
- **K-Line**
- **Mitsui OSK Lines**
- **Norbulk**
- **Cool Carriers**
- **Hoegh Lines**
- **NYK Lines**
- **Seim Car Carriers**
- **Wallenius Wilhelmsen Logistics (WWL)**
- **Liberty Logistics**
- **Sea Trade**

## Services

- **Brusco Tug & Barge**
- **Stevedores: Ceres, Pacific Ro-Ro, Ports America, SSA Marine**
- **MSRC**
- **NRC**
- **Port Hueneme Ice**
- **OST Truck & Crane**
- **T&T Truck & Crane**
- **Port Hueneme Pilots Association**
- **Securitas Security**
- **TracTide Marine Fuels**

## DC & Warehousing

- **Channel Islands Logistics**
- **Channel Islands Warehousing**
- **Del Norte Warehousing**
- **Lineage Logistics**
- **Seaboard Produce**
- **Western Precooling**
- **Mission Produce**





# Port Businesses By Category

## Auto

- BMW
- GAPS
- WWLA

## Fresh Produce

- Chiquita (NYK Cool)
- Del Monte

## Offshore Oil Industry

- DCOR
- EXXON Mobil
- Freeport McMoran
- Irwin Industries

## Liquid Bulk

- Yara North America

## Fish

- Oxnard Unloading Services

## Specialized Project Cargo Customers

## Vehicle Brands

- BMW, Mini Cooper, Rolls Royce, Volvo, Land Rover, Jaguar, Maserati, Ford, Hyundai, Kia, Aston Martin, Mitsubishi, General Motors, Honda, Toyota, Nissan, Tesla

## Ro-Ro/High and Heavy Products

- Caterpillar, John Deere, New Holland, Case, Hyster, Specialized Construction and Mining Equipment

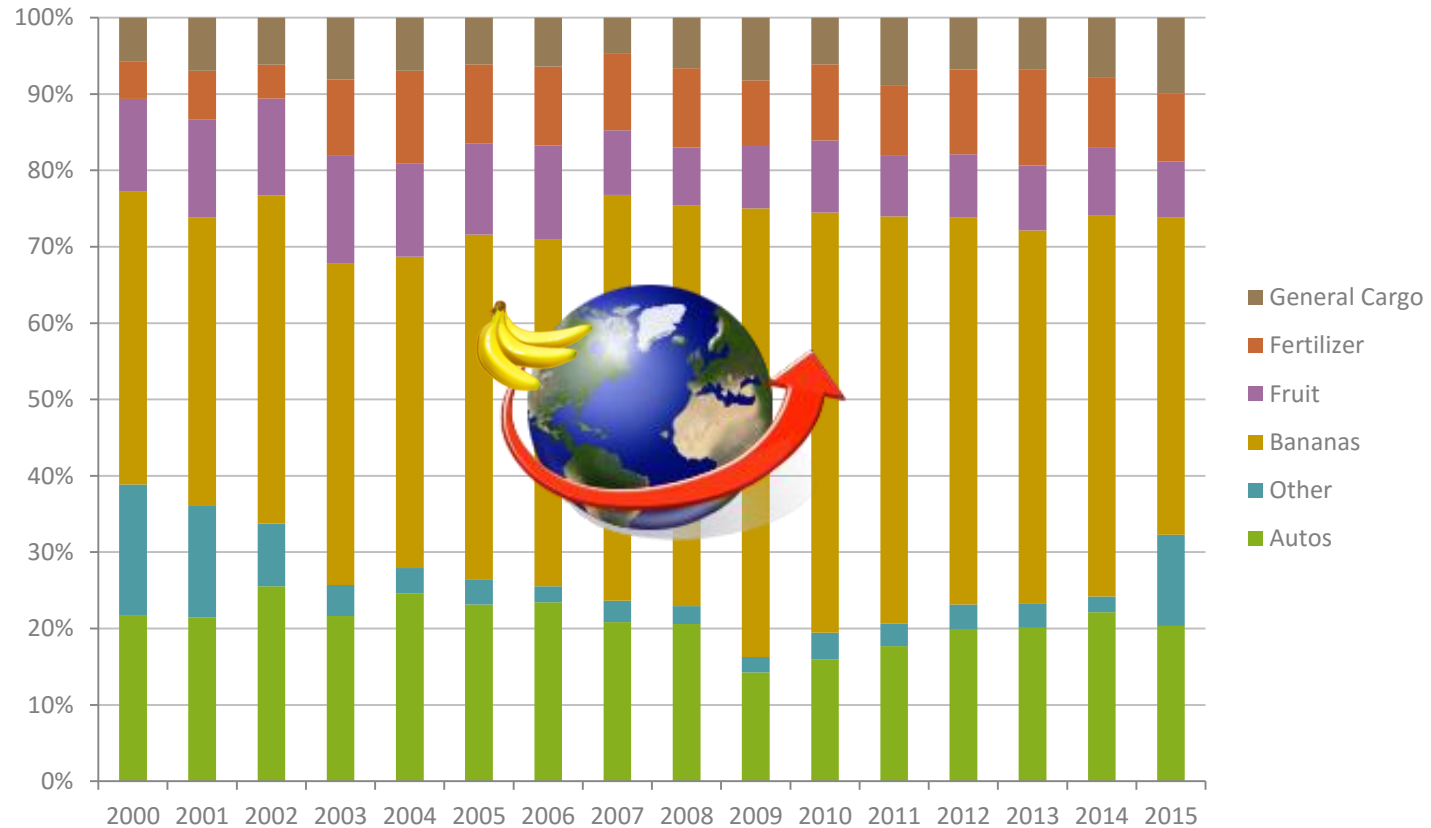
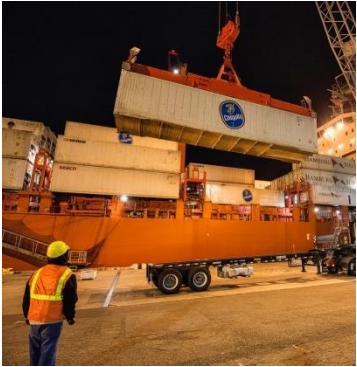
## Military Cargo

- Liberty Logistics



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# Commodity by Tonnage

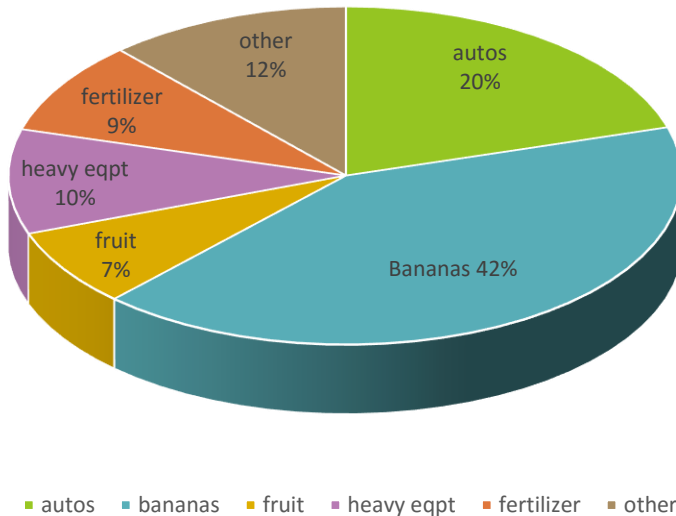


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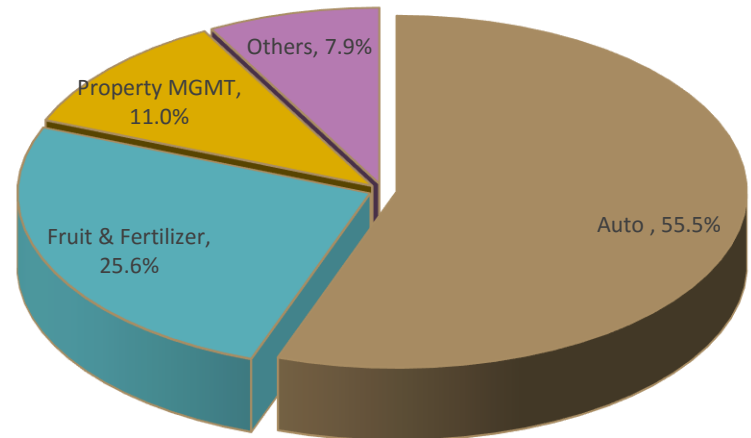
# Fiscal Year 2014-15

Cargo Tonnage by Segment



\* Cargo Tonnage in the Autos segment is per vehicle

Revenue Tonnage by Segment



\*Over half of the Annual Revenue is derived from Autos Segment

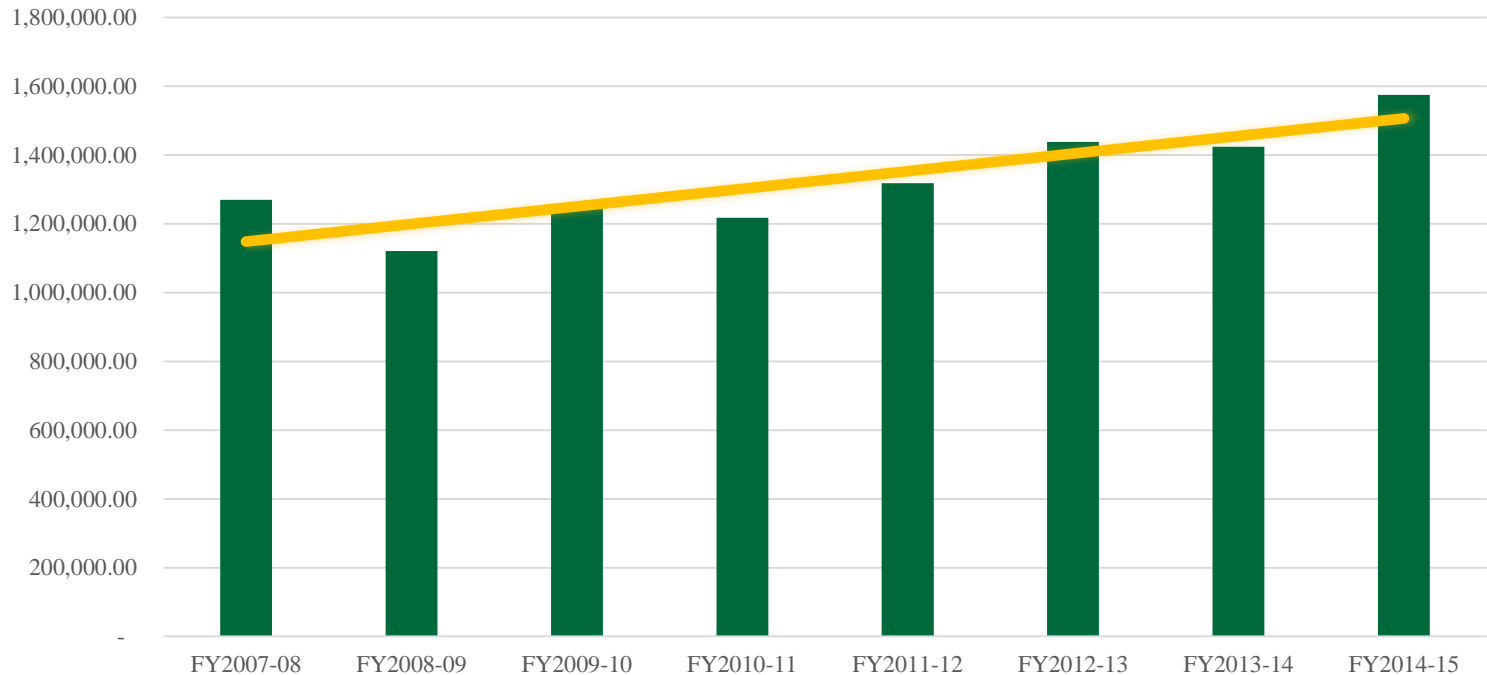


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# Historical Cargo Throughput



Total Cargo Throughput



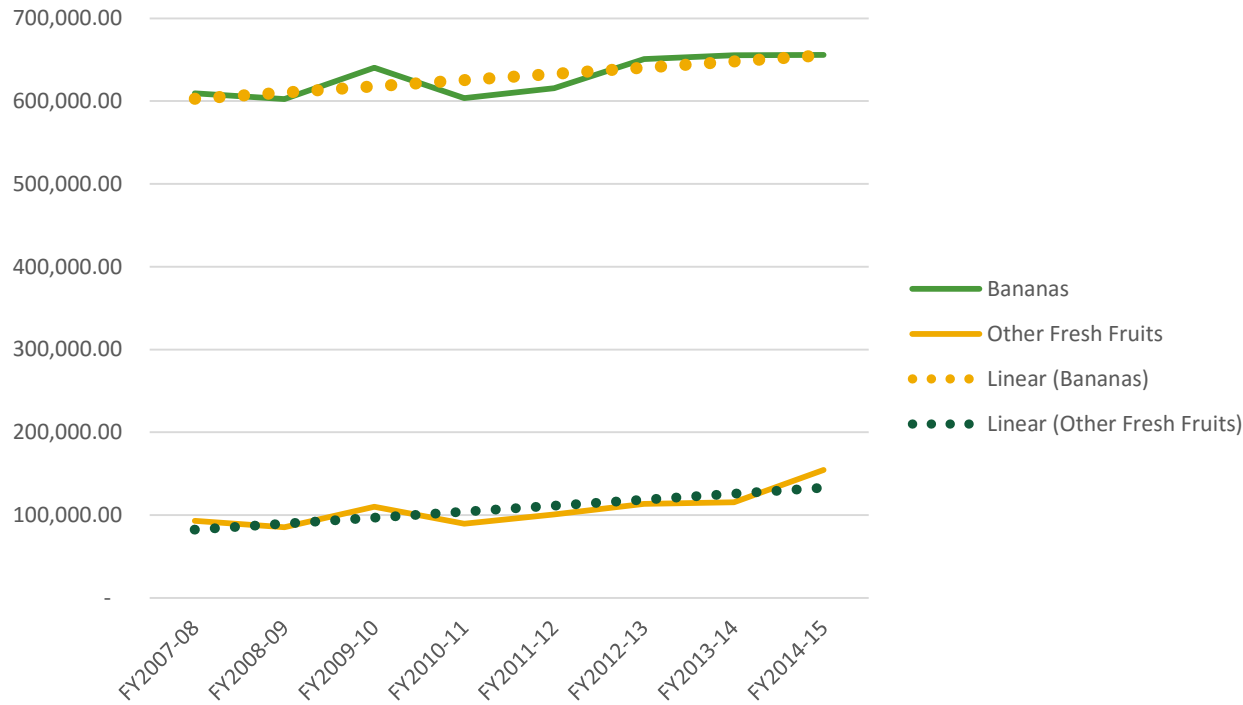
Total Cargo increased by 10.6% to 1,574,903 Measurement Tons, Record Year



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# Fresh Fruit and Bananas

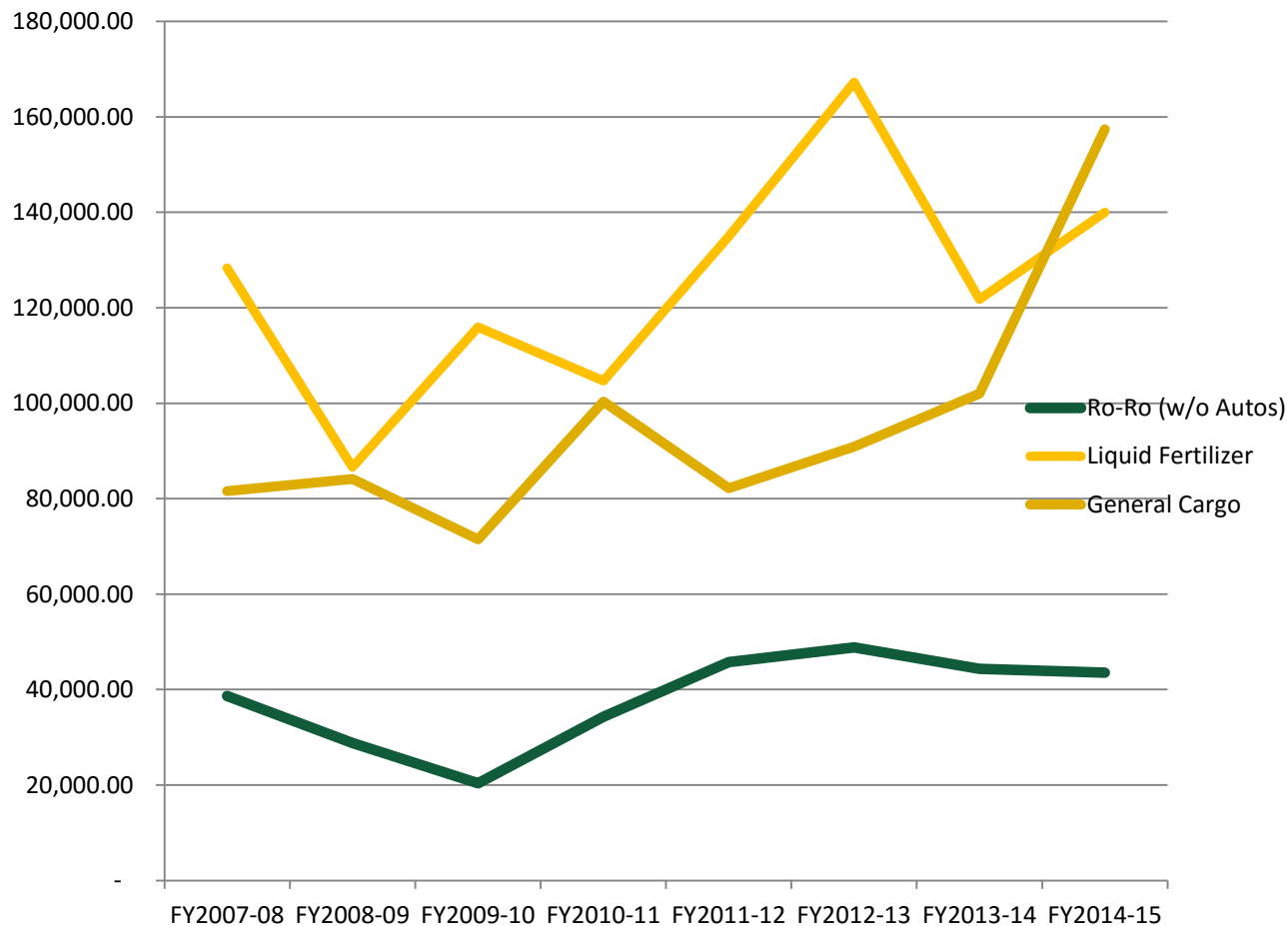


Banana imports were unchanged from last year, while the other fresh fruit category, which includes exports, increased by 34.1%.



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# Liquid, General & RO-RO (other than autos)

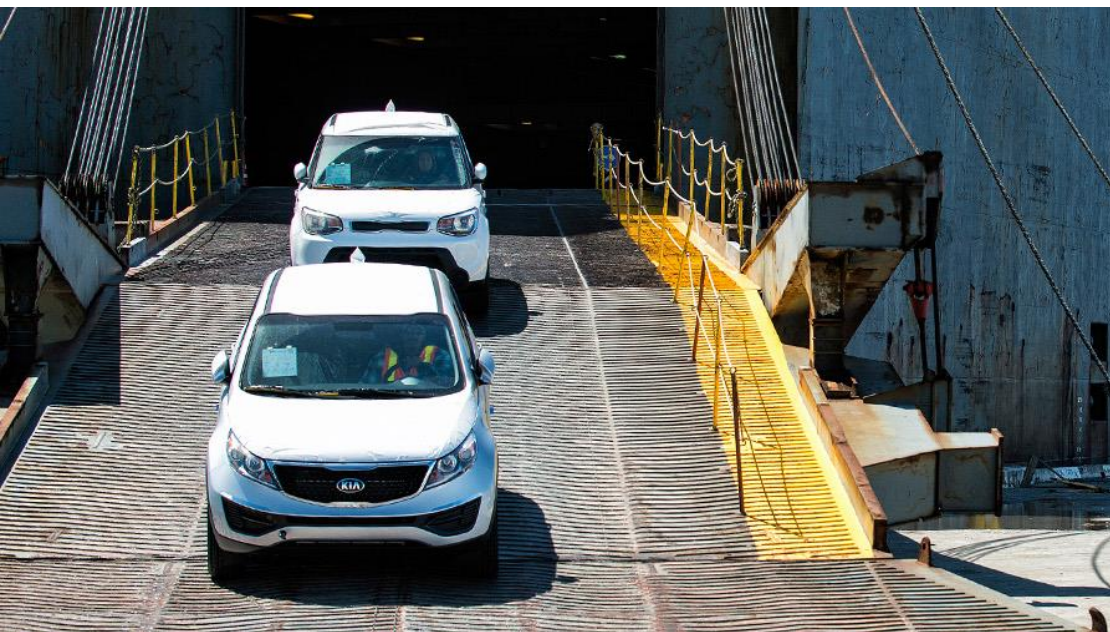


In other sectors, General Cargo was up 54.3%, Liquid Bulk Fertilizer was up 15.0%, Non-automotive Ro-Ro was down 1.8%



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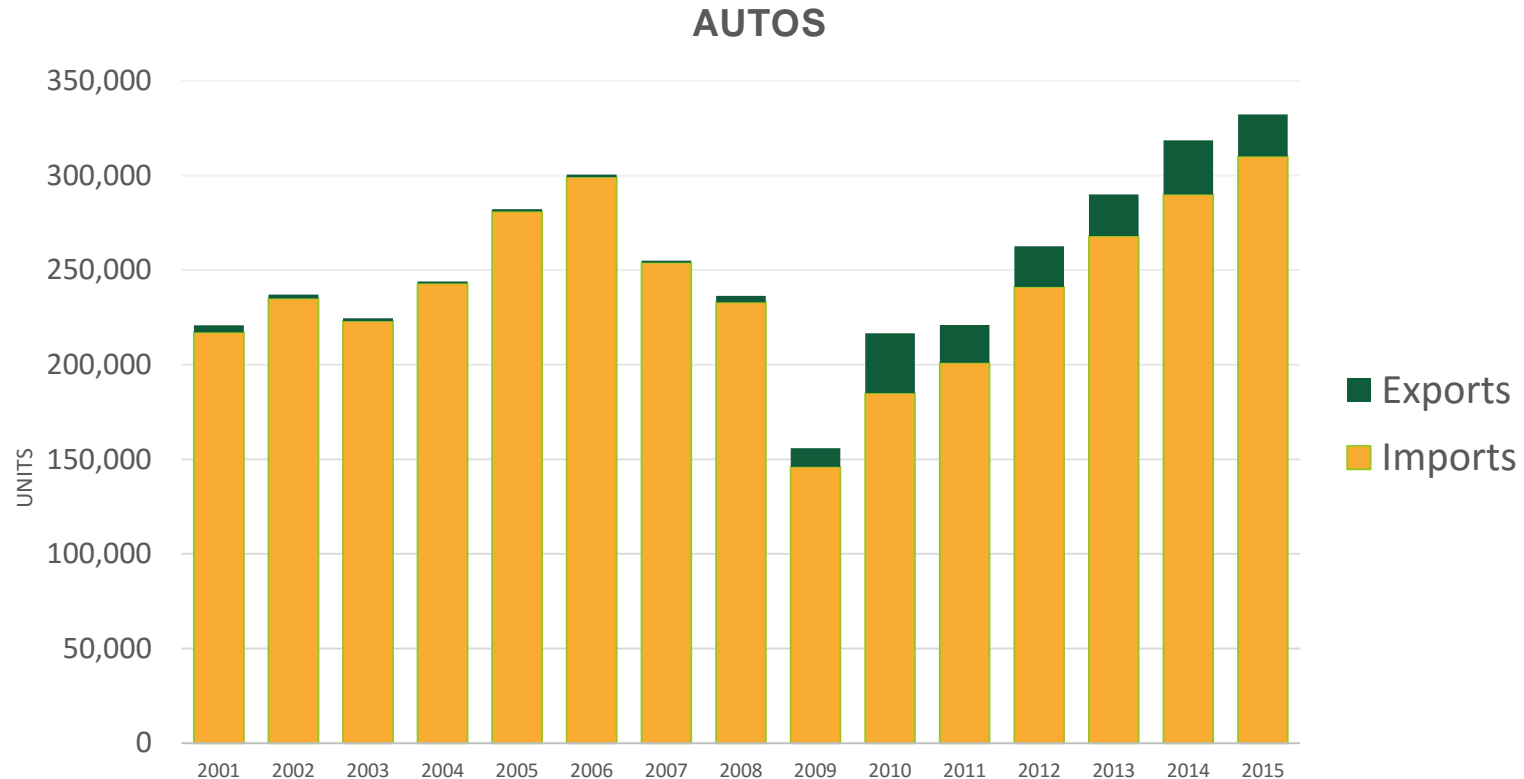




**An Active Auto Port**



# Performance Auto



Automobile imports increased by 14.6%, while exports, a small part of the overall line, decreased by 26.6%.



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# Domestic Cargo



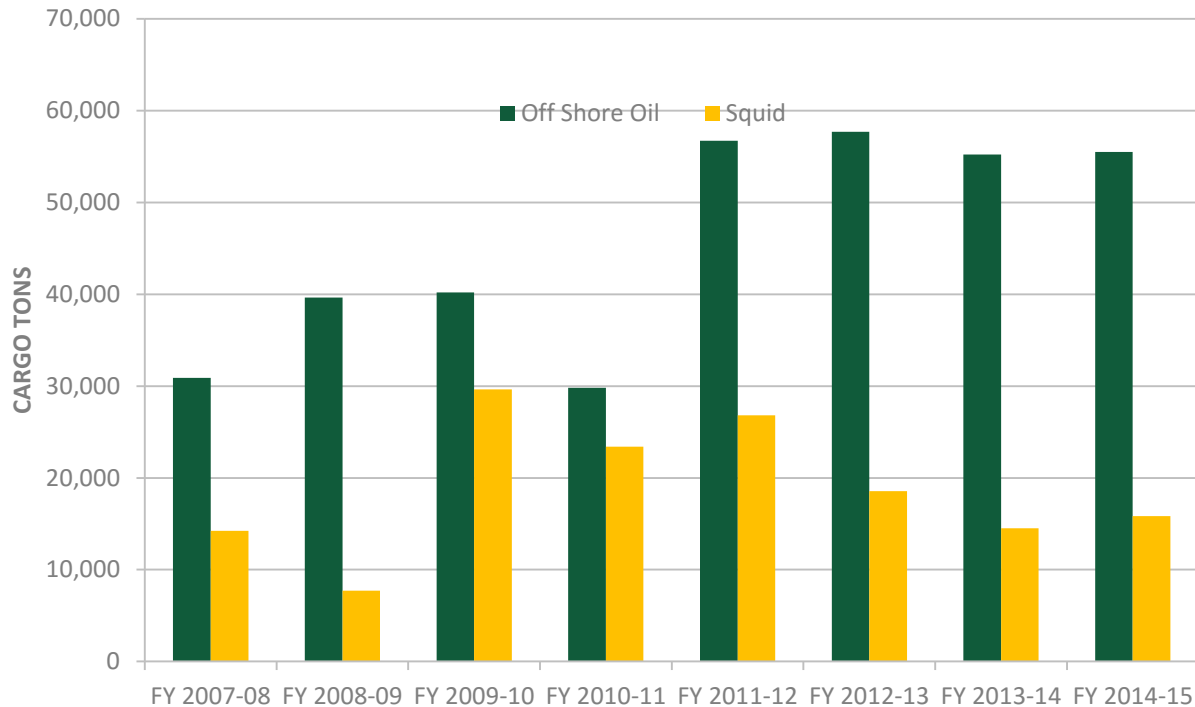
## Support to Oil Rigs and Squid Fishery



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# Domestic Commodities (Fish / Offshore Oil)

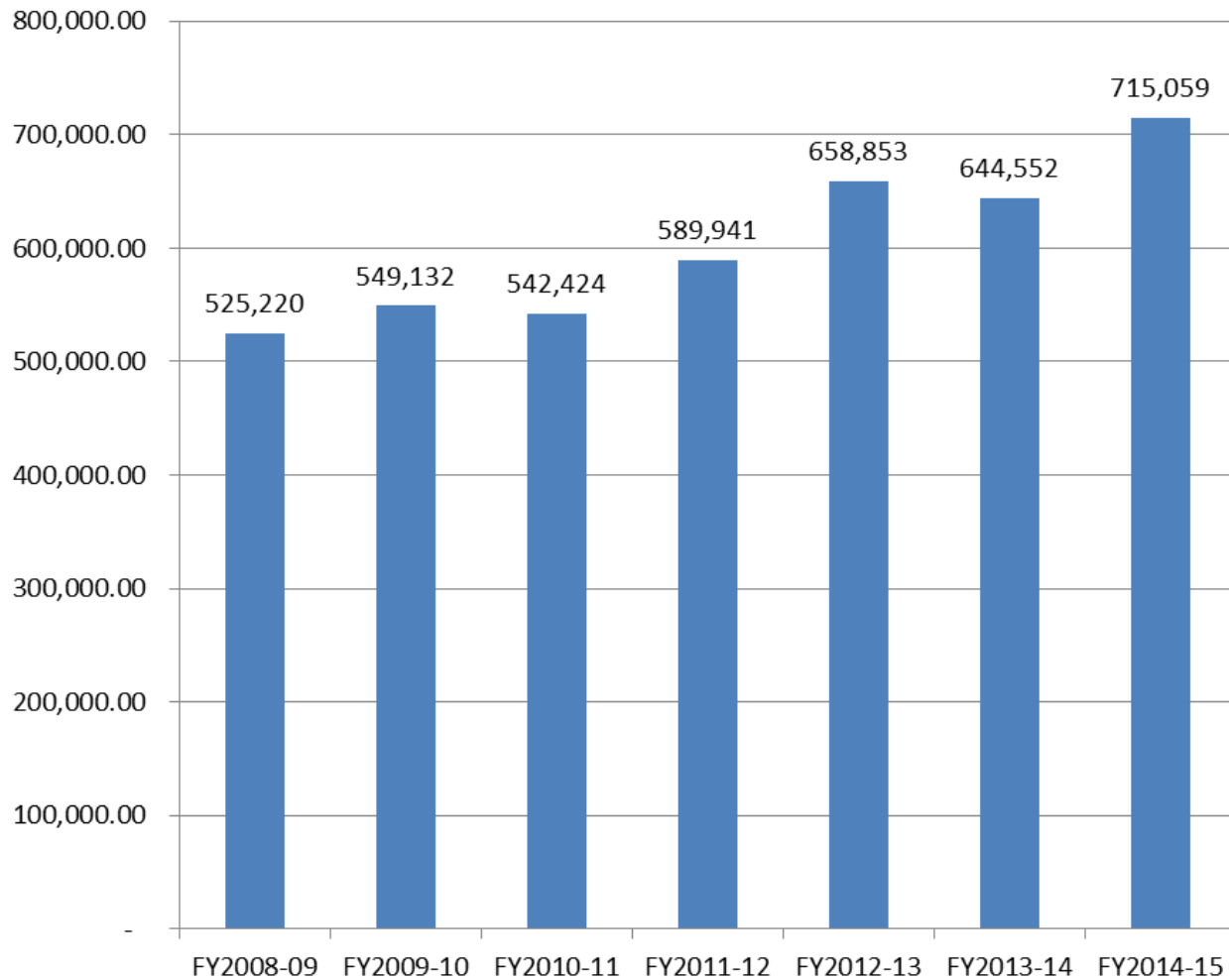


Offshore Oil Cargo was down 3.8% and fish was up 5.9% over last year



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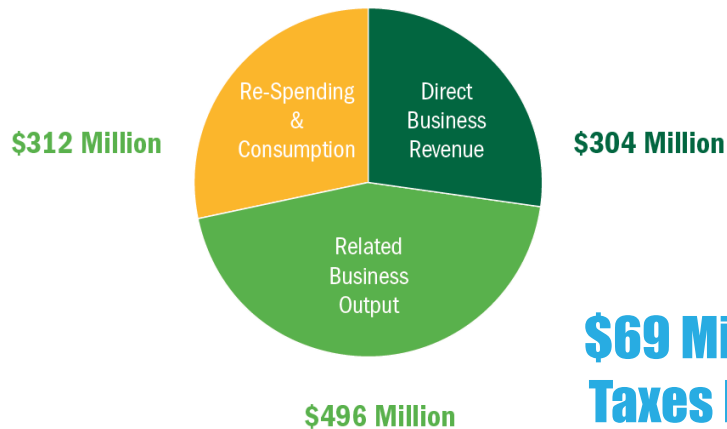
## Total Ocean Freight



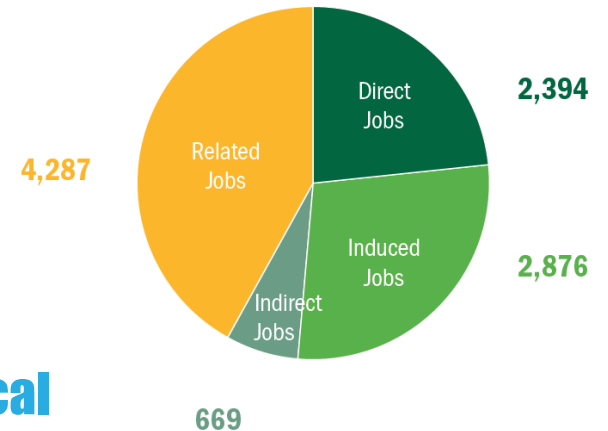
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# Ventura County's Economic Engine

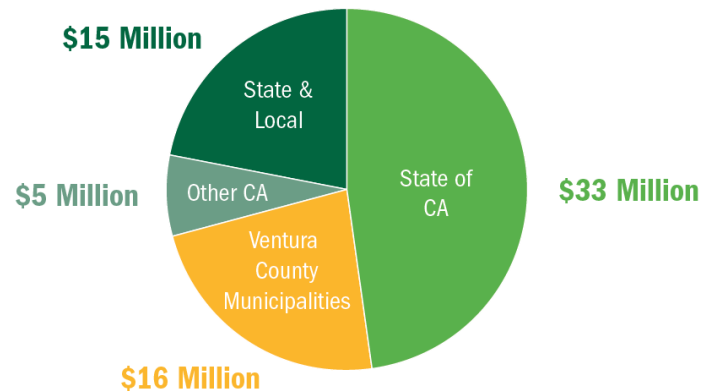
## \$1.1 Billion Total Economic Activity



## 10,226 Total Direct, Induced, Indirect and Related Jobs



## \$69 Million in State and Local Taxes From Maritime Activity.



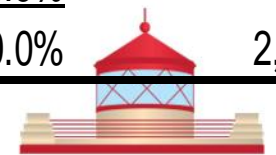
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# Jobs & Tax Generation for Ventura County

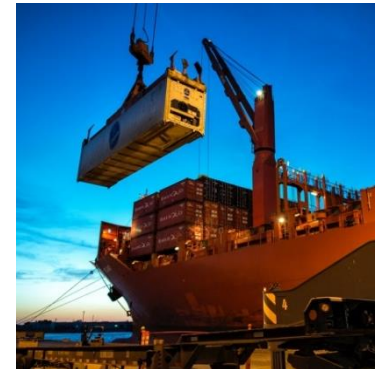
MUNICIPALITIES	LOCAL TAXES (MILLIONS)
Port Hueneme	\$1.6
Oxnard	\$8.3
Ventura	\$1.6
Del Mar	\$0.8
Camarillo	\$0.3
Thousand Oaks	\$0.1
Moorpark	\$0.1
Simi Valley	\$0.5
Santa Paula	\$0.3
Ojai	\$0.1
Carpinteria	\$1.8
Other Ventura County	\$0.2
County of Los Angeles	\$0.1
Other California	\$4.9
<b>TOTAL</b>	<b>\$20.9</b>

Jobs Benefit		
MUNICIPALITIES	PERCENT	DIRECT JOBS
Port Hueneme	8.0%	191
Oxnard	41.3%	990
Ventura	8.0%	192
Camarillo	1.6%	38
Thousand Oaks	0.5%	11
Moorpark	0.5%	12
Simi Valley	2.7%	64
Santa Paula	1.6%	39
Ojai	0.7%	18
Carpinteria	9.0%	215
Other Ventura County	0.9%	22
County of Los Angeles	0.7%	17
Other California	<u>24.5%</u>	<u>586</u>
<b>TOTAL</b>	<b>100.0%</b>	<b>2,394</b>

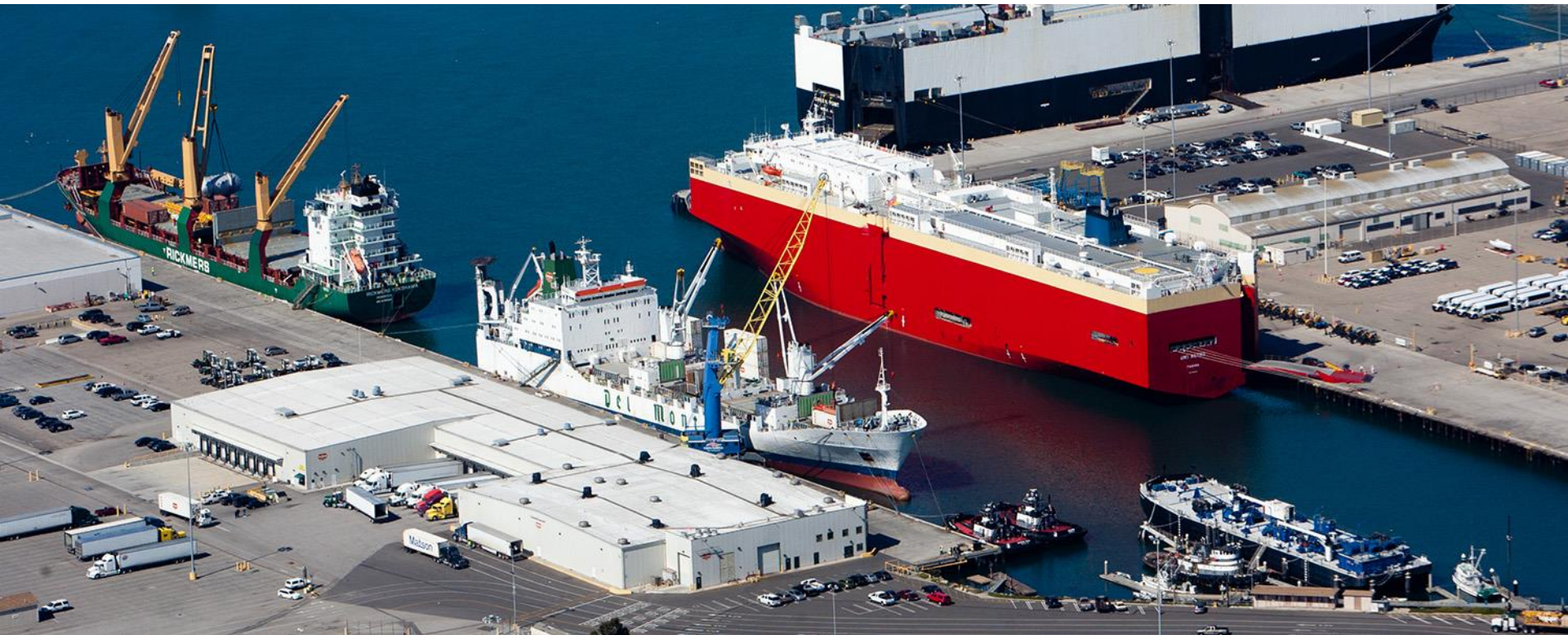


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- **Containers (50,000 Unit)**
  - 836 jobs, \$6.5m in taxes, \$69.4 m in local revenue
- **Break-Bulk (350,000 tons)**
  - 114 direct jobs, \$15.6m in local revenue
- **Auto / Roll-on Roll-off (320,000 autos)**
  - 724 jobs, \$6.0m in taxes, \$36.5m in local revenue
- **Liquid Bulk (50,000 tons)**
  - 80 jobs, \$600,000 in taxes, \$3.2m in local revenue
- **Aggregate (200,000 tons)**
  - 56 jobs, \$464,000 in taxes, \$72m in local revenue
- **Fish (Existing Operation)**
  - 1,375 jobs, \$10.8m in taxes, \$55.5m in local revenue



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# Business Development

Keeping The Port Vibrant & Free



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**OUTSIDE THE GATE (PRNS)**  
**Port Hueneme Road Widening**  
**Grade Separations**  
**101 Corridor**  
**Harbor Deepening**

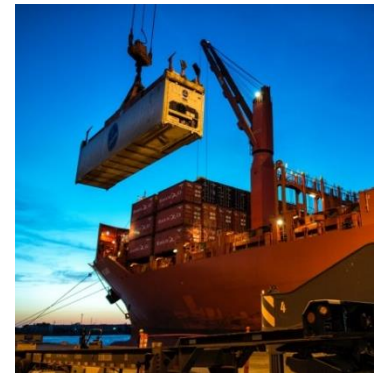
**INSIDE THE GATE**  
**On Dock Rail Expansion**  
**Shoreside Power**  
**Wharf Modernization**



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**Harbor Deepening:** current customers can bring in more cargo resulting in more jobs and revenue to the local economy

- Project allows for the Port to attract new class vessel fleet and increase capacity to handle **229,000 tons more cargo annually**
- Helps generate **563 new direct** and indirect jobs in the region
- **\$28 million in positive revenue impact** and **\$4.6 million more in taxes**
- Dredge materials to support **beach nourishment at community beaches**



**PORTUS**

- **World's Largest Business to Business International Trade Association**
- **Connects Business & Government**
- **Latest Trade Information:**
  - **Local Products**
  - **Market Conditions**
  - **Government Regulations**
  - **Business Culture**



**World Trade Centers  
Association**



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# Distribution of Direct Jobs by Commodity

COMMODITIES	JOB
Containers	356
Automobiles	678
Other Vehicles	40
Bananas Break Bulk	142
Fresh Fruit	100
Miscellaneous Break Bulk	43
Liquid Bulk Fertilizer	26
Non-Allocated	1,009
Total	2,394

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# Direct Jobs by Category

IMPACT CATEGORY	DIRECT JOBS
<b>SURFACE TRANSPORTATION</b>	
RAIL	14
TRUCK	<u>569</u>
<b>SUBTOTAL</b>	<b>582</b>
<b>MARITIME SERVICES</b>	
TERMINALS/WAREHOUSING	500
ILWU	249
TOWING/PILOTS/TUG ASSISTS	12
MARITIME SERVICES/MARINE CONSTRUCTION	35
FORWARDERS/CUSTOMSHOUSE BROKERS	38
GOVERNMENT	<u>22</u>
<b>SUBTOTAL</b>	<b>855</b>
<b>TENANTS</b>	<b>931</b>
<b>PORT AUTHORITY</b>	<b>26</b>
<b>TOTAL</b>	<b>2,394</b>

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# Residency of Direct Job Holders

MUNICIPALITIES	PERCENT	DIRECT JOBS
Port Hueneme	7.7%	184
Oxnard	39.8%	952
Ventura	7.7%	185
Camarillo	1.5%	37
Thousand Oaks	0.4%	11
Moorpark	0.5%	11
Simi Valley	2.6%	61
Santa Paula	1.6%	37
Ojai	0.7%	17
Carpinteria	8.6%	207
Other Ventura County	0.9%	21
County of Los Angeles	0.7%	17
Other California	<u>23.5%</u>	<u>564</u>
TOTAL	100.0%	2,394

**Port of Hueneme Business Alliance - Keeping The Port Vibrant & Free**

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# Direct Business Revenue Per Ton

COMMODITIES	REVENUE/TON
Containers	\$169
Automobiles	\$233
Other Vehicles	\$111
Bananas Break Bulk	\$76
Fresh Fruit	\$79
Miscellaneous Break Bulk	\$118
Liquid Bulk Fertilizer	\$28

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# Tonnage Increased From 1.32 Million Tons in FY 2012 to 1.44 Million Tons in FY 2013, and 1.5 million tons in 2015..Adding More than 300 New Jobs to our Local Economy

	FY2013	FY 2012	CHANGE
<b>JOBS</b>			
DIRECT	2,394	2,277	117
INDUCED	2,876	2,727	149
INDIRECT	<u>669</u>	<u>620</u>	<u>49</u>
<b>TOTAL</b>	5,939	5,624	315
<b>PERSONAL INCOME/LOCAL CONSUMPTION (\$1,000)</b>			
DIRECT	\$130,110	\$123,913	\$6,198
RE-SPENDING/CONSUMPTION	\$312,421	\$297,540	\$14,882
INDIRECT	<u>\$34,489</u>	<u>\$31,962</u>	<u>\$2,527</u>
<b>TOTAL</b>	\$477,021	\$453,415	\$23,607
<b>BUSINESS REVENUE (\$1,000)</b>	\$303,439	\$281,203	\$22,236
<b>STATE AND LOCAL TAXES (\$1,000)</b>	\$53,426	\$50,782	\$2,644
<b>LOCAL PURCHASES (\$1,000)</b>	\$62,564	\$57,979	\$4,585
<b>RELATED USER IMPACTS</b>			
USER JOBS	4,287	3,824	463
TOTAL VALUE OF OUTPUT (\$1,000)	\$496,023	\$442,589	\$53,435
USER INCOME (\$1,000)	\$128,609	\$114,720	\$13,889
USER STATE/LOCAL TAXES (1,000)	\$14,404	\$12,849	\$1,556

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# FISCAL IMPACT ANALYSIS OF MEASURE M ON PORT OF HUENEME CUSTOMERS

(Analysis Estimated based upon Port Revenues at: 6/30/13)

## PORT HUENEME BUSINESS LICENSE TAX PER MEASURE M STRUCTURE

Tax Rate	Taxed Per	Total Feet	Measure M Business License Tax
\$ 0.20	Cubic Ft	1,657,000	\$ 331,400
\$ 0.20	Cubic Ft	135,000	\$ 27,000

### Liquid Storage

CUSTOMER 1

CUSTOMER 2

### Fresh Fruit - Warehouse

CUSTOMER 3

CUSTOMER 4

### Autos - Open Air Storage

CUSTOMER 5

CUSTOMER 6

CUSTOMER 7

### OTHER

ALL OTHER (Less than \$400k/yr per)

	Each \$100	Total Revenue
\$ 0.50	\$ 100	\$ 2,173,802
		\$ 10,869

## PORT HUENEME BUSINESS LICENSE TAX PER CURRENT TAX TABLE (If based upon Gross Receipts)

Annual Gross Receipts	Base Rate (Table)	Plus (Times each \$1,000)	Marginal Gross Receipts	Marginal Tax (3x4)	Total
\$ 559,804	\$ 635	\$ 0.90	\$ 59,804	\$ 54	\$ 689
\$ 103,582	\$ -	\$ 1.50	\$ 103,582	\$ 155	\$ 155

## NET TAX INCREASES DUE TO MEASURE M

\$	%
\$ 330,711	403,306.3%
\$ 26,845	35,792.8%

\$ 1,404,544	\$ 1,080	\$ 0.86	\$ 404,544	\$ 348	\$ 1,428
\$ 1,857,743	\$ 1,080	\$ 0.86	\$ 857,743	\$ 738	\$ 1,818

\$ 264,532	33,741.3%
\$ 153,622	100.0%

\$ 2,363,418	\$ 1,940	\$ 0.84	\$ 363,418	\$ 305	\$ 2,245
\$ 2,554,529	\$ 1,940	\$ 0.84	\$ 554,529	\$ 466	\$ 2,406
\$ 2,291,347	\$ 1,940	\$ 0.84	\$ 291,347	\$ 245	\$ 2,185

\$ 368,015	100.0%
\$ 378,744	378,744.2%
\$ 1,413,515	17,450.8%

\$ 2,173,802	\$ 1,860	\$ 28	\$ 1,073,802	\$ 1,500	\$ 3,360
--------------	----------	-------	--------------	----------	----------

\$ 7,509	20.7%
----------	-------

TO BE PAID BY CUSTOMERS After Measure M **\$2,957,779**

CURRENTLY PAID BY CUSTOMERS Before Measure M **\$ 14,286**

\$ Increase % Increase  
\$ 2,943,493 6,482.7%

	Before "M"	After "M"
	CURRENT	Measure M Impact
1 Oxnard Harbor District Mitigation Fees	\$ 1,290,951	\$ 1,290,951
2 Port Customers Possesory Interest Taxes	\$ 840,488	\$ 840,488
3 Port Customers Business License Taxes (#4)	\$ 45,405	\$ 2,957,779 Increase
TOTAL TAXES & FEES PAID	\$ 2,176,844	\$ 5,089,218 133.8%
As a % of the Port's 6/30/13 Annual Revenue	16.4%	38.2% 21.9%



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# Economic Impact of Port of Hueneme

- **10,226 direct, induced, indirect and related jobs:**
  - **2,394 direct jobs**
  - **2,876 induced jobs**
  - **669 indirect jobs**
  - **4,287 jobs with related port shippers/consignees**
- **\$799.5 million in economic activity:**
  - **\$303.4 million in direct business revenue**
  - **\$496.1 million in value of activity associated with cargo moving via the Port of Hueneme**
- **\$605.6 million of total personal income and consumption expenditures:**
  - **\$130.1 million of direct income - \$54,300 average salary**
  - **\$312.4 million induced and consumption impact**
  - **\$34.5 million indirect wages**
  - **\$128.6 million in wages for related users**
- **\$67.8 million of state and local taxes:**
  - **\$53.4 million of direct, induced and indirect**
  - **\$14.4 million of related taxes**

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**Thank you**







**How could unprotected status  
effect cargo movement in  
Hueneme?**

