Dear Friends:

During the past seven-and-a-half years, we have aggressively fought to make Florida the best destination for businesses to succeed. Today, nearly 1.5 million private sector jobs have been added since December 2010, and Florida's economic growth strategy has become a model for the nation, thanks to our focus on creating business-friendly policies, reducing burdensome regulations and cutting taxes. This 2018 Seaport Mission Plan highlights how investments in our seaports are growing Florida’s booming economy and supporting seven straight years of record tourism.

Florida remains a leader in transportation innovations and inventive funding solutions to enhance capacity of transportation infrastructure, and Florida's seaports continue to surge with success and growth. Since 2011, we have increased investments in transportation by more than 48 percent to $85 billion, including more than $1.4 billion in our seaports. I also worked with the Legislature last year to establish the $85-million Florida Job Growth Grant Fund to invest in approved local initiatives designed to support broad-based economic growth through improved infrastructure and to address specific workforce training needs in targeted growth industries.

As evidence of how our seaports have helped ensure Florida's preeminence as an economic gateway to Latin America and the Caribbean, our state accounted for 23.1 percent of all U.S. waterborne exports and 19.3 percent of all U.S. waterborne imports to and from this growing region in 2017. In the same year, Florida's ports experienced more than 111 million tons of cargo worth $83.2 billion, and 16 million cruise passengers passed through Florida ports. Since 2012, our ports investments have resulted in an economic value of more than $117 billion – a $15 billion increase.

Our fight to grow Florida’s success in the global market and continue breaking tourism records will secure Florida’s future and ensure our state remains the best place for new opportunities so that our children and grandchildren have the tools they need to succeed in our state.

Sincerely,

Rick Scott
Governor
OUR MISSION

Seaports work to enhance economic vitality and quality of life in 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 seaports.
- Support security measures that balance compliance with an efficient flow of seaport commerce.
CARGO TONNAGE AND PASSENGERS

- Florida’s waterborne international and domestic cargo in Fiscal Year 2016/2017 increased 3.2 percent, from 107.4 to 110.8 million tons.
- Container cargo tonnage grew 7.1 percent to 24 million tons, and 20-foot equivalent units (TEUs) grew by 5 percent to 3.7 million.
- Dry bulk grew by 7.5 percent.
- Domestic tonnage, at 57.8 million tons, overtook international trade in 2017, and now exceeds it by 4.7 million tons.
- Import tonnage is twice that of export tonnage, with a 67:33 split. The long-term trend shows rising waterborne imports and falling exports, although in 2017 exports rose 8.3 percent and imports fell nominally.
- In FY 2016/2017, a total of 16.1 million passengers cruised from Florida’s ports – a new record – up 4.3 percent from FY 2015/2016.

FLORIDA INTERNATIONAL TRADE VALUE

- 2017 total value of trade (including air and other gateways) increased 2.9 percent to $151.4 billion; waterborne trade by itself increased 4.9 percent – to $83.2 billion from $79.3 billion.
- At $54.4 billion, containerized cargo increased significantly (up from $50.1 billion), and represented a growing share (at 65.4 percent) of the waterborne cargo value.

- Waterborne trade comprises the majority of the state’s total trade, by value – now 55 percent.
- Waterborne imports moving through Florida seaports increased in value by 7.4 percent in 2017, and exports rose by 1.2 percent.
- In 2017, the state’s deficit narrowed somewhat, with an import-export ratio for all modes including air of 54:46 – the third year in a row of deficit, after years of surplus.
• The state’s widening waterborne import-export ratio was 62:38 percent.
• 11 commodities contributed more than $1 billion in import values, and five export commodities contributed more than $1 billion. *Vehicles, except Railway or Tramway, and Parts* is the top waterborne import and *Nuclear Reactors, Boilers, Machinery, and Parts Thereof* is the top export commodity.

**DIVERSITY OF TRADING REGIONS**

• Florida seaports trade with almost every nation.
• Florida seaports handled 6.1 percent of U.S. global waterborne export trade, and a large percentage of U.S. waterborne export trade with South and Central America and the Caribbean – 23.1 percent.
• Florida seaports handled 4.4 percent of U.S. global waterborne import trade, and 19.3 percent of waterborne imports from South and Central America and the Caribbean.
• Three major trade partners, China, Mexico and Argentina, set new records for waterborne trade through Florida gateways in 2017.
• The top three trading regions are South and Central America and the Caribbean, Asia, and Europe; together they account for 92.9 percent of all trade through the state’s seaports.
• China and Japan are the top waterborne trading partners, followed by Dominican Republic, Brazil and Mexico.
• China remained the leading waterborne import trade partner; Brazil is the top export partner.
• Florida seaports recorded a large but narrowing trade surplus with trading partners to the south in 2017, exporting $7.1 billion more than they imported from the region.
• Florida’s waterborne trade deficit with Asia continued to widen in 2017 and now measures $15.3 billion.

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**South and Central America and the Caribbean • Asia • Europe**

The top three trading regions; together they account for 92.9 percent of all trade through the state’s seaports.
BUILDING GLOBAL PRESENCE

Seaports are critical conduits for Florida and U.S. domestic cargo movements and global trade. They help build imports and exports, create new trade and logistics jobs, and expand the value-added services supporting global businesses.

Florida’s 15 established and emerging seaports are leaders in the effort to continuously enhance the state’s economy. They are important players in achieving Florida’s global vision:

- Supporting and leading export promotion efforts.
- Upgrading facilities to best-in-class.
- Partnering for investments to expand the number of direct global connections and optimizing supply chains.
- Improving the strategic presence of Florida at a national level to help shape federal action on trade and ports.
- Marketing the assets of Florida’s system of seaports and overall freight network.

Florida Ports

1. Port Canaveral
2. Port Everglades
3. Port of Fernandina
4. Port of Fort Pierce
5. JAXPORT
6. Port of Key West
7. Port Manatee
8. PortMiami
9. Port of Palm Beach
10. Port Panama City
11. Port of Pensacola
12. Port of Port St. Joe
13. Port St. Pete
14. Port Tampa Bay
15. Port Citrus
Executive Summary
Connecting Commerce through Florida Seaports

Florida seaports offer definitive advantages to the state’s consumers and producers by developing state-of-the-art infrastructure, services and connectivity to move freight and passengers with ever-increasing speed and efficiency. The bottom line is Florida’s seaports are cultivating commerce for the benefit of all Floridians.

Chapter I
Game On: Florida Seaports Ready for Opportunities

Attracting more distribution centers to the state will enhance cargo opportunities for Florida seaports. More distribution facilities will anchor cargo to the state, attract new cargo, and capture existing freight now moving through non-Florida ports.

Chapter II
Capital Investment: To Stand the Test of Time

Tomorrow’s opportunities require investment today. Almost $3.3 billion dollars in capital investment is needed over the next five years at Florida seaports to hone their competitive edge. The vigor of the supply chains that link the state to the world depend on it.
Chapter III
Trade Trends: Revealing Seaport Strengths
The state’s seaports handled $83.2 billion worth of cargo and traded with almost every country in the world. Florida’s geographic position and cultural ties provide opportunities to increase trade with many world economies, especially those of the southern hemisphere.

Chapter IV
Cruise and Cargo Throughput: Counting on Florida Seaports
Whether measured by dollar value of international trade, or by tonnage crossing the docks, cargo throughput at Florida seaports grew last year. The number of cruise passengers is also on the rise.

Chapter V
Port Profiles
Florida’s seaports provide facilities and services that accommodate all comers. They don’t rest on their laurels – they plan thoroughly, build assets and competitive infrastructure, and ensure their management results in high-paying jobs and economic benefits for the entire state.
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SCALE AND SCOPE

Florida’s natural harbors have welcomed vessels, freight and visitors for centuries. It wasn’t that long ago that cypress dugout canoes were the favored form of transportation – indeed, one washed up in the Indian River Lagoon near Port Canaveral following Hurricane Irma last year. And while small craft still abound along Florida’s coast, the state’s seaports are just as likely to be served today by monolithic luxury liners or super post-Panamax container ships.

Size is significant. With 20 million residents and counting, and almost 117 million visitors in 2017, the state needs things it doesn’t produce. And with a robust economy led by a labor force that measures 10 million strong, the state produces things to be sent to markets around the world. Larger ships and greater capacity all along Florida supply chains provide the scale economies that allow goods to get to destination efficiently, and affordably.

Passenger ships are supersizing too. The larger the ship, the more room for cruise lines to pack in amenities to entertain passengers, like zip lines and rock walls, balconies and Broadway shows. Scale has become important for the cruise industry, and is imperative for Florida ports to maintain their reign as global leaders of the cruise realm.

Port capacity and capabilities are critical factors in luring behemoth ships and their coveted routes and services. Thanks to incredible levels of investment in recent years, and $3.3 billion more in capital projects lined up for the next five years, seaports now have a rich and growing asset base of navigational channels, docks and terminals, and inland connectivity.

Florida seaports are doing great things with those massive assets. The economic impact spawned by port activities supports hundreds of thousands of well-paying jobs for Floridians, and is a mainstay of the Florida economy.

LEVERAGING ASSETS

Well-equipped and aptly managed seaports leverage their assets to maintain and attract business of varying types. Each port tailors its appeal for particular commodities or trade partners. While one might offer a better business case for a certain size of cruise ship, another might prove advantageous for Asian inbound containers, or domestic petroleum, or Mexican cement.

For every Italian sports car purchased in Florida, and for every machinery component exported to Brazil, there is a choice of supply chains. That chain may or may not work its way into or out of the state through a Florida seaport. But when it does, it provides additional economic benefits for Floridians. Florida’s ports won’t be the optimal hub for every purchase or sale in the state, but they will be for many. They compete industriously to be included in these supply chains.
LEVERAGING SUPPLY CHAIN

Florida ports recognize that to help embed themselves in import or export routings and capture cargo, it is important to build relationships with supply chain members. Captive markets are rare nowadays. While it used to be commonplace, for example, for a citrus exporter to truck a few miles to the nearest port for export, that is no longer a given. About 3.5 million TEUs of containerized goods alone originate in or are destined for Florida using out-of-state seaports. That is according to a 2015 Florida Ports Council report entitled *Analysis of Global Opportunities and Challenges for Florida’s Seaports*.

Florida seaports tackle opportunities for which they are most competitive. The *Global Opportunities* report revealed opportunities and challenges specifically related to expanding international trade through state seaports, and confirmed the cost advantage of adding Florida ports to freight supply chains for specific goods, especially container volumes that are destined for Florida but come via non-Florida ports.

While the ports already operate with a level of proficiency that helps the state maintain prominence on several waterborne trades, new opportunities to grow market share are being unearthed, on new trades and established ones, such as on South American and Caribbean trades, where Florida ports have long prevailed.
TOP FIVE STRATEGIES
Florida seaports and their trade partners have developed five important priorities to help grow their trade volumes:

• Addressing burdens such as out-of-date processes and unnecessary regulations that hamstring supply chain efficiency
• Developing additional tools that allow Florida to compete with nearby states to attract new manufacturers and businesses
• Continuing to invest in port infrastructure and channel upgrades that provide Florida with the ability to be the first inbound and last outbound port-of-call for import and export shipments
• Creating aggressive marketing campaigns to attract to Florida those beneficial cargo owners and carriers that are importing and exporting cargo through non-Florida ports
• Identifying incentives that would entice import distribution centers and export-oriented manufacturing companies to locate in Florida

Together, these strategic priorities, when fully executed, will unleash tremendous potential for Florida ports and the state’s prosperity.

RESPONSIVE STEWARDSHIP
No port business development effort will succeed in this decade without responsible and responsive two-way communication with seaport communities. As seaports continue to expand and invest in infrastructure to meet needs of the state’s population and economic growth, they are carefully balancing development with deft stewardship of public safety, security and the environment. Their shared responsibility to sustainable port operations benefits our state now and will continue to serve Florida’s future generations.

The Florida Ports Council’s Environmental Stewardship Initiative, highlights and advocates for ecologically responsible projects at seaports. Promoting environmental stewardship and utilizing best management practices and policies to maximize protection of the environment is becoming integral to all seaport decisions. The goal is for the state’s ports to continuously evaluate and improve activities and practices in order to meet or exceed rules and regulations. Communicating and promoting a culture of sustainability and environmental awareness to employees, customers and communities is serving Florida ports well.

ESCALATING ADVANCEMENTS
The rate of change in the trade and transportation industry is brisk. In addition to building, maintaining and administering port facilities, administrators have to fine-tune their product and service offerings to keep up with opportunities and stakeholder needs, and challenges.

Ports and their partners are adapting technologies to maximize their cargo and passenger throughput, and velocity. While costly at first, in the long run these technologies should raise a port’s bottom line and help ensure sustainability. As functions automate, ports have access to more data for more effective decision making, and employee and other resources are freed up to be redeployed to more strategic tasks. Technology is ultimately critical to the success of increasingly complex supply chains.

DISTRIBUTION AND LOGISTICS INVESTMENT STUDY
In 2017, the Florida Ports Council commissioned a study led by global transportation consultant CPCS, to guide the development of seaport strategy that tackles cargo opportunity stemming from distribution centers (DCs) and warehouses. The fact is that greater DC capacity in the state brings more opportunity for cargo through state seaports, and more economic benefits statewide.

The report entitled *Attracting Distribution Center and Related Logistics Investment to Florida to Anchor*
Traffic through Florida Ports looked at the broad group of intermodal logistics facilities known for their activities in warehousing, fulfillment, transport, logistics, goods distribution, consolidation, and related value-added services.

This study identified Florida’s strengths as a destination for DC and warehouse investments: market access, low taxes, available construction sites and building inventory, and good maritime connections. The study also recommended prospecting for shippers with a retail footprint but without a logistics facility in the state, gauging logistics network expansion plans, and developing pitches specific to the most interested/attainable shippers by crystallizing the “Florida Value Proposition”. Specific findings from the study can be leveraged to inform discussions with shippers and develop and deliver appropriate messaging.

Also, because Florida’s state-level incentives are not really targeted at the transportation and logistics sector, especially relative to those offered by competing states, it is suggested that creating state-level incentives in Florida would help attract new DCs.

**ADDRESSING GROWTH CONSTRAINTS**

Both the Distribution and Logistics Investment study and the FDOT plan identified constraints to growth: a peninsular geography, somewhat limited rail options, fewer global carriers than neighboring states’ ports, DC operating costs, highway access or bottlenecks, navigation issues and vessel traffic delays, gate operations, highway challenges related to cruise and cargo traffic interaction, security access, federal funding for deepening/dredging, the U.S. Army Corps of Engineers joint permitting process, truck regulations such as weight limits and gate appointments, and tidal restrictions on vessel movement.

Fortunately, Governor Rick Scott, the Florida Legislature, FDOT, Florida seaports and other stakeholders continue to identify solutions and prioritize funding to address many of these ongoing
challenges. While these challenges may affect some cargo on some routes, they by no means hinder all. And win-win solutions are at hand. For example, the more DCs and warehouses that are attracted to Florida, the more critical mass there will be to drive container traffic, and the more appeal Florida will have to attract more container services. And a refined prospecting strategy for attracting DCs – one that focuses on shippers that are looking to serve Florida from a regional footprint (as maybe their third, fourth or fifth DC in the U.S., not the first) – will likely herald greater success. Many challenges are offset by the potential for significant truck transportation cost savings related to being closer to the Florida retail footprint. Excellent access to Florida’s large consumer base and lower truck transportation costs to serve these consumers will appeal to site selectors.

ELEVATING SEAPORT INFRASTRUCTURE

Many of the challenges Florida seaports face are related to vessel size and will be resolved with deeper channels and capacity-related inland connectivity improvements. These types of improvements are incredibly expensive.

It comes as no surprise that almost one quarter, about $800 million, of the Florida seaport $3.3-billion five-year capital projects budget is dredging and deepening related. In the coming year, Florida seaports plan to spend $821 million on capital infrastructure, and while the numbers typically fall in future planning years, this time the budget substantially increases in Year 2 – up to $1 billion in Fiscal Year 2018/2019. The state’s five largest tonnage seaports account for 89.3 percent of the planned capital spending, which roughly mirrors their contribution last year. New cargo terminals, berths and equipment, together with berth rehabilitation and repair, account for 34.5 percent of the Capital Improvement Plan. New and refurbished facilities are key to the seaports’ business retention and future competitiveness. At 16.2 percent, cruise terminal and related developments also represent a sizable portion of the overall budget.

To prepare for new growth, improve efficiency and minimize costs to port users over the long term, these investments are a necessity.

HIGH PRODUCTIVITY

To accommodate 300,000 tons of freight and 44,000 passengers per day, Florida seaports are open for business around the clock.

Their operational and project development performance is measurable and comparable, although differences in geography, scope, assets, opportunity and community inform decisions about value creation and stewardship of resources in different ways. Florida seaports consistently focus on benchmarking and feedback, which is also of great value in business development efforts. With metrics that speak to their business, and buttressed by a state model of cooperation for prioritizing transportation investments, Florida ports are working hard to be prepared for port productivity assessments that will help prioritize funding for vital transportation infrastructure in the future.

FINDING FUNDS

Florida’s seaport infrastructure is financed in a variety of ways, from working capital to public funds, and from construction bonds to government grants. Every capital project accesses a unique combination of funding options.
Despite a variety of funding sources, finding a required match can be difficult and there has been a seaport funding shortage on the federal level for decades. This lack of investment has negatively affected the nation’s transportation systems.

However, to the credit of Governor Rick Scott, the Legislature and FDOT, the state of Florida has taken a leadership position in funding seaport development and critical supply chain infrastructure.

With long-term growth in trade volumes and cargo vessel size, it is important that Florida port facilities, navigation channels, inland transportation and logistics infrastructure be prepared.

**FLORIDA'S GLOBAL CRUISE INDUSTRY**

Setting a new record, Florida seaports handled 16.1 million passengers in 2017. Florida is the heart of the global cruise industry – home to the top three cruise ports in the world. Florida ports handle about a third of the global volume of 54.4 million revenue passengers.

More than one-third of global deployment will be in the Caribbean region in 2018. Florida’s eight cruise ports serve this region well, with exceptional airlift, accessibility and terminals. Most of the newest and largest vessels begin their voyages at Florida ports.

The industry generates tens of thousands of jobs and billions in spending annually in the state. Cruise operators and passengers alike expect an efficient seamless cruise experience, and that begins with getting to the ship. Maintaining and enhancing cruise terminal aesthetics, amenities and efficiencies give Florida gateways a competitive edge.
CARGO TONNAGE UP WITH STRONG CONTAINER HEADWAY

In Fiscal Year 2016/2017, Florida’s waterborne cargo tonnage grew by 3.2 percent, from 107.4 to 110.8 million tons.

Container cargo tonnage grew even faster, at 7.1 percent, to 24 million tons. Dry bulk grew by 7.5 percent, reflecting recovery in the building trades, and domestic tonnage, at 57.8 million tons, overtook international trade in 2017, and now exceeds it by 4.7 million tons. That growth has a lot to do with the state’s increasing gas and energy needs.

CARGO VALUES UP

Global trade continues to increase by value. U.S. and Florida trade are on the rise too. Florida waterborne trade values were up 4.9 percent to $83.2 billion in 2017. At $54.4 billion, containerized cargo increased significantly (up from $50.1 billion), and represented a growing share (at 65.4 percent) of the waterborne cargo value.

Waterborne trade comprises the majority of the state’s total trade, by value – now at 55 percent. Waterborne imports moved through Florida seaports increased in value by 7.4 percent in 2017, and exports rose by 1.2 percent. The state’s waterborne import-export ratio was 62:38 percent.

The state’s commodity slate includes 11 categories that contributed more than $1 billion in import values, and five export commodities that contributed more than $1 billion. Vehicles, except Railway or Tramway, and Parts is the top waterborne import and Nuclear Reactors, Boilers, Machinery, and Parts Thereof is the top export commodity.

In 2017, Florida seaports handled 6.1 percent of U.S. global waterborne export trade, and a large percentage of U.S. waterborne export trade with South and Central America and the Caribbean – 23.1 percent. The top three trading regions are South and Central America and the Caribbean, Asia, and Europe; together they account for 92.9 percent of all trade through the state’s seaports. Three major trade partners, China, Mexico and Argentina, set new records for waterborne trade through Florida gateways in 2017.

DRIVING FUTURE BUSINESS

Building more efficiency and economies of scale into Florida’s supply chains will help Florida seaports compete now and in the future.

Equipped with the right intelligence, infrastructure and initiative, Florida ports will continue to move more and more of the state’s consumption, raw materials and production. They are working diligently to attract new freight and develop markets along the eastern seaboard and into the Midwest. Continuing to eliminate obstacles to freight and passenger mobility is a priority.

Few states can match Florida for quality of life and economic prosperity. The state’s trade and transportation assets, and specifically its ports, enhance both. Seaport capacity to add value helps the state’s consumers and industry access new opportunities. The result is more business and faster access to a broader selection of products at a better price. Day in and day out, Florida ports help achieve that. It’s nonstop commerce, and it’s the way forward for Florida.
Seaports are in the midst of a cycle of important change that is reshaping Florida’s logistics landscape. Ports have made important investments, and are now looking to bank on those investments.

A vast opportunity for new cargo may stem from the continued growth of distribution center clusters along the state’s main trade corridors.

Seaports are already beginning to steer their business development efforts toward collaborative initiatives to grow DC capacity.

They are also teaming up with regulatory agencies to cut the bureaucratic red tape from trade transactions. Helping refine burdensome regulations will help move more containers, and will in many ways benefit the state’s world-leading cruise industry. As these initiatives coalesce, there will be broader economic benefits for all Floridians.

**FOCUS ON ELIMINATING BARRIERS AND REELING IN GENERAL CARGO**

Florida seaports are a key link in integrated global and domestic supply chains. Cargo moves between buyers and sellers around the globe, with ships and barges visiting ports to connect with trucks, trains, airplanes, pipelines, or some combination of modes. Even space cargo is entering the picture.

Economic benefits accrue to the state from every aspect of intermodal trade and transportation. To facilitate the development of new business, Florida seaports have worked hard to eliminate barriers to their competitiveness, and now boast a growing list of success stories, ranging from increased truck weight limits to less restricted movement of perishables.

Mastering the navigation of regulatory obstacles allows ports to define economic opportunity more broadly. In the past, each port focused more on its own nexus, marketing its assets to three tiers of customers: terminal operators, shipping lines, and forwarders/shippers/passengers. The terminal operators lease port facilities, the shipping lines fill the terminals, and the forwarders/shippers/passengers fill the ships. Recognizing that stopping there means ports could leave a lot of money on the table, sophisticated marketing strategies have evolved to mine deeper into international trade supply chains.

To find more economic opportunities, Florida seaports have worked hard to establish relationships with, for example, global suppliers, and attract them to the port area to invest in infrastructure and build business networks. Once invested in a port, ongoing business volumes are more likely to grow.

While that strategy has worked well for bulk cargo, the sheer volume of buyers and suppliers of containerized cargo, and the seemingly infinite number of routing possibilities for that cargo, has complicated port marketing strategies.

**GLOBAL OPPORTUNITIES**

Two years ago, the Florida Seaport Transportation and Economic Development Council commissioned a study by maritime economist Martin Associates, to help identify a list of too-good-to-be missed growth opportunities. The resulting report, called _An Analysis of Global Opportunities_
and Challenges for Florida Seaports, identified three main opportunities and a number of strategies to convert the opportunities into increased cargo through Florida ports.

Its first goal was to capture existing freight – the cargo now moving through non-Florida ports – by adopting aggressive marketing plans and by developing infrastructure for growth and connectivity. The second was to attract new cargo, by attracting distribution centers and manufacturers to Florida (which of course was the main precept of the Distribution and Logistics Investment Study). And the third was to streamline regulatory burdens that handicap trade, by working with policymakers to ensure Florida’s competitiveness.

Good progress has been made over the past two years, toward the goals identified in the Global Opportunities Analysis. As a result, trade volumes and values through the state’s seaports have grown in 2016 and 2017. The Florida seaport share of all international trade entering the state rose from 53.9 percent in 2016 to 55 percent by value in 2017, according to U.S. Census Bureau statistics.

THE DISTRIBUTION AND LOGISTICS INVESTMENT STUDY

In 2017, the Florida Seaport Transportation and Economic Development Council commissioned a study led by global transportation consultant CPCS, to guide the development of seaport strategy that tackles containerized cargo opportunity stemming from distribution centers (DCs) and warehouses. The fact is that greater DC capacity in the state brings more opportunity for container cargo through state seaports, and greater economic benefits statewide.

The study entitled Attracting Distribution Center and Related Logistics Investment to Florida to Anchor Traffic through Florida Ports (“the study”) looked at the broad group of intermodal logistics facilities known for their activities in warehousing, fulfillment, transport, logistics, goods distribution, consolidation, and related value-added services.

This study sought to define a strategy and related resources to attract more DC, warehousing and other logistics investments to Florida, with three primary objectives. The first is to anchor traffic to Florida; investments in DCs and warehouses can create sustained demand for Florida seaports, and associated economic activity. The second is to provide a resource for ports and economic development agencies; materials that define and articulate Florida’s value proposition can be instrumental in enticing new business. The third objective is to bolster investment attraction – promoting Florida as a destination for transportation and logistics sector investment.
FLORIDA DC CLUSTERS

There is no question that the existence of DCs, warehouses and other logistics facilities near ports generate economic activity, jobs and traffic through the ports. Florida is already host to several DC clusters including a number of massive facilities. In fact, according to the study, Florida’s DCs and warehouses help generate more than 32,000 direct transportation and logistics sector jobs in the state. The number of employees in the sector increased from close to 5,000 employees in 1995 to more than 32,000 in 2015, and continues to grow.

The major logistics clusters are concentrated in and around five Florida regions. In the Northwest are facilities for Trane, FedEx Ground and AAdvantage North America, among others. In the Central West are Core Mark, Del Monte, Amazon, Walmart and Star Distribution Systems. The Northeast cluster includes Amazon, Walmart, Unilever, as well as car distribution facilities for Volkswagen, Toyota and others. Central East facilities count Samsung, Publix, McClane Foodservice, CVS/Westmark and Amazon among their larger facilities. In the Southeast, the cluster encompasses distribution facilities for PriceSmart, Macy’s Logistics, Chiquita, TSF Sportswear and Publix. While not a comprehensive list, the range and scope of these businesses is indicative of the industry throughout the state.

STOPPING THE LEAKS

Unfortunately, a share of traffic destined to/from Florida shippers and consignees is currently “leaking” to ports and logistics facilities outside of Florida. Charleston, Savannah, Houston, Mobile, Gulfport, New Orleans, Galveston, Freeport, and even U.S. west coast ports have been siphoning off Florida’s consumption ever since the advent of containerization, and perhaps even before. With that leak goes a great deal of related economic activity.

This isn’t new information, but the key question is, how can Florida seaports up their game capturing a greater share of this “Florida” freight currently moving through competing gateways? One important strategy is to anchor more traffic to DCs, warehouses and other logistics facilities in Florida. To anchor more traffic requires attracting more logistics and distribution capacity and facilities.

The business case for attracting more DCs to Florida is complex, but offers a very clear competitive value proposition for certain products following certain supply routes.
As a destination for DC and warehouse investments, Florida’s key strengths relate to market access, low taxes, available sites and good maritime connections:

**MARKET ACCESS**

Shippers put a premium on DC locations that provide easy access to large consumer populations. Florida is the third most populous U.S. state and it is expected to grow more quickly than most states. The state is also an important and growing destination for visitors, with 116.5 million in 2017.

**PROXIMITY TO POPULATION**

The narrow peninsula of the state, scattered with five major distribution clusters, means that e-commerce fulfillment centers can always be located close to large population bases.

**LOWER TRUCK COSTS**

The transportation cost to serve Florida retail markets from Florida facilities relative to out-of-state facilities is low, and that is especially so farther south in the state.

**LOW TAXES**

Florida has a favorable income tax regime relative to most of its competitors, notwithstanding Texas. Florida’s property and sales tax levels are also lower than average.

**VACANCY & SITE AVAILABILITY**

Florida has a larger inventory of warehousing and distribution buildings compared to Savannah and Charleston, and Florida facility vacancy rates are higher than Savannah (and similar to Charleston). Every distribution cluster in the state still has an attractive selection of large-footprint sites, and there are still waterfront sites to be had.

**MARITIME CONNECTIONS**

Liner services are good, particularly to the Caribbean and Central America.
FLORIDA’S WEAKNESSES

The state also has some challenges in attracting DC and warehouse investment. Its peninsular geography presents the main challenge – not in being a transportation and distribution hub for Florida but in attracting outsized facilities to serve markets beyond Florida, such as Atlanta or Chicago. Fortunately, the Florida market is large in its own right. There is a win-win scenario here – the state’s economic development entities should focus on shippers that are looking to serve Florida from a regional footprint (as maybe their third, fourth or fifth DC in the U.S., not the first).

Also, the state’s linear geography has led to more limited rail options and less competitive rail rates in Florida that can lower attractiveness as a U.S. transportation hub. And, despite exceptional Caribbean/Central America connections and good global connections overall, Florida’s seaports currently have fewer container services with Asia and other major markets compared to Savannah and Charleston. The message is loud and clear – the more DCs and warehouses that are attracted to Florida, the more critical mass there will be to drive trade traffic, and the more appeal Florida will have to attract more cargo services.

The fact that DC operating costs (such as lease rates, electricity rates, and wage rates) are relatively high in Florida, compared to competing regions, is a minor challenge. It is offset in large part by the potential for significant truck transportation cost savings related to being closer to the Florida retail footprint. Site selectors need to be given hard numbers showing excellent access to Florida’s large consumer base and lower truck transportation costs to serve these consumers.

THE WAY FORWARD

The study posed three practical questions:

1. How can Florida ports most practically engage with local economic development agencies to undertake investment attraction activities?
2. Where should the “drive” or “champion” for investment attraction activities come from (ports, economic development agencies, other)?
3. What can be done today to draw on the findings in this study to inform discussions with shippers and logistics companies looking to establish a new facility in Florida?

Two approaches were recommended. The proactive approach to attracting investment called for the identification of shippers that have a retail footprint in Florida but that lacked a logistics facility in the state. Advocates should initiate exploratory discussions to gauge logistics network expansion plans, develop pitches specific to the most interested/attainable shippers by crystallizing the Florida Value Proposition, and leverage findings from the study to inform discussions with shippers and “the pitch”.

A sample of target commodity groups based on products moving via out-of-state ports include retail and consumer goods, as well as manufactured products. On the import side, the top prospects are: retail and consumer goods, including clothing, textiles & accessories; electronics & electrical equipment; furniture & home furnishings. Also, catering more to the wholesale market, the prospects include: manufactured products, including plastics; machinery; agricultural products; wood, paper & printed products; and chemicals. The export prospect list is more focused, with wood, paper & printed products, and particularly paper products being the key products.

Because not all economic opportunities can be fully anticipated, the study also outlined a reactive approach. Preparation and a coordinated response among stakeholders (including potential “sweeteners”), which includes a pitch that crystallizes the Florida Value Proposition, is the key.

STATE INCENTIVES TO LEVEL PLAYING FIELD

Florida’s state-level incentives are not really targeted at the transportation and logistics sector, especially relative to competing states. The structure of state-level incentive programs, focused as they are on other target industries, makes it difficult for DC projects to qualify for either tax
refunds or credits. Florida’s local incentives, such as county tax exemptions, may be more directly applicable to transportation and distribution firms, but these programs may be less lucrative and competing regions have similar local incentive programs.

For example, Georgia and South Carolina offer incentives that are directly tied to the utilization of the state’s ports. Georgia offers additional tax credits to companies who generate a 10 percent or greater increase in shipments through Georgia ports. South Carolina offers up to an $8 million state income tax credit for companies that generate at least a 5 percent increase in the state’s port cargo volumes. South Carolina offers a five-year abatement on operating taxes for the creation of 75 new full-time jobs and $50,000 investment in distribution facilities.

Consideration of similar state-level incentives in Florida could result in similar outcomes to improve the state’s competitive edge in attracting new DCs.

**LEVERAGING THE DISTRIBUTION AND LOGISTICS INVESTMENT STUDY**

To assist seaports in growing their cargo volumes, they need state-wide help in attracting distribution and warehouse center investment. The study has put figures, goals and strategies in the ports’ hands, and now the ports are initiating a dialogue. As a next step, a “DC Initiative” leader, target, and platform must be put in place to offer up a face and coordinated voice to champion this initiative. Using the Florida Value Proposition as defined in the study, and related messaging, the state now has a new tool in its box to help attract DCs for a wide range of shippers.

Once the roles of individual Florida seaports, the FPC, the state of Florida, and other state entities are set, coordinated DC investment attraction activities can begin in earnest.

**THE FDOT FLORIDA SEAPORT SYSTEM PLAN – GROWTH OPPORTUNITIES**

In compliance with Chapter 311.14, Florida Statutes, the Florida Department of Transportation (FDOT) developed the Florida Seaport Systems Plan, issued in 2016. The plan compiled a list of perceived, existing or future advantages that the Florida seaport system may be able to leverage into growth opportunities. The top global, national, or local trends or activities to help Florida seaports grow market share included, in order of importance, the Panama Canal expansion, access to markets, open trade with Cuba, proximity to Caribbean-Central America-South America, nearshoring of manufacturing, U.S. west coast to east coast cargo shifts, changing technology, rail service and access, and foreign trade zones.

Florida ports are beginning to capitalize on these opportunities. For example, in a recap issued February 2018, FDOT reported that Florida seaports had more than 600 post-Panamax vessel arrivals during the 12-month period ending June 2017. The vessel calls were divided among PortMiami (264), JAXPORT (239) and Port Everglades (109). All three of the major vessel alliances were served.

**RESPONSIVE STEWARDSHIP**

No port business development effort will succeed in this decade without responsible and responsive two-way communication with seaport communities. As seaports continue to expand and invest in infrastructure to meet needs of the state’s population and economic growth, they are carefully balancing development with deft stewardship of public safety, security and the environment. They are protecting the state’s natural resources through initiatives for clean air and water, fish and wildlife habitat, recycling, energy and fuel efficiency, and emergency preparedness. Their shared responsibility to sustainable port operations benefits our state now and will continue to serve Florida’s future generations.
Ports are tasked with many activities that serve the interests of the community, state or country for which they cannot expect a real rate of return. Maintaining assets used by recreational boaters, implementing regulatory requirements, securing cargo chains, monitoring environmental projects, developing and promoting community partnerships … the list of responsibilities is long but undertaken with diligence as part of the multifaceted port management job. The ultimate goal of continually improving the economic prosperity and quality of the life of the region is always top of mind.

For example, the Florida Ports Council’s Environmental Stewardship Initiative highlights and advocates for ecologically responsible projects at seaports. Promoting environmental stewardship and utilizing best management practices and policies to maximize protection of the environment is becoming integral to all seaport decisions. The goal is for the state’s ports to continuously evaluate and improve activities and practices in order to meet or exceed rules and regulations. And, as the tragic 2017 hurricane season illustrated, continued improvements to the resiliency of facilities and preparedness to protect against and respond to events is important. Thoughtful planning and investment, and strong and enduring partnerships within communities are helping with this goal. Communicating and promoting a culture of sustainability and environmental awareness to employees, customers and communities is serving Florida ports well.

ESCALATING ADVANCEMENTS

The rate of change in the trade and transportation industry is brisk. In addition to building, maintaining and administering port facilities, administrators have to fine-tune their product and service offerings to keep up with opportunities and stakeholder needs, and challenges.

As global supply chains move toward greater automation, Florida seaports and their transportation partners are increasingly incorporating advanced technology into their daily activities. Intelligent tools, predictive analytics, automation, cloud computing, inventory and network optimization, and dynamic automatic identification are in use, helping optimize procurement, manufacturing, warehousing, transportation, and support. Ports and their partners are adapting technologies to maximize their cargo and passenger throughput, and velocity. While costly at first, in the long run these technologies should raise a port’s bottom line and help ensure sustainability. As functions automate, ports have access to more data for more effective decision making, and employee and other resources are freed up to be redeployed to more strategic tasks. Technology is ultimately critical to the success of increasingly complex supply chains.
EVOLVING METHODS, DRAWING IN COMMERCE

The functional priorities of each port is different, and evolving. A century ago, many ports focused heavily on engineering – putting docks and terminals in place. Port construction escalated in post-war years, when some of Florida’s biggest seaports were officially opened. In the 1950s and 1960s, ports focused on operational excellence, ensuring they offered professionally run facilities and services. Financing, although always important, was key to the growth of many ports into the 1970s and 1980s, as containerization and cruising emerged and grew quickly. At the end of the century, marketing became paramount, as supply chain developments upped the competition. In the 21st century, while all of these functions remain indispensable to a seaport, the unprecedented level and speed of change in trade and transportation has necessitated a new level of collaboration at ports, across functions, and with multiple stakeholder groups.

Ports aren’t just adjusting their marketing programs to address challenge and opportunity. They are using market intelligence and analytics to redesign facilities and services, improve efficiencies and performance and better address target customer needs. Port marketing has become fully cross-functional and highly sophisticated.

Branding, niches, trade corridors, industry clusters are setting ports up for continuing growth.

**Branding:** Many Florida seaports have rebranded in recent years, removing the word “Authority” from their day-to-day name, to be more memorable, approachable and better convey a port’s capacity and capability.

**Corridors:** Along a path between population hubs and ports, freight corridors are emerging in Florida, and across the nation. This trend may be one of the most important determinants of future port container volumes and is already providing insights for transportation infrastructure prioritization and development. In conjunction with technological advancements, these corridors are making logistical movements and inland connectivity faster, safer, less expensive and easier on the environment.

**Clusters:** Clusters are popping up in and around ports too. Port Panama City, for example, is facilitating development of a forest products cluster, tying together opportunities from emerging products like pellets, traditional port forest products movements, and proximity to the vast tract of mills in the U.S. Southeast. JAXPORT is championing development of an LNG cluster, where business can build on business, with liquefaction facilities, fueling facilities, and LNG-fueled vessel services. PortMiami, of course, has a cruise cluster that doesn’t just fill ships, but also provisions them on a grand scale. Port Tampa Bay is promoting a refrigerated cluster, building on the immediacy of perishable needs of a growing regional population.

These types of developments essentially help ports to better embed themselves in supply chains and eventually capture more business. Building relationships up and down a supply chain is a best practice for long term port success.

CRUISE OPPORTUNITIES

The Cruise Line International Association’s (CLIA) Cruise Industry Outlook 2018 anticipates cruise passengers worldwide to exceed 27.2 million passengers; counted for embarkations and disembarkations, this represents about 54.4 million revenue passengers. Florida ports handle about a third of the global volume.

More than one-third of global deployment, about 35.4 percent, will be in the Caribbean in 2018. In 2017, cruising helped generate more than a million jobs globally, paying $41.1 billion in wages and salaries and creating $126 billion in economic output.

Cruise travel continues to outpace general leisure travel growth in the U.S. Counting number of passengers, the cruise market has grown 20.5 percent over the past five years. The weaker U.S.
dollar in 2017 gave the industry a little boost. While about half of the passengers are from the U.S., growing markets include Europe plus the U.K., China, Australia, Canada and Brazil. Growth is expected to continue in 2018, according to CLIA.

The cruise industry is evolving. Today’s cruise passengers come from a widening range of household incomes with a desire for a transformational experience, from cultural immersion and “voluntourism” to extreme adventures.

CLIA reported there is an emerging focus on sustainable tourism, as it applies to operators, ports of call and onboard experiences, and toward “skip-gen” cruising, where grandparents travel with grandkids. And passengers are increasingly seeking out healthy onboard menu options and fitness opportunities, as well as traveler-friendly onboard technology.

Florida ports study these trends and continue to adapt their facilities, services and connectivity to optimize the passenger experience. It is a dynamic process, made more complex by the continuing evolution of cruising and cruise vessels. At last count, there were 27 new cruise ships on order by CLIA members. Together, Florida seaports intend to be able to service each and every one of them.
To stand the test of time, Florida seaports cannot stand still. Tomorrow’s opportunities require investment today. Florida seaports are a mainstay in the state’s economy, providing business and consumer access to the world. To advance their economic benefits to Floridians, and to continually enhance the quality of life in Florida, ongoing investment in cruise, cargo and other port facilities is pivotal.

When gasoline is available at the pumps, when an order made yesterday through Amazon arrives promptly today, and even when the family’s Caribbean cruise exceeded all expectations, ports have done their job. Their economic reach is impressive, impacting almost every component required by a factory, every purchase made by a family, every sale made by industry.

Florida’s ports are equipped to handle virtually any type of product, helping businesses grow and prosper and providing many well-paying jobs on the waterfront and along supply chains.

To continue to do so, they require investments addressing new opportunities, changes in consumption or production, environmental and community needs, technological advancements, and scale economies. Nothing about global trade or tourism is static. Facilities and infrastructure must be continually planned, funded, constructed or redeveloped.

SEIZING OPPORTUNITIES

To optimize infrastructure and seize opportunities, ports invest in road and rail access, channels, docks and terminals, warehouses and cranes, and other multi-million dollar assets. Although these investments are large, the ROI is too, and regional economic benefits from construction and operations are extensive.

State contributions to port facilities pay for themselves many times over in taxes paid and economic output. According to the Statewide Economic Impact of Florida Seaports, issued by Martin Associates in December 2016 on behalf of the Florida Ports Council and Florida Seaport Transportation and Economic Development (FSTED), port investments have produced an ROI of nearly $7 in state and local tax revenue for every $1 of state investment.

STATE PRIORITIES

Port funds come from working capital, government grants and low-interest loans, private loans, ad valorem taxes, and, increasingly, public-private partnerships. In Florida, a series of prudent and prescient investments led by Governor Rick Scott and the Florida Legislature, totaling more than $1 billion dollars, has sparked additional capital improvements that help maintain Florida’s global competitiveness.

The state has prioritized freight and passenger mobility projects that show the greatest potential benefit, and many of those priorities are located in ports or along their strategic transportation corridors. Together with local and private investments, these funds increase the ability for seaports to meet the changing requisites for cargo, passenger and new port business.
Efficient intermodal transportation and logistics networks are Florida’s ticket to economic strength and vitality. Ports work closely with their communities, business partners, inland transportation partners, and trade lane partners to identify efficiencies and optimize velocity. They coordinate needs, eliminate bottlenecks, embrace technological and environmental innovations, and make judicious decisions about capital projects and their funding sources.

STATE FUNDING

The 15 Florida seaports work together with the Florida Department of Economic Opportunity and Florida Department of Transportation (FDOT), to solicit, review and approve applications for FSTED funds. In addition, FDOT allocates a minimum of $35 million to seaports each year through its Strategic Port Investment Initiative. State funding is matched by the local port, usually on a 50-50 basis.

STRATEGIC ROAD MAPS

As Florida’s population grows, consumption rises. As the state’s businesses evolve and prosper, some cargo types blossom and some fade; the only constant is change. Trade volumes, modes, types, routes, suppliers and consignees evolve. Innovations in technology and communications, scale economies, and supply-chain shifts are used by ports to leverage supply and demand opportunities.

Circumspect strategic planning is required for seaports to plan future seaport improvements that accommodate these trends and optimize benefits for Florida’s economy. Preventing redundancy, obsolescence, and erosion of the utility of established facilities is also critical. Therefore Florida seaports establish state-mandated five-year capital improvement plans and long-term master plans that form the basis of this chapter.

Florida’s seaports support...

- Nearly 900,000 jobs
- $40 billion in personal income
- $4.3 billion in local and state tax revenues
- $117.6 billion in total economic activity
The plans work hand-in-hand with those of the seaports’ communities and the state. Timing within the plans can be fluid, as circumstances change and as the needs of local communities, residents, producers and businesses evolve. The amount invested in any one project or year is also subject to revision.

**IMPORTANT ECONOMICS**

Florida seaports are doing great things with their massive assets. They are diversifying and growing their lines of business, and constantly fine-tuning to deliver unparalleled performance. The economic impact spawned by port activities supports hundreds of thousands of well-paying jobs for Floridians, and is a mainstay of the Florida economy.

Florida’s 15 seaports generate approximately 13 percent of state gross domestic product (according to Statewide Economic Impacts of Florida Seaports, prepared by industry analyst Martin Associates and issued in December 2016 by the Florida Ports Council). Marine cargo and cruise activity at Florida seaports support nearly 900,000 jobs in the state of Florida, generating more than $40 billion in personal income. About 15.5 percent, or almost 140,000, of those jobs are in the port sector. The remaining 84.5 percent, or more than 760,000 jobs, are supported across the state by port throughput. Jobs generated by ports grew by 51.9 percent, as compared to job levels from the previous economic impact study completed in 2012.

Florida seaport cargo and cruise activities generate about $4.3 billion in tax revenue, a 79 percent increase since the 2012 study. The ports contribute $112.2 billion in direct business revenue, of which $14.5 billion is port sector output to the state’s economy. In addition, the ports are responsible for $2.8 billion every year in local port-sector purchases.
Exhibit 1: Collective Florida Seaport Five-Year Capital Improvement Program (by Year) FY 2017/2018 to FY 2021/2022

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Data Source: Individual seaport CIPs (as of December 31, 2017)

Notes: Funds for some projects are yet to be appropriated. Figures used may reflect, low, mid or high range forecasts. Ports may choose to move projects from year to year, and/or to add or eliminate projects.
FIVE-YEAR CAPITAL IMPROVEMENT NEEDS

To prepare for new growth, improve efficiency and minimize costs to port users over the long term, Florida’s seaports have identified $3.3 billion in capital improvements over the next five years, from FY 2017/2018 through FY 2021/2022.

All funding sources may not yet be confirmed, or appropriations made, however, the strength of the planning commitment illustrates optimism that funds will be secured. The investments reflect the importance of trade, transportation and tourism to the state economy.

Exhibit 1 shows the details of the collective $3.3 billion five-year capital improvement program (CIP) for FY 2017/2018 through FY 2021/2022.

This program is $505 million or 18.1 percent higher than the previous program from FY 2016/2017 through FY 2020/2021. The increase in the five-year total is reflective of ports’ plans for new business, and anticipation of numerous deepening projects. Ten of Florida’s 15 active seaports show increases in their planned five-year capital expenditures.

Exhibits 2, 3 and 4 illustrate how the capital improvements are broken down by year, port and project category. It is typical for current year expenditures to be strong, with a fall-off as the planning horizon recedes. In Exhibit 2, the surge in the second and fifth years of the plan is notable, heavily influenced by JAXPORT’s schedule of deepening, berth rehab, terminal projects, and site improvements.
INVESTMENTS BY PORT

The state’s five largest tonnage seaports account for 89.3 percent of the planned capital spending, which roughly mirrors their contribution last year.

Of the mid-size ports, Manatee and Pensacola are notable for substantial increases in their five-year budgets, up 185.1 and 194.4 percent respectively over the five-year plans submitted last year. Manatee has substantial cargo and cruise terminal investments in their plans, and Pensacola is working on extensive berth rehabilitation and repair.

Everglades, Jacksonville, Canaveral, Miami and Tampa have the largest capital programs, although investments are not always proportional to the volume of business. Certain project types necessitate outsized investments that may provide immediate returns to the port and businesses, or may take longer to return dividends.

DIVERSE INFRASTRUCTURE NEEDS

The capital projects summarized in the ports’ five-year capital program will automate processes, decrease costs, add capacity, attract cargo and expedite movement, with an emphasis on using as few resources as possible.

Larger ports usually have larger budgets, depending on their particular business model and lines of business. Smaller ports, that have to comply with the same regulations as their larger counterparts, sometimes have to carve out a disproportionately higher piece of a smaller budget for items such as mitigation for development and environmental protection, regional initiatives, historic site preservation, and facility security.

Capital projects vary substantially by port and by year. Timing is critical when constructing or refurbishing assets.
Port Canaveral, which completed work on its Northside cargo terminals and on the deepening and widening of its channel in late 2016, is now focusing on Cruise Terminal 3. It will replace the terminal, currently used for single-day port calls, with an expanded facility to serve multi-day vessels with up to 8,000 passengers.

Port Everglades is also enhancing cruise capacity, upgrading Cruise Terminal 25, just in time to welcome the futuristic Celebrity Edge in December. On the cargo side, the port is modernizing Petroleum Slip 1, working with petroleum partners that are developing improved offloading infrastructure. A two-part, $437.5 million expansion project is underway to add new berths for larger cargo ships and install crane rail infrastructure for new Super Post-Panamax cranes. Port Everglades continues to move forward in the effort to deepen and widen its channels – an effort that will serve both cruise and cargo callers.

The Northeast Florida Port of Fernandina is one of several ports already focused on distribution and logistics centers. A logistics center situated at the 200-acre Crawford Diamond Industrial Park, served by two Class I railroads and two gas pipelines and easy interstate access, will help Northeast Florida capture a portion of the discretionary cargo currently moving through out-of-state ports.

Exhibit 3: Collective Florida Seaport Five-Year Capital Improvement Program (by Port) FY 2017/2018 to FY 2021/2022

- Everglades 26%
- Jacksonville 25%
- Miami 12.8%
- Tampa 11.9%
- Panama City 3%
- Canaveral 13.5%
- Pensacola 0.9%
- Port St. Joe 1.2%
- Ft. Pierce 1.2%
- Key West 0.002%
- St. Pete 0.5%
- Fernandina 0.5%
- Palm Beach 0.8%
- Manatee 1.9%
- Ft. Pierce 1.2%
- Port St. Joe 1.8%
- Panama City 3%
- Miami 12.8%

Data Source: Individual seaports
Five-year CIP total is $3.3 billion
JAXPORT’s harbor deepening is a critical pursuit, setting the region up for immense growth. A 47-foot channel will accommodate more cargo aboard the largest ships – forecasts are for up to two million new TEUs. And along with a wide range of ongoing infrastructure upgrades at Blount Island and Talleyrand terminals, the port is also constructing a new automobile processing terminal at Dame’s Point to increase vehicle-handling capacity by 25 percent.

Key West just finished fine-tuning its Mallory Square Pier with a mooring dolphin upgrade. Cruise passengers will be well served by a 33-acre urban park that the City is developing nearby.

Port Manatee has a broad slate of capital projects, including expansion of cold storage, gate upgrades, and inner harbor dredging.

PortMiami is planning for cruise and cargo terminal expansion, additional intermodal and parking facilities, ferry terminals, additional cargo laydown area, warehouse consolidation, roadway realignments, a new modern gate system, inland terminal area, bulkhead improvements, and other upgrades.

Exhibit 4: Collective Florida Seaport Five-Year Capital Improvement Program (by Project Type) FY 2017/2018 to FY 2021/2022

- Cargo Terminals (including New Berths and Equipment): 24.2%
- Channel and Harbor Deepening (including Spoil Projects): 24.2%
- Cruise Terminals: 16.2%
- Berth Rehabilitation and Repairs: 10.3%
- Other Structures: 7.3%
- Miscellaneous Projects (Ex. Computer, Recreation, Environmental): 7.2%
- Site Improvements: 5.5%
- Intermodal Road and Rail: 2.4%
- Land Acquisition: 2%
- Security: 0.8%

Data Source: Individual seaports
Five-year CIP total is $3.3 billion
In addition to redeveloping Berth 1 and Berth 17, and expanding on-port intermodal rail, the **Port of Palm Beach** will redevelop 3.5 acres as a refrigerated container laydown area with a 140 percent increase in reefer plugs over the current installation.

**Port Panama City** is increasing capacity at its wood pellet terminal and constructing a modern forest products terminals. It has plans to deepen its east channel too.

In a non-traditional use of port facilities that will stimulate private sector job growth, the **Port of Pensacola** is modifying Warehouse #1 to give it a “high hat” bay to support overhead bridge and low bay cranes. It is also working on Berth 6 rehabilitation, and expects to see the completion of new ferry docks in 2018.

**Port Tampa Bay** has multi-phased developments underway at its Channelside properties, East Port, Port Redwing and Hooker’s Point to address rapid west Central Florida consumption growth. In addition to new tenants, acreage, cargo yards and cranes, it has completed the Berth 150 finger pier and is putting new on-dock cold storage in place.

Among the emerging ports, **Port of Fort Pierce** is moving forward on plans to rehabilitate Fisherman’s Wharf and the Black Pearl Boat Ramp. It has almost completed reconstruction of the primary port entrance, and is looking at possible development options on numerous parcels including 20 acres at Harbour Pointe. At **Port of Port St. Joe**, the port and a private partner, The St. Joe Company, are aligning capital projects with demand; the port’s roadworks and rail connections are being improved, dredging projects are planned for the ship turning basin and the shipping channel, and there are plans for a new dry dock. At **Port St. Pete**, the port’s marine science/research niche is dictating investment which includes a Wharf Renovation to better serve visiting vessels and an educationally focused partnership initiative, “Port Discovery”.

It is important to note that the project categories used in this document sort by major investment type, but sometimes a project will cross over into two or more categories.

For example, early in the planning process a port may provide a single estimate for a project cost that includes a dock and dredging alongside. In these cases, costs are typically assigned to the category that represents the bulk of the work. Similarly, an argument could be made to categorize a technology investment at a cruise terminal as Miscellaneous Projects or as a Cruise Terminal investment.

While there is fluidity between categories, an effort has been made to eliminate duplication of investment dollars, to ascertain the integrity of the overall total for all projects.

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While there is fluidity between categories, an effort has been made to eliminate duplication of investment dollars, to ascertain the integrity of the overall total for all projects.
INVESTMENTS BY PROJECT

New cargo terminals, berths and equipment, together with berth rehabilitation and repair, account for 34.5 percent of the CIP. New and refurbished facilities are key to the seaports’ business retention and future competitiveness. At 16.2 percent, cruise terminal and related developments represent a sizable portion of the overall budget, and investments categorized separately, such as widening waterways and security and recreational infrastructure, often directly benefit the cruise industry.

Channel and harbor deepening account for 24.2 percent of the budgets, up from 16.1 percent last year, reflecting the pursuit of deeper channels and drafts alongside berths, as the global shipping fleet continues to upsize.

Many seaport projects require multi-year investments. Some projects address the needs of many lines of business, such as security and port access projects. Some projects, especially those mandated regardless of a port’s size, such as security and environmental requirements, can skew a single year’s expenditures. New mandates can absorb substantial portions of port budgets. There is considerable, but not unexpected, year-to-year fluctuation for all active ports. Florida’s emerging ports continue to assemble business cases and commitments. Those showing no expenditures are working on strategic planning that will ramp up investment when it is supported by commitments from potential customers and when the development is in alignment with community obligations.

FINDING FUNDS

Florida’s seaport infrastructure is financed in a variety of ways, from working capital to public funds, and from construction bonds to government grant. Every capital project accesses a unique combination of funding options:

- The FAST Act provides $6.3 billion for the new National Highway Freight Program, which pioneers dedicated formula funding to states for freight projects such as port-inland connectivity. It funds $4.5 billion for the Nationally Significant Freight and Highway Projects program, which includes $500 million for multi-modal freight projects and a $450-million ‘carve-out’ for smaller projects of up to $100 million.
• The U.S. Army Corps of Engineers is a contributing source of funding for dredging.

• The Harbor Maintenance Tax revenues, collected from shipping, will soon be fully available for their intended use instead of just going into general treasury; that should greatly assist Florida seaports in their deepening projects.

• The Federal Highway Administration’s Congestion Mitigation and Air Quality Improvement Program (funding for certain port-related equipment and vehicles), the authorization of more than $1.4 billion for the Transportation Infrastructure Finance and Innovation Act (TIFIA), Railroad Rehabilitation & Improvement Financing (RRIF), and occasional grant programs from the National Oceanographic and Atmospheric Administration, Environmental Protection Agency, Department of Homeland Security, and others are available to certain port projects.

• Transportation Investment Generating Economic Recovery (TIGER) grants have been an important federal funding option for large transportation projects in recent years, with approximately $1.5 billion appropriated by Congress in 2018 to be divided among modes. TIGER is being replaced by the similar Better Utilizing Investments to Leverage Development (or BUILD) grants.

• Monies are available from state and local governments, MPOs and related organizations. Grant funds, bonds, state infrastructure bank loans, commercial mortgages, private capital and other financing solutions ultimately accelerate the modernization of ports and supply chains, resulting in lower shipping costs, expanded markets for goods overseas, and less expensive international products for buyers at home.

Despite a variety of funding sources, finding a required match can be difficult. There has been a seaport funding shortage on the federal level for decades. This lack of investment funds has negatively affected the nation’s transportation systems and there continues to be failing, undersized, and underfunded supply-chain infrastructure throughout the U.S.

However, to the credit of Governor Rick Scott and the Legislature, the state of Florida has taken a leadership position in funding seaport development and critical supply chain infrastructure. The state has provided record levels of investment, sometimes dismissing local matches, so that freight and passengers can continue to move quickly and affordably. With long-term growth in trade volumes and cargo vessel size, it is important that Florida port facilities, navigation channels, inland transportation and logistics infrastructure be prepared.

**FLORIDA SEAPORTS LISTEN — FLORIDIANS PROSPER**

Florida seaports derive revenue from trade, domestic cargo, tourism, commercial and industrial real estate, recreation and other pursuits. When their infrastructure aligns with opportunity, Floridians prosper.

So Florida’s maritime industry and port hubs listen closely to the market. They continually fine-tune their capabilities and capacity, and sometimes even make wholesale changes. With a view toward handling more carriers, larger vessels, more cargo and more passengers, or handling them faster and more efficiently, they invest. The only thing that all seaport infrastructure development has in common is that it contributes to Florida’s economy and quality of life.

With every development or rehabilitation operation, project construction jobs and spending provide an immediate jolt to the economy. With every grand opening of a new port-related facility – a warehouse or terminal, a plant or an office – lucrative new jobs emerge.

The $3.3 billion five-year program of seaport investments presented in this document is a commitment to the future of Florida.
Florida’s prosperity is closely tied to trade. In 2017, the state’s seaports handled $83.2 billion worth of cargo traded with almost every country in the world. Florida’s geographic position and cultural ties provide opportunities to increase trade with many world economies, especially those of the southern hemisphere.

GOOD INFORMATION, GOOD DECISIONS

Florida seaports connect Florida businesses and families with the world. They help create transportation, tourism, trade and related jobs that make the state a better place to live and work. They are the hub of supply chains that link the state’s producers and manufacturers with global suppliers of raw materials and components, and with buyers of finished products. They help put products in the hands of Floridians at a price they are able to pay.

For ports to continue to do their job well – providing infrastructure and services that increase the safety, security, efficiency and velocity of the supply chain while protecting the things Floridians hold dear – exceptional planning and management is essential. And that level of competence requires an advanced understanding of trade and tourism patterns and developments.

This chapter offers an overview of trade data, partners and commodities moving through Florida seaports, and looks at trends shaping Florida’s inland and global supply chains.

In this age of rapid supply and consumption shifts and perpetual trade and transportation developments, leading Florida seaports to new opportunities and growth is a challenge. But, with sharp analysis of current and potential cargo and markets, ports are making the best decisions possible, so they can expand the state’s share of growing global trade.

GLOBAL TRADE AND ECONOMIC OUTLOOK FOR 2018


In 2018, growth in advanced economies is expected at 2.2 percent, and growth in emerging market and developing economies is projected to strengthen to 4.5 percent, as commodity prices firm up.

The report said 2018 is on track to be the first year since the financial crisis that the global economy will be operating at close to full capacity, but warns of slower future growth resulting from years of softening productivity growth, weak investment, and the aging of the global labor force. It also reports on factors that could dampen economic prospects including a tightening of global financing conditions, escalating trade restrictions and rising geopolitical tensions. Stronger-than-anticipated growth in several large economies could extend the global upturn.

ROBUST PRIVATE INVESTMENT STRENGTHENS U.S. GROWTH

In the U.S., growth picked up in 2017 to an estimated 2.3 percent, supported by strengthening private investment. The recovery reflected capacity adjustments in the energy sector, rising profits, a weakening dollar, and robust external demand. U.S. growth is expected to reach 2.5 percent in 2018 and then to moderate to an average of 2.1 percent in 2019-20. Low labor participation and weak productivity trends remain the most significant drag on U.S. growth over the longer term, according to the World Bank.
SLOWER GROWTH IN EAST ASIA AND EUROPE

In East Asia and the Pacific, key areas for apparel and textile sourcing, growth is forecast to slip to 6.2 percent in 2018, down from 6.4 percent in 2017. A structural slowdown in China is expected to offset a small uptick in the rest of the region.

Growth in Europe and Central Asia is expected to ease to 2.9 percent in 2018 from an estimated 3.7 percent in 2017. Recovery is expected to continue in the east of the region due to commodity-exporting economies, and that is expected to counterbalance a gradual slowdown in the western part as a result of moderating economic activity in Europe.

FASTER GROWTH IN LATIN ECONOMIES, MIDDLE EAST, AFRICA AND SOUTH ASIA

In Latin America and the Caribbean, growth should increase to 2 percent in 2018, up from just under 1 percent in 2017. Growth momentum is expected to gather as private consumption and investment strengthen, particularly among commodity-exporting economies.

Growth in the Middle East and North Africa is expected to jump to 3 percent in 2018, up from 1.8 percent in 2017. Reforms across the region are expected to gain momentum, fiscal constraints are expected to ease as oil prices stay firm and tourism is expected to improve.

In South Asia, another important region for fashion manufacturing, growth is forecast to accelerate to 6.9 percent in 2018. Consumption is expected to stay strong and exports are anticipated to recover. India is expected to grow at a 7.3 percent rate in 2018, while Pakistan is anticipated to accelerate to 5.8 percent.

In Sub-Saharan Africa, which supplies high-volume raw materials and is a growing apparel producer, growth is expected to pick up to 3.2 percent in 2018 from 2.4 percent in 2017.

BRIGHTER PROSPECTS AND OPTIMISTIC MARKETS

The International Monetary Fund (IMF) World Economic Outlook Update released in January 2018 echoed the World Bank outlook. It said global economic activity continues to firm up, with global output having grown 3.7 percent in 2017. The pickup was particularly pervasive in Europe, due in large part to higher domestic demand, and in Asia, due to high external demand.

The update noted that U.S. tax policy changes are expected to stimulate activity through 2020, with the short-term impact in the U.S. mostly driven by private investment response to the corporate income tax cuts.

The global upswing underway since mid-2016 has continued to strengthen. Economies accounting for three quarters of world GDP grew in 2017 – the broadest global growth upsurge since 2010.

That momentum is expected to carry into 2018 and 2019, with global growth revised upward to 3.9 percent for both years by the IMF – the upward revisions resulting mainly from advanced economies, where growth is now expected to exceed 2 percent in 2018 and 2019. Also, U.S. tax reform and associated fiscal stimulus are expected to temporarily raise U.S. growth, with favorable demand spillovers for Canada and Mexico.

The growth forecast for the U.S. has been revised upward given stronger-than-expected activity in 2017, higher projected external demand, and the impact of tax reform, in particular the reduction in corporate tax rates and the temporary allowance for full expensing of investment. Stronger domestic demand is projected to increase imports and widen the deficit. Overall, the policy changes are projected to add to growth through 2020, according to the IMF.

Global trade growth, a more favorable U.S. tax policy, a weaker U.S. currency strength, and rising commodity prices will continue to impact Florida seaport trade volumes and values; overall, the short-term trends appear positive.
U.S. DEFICIT 2017

The U.S. Census Bureau reported the nation’s merchandise trade deficit came in at $810 billion in 2017. It imported $2.4 trillion in goods and exported $1.6 trillion. The import figure was the highest on record.

The 2017 deficit for goods and services reached $566 billion, up 12.1 percent compared to 2016. However, the U.S. continues to run a surplus in services, which somewhat offsets the deficit in goods. The nation’s largest deficit is with China, and at $375.2 billion in 2017, was the highest on record.

The deficit with Ireland ($38.1 billion) was also the highest on record. Conversely, the surplus with CAFTA-DR ($7.1 billion) was the highest on record. The U.S. had record exports to 29 countries in 2017 led by Mexico ($243 billion), China ($130.4 billion), and the United Kingdom ($56.3 billion), as well as record imports from 47 countries in 2017 led by China ($505.6 billion), Mexico ($314 billion) and Italy ($50 billion).

FLORIDA’S TOTAL INTERNATIONAL TRADE 2017

Waterborne and Airborne Combined: Florida’s total international trade over its air, sea and land gateways was valued at $151.4 billion in 2017, a $4.2 billion or 2.9 percent increase over the 2016 figure, as reported by the U.S. Census Bureau.

Broken down, Florida’s waterborne trade value increased in 2017 to $83.2 billion from $79.3 billion in 2016. Airborne goods movement, also recorded an increase, as shown in Exhibit 5.

[Note that international trade figures in this chapter do not include Florida origin or destined goods that move over airports and seaports in other states. Domestic trade, such as that moving between Florida and Puerto Rico, is also excluded.]

Exhibit 5: Florida International Trade (by Value) 2016 and 2017 (U.S. $ Billions)

The increase in Florida waterborne trade in 2017 mirrored the increase in all U.S. waterborne trade, which rose by 8.7 percent from almost $1.5 trillion to more than $1.6 trillion.

Exhibit 6 shows the state’s international trade record for waterborne, airborne and overland (including pipeline) cargoes. The chart illustrates a reversal of the slight five-year downward trend of Florida foreign trade. Exhibit 6 confirms the relative stability of trade by mode over the years, with movements by vessel leading, followed by air movements, and overland movements comprising the smallest portion.
Exhibit 6: Florida International Trade (by Value) 2007 to 2017

<table>
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<tr>
<th>Year</th>
<th>Overland</th>
<th>Airborne</th>
<th>Waterborne</th>
<th>Total</th>
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<td>$113</td>
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<tr>
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<td>$73</td>
<td>$40</td>
<td>$73</td>
<td>$186</td>
</tr>
<tr>
<td>2009</td>
<td>$101.3</td>
<td>$40</td>
<td>$73</td>
<td>$114</td>
</tr>
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</tr>
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<td>$40</td>
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<td>2012</td>
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<td>$40</td>
<td>$73</td>
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<tr>
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<td>2015</td>
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<td>2016</td>
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<td>$40</td>
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</tr>
<tr>
<td>2017</td>
<td>$151.4</td>
<td>$40</td>
<td>$73</td>
<td>$164</td>
</tr>
</tbody>
</table>

Value (US$ Billions)

Data Source: U.S. Census Bureau
THE DECLINE OF THE U.S. DOLLAR

The value of the U.S. dollar decreased in 2017. This slowed the purchases made from international suppliers by American industry and consumers.

It did, however, spur Florida’s exports; a weaker dollar allows U.S. exporters to gain advantage and the Florida market did see an improved balance of trade overall.

However, the change in the value of cargo does not have the same scale of impact on ports as a change in the tonnage. Some commodity trades are more price-sensitive than others, so as the dollar strengthens and weakens there will be commodity composition and volume shifts, as well as directional shifts.

Seaports are impacted by large swings in the value of the U.S. dollar, inasmuch as trade tonnage becomes unbalanced. Ports and the supply chain managers are forced to plan infrastructure, services and pricing strategy around the larger leg of the goods movements, whether inbound or outbound. Links in the supply chains, including ports, must always be prepared to adjust. Fortunately, most infrastructure can accommodate two-way trade and multiple commodities and handling methods.

2017 FLORIDA TRADE PARTNERS AND COMMODITIES SUMMARY

Waterborne and Airborne Combined: Regarding Florida’s traditional leading trade partners, Brazil retained its top spot with $20 billion in trade, almost twice that of the next ranked country, China.

Exhibits 6 and 7 show how the dollar value of the state’s international trade (by air, sea and overland) has changed over the decade, with an upswing in 2008, followed by a massive correction in 2009 reflecting the economic recession. The recovery registered in 2010, 2011 and 2012, was followed by a downswing in 2013, 2014, 2015 and 2016, and a new recovery in 2017.

Waterborne Focus: Three major trade partners, China, Mexico and Argentina, set new records for waterborne trade through Florida gateways in 2017, with 9.7, 23.6 and 11.9 percent growth over 2016 figures.

Exports of many commodities moved by vessel grew substantially in 2017, in large part because of the decline of the U.S. dollar. Only two of the top 10 commodity categories fell. The top commodity category, Vehicles, except Railway or Tramway, and Parts, increased by more than $1 billion.

Exhibit 8 shows that Florida waterborne trade peaked in 2014. The value of the state’s waterborne trade has shown a marked improvement since 2016, when a six-year low was recorded.

Over a 10-year period, airborne cargo has increased 76.5 percent while international waterborne cargo grew 13.5 percent. Of note is the fact that waterborne trade typically exhibits more tonnage stability than airborne trade. The composition of the waterborne cargo has changed dramatically in favor of containerized goods.

As shown in Exhibit 8, goods moving through Florida’s seaport gateways in 2017, valued at approximately $83.2 billion, comprised 55 percent of the state’s total international trade; goods moving through the state’s airport gateways were valued at $63.9 billion, showing a nominal increase over 2017, but down substantially from the peak in 2012. The remaining $4.4 billion of trade, or 2.9 percent, represents goods moving over land or by pipeline.
Exhibit 7: Florida International Trade (by Value) Annual Percentage Changes 2007 to 2017

Data Source: U.S. Census Bureau

Exhibit 8: Florida Waterborne, Airborne, and Overland International Trade (by Value) 2007 to 2017 (US$ Billions)

Data Source: U.S. Census Bureau - total 2017 international trade value basis is $151.4 billion
IMPORT-EXPORT BALANCE

UNITED STATES

U.S. Census Bureau data indicates that in 2017 the import to export ratio for the nation’s waterborne trade was 60.2 to 39.8, a marked improvement to the deficit which carried a ratio of 67.8 to 32.2 in 2016.

FLORIDA - WATERBORNE AND AIRBORNE COMBINED

Trade through Florida’s sea and air gateways is better balanced than that of the nation as a whole. The state (waterborne, air and overland cargo) shifted in 2015 from its traditional surplus into a deficit position. Of the more than $151.4 billion in international trade moving over Florida gateways in 2017, $81.2 billion (or 53.6 percent) were imports and $70.2 billion (or 46.4 percent) were exports. The Florida trade surplus that began in 2007 and ended in 2015 is not likely to reappear soon, as the state’s consumption grows unabated.

Over the last decade, imports through Florida gateways have grown in value by 50.1 percent and exports have grown by 19.2 percent. As a percentage of total trade, exports have fallen. The rate of growth of imports is simply outpacing the growth of exports.

Exhibit 9 shows Florida’s import-export ratios since 2007. In 2007, there was a shift to a trade surplus; the state’s trade over its air and sea gateways returned to a deficit position in 2015, the deficit widened in 2016, and narrowed marginally in 2017. Looking at the last decade, Florida’s exports as a percentage of the state’s total international trade peaked in 2009. Imports peaked in 2016.

Exhibit 9: Florida Import and Export Percentages (by Value) 2007 to 2017

<table>
<thead>
<tr>
<th>Year</th>
<th>Imports</th>
<th>Exports</th>
</tr>
</thead>
<tbody>
<tr>
<td>2007</td>
<td>47.9%</td>
<td>52.1%</td>
</tr>
<tr>
<td>2008</td>
<td>43.2%</td>
<td>56.8%</td>
</tr>
<tr>
<td>2009</td>
<td>41.0%</td>
<td>59.0%</td>
</tr>
<tr>
<td>2010</td>
<td>41.4%</td>
<td>58.6%</td>
</tr>
<tr>
<td>2011</td>
<td>41.8%</td>
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</tr>
<tr>
<td>2012</td>
<td>44.0%</td>
<td>56.0%</td>
</tr>
<tr>
<td>2013</td>
<td>46.8%</td>
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<tr>
<td>2014</td>
<td>47.6%</td>
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</tr>
<tr>
<td>2015</td>
<td>51.1%</td>
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<tr>
<td>2016</td>
<td>53.8%</td>
<td>46.1%</td>
</tr>
<tr>
<td>2017</td>
<td>53.6%</td>
<td>46.4%</td>
</tr>
</tbody>
</table>

Data Source: U.S. Census Bureau - total 2017 international trade value basis is $151.4 billion

Whereas Florida’s total imports over airports, seaports and land increased in value by 2.7 percent in 2017 and exports increased by 3.5 percent, on the waterborne side, imports fared much better with an increase of 7.4 percent, and exports were moderately up at 1.2 percent.

By comparison, total U.S. imports by air, sea and overland increased 7 percent and exports increased 6.4 percent, as Exhibit 10 shows.

U.S. trade peaked in 2014 and has fallen since. Florida waterborne trade, by dollar value, also peaked in 2014 and fell for the next two years. In 2017, the recovery in cargo values almost reached the 2014 peak.
As Florida’s waterborne containerized cargo volumes have grown, from 2.7 million TEUs at the peak of the recession to 3.7 million this year, their values also have risen. In 2017, containerized cargo vessels carried $54.4 billion in trade to and from Florida, up 8.4 percent over the prior year. About $31.7 billion, or 58.3 percent, were imports and $22.7 billion, or 41.7 percent, were exports. Container vessels carried 65.4 percent of all waterborne cargo by value, up from 63.2 percent in 2016. That percentage is on a long-term upward trend.

The effects of the hurricanes are embedded in source data that the U.S. Bureau of Economic Analysis (BEA) and the U.S. Census Bureau use to produce cargo goods statistics. However, these effects generally cannot be isolated. BEA and the Census Bureau cannot separately quantify the impacts of the hurricanes. Nevertheless, cargo volumes, values and records were substantially impacted by Hurricane Matthew in October 2016, and Hurricanes Irma and Maria in the fall of 2017. Cargo that was destroyed will largely be missing from the databases. Emergency relief cargo is typically captured in the statistics, although often entered belatedly due to widespread communication issues, and values may appear low due to donations.

Infrastructure and cargo for basic necessities can be expected to pick up after any disaster, as soon as normal trade activities resume. In the Caribbean, rebuilding efforts continue. Florida’s trade data in 2016, 2017 and for 2018 will reflect hurricane-related anomalies.
FLORIDA’S TOP TRADING REGIONS

WATERBORNE TRADE DOMINATED BY TWO REGIONS

The regional distribution of the state’s waterborne global commerce in 2017 is illustrated in Exhibit 11. Florida’s trade partners to the South – South and Central America as well as the Caribbean – accounted for $42.9 billion or 51.6 percent of the state’s waterborne trade.

Exhibit 11: Florida Waterborne Trade by Region (by Value) 2017

Data Source: U.S. Census Bureau - total international trade value basis is $151.4 billion; total waterborne trade value is $83.2 billion
South America, Central America and the Caribbean trade comprise a full 78.5 percent of waterborne exports. This figure is up from 77 percent in 2016, 74.4 percent in 2015 and 71.1 percent in 2014. Over the last decade, Florida’s trade with the region has grown remarkably – there was a market downturn in 2015 and 2016, but that righted itself in 2017. Imports from South America, Central America and the Caribbean rose 8.5 percent to $17.9 billion, and from a much larger base, exports rose 3.1 percent to 25 billion tons.

Asia, with $22.9 billion in cargo, or about 27.5 percent of Florida’s waterborne trade, continues to be one of Florida’s most important trading regions. Imports were up 4.9 percent over the prior year, but exports to Asia were down 11.1 percent, as shown in Exhibit 12. That fall-off follows a 26.6 percent decrease in 2016. Nevertheless, the trade is largely inbound, so Asia finished the year with a 1.9 increase.

Exhibit 12: Florida International Waterborne Trade by Global Region
2015 to 2017 (US$ 000,000)

<table>
<thead>
<tr>
<th>Region</th>
<th>2015</th>
<th>Percent of Total</th>
<th>2016</th>
<th>Percent of Total</th>
<th>2017</th>
<th>Percent of Total</th>
<th>Percent Change 2017 over 2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>South and Central America, Caribbean</td>
<td>$ 45,332</td>
<td>52.6%</td>
<td>$ 40,740</td>
<td>51.4%</td>
<td>$ 42,898</td>
<td>51.6%</td>
<td>5.3%</td>
</tr>
<tr>
<td>Asia and the Middle East</td>
<td>$ 23,809</td>
<td>27.6%</td>
<td>$ 22,431</td>
<td>28.3%</td>
<td>$ 22,860</td>
<td>27.5%</td>
<td>1.9%</td>
</tr>
<tr>
<td>Europe</td>
<td>$ 11,319</td>
<td>13.1%</td>
<td>$ 11,609</td>
<td>14.6%</td>
<td>$ 11,537</td>
<td>13.9%</td>
<td>-0.6%</td>
</tr>
<tr>
<td>North America</td>
<td>$ 4,131</td>
<td>4.8%</td>
<td>$ 3,668</td>
<td>4.6%</td>
<td>$ 4,815</td>
<td>5.8%</td>
<td>31.3%</td>
</tr>
<tr>
<td>African Continent</td>
<td>$ 1,093</td>
<td>1.3%</td>
<td>$ 479</td>
<td>0.6%</td>
<td>$ 632</td>
<td>0.8%</td>
<td>31.9%</td>
</tr>
<tr>
<td>Australia and Oceania</td>
<td>$ 535</td>
<td>0.6%</td>
<td>$ 362</td>
<td>0.5%</td>
<td>$ 436</td>
<td>0.5%</td>
<td>20.4%</td>
</tr>
<tr>
<td>Total</td>
<td>$ 86,219</td>
<td>100.0%</td>
<td>$ 79,289</td>
<td>100.0%</td>
<td>$ 83,178</td>
<td>100.0%</td>
<td>4.9%</td>
</tr>
</tbody>
</table>

Data Source: U.S. Census Bureau
In 2017, every region that trades with Florida showed growth in trade values, with the minor exception of Europe which essentially broke even. That stands in stark contrast to 2016, when Europe stood alone showing growth – an undervalued Euro and brisk auto sales contributed to 14.6 percent growth with Europe in 2016, and a weakened U.S. dollar corrected the market in 2017.

Waterborne trade from North America, Africa and Australia and Oceania all showed double-digit growth in 2017. Strong Canada and Mexico trade figures are linked to U.S. tax policy-inspired investment boom which is expected to continue following the Tax Cuts and Jobs Act of late 2017.

Exhibit 13 compares the dollar value of waterborne imports versus exports for each of the regions with which Florida trades. The exhibit also shows the percentage change in these values between 2016 and 2017, with imports substantially outperforming exports.

Exhibit 13: Florida Waterborne Imports and Exports by Global Region (US$ 000,000) 2017 (with 2016 Comparison)

<table>
<thead>
<tr>
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<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>South and Central America and the Caribbean</td>
<td>$16,478</td>
<td>$17,884</td>
<td>8.5%</td>
<td>$24,262</td>
<td>$25,014</td>
<td>3.1%</td>
</tr>
<tr>
<td>Asia and Middle East</td>
<td>$18,207</td>
<td>$19,104</td>
<td>4.9%</td>
<td>$4,224</td>
<td>$3,756</td>
<td>-11.1%</td>
</tr>
<tr>
<td>Europe</td>
<td>$9,940</td>
<td>$9,923</td>
<td>-0.2%</td>
<td>$1,670</td>
<td>$1,614</td>
<td>-3.4%</td>
</tr>
<tr>
<td>North America</td>
<td>$2,824</td>
<td>$3,980</td>
<td>40.9%</td>
<td>$845</td>
<td>$835</td>
<td>-1.2%</td>
</tr>
<tr>
<td>African Continent</td>
<td>$169</td>
<td>$197</td>
<td>16.6%</td>
<td>$309</td>
<td>$436</td>
<td>41.1%</td>
</tr>
<tr>
<td>Australia and Oceania</td>
<td>$176</td>
<td>$221</td>
<td>25.6%</td>
<td>$186</td>
<td>$215</td>
<td>15.6%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$47,794</strong></td>
<td><strong>$51,309</strong></td>
<td><strong>7.4%</strong></td>
<td><strong>$31,496</strong></td>
<td><strong>$31,870</strong></td>
<td><strong>1.2%</strong></td>
</tr>
</tbody>
</table>

Data Source: U.S. Census Bureau - total 2017 international trade value basis is $151.4 billion; total waterborne trade value is $83.2 billion

Up until 2015, Florida experienced eight straight years with a surplus of total trade through all gateways. The 2014 surplus was $7.6 billion. In 2015, Florida trade, including waterborne, airborne and other, moved into a deficit position, which continued in 2016 and 2017. From 2008 to 2012, waterborne trade showed a surplus, peaking in 2011 with $2.9 billion more in exports than imports. That shifted in 2013 when a small deficit of $1.1 billion was recorded. That gap has widened – in 2015 to $12.5 billion in waterborne cargo, in 2016 to $16.3 billion, and in 2017 to $19.4 billion.

Florida’s airborne trade still shows a strong surplus.

A number of trends are responsible for this shift of waterborne trade to a deficit position: the growing consumption base in Florida; the return of consumer confidence which increased imports of vehicles and construction materials; low-priced oil; and even the electronic ease of accessing global products to import.
WATERBORNE SURPLUS ON TRADE SOUTH

There is a strong, but systematically narrowing, surplus in waterborne trade with South and Central America and the Caribbean ($7.1 billion in 2017, $7.8 billion in 2016, $9.5 billion in 2015, $10.4 billion in 2014, and $11.1 billion in 2013).

In 2017, Florida seaports handled roughly 6.1 percent of U.S. global waterborne export trade (down from 6.6 percent in 2016) and a large share of U.S. waterborne export trade with South and Central America and the Caribbean – 23.1 percent in 2017. That market share was slightly smaller in 2017 than 2016, indicating the competitive reach of neighboring states.

On the import side, Florida seaports’ share of U.S. waterborne trade is still strong at 4.4 percent of the world total and 19.3 percent of waterborne imports from South and Central America and the Caribbean.

Overall, the value of waterborne import trade through the state’s seaports increased for the seventh time in the last eight years, up $3.5 billion or 7.4 percent over 2016, to $51.3 billion, and the value of waterborne exports rose 1.2 percent to $31.9 billion.

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.
Florida’s Top Trading Partners

Partners by Water and Air Combined

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 combined waterborne and airborne international trade in 2017 were: Brazil, China, Chile, Japan, Colombia, Mexico, Dominican Republic, Germany, Honduras and Argentina.

Consistent with Florida’s dominant role in trade with Central and South America and the Caribbean, seven of the countries on the list of the state’s top 10 trading partners are from those regions. Brazil retained its top spot with $20 billion in trade. That figure is up 8.9 percent over 2016, and is almost twice the dollar value of the next ranked country, China. Argentina pushed Costa Rica out of the top ten, and eclipsed Honduras to move into ninth place in 2017. Six of the top 10 partners
experienced an increase in trade in 2017: Mexico led with 23.6 percent growth, followed by Chile with 16.1 percent, Argentina with 11.1 percent, China with 9.7 percent and Brazil with 8.9 percent.

The four countries that lost cargo value were: Germany, Colombia, Honduras, and the Dominican Republic, with percentage losses ranging from 1.4 to 5.7 percent.

Brazil enjoyed the largest dollar value growth, increasing by $1.6 billion to $20 billion. Mexico grew by $1.2 billion to $6.3 billion, and Chile grew by $1.1 billion to $7.6 billion. Germany lost $304 million in trade with Florida – this followed two years of rapid growth in vehicle sales to the U.S. while the dollar-to-euro exchange had been favorable. Colombia’s trade value decline reflects a $671 million drop in gold imports to the state of Florida; a vast majority of the gold trade is carried by air and did not affect waterborne values.

Mexico’s trade increase reflects U.S. tax policy change that has spurred investment and near-sourcing. There was an $837 million increase in vehicle imports from Mexico to the state of Florida in 2017.

Exhibit 15 illustrates how Florida’s trade with each of its top 10 trading partners has evolved during the decade. Cargo values over the long term are on an upward trajectory. This exhibit
confirms Brazil’s domination of the top spot, and illustrates the reversal of Colombia’s fast trade value climb. China stands out for its quick climb as well. Costa Rica and Venezuela are notable by their absence.

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 full slate of trading partners is an important asset in the state’s competitive initiative to retain and expand market share. For example, 34 countries, including the 10 shown below, were each responsible in 2017 for more than $1 billion of Florida’s international trade.

**PARTNERS BY WATER**

Exhibit 16 ranks the top 10 countries whose waterborne commerce contributed to the state’s $83.2 billion in waterborne trade in 2017. It compares the value of the state’s 2017 commerce with these top partners for the previous two years, showing the percentage changes between 2016 and 2017. Seven of the countries on the list of the state’s top 10 waterborne trading partners are from South and Central America and the Caribbean.

Exhibit 16 differs in important ways from Exhibit 15 (which includes airborne as well as waterborne cargo). First, the waterborne top ten list includes Costa Rica but not Argentina. Second, the two leading trade partners are China and Japan, followed by the Dominican Republic, with Brazil in fourth position.

<table>
<thead>
<tr>
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<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Total All Countries</td>
<td>$86,219,605,560</td>
<td></td>
<td>$79,288,854,622</td>
<td></td>
<td>$83,178,595,192</td>
<td></td>
<td>4.9%</td>
</tr>
<tr>
<td>China</td>
<td>$6,717,827,654</td>
<td>1</td>
<td>$6,635,066,531</td>
<td>1</td>
<td>$7,024,071,631</td>
<td>1</td>
<td>5.9%</td>
</tr>
<tr>
<td>Japan</td>
<td>$6,392,213,542</td>
<td>2</td>
<td>$6,410,297,638</td>
<td>2</td>
<td>$6,868,221,347</td>
<td>2</td>
<td>7.1%</td>
</tr>
<tr>
<td>Dominican Republic</td>
<td>$5,056,882,604</td>
<td>3</td>
<td>$5,238,455,824</td>
<td>3</td>
<td>$5,163,824,207</td>
<td>3</td>
<td>-1.4%</td>
</tr>
<tr>
<td>Brazil</td>
<td>$4,482,649,988</td>
<td>4</td>
<td>$4,012,253,093</td>
<td>5</td>
<td>$4,388,607,350</td>
<td>4</td>
<td>9.4%</td>
</tr>
<tr>
<td>Mexico</td>
<td>$2,309,693,373</td>
<td>10</td>
<td>$3,221,105,353</td>
<td>6</td>
<td>$4,165,370,381</td>
<td>5</td>
<td>29.3%</td>
</tr>
<tr>
<td>Honduras</td>
<td>$4,470,319,269</td>
<td>5</td>
<td>$4,124,692,396</td>
<td>4</td>
<td>$4,035,120,863</td>
<td>6</td>
<td>-2.2%</td>
</tr>
<tr>
<td>Chile</td>
<td>$3,510,392,942</td>
<td>6</td>
<td>$2,959,186,370</td>
<td>7</td>
<td>$3,794,131,327</td>
<td>7</td>
<td>28.2%</td>
</tr>
<tr>
<td>Germany</td>
<td>$2,215,047,235</td>
<td>12</td>
<td>$2,743,643,554</td>
<td>8</td>
<td>$2,581,758,734</td>
<td>8</td>
<td>-5.9%</td>
</tr>
<tr>
<td>Costa Rica</td>
<td>$2,619,557,890</td>
<td>9</td>
<td>$2,616,704,350</td>
<td>9</td>
<td>$2,509,560,139</td>
<td>9</td>
<td>4.1%</td>
</tr>
<tr>
<td>Colombia</td>
<td>$2,715,164,823</td>
<td>8</td>
<td>$2,228,665,162</td>
<td>10</td>
<td>$2,396,582,755</td>
<td>10</td>
<td>7.5%</td>
</tr>
<tr>
<td><strong>Top Ten Total</strong></td>
<td><strong>$40,489,749,320</strong></td>
<td></td>
<td><strong>$40,190,070,271</strong></td>
<td></td>
<td><strong>$42,927,248,734</strong></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Top 10 (2017) Share of Total $83.2 Billion: 51.6%

Data Source: U.S. Census Bureau
FUELING OPPORTUNITY

Increasing Domestic Volumes: While U.S. domestic fuel reserves are now more accessible than ever, the U.S. does continue to import large fuel volumes (including crude, processed petroleum oil and petroleum gases). Florida’s lack of refineries means that almost all of its inbound fuel is already processed, which is excellent news for the environment. Domestic cargo transshipped from U.S. refineries does not appear in the statistics in this chapter, even though fuel is a top commodity at several Florida seaports.

Critical in Supplying Florida Energy Needs: Port Tampa Bay and Port Everglades are well established hubs for receiving and distributing petroleum products including gasoline, jet fuel and alternative fuels. Port Canaveral and Port Manatee are also emerging entry points. Florida’s seaports combine efforts to meet roughly half of the state’s energy needs.

Every day, tens of millions of gallons of petroleum products are delivered on tank ship and barges to Florida ports, where it is stored or shipped via pipeline, train or truck. Florida would come to a halt without this cargo. In niche volumes, energy products are also shipped to other states, to Puerto Rico, and to international markets.

Partner in Natural Disasters: When natural disaster strikes, Florida ports and their private partners are ready with contingency plans for offloading and distribution. They play a critical role in getting regions back up and running after hurricanes, and in delivering to Caribbean islands and other regions after disaster strikes.

Future in LNG: A number of Florida seaports, including JAXPORT, have been at the forefront of LNG development – liquefaction or regasification plants, marine terminals, bulk and ISO-container cargo, bunkering operations and LNG fueling stations. The state’s ports are capturing opportunities all along the LNG supply chain, bringing in new tenants, bunkering business, and high-volume cargo. More opportunities await.
Trade from China and Japan continues to favor waterborne routings, due to commodity ranges and distance to market. The Dominican Republic’s strong apparel markets operate on tight margins, and are close enough to Florida that waterborne delivery competes well with air. Proximity of market and commodity type affect the decision to move by air or water.

Following several years of low oil prices and deteriorated trade relations, Venezuela no longer serves as a top ten trade partner of the state of Florida, for total international trade or for waterborne trade.

**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 examined.

Exhibit 17: Florida Top Ten Waterborne Import Trading Partners 2015 to 2017

<table>
<thead>
<tr>
<th></th>
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<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Total All Countries</td>
<td>$49,349,470,270</td>
<td></td>
<td>$47,793,985,026</td>
<td></td>
<td>$51,309,067,432</td>
<td></td>
<td>7.4%</td>
</tr>
<tr>
<td>Japan</td>
<td>$6,134,205,724</td>
<td>2</td>
<td>$6,167,890,898</td>
<td>1</td>
<td>$6,624,047,167</td>
<td>1</td>
<td>7.4%</td>
</tr>
<tr>
<td>China</td>
<td>$6,201,703,010</td>
<td>1</td>
<td>$6,141,798,998</td>
<td>2</td>
<td>$6,441,885,051</td>
<td>2</td>
<td>4.9%</td>
</tr>
<tr>
<td>Dominican Republic</td>
<td>$2,499,601,313</td>
<td>4</td>
<td>$2,661,076,914</td>
<td>3</td>
<td>$2,656,952,146</td>
<td>3</td>
<td>-0.2%</td>
</tr>
<tr>
<td>Germany</td>
<td>$2,014,990,557</td>
<td>7</td>
<td>$2,573,594,363</td>
<td>4</td>
<td>$2,406,630,924</td>
<td>4</td>
<td>-6.5%</td>
</tr>
<tr>
<td>Mexico</td>
<td>$2,309,693,373</td>
<td>5</td>
<td>$2,475,459,736</td>
<td>5</td>
<td>$3,422,021,969</td>
<td>5</td>
<td>38.2%</td>
</tr>
<tr>
<td>Honduras</td>
<td>$2,652,951,737</td>
<td>3</td>
<td>$2,456,892,181</td>
<td>6</td>
<td>$2,391,894,727</td>
<td>6</td>
<td>-2.6%</td>
</tr>
<tr>
<td>Chile</td>
<td>$2,099,282,093</td>
<td>6</td>
<td>$1,721,376,443</td>
<td>7</td>
<td>$2,457,536,542</td>
<td>7</td>
<td>42.8%</td>
</tr>
<tr>
<td>Italy</td>
<td>$1,691,439,564</td>
<td>9</td>
<td>$1,678,913,369</td>
<td>8</td>
<td>$1,711,704,280</td>
<td>8</td>
<td>2.0%</td>
</tr>
<tr>
<td>Korea, South</td>
<td>$1,784,663,948</td>
<td>8</td>
<td>$1,677,362,551</td>
<td>9</td>
<td>$1,504,824,949</td>
<td>9</td>
<td>-10.3%</td>
</tr>
<tr>
<td>Nicaragua</td>
<td>$953,982,403</td>
<td>16</td>
<td>$932,101,976</td>
<td>16</td>
<td>$1,442,958,228</td>
<td>10</td>
<td>54.8%</td>
</tr>
<tr>
<td><strong>Top Ten Total</strong></td>
<td><strong>$28,342,513,722</strong></td>
<td></td>
<td><strong>$28,486,467,429</strong></td>
<td></td>
<td><strong>$31,060,455,983</strong></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Top 10 (2017) Share of Total $51.3 Billion: 60.5%

Data Source: U.S. Census Bureau

As shown in Exhibit 17, five of Florida’s top 10 waterborne import partners in 2017 came from markets to the south. China and Japan have ranked as the top two waterborne import partners since 2005. They routinely shift between first and second place. Florida’s top 10 import partners represented 60.5 percent of the $51.3 billion total waterborne imports, which is up 7.4 percent from 2016. This is a new record for the state.

Nicaragua registered 54.8 percent growth, moving from sixteenth to tenth place, on the strength of apparel and tobacco imports. Chile’s 42.8 percent growth, which moved it from seventh to sixth largest Florida trading partner, was based on escalating copper prices. Mexican auto imports continue to be strong, which helped the country increase its waterborne imports to Florida by 38.2 percent.
As shown in Exhibit 18, all of Florida’s top 10 waterborne export partners came from South and Central America and the Caribbean. Venezuela, United Arab Emirates (UAE) and Saudi Arabia, which ranked in the top ten only two years ago have all dropped off the top 10 chart to be replaced by Bahamas, Argentina and Guatemala.

In 2017, the value of Florida’s waterborne exports increased 1.2 percent to $31.9 billion, with exports comprising 38.3 percent of Florida’s $83.2 billion in waterborne trade. Of the state’s total export trade of $70.2 billion, 45.4 percent is waterborne.

Florida’s top 10 waterborne export partners provided more than half, at 51.2 percent, of the $31.9 billion total waterborne exports.

Part of the reason that waterborne exports through Florida seaports increased 1.2 percent in 2017 is the steep currency-related drop. A weaker U.S. dollar, more stable commodity prices, and general global economic growth were the main factors contributing to higher export values.

Exports to the state’s largest partner, Brazil, were up 8.9 percent in 2017 to almost $3 billion. Brazil currently accounts for 9.3 percent of waterborne exports.

Exports to Argentina and the Bahamas were up 16.6 and 11.2 percent respectively. Argentina, on the strength of massive sales of Nuclear Reactors, Boilers, Machinery, and Parts Thereof; as well as Vehicles, Except Railway or Tramway, and Parts; and chemical products, improved its position as a Florida trade partner in 2017. Bahamas also received high dollar value shipments of Nuclear Reactors, Boilers, Machinery, and Parts Thereof; as well as larger volumes of Furniture, Bedding, Lamps and Prefab Buildings, in part reflective of disastrous weather events over the last few years.

One more country, in addition to the top 10, Peru, received more than a billion dollars in exports through Florida in 2017.

### Exhibit 18: Florida Top Ten Waterborne Export Trading Partners 2015 to 2017

<table>
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<tr>
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<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Total All Countries</td>
<td>$36,870,135,290</td>
<td></td>
<td>$31,494,869,596</td>
<td></td>
<td>$31,869,527,760</td>
<td></td>
<td>1.2%</td>
</tr>
<tr>
<td>Brazil</td>
<td>$3,085,794,164</td>
<td>1</td>
<td>$2,720,531,730</td>
<td>1</td>
<td>$2,962,359,300</td>
<td>1</td>
<td>8.9%</td>
</tr>
<tr>
<td>Dominican Republic</td>
<td>$2,557,281,291</td>
<td>2</td>
<td>$2,577,378,910</td>
<td>2</td>
<td>$2,506,872,061</td>
<td>2</td>
<td>-2.7%</td>
</tr>
<tr>
<td>Honduras</td>
<td>$1,817,367,532</td>
<td>4</td>
<td>$1,667,800,215</td>
<td>3</td>
<td>$1,643,226,136</td>
<td>3</td>
<td>-1.5%</td>
</tr>
<tr>
<td>Colombia</td>
<td>$1,861,776,516</td>
<td>3</td>
<td>$1,427,787,978</td>
<td>4</td>
<td>$1,549,554,579</td>
<td>4</td>
<td>8.5%</td>
</tr>
<tr>
<td>Costa Rica</td>
<td>$1,444,957,446</td>
<td>6</td>
<td>$1,409,840,190</td>
<td>5</td>
<td>$1,393,416,246</td>
<td>5</td>
<td>-1.2%</td>
</tr>
<tr>
<td>Panama</td>
<td>$1,436,151,528</td>
<td>7</td>
<td>$1,378,854,963</td>
<td>6</td>
<td>$1,303,330,945</td>
<td>6</td>
<td>-5.5%</td>
</tr>
<tr>
<td>Chile</td>
<td>$1,411,110,849</td>
<td>9</td>
<td>$1,237,809,927</td>
<td>7</td>
<td>$1,336,594,785</td>
<td>7</td>
<td>8.0%</td>
</tr>
<tr>
<td>Bahamas</td>
<td>$1,147,142,159</td>
<td>11</td>
<td>$1,118,143,111</td>
<td>8</td>
<td>$1,243,926,513</td>
<td>8</td>
<td>11.2%</td>
</tr>
<tr>
<td>Argentina</td>
<td>$1,096,076,507</td>
<td>12</td>
<td>$1,094,538,374</td>
<td>9</td>
<td>$1,276,020,951</td>
<td>9</td>
<td>16.6%</td>
</tr>
<tr>
<td>Guatemala</td>
<td>$1,183,025,897</td>
<td>10</td>
<td>$1,047,306,854</td>
<td>11</td>
<td>$1,106,546,749</td>
<td>10</td>
<td>5.7%</td>
</tr>
<tr>
<td><strong>Top Ten Total</strong></td>
<td><strong>$17,040,683,889</strong></td>
<td><strong>10</strong></td>
<td><strong>$15,679,992,252</strong></td>
<td><strong>10</strong></td>
<td><strong>$16,321,848,265</strong></td>
<td><strong>10</strong></td>
<td></td>
</tr>
</tbody>
</table>

Top 10 (2017) Share of Total $31.9 Billion: 51.2%

Data Source: U.S. Census Bureau
FLORIDA’S TOP TRADE COMMODITIES

In 2017, 10 commodity types accounted for $49 billion, or 58.9 percent, of Florida’s waterborne international trade.

For the seventh year in a row, Vehicles, Except Railway or Tramway, and Parts was the top category moved through Florida seaports, with a value of almost $18 billion. That category showed solid growth at 6 percent year over year. Other top-performers were Electric Machinery, including Sound and TV Equipment (9.3 percent), Essential Oils, Perfumery (8.7 percent), Furniture, Bedding, Lamps NES, Prefab Buildings (6.4 percent), and Apparel Articles and Accessories, Knit or Crochet (6.2 percent). However, the biggest gain is seen in the rapid rise of Copper and Articles Thereof (52.7 percent).

Mineral Fuel, Oil, Bituminous Substances, Mineral Wax, was down a comparatively small amount – 4.5 percent – following a massive loss in 2016 reflecting the Venezuelan oil decline. Optical, Photo, Medical or Surgical Instruments were down 7.8 percent.

Nine commodity categories in addition to those shown in Exhibit 19 also exceeded $1 billion in waterborne trade value.

VEHICLES REMAIN ON TOP

Vehicles and automotive products typically rank first or second for imports and exports through Florida seaports. Other conveyances, including tractors, industry vehicles, locomotives, railcars, recreational vessels and similar products, are also an important business for Florida ports.

In 2017, top import markets through Florida ports for vehicles were, in order of ranking: Japan, Mexico, Germany, South Korea and Italy. Mexican imports increased 28.1 percent in 2017, and Germany saw a double-digit increase too. Interestingly, Slovakia, which is Florida’s sixth largest import partner for vehicles, enjoyed a 29.7 percent increase.

The top export markets for vehicles from Florida seaports were Chile, Saudi Arabia, Dominican Republic, Afghanistan and Brazil.

Some car manufacturers have switched to market near-sourcing. Italian-American auto giant Fiat Chrysler initiated Jeep production in China to become more competitive in that market. Similarly, Ford Motor Company has also localized production of several of its vehicles in China recently. But even in these cases, U.S. businesses may find opportunity exporting automotive parts instead of vehicles.

Mexico, which World Top Exports website now ranks as the world’s eighth largest exporter of vehicles, with production growing quickly, heavily targets emerging markets for its automotive sales. Florida ports may find a growing role in forwarding Mexican production to those markets.
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</tr>
</thead>
<tbody>
<tr>
<td>Total All Commodities</td>
<td>$86,219,605,560</td>
<td></td>
<td>$79,288,854,622</td>
<td></td>
<td>$83,178,595,192</td>
<td></td>
<td>4.9%</td>
</tr>
<tr>
<td>Vehicles, except Railway or Tramway, and Parts</td>
<td>$16,907,295,896</td>
<td>1</td>
<td>$16,959,392,765</td>
<td>1</td>
<td>$17,984,935,111</td>
<td>1</td>
<td>6.0%</td>
</tr>
<tr>
<td>Nuclear Reactors, Boilers, Machinery, and Parts Thereof</td>
<td>$8,939,595,480</td>
<td>2</td>
<td>$7,902,745,078</td>
<td>2</td>
<td>$7,899,766,814</td>
<td>2</td>
<td>0.0%</td>
</tr>
<tr>
<td>Electric Machinery, including Sound and TV Equipment</td>
<td>$5,333,625,796</td>
<td>3</td>
<td>$5,209,479,546</td>
<td>3</td>
<td>$5,693,534,481</td>
<td>3</td>
<td>9.3%</td>
</tr>
<tr>
<td>Apparel Articles and Accessories, Knit or Crochet</td>
<td>$4,927,782,876</td>
<td>5</td>
<td>$4,587,503,477</td>
<td>4</td>
<td>$4,873,625,815</td>
<td>4</td>
<td>6.2%</td>
</tr>
<tr>
<td>Mineral Fuel, Oil, Bituminous Substances, Mineral Wax</td>
<td>$5,126,889,310</td>
<td>4</td>
<td>$2,602,193,888</td>
<td>5</td>
<td>$2,485,010,124</td>
<td>5</td>
<td>-4.5%</td>
</tr>
<tr>
<td>Copper and Articles Thereof</td>
<td>$1,791,364,291</td>
<td>13</td>
<td>$1,396,026,594</td>
<td>18</td>
<td>$2,131,429,731</td>
<td>6</td>
<td>52.7%</td>
</tr>
<tr>
<td>Optical, Photo, Medical or Surgical Instruments</td>
<td>$2,304,791,071</td>
<td>6</td>
<td>$2,235,884,673</td>
<td>6</td>
<td>$2,061,342,435</td>
<td>7</td>
<td>-7.8%</td>
</tr>
<tr>
<td>Furniture, Bedding, Lamps Not Elsewhere Specified, Prefab Buildings</td>
<td>$1,966,523,293</td>
<td>9</td>
<td>$1,880,091,749</td>
<td>8</td>
<td>$2,001,342,435</td>
<td>8</td>
<td>6.4%</td>
</tr>
<tr>
<td>Essential Oils, Perfumery, Cosmetic Preparations, Etc.</td>
<td>$1,796,514,041</td>
<td>12</td>
<td>$1,797,241,575</td>
<td>10</td>
<td>$1,953,736,611</td>
<td>9</td>
<td>8.7%</td>
</tr>
<tr>
<td>Plastic and Articles Thereof</td>
<td>$2,013,132,187</td>
<td>8</td>
<td>$1,866,884,766</td>
<td>9</td>
<td>$1,939,339,585</td>
<td>10</td>
<td>3.9%</td>
</tr>
<tr>
<td>Top Ten Total</td>
<td>$51,107,514,241</td>
<td></td>
<td>$46,437,444,111</td>
<td></td>
<td>$49,023,777,161</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Top 10 (2017) Share of Total $83.2 Billion: 58.9%

Data Source: U.S. Census Bureau
Exhibit 20 ranks the top 10 commodities imported through Florida seaports. In 2017, 10 commodity types accounted for $33.2 billion, or 64.6 percent of Florida’s $51.3 billion in international imports. Most of these commodities have been on the top 10 lists for many years, although ranking somewhat differently from year to year. These 10 commodities have represented approximately two-thirds of the state’s imports for the last three years.

More than $1 in $4 of waterborne imports in 2017 were categorized as \textit{Vehicles, Except Railway or Tramway, and Parts}, more than triple any other category.

### Exhibit 20: Florida Top Ten Waterborne Import Commodities 2015 to 2017

<table>
<thead>
<tr>
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<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Total All Import Commodities</td>
<td>$49,349,488,454</td>
<td></td>
<td>$47,793,985,026</td>
<td></td>
<td>$51,309,067,432</td>
<td></td>
<td>7.4%</td>
</tr>
<tr>
<td>Vehicles, except Railway or Tramway, and Parts</td>
<td>$10,150,907,421</td>
<td>1</td>
<td>$11,900,439,363</td>
<td>1</td>
<td>$13,175,511,693</td>
<td>1</td>
<td>10.7%</td>
</tr>
<tr>
<td>Apparel Articles and Accessories, Knit or Crochet</td>
<td>$4,727,180,274</td>
<td>3</td>
<td>$4,411,718,247</td>
<td>2</td>
<td>$4,691,688,266</td>
<td>2</td>
<td>6.3%</td>
</tr>
<tr>
<td>Electric Machinery, including Sound and TV Equipment</td>
<td>$2,208,694,470</td>
<td>5</td>
<td>$2,517,996,693</td>
<td>3</td>
<td>$2,845,157,414</td>
<td>3</td>
<td>13.0%</td>
</tr>
<tr>
<td>Mineral Fuel, Oil, Bituminous Substances, Mineral Wax</td>
<td>$4,912,117,864</td>
<td>2</td>
<td>$2,411,876,819</td>
<td>4</td>
<td>$2,290,300,251</td>
<td>4</td>
<td>-5.0%</td>
</tr>
<tr>
<td>Nuclear Reactors, Boilers, Machinery and Parts Thereof</td>
<td>$2,241,141,314</td>
<td>4</td>
<td>$2,129,516,017</td>
<td>5</td>
<td>$2,063,843,149</td>
<td>5</td>
<td>-3.1%</td>
</tr>
<tr>
<td>Copper and Articles Thereof</td>
<td>$1,572,631,341</td>
<td>6</td>
<td>$1,220,516,017</td>
<td>11</td>
<td>$1,933,399,325</td>
<td>6</td>
<td>58.4%</td>
</tr>
<tr>
<td>Fish, Crustaceans and Aquatic Invertebrates</td>
<td>$1,336,494,833</td>
<td>8</td>
<td>$1,360,904,836</td>
<td>10</td>
<td>$1,565,361,052</td>
<td>7</td>
<td>15.0%</td>
</tr>
<tr>
<td>Furniture, Bedding, Lamps, Prefabricated Buildings</td>
<td>$1,435,295,587</td>
<td>11</td>
<td>$1,425,479,076</td>
<td>9</td>
<td>$1,540,445,091</td>
<td>8</td>
<td>8.1%</td>
</tr>
<tr>
<td>Beverages, Spirits and Vinegar</td>
<td>$1,511,210,096</td>
<td>10</td>
<td>$1,540,788,842</td>
<td>7</td>
<td>$1,537,809,114</td>
<td>9</td>
<td>-0.2%</td>
</tr>
<tr>
<td>Apparel Articles and Accessories, not Knit</td>
<td>$1,712,606,424</td>
<td>9</td>
<td>$1,589,764,191</td>
<td>6</td>
<td>$1,527,017,219</td>
<td>10</td>
<td>-3.9%</td>
</tr>
</tbody>
</table>

Top Ten Total $31,808,279,624 $30,508,769,694 $33,170,532,574

Top 10 (2017) Share of Total $51.3 Billion: 64.6%

Data Source: U.S. Census Bureau
Also noteworthy is the recovery in copper imports. Copper fell off the chart to 11th position at $1.2 billion in 2016, but recovered to 6th position with $1.9 billion in 2017, a 58.4 percent increase. Copper is widely used in the construction, manufacturing, transportation and power industries and is considered an indicator cargo for all commodity movements.

In addition to the top 10 commodities, the only other category that contributed more than $1 billion to Florida’s waterborne imports was Optical, Photo, Medical or Surgical Instruments.

Exhibit 21 ranks the top 10 waterborne commodities exported via Florida seaports in 2017. These ten commodities accounted for $20 billion of the seaports’ $31.9 billion in international exports.

Exhibit 21: Florida Top Ten Waterborne Export Commodities 2015 to 2017

<table>
<thead>
<tr>
<th></th>
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<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Total All Export Commodities</td>
<td>$36,870,135,290</td>
<td></td>
<td>$31,494,869,596</td>
<td></td>
<td>$31,869,527,760</td>
<td></td>
<td>1.2%</td>
</tr>
<tr>
<td>Nuclear Reactors, Boilers, Machinery and Parts Thereof</td>
<td>$6,698,454,166</td>
<td>2</td>
<td>$5,773,229,061</td>
<td>1</td>
<td>$5,835,923,665</td>
<td>1</td>
<td>1.1%</td>
</tr>
<tr>
<td>Vehicles, except Railway or Tramway and Parts</td>
<td>$6,756,404,299</td>
<td>1</td>
<td>$5,058,953,402</td>
<td>2</td>
<td>$4,809,423,418</td>
<td>2</td>
<td>-4.9%</td>
</tr>
<tr>
<td>Electric Machinery, including Sound and TV Equipment</td>
<td>$3,124,931,326</td>
<td>3</td>
<td>$2,691,482,853</td>
<td>3</td>
<td>$2,848,377,067</td>
<td>3</td>
<td>5.8%</td>
</tr>
<tr>
<td>Fertilizers</td>
<td>$1,922,132,410</td>
<td>4</td>
<td>$1,542,738,620</td>
<td>4</td>
<td>$1,523,497,595</td>
<td>4</td>
<td>-1.2%</td>
</tr>
<tr>
<td>Plastics and Articles Thereof</td>
<td>$1,259,431,063</td>
<td>5</td>
<td>$1,126,751,076</td>
<td>5</td>
<td>$1,110,555,624</td>
<td>5</td>
<td>-1.4%</td>
</tr>
<tr>
<td>Essential Oils, Perfumery, and Cosmetic Preparations</td>
<td>$912,321,773</td>
<td>6</td>
<td>$893,570,427</td>
<td>6</td>
<td>$990,756,623</td>
<td>6</td>
<td>10.9%</td>
</tr>
<tr>
<td>Cotton, including Yarn and Woven Fabric Thereof</td>
<td>$908,433,872</td>
<td>8</td>
<td>$778,963,991</td>
<td>8</td>
<td>$839,056,770</td>
<td>7</td>
<td>7.7%</td>
</tr>
<tr>
<td>Optical, Photo, Medical or Surgical Instruments</td>
<td>$910,276,981</td>
<td>7</td>
<td>$792,342,557</td>
<td>7</td>
<td>$768,332,015</td>
<td>8</td>
<td>-3.0%</td>
</tr>
<tr>
<td>Meat and Edible Meat Offal</td>
<td>$668,472,637</td>
<td>10</td>
<td>$648,913,591</td>
<td>9</td>
<td>$709,551,580</td>
<td>9</td>
<td>9.3%</td>
</tr>
<tr>
<td>Paper, Paperboard, Paper Pulp and Articles Thereof</td>
<td>$666,016,242</td>
<td>11</td>
<td>$576,430,640</td>
<td>10</td>
<td>$593,399,815</td>
<td>10</td>
<td>2.9%</td>
</tr>
<tr>
<td>Top Ten Total</td>
<td>$23,826,874,769</td>
<td></td>
<td>$19,883,376,218</td>
<td></td>
<td>$20,028,874,172</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Top 10 (2017) Share of Total $31.9 Billion: 62.8%

Data Source: U.S. Census Bureau
Waterborne exports represent 45.4 percent of total state exports, including airborne.

_Nuclear Reactors, Boilers, Machinery and Parts Thereof_ retained its position as Florida’s top waterborne export in 2017, and dramatically increased its lead over the number two export category – _Vehicles, Except Railway or Tramway, and Parts_. Six of the top 10 commodities gained in dollar value in 2017, and _Essential Oils, Perfumery, and Cosmetic Preparations_ enjoyed double-digit growth. In fact, the gain in the perfume related category accounted for more than a quarter of all growth in waterborne imports to Florida in 2017.

Worth noting in the analysis of Florida’s import and export commodities is that the top three waterborne export commodities – _Nuclear Reactors, Boilers, Machinery and Parts Thereof_; _Vehicles, except Railway or Tramway, and Parts_; and _Electric Machinery including Sound and TV Equipment_ – were also among the top five imports. Together, these three commodity types, whether imported or exported, represent $31.6 million in trade, more than a third (38 percent) of Florida’s waterborne international trade.

In Florida, and across much of the eastern seaboard, port tonnage grew markedly in 2017. As Florida’s waterborne trade tonnage continues to grow, plans are in place and efforts are under way to improve port infrastructure and supply chain assets to support this growth.
Florida seaports have new docks, terminals, equipment, depths, access and partners. Ongoing investments have prepared them for new business and in 2017, they logged a lot of new business. Whether measured by dollar value of international trade, or by tonnage crossing the docks, cargo grew last year. Cruise passenger numbers did too, reaching an all-time high.

This chapter summarizes the dollar value of international trade moved through Florida ports, as issued by the U.S. Census Bureau. It also compiles cargo tonnages, container counts (twenty-foot equivalent container units or TEUs), and the number of cruise passengers embarked and disembarked, as provided by individual ports.

Eleven of Florida’s 15 established and emerging seaports handled cargo last year, and eight handled passenger movements by cruise ship, ferry and/or day-cruise vessel. No two ports are alike in their facilities or ability to accommodate ships, cargo or passengers, however, taken together, Florida’s ports handle virtually anything that moves.

**DOLLAR VALUE OF WATERBORNE CARGO**

- **Value of Trade Highlights:** The value of international waterborne cargo over Florida seaports, which comprises more than half of the state’s total trade by dollar, was up 4.9 percent to $83.2 billion – a substantial turnaround after an 8 percent fall off in the prior year. This increase echoed the international tonnage increase over Florida seaports.

- **U.S. Dollar Impact:** The strong U.S. dollar of 2016 fell throughout 2017, making state exports slightly more affordable for foreign buyers. Export volumes grew markedly, but export values didn’t budge. By contrast, import volumes were stable, but import values grew, also reflecting a small decrease in the buying power of the U.S. dollar.

- **Tonnage Highlights:** Cargo figures for 2017 provided by Florida seaports show seaport cargo tonnage increased by 3.2 percent. Highlights include an 8.3 percent increase in export tonnage, a 4.5 percent increase in domestic tonnage (which includes Puerto Rico traffic), a 7.5 percent increase in dry bulk and a 7.1 percent increase in containerized tonnage.

- **Cruise Highlights:** In the cruise industry, there was also a minor increase, with the passenger count growing by 2.8 percent to 16.1 million. This is a new record for the state.

- **Special Notes:** In this report, tonnage figures, container numbers and passenger counts reflect fiscal years (October 1 through September 30) and value figures reflect calendar years, except as noted otherwise. Therefore, increases in dollar value do not necessarily mirror increases in waterborne tonnage. There are also other factors at play; for example, lower value cargo volumes sometimes displace higher value cargo, or vice versa. Nevertheless, compared to 2016 figures, both tonnage and dollar value of waterborne trade rose in 2017. For cruise statistics, all Florida ports count passengers upon embarkation and disembarkation.
WATERBORNE INTERNATIONAL TRADE BY VALUE

In 2017, Florida seaports moved $83.2 billion worth of goods to and from countries all over the world, a 4.9 percent increase over the prior year.

The 4.9 percent increase, shown in Exhibit 22, reflects the global shift to higher volumes of trade. The U.S. Census Bureau reported that in 2017, all U.S. goods imports were up 6.9 percent to $2.4 trillion and exports were up 6.6 percent to $1.6 trillion – two new records for U.S. trade.

In 2017, there was growth in Florida seaport cargo moving in the form of liquid bulk, break-bulk (including vehicles and other roll on/roll off shipments, palletized freight, neo-bulk, and other non-containerized general cargo), as well as in containers. There was a solid 5 percent increase in TEUs, accompanied by a 7.1 percent increase in container tonnage, indicating a shift to nominally heavier containers. The increase in container tonnage and TEU counts is for all movements – import, export and domestic.

Exhibit 22: Florida Containerized Waterborne Trade by Seaport (by Value) 2016 to 2017

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</tr>
</thead>
<tbody>
<tr>
<td>Canaveral</td>
<td>$41,207,765</td>
<td>$1,035,478,766</td>
<td>$79,734,977</td>
<td>$1,083,451,940</td>
<td>4.6%</td>
</tr>
<tr>
<td>Everglades</td>
<td>$17,616,571,813</td>
<td>$22,112,192,943</td>
<td>$18,914,756,487</td>
<td>$23,160,439,092</td>
<td>4.7%</td>
</tr>
<tr>
<td>Fernandina</td>
<td>$87,758,940</td>
<td>$153,578,883</td>
<td>$95,821,743</td>
<td>$149,112,677</td>
<td>-2.9%</td>
</tr>
<tr>
<td>Fort Pierce</td>
<td>$763,099</td>
<td>$6,067,832</td>
<td>$789,389</td>
<td>$8,814,918</td>
<td>45.3%</td>
</tr>
<tr>
<td>Jacksonville</td>
<td>$8,139,142,609</td>
<td>$23,380,416,130</td>
<td>$10,203,604,298</td>
<td>$25,262,163,311</td>
<td>8.0%</td>
</tr>
<tr>
<td>Manatee</td>
<td>$331,616,726</td>
<td>$810,152,605</td>
<td>$281,746,312</td>
<td>$837,486,031</td>
<td>3.4%</td>
</tr>
<tr>
<td>Miami</td>
<td>$20,866,200,619</td>
<td>$23,746,666,461</td>
<td>$21,373,050,307</td>
<td>$23,887,352,725</td>
<td>0.6%</td>
</tr>
<tr>
<td>Palm Beach</td>
<td>$1,595,884,878</td>
<td>$2,036,173,037</td>
<td>$1,746,710,503</td>
<td>$2,267,591,744</td>
<td>11.4%</td>
</tr>
<tr>
<td>Panama City</td>
<td>$703,635,850</td>
<td>$2,324,625,430</td>
<td>$792,890,850</td>
<td>$2,964,631,797</td>
<td>27.5%</td>
</tr>
<tr>
<td>Pensacola</td>
<td>$384,124</td>
<td>$39,342,892</td>
<td>$10,037</td>
<td>$14,368,626</td>
<td>-63.5%</td>
</tr>
<tr>
<td>Tampa</td>
<td>$757,034,056</td>
<td>$3,615,949,575</td>
<td>$888,496,587</td>
<td>$3,531,464,974</td>
<td>-2.3%</td>
</tr>
<tr>
<td>Miscellaneous*</td>
<td>$6,362,213</td>
<td>$28,210,068</td>
<td>$930,433</td>
<td>$11,343,485</td>
<td>-59.8%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$50,146,562,602</strong></td>
<td><strong>$79,288,854,622</strong></td>
<td><strong>$54,378,541,923</strong></td>
<td><strong>$83,178,221,320</strong></td>
<td><strong>4.9%</strong></td>
</tr>
</tbody>
</table>

Data Source: U.S. Census Bureau - the total 2017 international trade value basis is $151.4 billion. 
This figure does not include Puerto Rican or other domestic cargo. 
* 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.
Exhibit 23 shows that containerized cargo at Florida seaports, which represented 65.4 percent of the total value of waterborne cargo, increased by 8.4 percent in 2017 over 2016. The overall value of non-containerized cargo fell 1.1 percent. Although the majority of the state’s waterborne cargo is not containerized, the container cargo sector has a far higher value and continues to grow.

Exhibit 23: Three-Year Comparison of Florida Containerized and Non-Containerized Cargo (by Value) 2015 to 2017

Data Source: U.S. Census Bureau - the total 2017 international trade value basis is $151.4 billion
Exhibit 24 shows the import-export shares of the respective seaports’ international cargo, by value, in 2017. The subtotals show a marked shift away from a historically well-balanced import-export ratio. There were $51.3 billion in imports and $31.9 billion in exports in 2017. Because the total value of imports rose by 7.4 percent, and exports rose at a slower pace (by 1.2 percent), the import-export ratio continues to rise. It reached roughly 62:38 in 2017, as compared to 60:40 in 2016, 57:43 in 2015 and from 53:47 in 2014, marking a very distinct deficit trend. Florida’s consumer market growth is reflected here, and even the weaker U.S. dollar can’t bridge the widening gap.

Exhibit 24: Florida Waterborne Imports and Exports by Seaport (by Value) 2016 to 2017

<table>
<thead>
<tr>
<th>Port</th>
<th>Imports</th>
<th>Exports</th>
<th>Total</th>
<th>Imports</th>
<th>Exports</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Canaveral</td>
<td>$976,327,640</td>
<td>$59,151,126</td>
<td>$1,035,478,766</td>
<td>$1,014,752,294</td>
<td>$68,699,646</td>
<td>$1,083,451,940</td>
</tr>
<tr>
<td>Everglades</td>
<td>$10,421,226,674</td>
<td>$11,690,966,269</td>
<td>$22,112,192,943</td>
<td>$11,080,530,426</td>
<td>$12,079,908,666</td>
<td>$23,160,439,092</td>
</tr>
<tr>
<td>Fort Pierce</td>
<td>$1,853,940</td>
<td>$4,213,892</td>
<td>$6,067,832</td>
<td>$4,717,366</td>
<td>$4,097,552</td>
<td>$8,814,918</td>
</tr>
<tr>
<td>Jacksonville</td>
<td>$17,339,882,582</td>
<td>$6,040,533,548</td>
<td>$23,380,416,130</td>
<td>$19,342,315,153</td>
<td>$5,919,848,158</td>
<td>$25,262,163,311</td>
</tr>
<tr>
<td>Manatee</td>
<td>$705,024,410</td>
<td>$105,128,195</td>
<td>$810,152,605</td>
<td>$749,538,074</td>
<td>$87,947,957</td>
<td>$837,486,031</td>
</tr>
<tr>
<td>Miami</td>
<td>$14,288,239,575</td>
<td>$9,458,426,886</td>
<td>$23,746,666,461</td>
<td>$14,454,613,396</td>
<td>$9,432,739,329</td>
<td>$23,887,352,725</td>
</tr>
<tr>
<td>Palm Beach</td>
<td>$418,968,673</td>
<td>$1,617,204,364</td>
<td>$2,036,173,037</td>
<td>$512,834,877</td>
<td>$1,754,756,867</td>
<td>$2,267,591,744</td>
</tr>
<tr>
<td>Panama City</td>
<td>$1,827,497,693</td>
<td>$497,127,737</td>
<td>$2,324,625,430</td>
<td>$2,315,627,064</td>
<td>$649,004,733</td>
<td>$3,964,631,797</td>
</tr>
<tr>
<td>Pensacola</td>
<td>$1,027,914</td>
<td>$38,314,978</td>
<td>$39,342,892</td>
<td>$1,949,292</td>
<td>$12,419,334</td>
<td>$14,368,626</td>
</tr>
<tr>
<td>Tampa</td>
<td>$1,801,166,877</td>
<td>$1,814,782,698</td>
<td>$3,615,949,575</td>
<td>$1,820,932,122</td>
<td>$1,710,532,852</td>
<td>$3,531,464,974</td>
</tr>
<tr>
<td>Miscellaneous</td>
<td>$5,961,847</td>
<td>$22,248,221</td>
<td>$28,210,068</td>
<td>$793,241</td>
<td>$10,550,244</td>
<td>$11,343,485</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$47,793,985,026</strong></td>
<td><strong>$31,494,869,596</strong></td>
<td><strong>$79,288,854,622</strong></td>
<td><strong>$51,308,943,622</strong></td>
<td><strong>$31,869,277,698</strong></td>
<td><strong>$83,178,221,320</strong></td>
</tr>
</tbody>
</table>

Data Source: U.S. Census Bureau - the total 2017 international trade value basis is $151.4 billion.

This figure does not include Puerto Rico or other domestic cargo.

* 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.

Import values were up at all 11 cargo ports in Florida in 2017. Jacksonville’s import value surged 11.5 percent (on the heels of a 10.3 percent increase in the prior year), rising by more than $2 billion to $19.3 billion. It netted the largest dollar value increase among Florida seaports. Jacksonville remains the top port for import values in the state. Fort Pierce (up 154.4 percent), Pensacola (up 89.6 percent), and Fernandina (up 51.9 percent), all on modest initial volumes, showed the strongest rate of growth in their import values, however, Panama City and Palm Beach also logged double-digit growth.

Four of the 11 cargo ports showed growth in export values in 2017 – Panama City, Canaveral, Palm Beach and Everglades - but on the strength of their markets, the state’s seaports managed to grow their combined export value in 2017. Panama City’s volumes showed the greatest export increase, at 30.6 percent, to $649 million dollars. Port Canaveral also registered double-digit growth on exports, albeit on modest volumes.

Domestic cargo values are not reflected in Exhibits 22 through 25, which were compiled using U.S. Census Bureau import and export data. Domestic cargo is defined in this report as cargo transported in the waterborne trade between two or more states or between the U.S. and Puerto Rico.
Exhibit 25 compares the dollar value percentages of waterborne imports and exports in 2015, 2016 and 2017. As previously mentioned, the gap between export and import value, which narrowed for a number of years, is widening in favor of imports; this is despite the stronger U.S. dollar in 2017, which gave a boost to export tonnage and dollar value of trade.

Exhibit 25: Percentage of Florida Waterborne Import and Export Cargo (by Value) 2015 to 2017

SEAPORT TONNAGE

Florida’s waterborne trade in FY 2016/2017, including international and domestic cargo handled at both public and private terminals in port areas, increased from 107.4 million to 110.8 million tons, registering a 3.2 percent increase. Exhibit 26 shows the total waterborne tonnage handled at each Florida seaport in FY 2016/2017, as compared with the previous two years.

Eight out of eleven of the state’s cargo ports enjoyed total tonnage growth. Manatee and Jacksonville experienced the greatest growth, with 0.9 and 0.7 million new tons, respectively, and there was also solid growth at Tampa (0.6 million), Everglades (0.6 million), Canaveral (0.5 million) and Miami (0.4 million).

Fort Pierce’s numbers were notable – they were up 44.9 percent year-over-year. Pensacola and Manatee also experienced double-digit growth.
### Exhibit 26: Three-Year Comparison of Florida Total Waterborne Trade Tonnage (by Port) and FY 2021/2022 Projections

<table>
<thead>
<tr>
<th>Port*</th>
<th>FY 2014/2015*</th>
<th>FY 2015/2016*</th>
<th>FY 2016/2017*</th>
<th>FY 2021/2022*</th>
</tr>
</thead>
<tbody>
<tr>
<td>Canaveral</td>
<td>4,151,726</td>
<td>5,524,478</td>
<td>5,990,735</td>
<td>7,467,006</td>
</tr>
<tr>
<td>Everglades</td>
<td>24,001,663</td>
<td>24,681,331</td>
<td>25,233,820</td>
<td>26,895,560</td>
</tr>
<tr>
<td>Fernandina</td>
<td>303,981</td>
<td>296,874</td>
<td>285,279</td>
<td>762,000</td>
</tr>
<tr>
<td>Fort Pierce</td>
<td>0</td>
<td>56,600</td>
<td>82,000</td>
<td>85,000</td>
</tr>
<tr>
<td>Jacksonville</td>
<td>17,704,737</td>
<td>19,017,794</td>
<td>19,743,799</td>
<td>25,538,212</td>
</tr>
<tr>
<td>Manatee</td>
<td>6,517,732</td>
<td>6,888,757</td>
<td>7,797,889</td>
<td>9,105,476</td>
</tr>
<tr>
<td>Miami</td>
<td>8,613,739</td>
<td>8,777,974</td>
<td>9,162,340</td>
<td>10,627,682</td>
</tr>
<tr>
<td>Palm Beach</td>
<td>2,094,069</td>
<td>2,519,255</td>
<td>2,449,039</td>
<td>2,515,923</td>
</tr>
<tr>
<td>Panama City</td>
<td>2,032,426</td>
<td>1,880,401</td>
<td>1,748,387</td>
<td>3,160,000</td>
</tr>
<tr>
<td>Pensacola</td>
<td>217,695</td>
<td>201,009</td>
<td>231,935</td>
<td>308,000</td>
</tr>
<tr>
<td>Tampa</td>
<td>37,374,291</td>
<td>37,525,453</td>
<td>38,101,623</td>
<td>46,735,000</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>103,012,059</strong></td>
<td><strong>107,369,926</strong></td>
<td><strong>110,826,846</strong></td>
<td><strong>133,199,859</strong></td>
</tr>
</tbody>
</table>

Data Source: Individual seaports
* No cargo reported or projected for ports of Citrus, Key West, Port St. Joe or St. Petersburg at this time

Exhibits 26 and 27 also include the seaports’ projections for FY 2021/2022, forecasting a 20.2 percent increase over FY 2016/2017. 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 2007/2008. Following the economic decline in that year, there have been some ups and downs in overall tonnage among Florida seaports; however, FY 2014/2015 introduced some upward movement, and FY 2016/2017 posted a nine-year high.

All Florida seaport administrations continue to forecast growth in the next five years.

Exhibit 28 shows the relative magnitude of import cargo tonnage versus exports. Typically, Florida seaports import roughly double the tonnage they export, and last year was no exception.

More than 57.8 million tons of domestic cargo moved over Florida seaports in FY 2016/2017. That number has been rising for several years and is up 4.5 percent. The increase is largely made up of liquid bulk – fuel products.

The gap between international trade volumes and domestic volumes had been narrowing for several years. This past year, domestic tonnage at Florida seaports overtook international trade tonnage and now exceeds it by 4.7 million tons, according to FY 2016/2017 reports.
Exhibit 28 shows that, at 50 percent, South Florida ports handle exactly half of the state’s waterborne exports, and at 37 percent, just over a third of the state’s waterborne imports. These figures reflect the north-south export predominance. However, the South Florida port share of the import market grew from just 33.8 percent last year. Much of that growth is in containers and liquid bulk.

Exhibit 28: Florida Waterborne Import, Export and Domestic by Seaport (by Tonnage) FY 2016/2017 (with Prior Year Comparisons)

<table>
<thead>
<tr>
<th>Port*</th>
<th>Imports</th>
<th>Exports</th>
<th>Domestic</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Canaveral</td>
<td>3,398,803</td>
<td>70,073</td>
<td>2,521,859</td>
<td>5,990,735</td>
</tr>
<tr>
<td>Everglades</td>
<td>7,475,897</td>
<td>3,418,366</td>
<td>14,339,557</td>
<td>25,323,820</td>
</tr>
<tr>
<td>Fernandina</td>
<td>20,006</td>
<td>265,273</td>
<td>0</td>
<td>285,279</td>
</tr>
<tr>
<td>Fort Pierce</td>
<td>35,800</td>
<td>46,200</td>
<td>0</td>
<td>82,000</td>
</tr>
<tr>
<td>Jacksonville</td>
<td>9,759,268</td>
<td>2,575,843</td>
<td>7,408,688</td>
<td>19,743,799</td>
</tr>
<tr>
<td>Manatee</td>
<td>1,951,506</td>
<td>484,434</td>
<td>5,361,949</td>
<td>7,797,899</td>
</tr>
<tr>
<td>Miami</td>
<td>4,986,548</td>
<td>4,175,792</td>
<td>0</td>
<td>9,162,340</td>
</tr>
<tr>
<td>Palm Beach</td>
<td>627,621</td>
<td>1,227,855</td>
<td>593,563</td>
<td>2,449,039</td>
</tr>
<tr>
<td>Panama City</td>
<td>500,520</td>
<td>1,147,520</td>
<td>100,347</td>
<td>1,748,387</td>
</tr>
<tr>
<td>Pensacola</td>
<td>27,445</td>
<td>111,648</td>
<td>92,842</td>
<td>231,935</td>
</tr>
<tr>
<td>Tampa</td>
<td>6,623,905</td>
<td>4,114,571</td>
<td>27,363,147</td>
<td>38,101,623</td>
</tr>
</tbody>
</table>

Total FY 2016/2017: 35,407,319 17,637,575 57,781,952 110,826,846
Total FY 2015/2016: 35,807,685 16,287,415 55,274,826 107,369,926
Total FY 2014/2015: 35,722,838 18,989,078 48,300,144 103,012,059

Data Source: Individual seaports

Overall, there was a noticeable shift in the international trade composition of the state’s Atlantic Coast versus Gulf Coast ports; the Atlantic Coast ports are handling a growing portion of imports (74.2 percent last year versus 66 percent prior year), and exports (66.8 percent last year versus 64.2 percent prior year). Domestic cargo is received and distributed predominantly via four ports – Tampa, Everglades, Jacksonville and Manatee – which together blanket the state with domestic commodities.

The expanded Panama Canal is already attracting larger container and other vessels. These vessels carry new high-volume tonnage, much of which will be loaded and off-loaded at U.S. east coast deep-draft ports. Florida’s eastern seaboard are already serving some of these new mega-ships, and ports throughout the state see opportunities to draw additional cargo volumes through related niche opportunities.

Florida seaports’ export tonnage is just less than half of the import tonnage. The split between imports and exports by value is fairly close at roughly 62:38 (although widening); the split by tonnage is noticeably wider at 67:33.

In FY 2016/17, the average import ton of cargo was valued at roughly $1,449 and the average export ton through Florida ports was valued at about $1,807 per ton. These figures are slightly skewed due to calendar year versus fiscal year differences, but the higher value of export commodities remains accurate. The import value increased substantially in 2017, and the export value fell, again reflecting the slide of the U.S. dollar.
An overall increase in domestic trade was apparent at half of the Florida ports engaged in domestic movements between FY 2015/2016 and FY 2016/2017. Over the last few years, domestic cargo tonnage, including large volumes of energy products, has grown swiftly.

Domestic cargo is the predominant tonnage moving across Florida’s road and rail infrastructure to consumer markets throughout the state and includes Florida’s traditional liquid and dry bulk commodities such as petroleum and phosphate products as well as sugar and aggregates. A large component of Florida seaport domestic tonnage comprises the petroleum products essential to meeting the state’s fuel needs, as well as materials used in construction; the construction industry has experienced a recent upswing following a multi-year decline.

Imports (35.4 million tons) represented 31.9 percent of the total 110.8 million tons of cargo handled by all Florida seaports in FY 2016/2017. Exports (17.6 million tons) represented 15.9 percent of the seaport total tonnage, making up slightly more of the overall tonnage mix than in the prior year. Finally, domestic cargo (50.6 million tons) represented 52.1 percent of FY 2016/2017 tonnage.

Perhaps the most interesting statistic here is the export gain, with nine out of eleven of the state’s cargo ports logging an increase in exports.

Dry bulk (including fertilizers, cement and aggregates) represented 24 percent of total cargo in FY 2016/17, and grew 7.5 percent. Liquid bulk, representing 48 percent of cargo, and break-bulk cargo, representing only 6.4 percent of cargo, were completely stable. Container cargo, comprising 21.6 percent of waterborne cargo, showed strong growth at 7.1 percent. Movements in liquid bulk and containerized cargo also grew as a percentage of total port cargo tonnage. Together, container cargo and breakbulk, which includes vehicles and all non-containerized general cargo, make up 28%

Exhibit 29: Florida Waterborne Import, Export and Domestic Tonnage Percentages FY 2014/2015 to FY 2016/2017

Data Source: Individual seaports
percent of all port waterborne tonnage, up slightly from 27.4 percent in the prior year. As shown in Exhibits 30 and 31, that combined tonnage number is up 5.5 percent over the prior year.

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

- Nine ports handled dry bulk, eight handled liquid bulk, 11 handled break bulk and nine handled container cargo.
- Seven ports handled all four cargo types.
- Tampa showed bulk tonnage of 36.7 million tons – 96.2 percent of its total tonnage and 45.9 percent of the state’s bulk tonnage.
- For labor-intensive break-bulk cargo Jacksonville handled 3.9 million tons. This represents 19.8 percent of its own total tonnage and 55.2 percent of the state’s break-bulk tonnage.
- Combined, Miami, Everglades and Jacksonville registered 21.5 million tons of containerized cargo, more than 89.6 percent of all container traffic handled by Florida seaports.

Exhibit 31 shows the predominance of liquid and dry bulk tonnage throughout the state’s seaports. While these energy, construction, agricultural and other commodities are critically important to the state, the more labor-intensive container and other general cargo movements are expected to provide great growth opportunities.

Exhibit 30: Waterborne Cargo Types Handled by Florida Seaports (by Tonnage) FY 2016/2017 (with Prior Year Comparisons)

<table>
<thead>
<tr>
<th>Port*</th>
<th>Dry Bulk</th>
<th>Liquid Bulk</th>
<th>Break-bulk**</th>
<th>Container Cargo</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Canaveral</td>
<td>1,720,757</td>
<td>3,957,363</td>
<td>270,672</td>
<td>41,943</td>
<td>5,990,735</td>
</tr>
<tr>
<td>Everglades</td>
<td>1,220,147</td>
<td>16,475,787</td>
<td>311,453</td>
<td>7,226,433</td>
<td>25,233,820</td>
</tr>
<tr>
<td>Fernandina</td>
<td>20,006</td>
<td>0</td>
<td>211,758</td>
<td>53,515</td>
<td>285,279</td>
</tr>
<tr>
<td>Fort Pierce</td>
<td>0</td>
<td>30,000</td>
<td>52,000</td>
<td>0</td>
<td>82,000</td>
</tr>
<tr>
<td>Jacksonville</td>
<td>5,728,079</td>
<td>5,034,925</td>
<td>3,910,757</td>
<td>5,070,038</td>
<td>19,743,799</td>
</tr>
<tr>
<td>Manatee</td>
<td>1,326,741</td>
<td>5,571,068</td>
<td>536,885</td>
<td>363,195</td>
<td>7,797,889</td>
</tr>
<tr>
<td>Miami</td>
<td>0</td>
<td>0</td>
<td>2,659</td>
<td>9,159,681</td>
<td>9,162,340</td>
</tr>
<tr>
<td>Palm Beach</td>
<td>593,563</td>
<td>407,373</td>
<td>96,530</td>
<td>1,351,573</td>
<td>2,449,039</td>
</tr>
<tr>
<td>Panama City</td>
<td>823,616</td>
<td>38,612</td>
<td>710,182</td>
<td>175,977</td>
<td>1,748,387</td>
</tr>
<tr>
<td>Pensacola</td>
<td>177,294</td>
<td>0</td>
<td>54,641</td>
<td>0</td>
<td>231,935</td>
</tr>
<tr>
<td>Tampa</td>
<td>14,940,325</td>
<td>21,717,106</td>
<td>933,054</td>
<td>511,138</td>
<td>38,101,623</td>
</tr>
<tr>
<td><strong>Total FY 2016/2017</strong></td>
<td><strong>26,550,528</strong></td>
<td><strong>53,232,234</strong></td>
<td><strong>7,090,591</strong></td>
<td><strong>23,953,493</strong></td>
<td><strong>110,826,846</strong></td>
</tr>
<tr>
<td><strong>Total FY 2015/2016</strong></td>
<td><strong>24,687,075</strong></td>
<td><strong>53,282,490</strong></td>
<td><strong>7,043,176</strong></td>
<td><strong>22,357,185</strong></td>
<td><strong>107,369,926</strong></td>
</tr>
<tr>
<td><strong>Total FY 2014/2015</strong></td>
<td><strong>24,254,635</strong></td>
<td><strong>50,376,613</strong></td>
<td><strong>6,889,987</strong></td>
<td><strong>21,490,826</strong></td>
<td><strong>103,012,061</strong></td>
</tr>
<tr>
<td><strong>Tonnage Change 2016/2017 over 2015/2016</strong></td>
<td><strong>1,863,453</strong></td>
<td><strong>-50,256</strong></td>
<td><strong>47,415</strong></td>
<td><strong>1,596,308</strong></td>
<td><strong>3,456,920</strong></td>
</tr>
<tr>
<td><strong>Percentage of Tonnage Change 2016/2017 over 2015/2016</strong></td>
<td><strong>7.5%</strong></td>
<td><strong>-0.1%</strong></td>
<td><strong>0.7%</strong></td>
<td><strong>7.1%</strong></td>
<td><strong>3.2%</strong></td>
</tr>
</tbody>
</table>

Data Source: Individual seaports

* No cargo reported for ports of Citrus, Key West, Port St. Joe or St. Petersburg at this time
** Break-bulk is defined to include all non-containerized general cargo
Container movement is measured in three ways—value, tonnages and 20-foot container counts. In FY 2016/2017, container TEU movements at Florida’s seaports increased by 5 percent to 3.7 million.

By comparison, container tonnage was up by 1.6 million tons, about 7.1 percent, and containerized cargo values were up nominally. These statistics all indicate growth and contribute to the conclusion that containers, on average, were slightly heavier in FY 2016/2017 than in the prior year, and that their contents were, on average, less valuable than in the prior year.

Shown in Exhibit 32 are increases and decreases in the number of containers crossing the docks at Florida seaports. All but two of the established container ports enjoyed TEU increases. Jacksonville saw a near 65,000 TEU increase, bringing its tally up to roughly 1.2 million TEUs. Canaveral saw a sizable 315 percent increase, bringing its emerging container business up over 11,000 TEUs. There were also double-digit increases at Manatee, Fernandina and Tampa.

All of the container ports are forecasting container growth between now and FY 2021/2022; that growth totals 30.4 percent for the five-year period, or about 6 percent per year.
When TEU counts are taken into consideration, as shown in Exhibit 32, compared to tonnage figures, it becomes evident that average box weight varies by trade lane, number of empties repositioned, and therefore by port. Seaports in South Florida and along Florida’s Gulf Coast handled the heaviest boxes.

Exhibit 33 shows the history of container movements since FY 2007/2008. There has been 4.6 percent annualized growth in TEUs since the low in FY 2008/2009. Projections are for growth to continue.

Exhibit 32: Three-Year Comparison of Container TEUs Handled by Florida Seaports
FY 2014/2015 to FY 2016/2017

<table>
<thead>
<tr>
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</tr>
</thead>
<tbody>
<tr>
<td>Canaveral</td>
<td>751</td>
<td>2,745</td>
<td>11,394</td>
<td>8</td>
<td>125,585</td>
</tr>
<tr>
<td>Everglades</td>
<td>1,060,507</td>
<td>1,037,226</td>
<td>1,076,893</td>
<td>2</td>
<td>1,189,966</td>
</tr>
<tr>
<td>Fernandina</td>
<td>8,059</td>
<td>8,133</td>
<td>10,006</td>
<td>9</td>
<td>37,200</td>
</tr>
<tr>
<td>Jacksonville</td>
<td>1,076,252</td>
<td>1,124,742</td>
<td>1,189,531</td>
<td>1</td>
<td>1,632,004</td>
</tr>
<tr>
<td>Manatee</td>
<td>25,778</td>
<td>26,210</td>
<td>39,726</td>
<td>6</td>
<td>55,710</td>
</tr>
<tr>
<td>Miami</td>
<td>1,007,782</td>
<td>1,028,156</td>
<td>1,024,335</td>
<td>3</td>
<td>1,187,485</td>
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<tr>
<td>Palm Beach</td>
<td>271,277</td>
<td>267,280</td>
<td>279,290</td>
<td>4</td>
<td>319,385</td>
</tr>
<tr>
<td>Panama City</td>
<td>34,304</td>
<td>29,954</td>
<td>29,456</td>
<td>7</td>
<td>75,000</td>
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<tr>
<td>Pensacola</td>
<td>74</td>
<td>17</td>
<td>0</td>
<td>100</td>
<td></td>
</tr>
<tr>
<td>Tampa</td>
<td>56,742</td>
<td>49,716</td>
<td>56,555</td>
<td>5</td>
<td>225,000</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>3,541,526</strong></td>
<td><strong>3,574,179</strong></td>
<td><strong>3,717,186</strong></td>
<td></td>
<td><strong>4,847,443</strong></td>
</tr>
</tbody>
</table>

Data Source: Individual seaports

* No TEU data reported for ports of Citrus, Ft. Pierce, Key West, Port St. Joe or St. Petersburg at this time
HIGH PRODUCTIVITY

To accommodate 300,000 tons of freight and 44,000 passengers per day, Florida seaports are open for business round the clock.

Their labor forces, both unionized and non-unionized, work side by side in this right-to-work state. Their performance is measurable and comparable, although differences in geography, scope, assets, opportunity and community inform decisions, value creation and stewardship of resources in different ways. That makes performance measurement very difficult.

The Fixing America’s Surface Transportation (FAST) Act requires port productivity assessments in order to help prioritize and fund vital transportation infrastructure. Ports have entrenched and evolving revenue, return, volume and sustainability hurdles for new project development. Internal rates of return are calculated for each investment, and play an important role in infrastructure design, contractor and operator selection, and facility management. However, forecasting performance even on a single project is complex, and because ports are multifaceted, even within a single port, no standalone metric across all lines of business can effectively measure success.

Nevertheless, Florida seaports do consistently focus on benchmarking and feedback on a project-by-project basis. With metrics that speak to their business, and buttressed by a state model of cooperation for prioritizing transportation investments, Florida ports are working hard to be prepared for a national-level, systemic supply chain policy.
CRUISE PASSENGERS

In FY 2016/2017, 16.1 million passengers cruised from Florida ports, up 4.3 percent from FY 2015/2016. The number of multi-day cruise passengers increased 4.6 percent to 15.7 million, exceeding the records set in FY 2013/2014. Six of the eight active cruise ports saw overall increases in passenger counts. The three most active – Miami, Canaveral and Everglades – saw single digit increases. Tampa and Key West enjoyed double-digit increases.

The one-day passenger count decreased for the third year in a row, losing 6.8 percent of the passengers, down to 0.4 million. One-day cruises were offered in 2017 at Canaveral, Everglades, Miami and St. Pete.

Exhibit 34: Revenue Cruise Passengers at Florida Seaports FY 2016/2017
(with Prior Year Comparison and FY 2021/2022 Projections)

<table>
<thead>
<tr>
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<th></th>
<th></th>
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</tr>
</thead>
<tbody>
<tr>
<td>Everglades</td>
<td>145,866</td>
<td>3,680,549</td>
<td>3,826,415</td>
<td>125,410</td>
<td>3,738,252</td>
<td>3,863,662</td>
<td>4,082,310</td>
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<tr>
<td>Jacksonville</td>
<td>0</td>
<td>392,822</td>
<td>392,822</td>
<td>0</td>
<td>177,417</td>
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<tr>
<td>Key West</td>
<td>0</td>
<td>696,224</td>
<td>696,224</td>
<td>0</td>
<td>818,866</td>
<td>818,866</td>
<td>850,000</td>
</tr>
<tr>
<td>Manatee</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>208,000</td>
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<tr>
<td>Miami</td>
<td>28,104</td>
<td>4,952,180</td>
<td>4,980,284</td>
<td>25,722</td>
<td>5,314,837</td>
<td>5,340,559</td>
<td>7,200,000</td>
</tr>
<tr>
<td>Palm Beach</td>
<td>0</td>
<td>502,876</td>
<td>502,876</td>
<td>0</td>
<td>432,585</td>
<td>432,585</td>
<td>812,500</td>
</tr>
<tr>
<td>Pensacola</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>60,000</td>
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<tr>
<td>St. Petersburg</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>2,500</td>
<td>0</td>
<td>2,500</td>
<td>30,000</td>
</tr>
<tr>
<td>Tampa</td>
<td>0</td>
<td>813,800</td>
<td>813,800</td>
<td>0</td>
<td>960,901</td>
<td>960,901</td>
<td>1,150,000</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>471,139</strong></td>
<td><strong>14,989,578</strong></td>
<td><strong>15,460,717</strong></td>
<td><strong>439,316</strong></td>
<td><strong>15,683,800</strong></td>
<td><strong>16,123,116</strong></td>
<td><strong>18,048,221</strong></td>
</tr>
</tbody>
</table>

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 35 shows the history of passenger movements since FY 2007/2008 and the seaport FY 2021/2022 projections. The upturn is reflective of returning international passenger markets following the slide of the U.S. dollar, vessel redeployments, and deployment of several new ships. Florida cruise ports are projecting passenger increases over the next five years.

The cruise industry rebounded from the 2008 recession faster than Florida seaports’ cargo industries. The state’s location at the door to the Caribbean, as well as its sophisticated passenger facilities, air service and other amenities, continue to buoy the business.

Cruise lines benefit from the choice of eight Florida ports currently serving the cruise market. Florida seaports account for roughly two-thirds of all U.S. cruise embarkations. Florida is home to the top three cruise ports in the world, and is the center of most aspects of the industry. To continue to attract cruise ships and generate the generous economic benefits from this sector, Florida ports focus on providing dynamic services and state-of-the-art facilities.
PORT Profiles

Port Canaveral

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 Pensacola

Port of Port St. Joe

Port of St. Petersburg

Port Tampa Bay
Port Canaveral is a world-class strategic gateway for Central Florida, now the nation’s tenth largest consumer market, with economic growth well above the national average.

The port is Florida’s third largest by operating revenues – expected to exceed $100 million in Fiscal Year 2018. It is a 21st century economic driver for the region, generating $2.2 billion in economic impact annually. Forward-looking strategic planning guides its improvement efforts and facilitates commerce and tourism.

It is a popular homeport and port of call for some of the largest, most sophisticated cruise ships afloat. Nearly five million revenue cruise passengers are expected this fiscal year, once again making it the second-busiest cruise port in the world. By 2019, the port is expected to be the first U.S. port serving LNG-powered cruise (and cargo) vessels.

Port Canaveral’s man-made deep-draft harbor offers direct access to the Atlantic Ocean, with a 45-minute transit from first buoy to dock. The port offers easy access to major road and rail systems. It is within three hours of every major Florida market, and eight hours of 81 million consumers in the Southeast. These critical advantages attracted nearly six million tons of diverse cargo in 2017.

A new Strategic Master Plan sets a vision for the future while supporting the foundations of the port’s success. This multi-year “look ahead” includes near-term priorities with investment in expanded capabilities and infrastructure that continue to advance port business lines and recreational activities.

Canaveral Port Authority has made strategic investments in harbor and landside infrastructure to augment the port’s mission as Central Florida’s premier maritime gateway. Several complex infrastructure projects will be initiated or completed in the next two to five years. More than $446 million is currently identified in the five-year capital improvement project budget to expand cruise and cargo operations. Crucial road network improvements will address increased demand by cruise and cargo partners. Revamped bulkheads will support the booming commercial space industry that depends on Port Canaveral for recovery and relaunch operations.

Port Canaveral views its partnerships with stakeholders as valued investments in the port’s future, essential to sustaining success in the maritime industry. Through these partnerships with customers, tenants and community members, Port Canaveral’s success will continue to contribute to the overall health and prosperity of greater Central Florida.
Goals & Objectives

- Sustain the port’s value as both a viable commercial entity and community resource, while keeping pace with an increasingly complex global marketplace.
- Expand port capabilities and infrastructure to meet the growth needs of cruise, tourism and commercial space industries.
- Support rapid growth of Central Florida’s region and its demand for imports and exports with Foreign Trade Zone 136.
- Improve crucial road networks to address increased growth in cruise and cargo business.
- Provide critical infrastructure to support the booming commercial space industry that depends on the port for recovery and relaunch operations.
- Support the recreational needs of the local community.

Current or Planned Investments

- **Cruise Terminal 3:** Replace the terminal, currently used for single-day port calls, with an expanded facility to serve vessels with up to 8,000 passengers. The new $150-million terminal, targeted for completion by 2019, will support nearly 4,000 permanent jobs.
- **LNG:** Develop operating scenario and related infrastructure to support earliest deliveries of LNG-powered cruise vessels.
- **Bulkhead Demand:** Manage the highest demand for bulkhead space in the history of the port with roadway expansions and improvements coupled with bulkhead renovations.

Accomplishments

- North Cargo Berths 5 and 6 renovated with 2,000 feet of quay deepened to -43 feet. Port Canaveral also plans to purchase a mobile harbor crane with 18-19 container reach, to begin operations by the end of 2018.
- West Turning Basin deepened to the authorized depth of -43 feet plus 2 feet of over-dredge, to complement the existing authorized port channel depth of -44 feet. With the turning basin deepening completed and the port’s channel clear from overhead obstructions (such as bridges, wires and other air-draft restrictions), Port Canaveral boasts one of the deepest working cargo berths with no air-draft limitation between Miami and Norfolk.
- Completed $54.5 million in capital investments in Fiscal Year 2017.
- Completed $33.9 million renovation of Cruise Terminal 10 to support an increased number of ship calls.
- Ro/ro terminal operator AutoPort Canaveral expanded OEM auto imports nearly four-fold to meet the high demand central and south Florida markets.
- Fuel terminal operator Seaport Canaveral completed a $2-million truck-lane expansion, nearly doubling the terminal’s automated loading capacity to 500 trucks per day. Truck volume is expected to exceed 120,000 this year.

Hinterland

The Central Florida region paralleling the I-4 corridor and the Central Florida I-95 corridor. **Cargo:** Central and North Florida counties of Brevard, Polk, Indian River, Orange, Osceola, Seminole and Volusia. **Cruise:** The U.S., Europe, the Bahamas and the Caribbean, Mexico, and Central and South America.

Trade Partners

**Imports (by tonnage):** Bahamas, Canada, Venezuela, Netherlands and France.
**Exports (by tonnage):** Netherlands, Virgin Islands, Costa Rica, Bahamas and Panama.
Port Everglades is an economic powerhouse for the south Florida region and one of the most diverse seaports in the U.S.

Consistently ranked among the top three cruise ports in the world, Port Everglades is also one of the nation’s leading container ports 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, with operating revenues of $161.7 million in Fiscal Year 2017. It does not rely on local tax dollars for operations. The port’s total economic activity is more than $30 billion, impacting 230,797 jobs including over 13,000 people who work for companies that provide direct services to Port Everglades.

Goals & Objectives

- Grow containerized cargo, capitalizing on location at the crossroads of north-south and east-west trade lanes, with direct highway access, a near-dock intermodal container transfer facility (ICTF), and an international airport less than two miles away.
- Capitalize on federal and state funding opportunities to deepen and widen channels and turning basin, and to purchase up to six super post-Panamax gantry cranes to handle larger cargo ships.
- Continue capital upgrades that ensure world-class facilities at eight multi-day cruise terminals serving 40 cruise ships.
- Augment the volume of perishable produce coming from Latin America by expanding cold treatment and fumigation services, and gaining approval to import a wider variety of produce from various markets by working in conjunction with appropriate government agencies.
- Invest in infrastructure renovations and construction to retain prominence as a top petroleum port in Florida, annually handling via water 116.7 million barrels of petroleum products plus alternative fuels.
- Ensure the long-term interests of both the maritime community and the fragile environment within and around the port by adhering to governmental regulations, employing best management practices, careful study, and advancing progressive remedial and protective measures.

Current or Planned Investments

- **Southport Turning Notch Extension**: (STNE) and Upland Mangrove Enhancement: Lengthen the STNE from 900 to 2,400 feet, providing for up to five additional berths and up to six cranes.

Port Everglades is Florida’s powerhouse global gateway. A respected leader in trade, travel and financial stability, we create economic and social value by working in partnership with world-class clients.

We achieve advancements focusing on efficient facilities, trade and cruise expansion, jobs growth, safety, security, and environmental stewardship for our customers, stakeholders and community.

www.porteverglades.net
• **Harbor Deepening and Widening:** Work with the U.S. Army Corps of Engineers (USACE) to deepen and widen channels from 42 feet to 48 feet (with 2-foot over-dredge), to upsize the Outer Entrance Channel to a 55-foot depth and 800-foot channel width, to deepen the Inner Entrance Channel and Main Turning Basin from 42 to 48 feet, and to widen channels within the port to increase the margin of safety for ships transiting. The project is in preconstruction engineering and design, with an estimated cost of $389 million, including a $99 million investment by the port. No local taxes are to be used.

• **Redesign and modernization of Cruise Terminal 25:** Expand terminal footprint, add second floor check-in and waiting areas, and improve traffic circulation in time for the arrival of Celebrity Cruises’ futuristic *Celebrity Edge*, December 2018.

• **Port Everglades Logistics Center:** Relocate on-port Foreign Trade Zone facility to a new regional logistics distribution center with direct access to the interstate system and “the Florida East Coast Railway’s” ICTF.

• **Petroleum Slip 1:** Widen slip to 450 feet. The Berth 9 and 10 structural bulkhead and marine infrastructure within Slip 1 will be relocated 150 feet to the south. The port’s petroleum partners are developing improved offloading infrastructure. The project is currently in the design phase with construction of a new petroleum manifold system to begin in September 2018, in preparation for slip construction in 2020.

• **Super Post-Panamax Gantry Cranes:** Purchase three low-profile cranes for delivery in Fall 2019 with an option for an additional three, and to update seven existing cranes to improve lift capacity from 46.5 tons to 65 tons, along with construction of a FP&L sub-station to handle load.

**Accomplishments**

• Set container record with 1,076,912 TEUs.

• Welcomed Royal Caribbean’s *Harmony of Seas* (newest and largest cruise ship in the world), Holland America’s ship in its new Pinnacle class, *Koningsdam*, and Pearl Seas Cruises’ *Pearl Mist* – the first cruise ship to sail to Cuba from Port Everglades since the 1950s.

• Received federal authorization that allowed USACE to move forward with the preconstruction engineering and design phase of deepening and widening port navigation channels.

• Completed a critical component of the STNE when Broward County transferred ownership of wetlands (approximately 60 acres at Port Everglades, including a 16.5-acre Wetland Enhancement project) to the State for permanent conservation. This allows 8.7 acres of an existing mangrove area to be removed and included in the STNE, making way for up to five new cargo ship berths.

• Approved an agreement with a Moss/Kiewit joint venture to move forward with the STNE and crane improvements project, the largest expansion in the port’s history – valued at $437.5 million.

**Hinterland**

**Cargo:** Port Everglades is in the heart of one of the world’s largest consumer regions, with a constant flow of seasonal visitors and 110 million residents within a 500-mile radius. The Florida East Coast Railway’s 43-acre ICTF makes it possible for cargo shipped into Port Everglades to reach Atlanta and Charlotte in two days, Memphis and Nashville in three days, and 70 percent of the U.S. population in four days. **Cruise:** The Caribbean, Central America, South America, Panama Canal and Europe.

**Trade Partners**

**Imports (by tonnage):** Honduras, Guatemala, Brazil, Italy, Spain.

**Exports (by tonnage):** Dominican Republic, Honduras, Guatemala, Netherlands Antilles, Bahamas.
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, machinery, forest products (including Kraft linerboard, logs and lumber), and building and construction material, as well as imports of wood pulp, hardboard, steel, building materials and grain. The containerized commodities moving through the port include wood pulp, automobile and truck parts, lumber, chemicals, beverages, foodstuffs and chilled goods, machinery, consumer goods and building materials.

**Goals & 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.

**Current or Planned Investments**

- **Logistics and Distribution Facility - Central and Westside of Nassau County:** The Port Authority is assisting in the recruitment and development of several manufacturing and logistics sites in both central and western Nassau County at the Wildlight Commerce Park, as well as, the Crawford Diamond Industrial Park, respectively, with their near combined 12 million square feet of entitled industrial space. These hubs would play a part in the handling of imported raw materials and exports of finished goods, along with contributing to significant job creation for the region. Wildlight Commerce Park is served by CSX and First Coast
Railroad (Genesee & Wyoming) and Crawford Diamond Industrial Park is served by dual competing Class I railroads, CSX and Norfolk Southern, and not one, but also two gas pipelines in the vicinity.

- Both sites are easily accessible by truck from I-95, I-10, U.S. Hwy 301/SR 200. These competitive advantages will help Northeast Florida capture a portion of the discretionary cargo currently moving through other out-of-state ports.

Accomplishments

- Developed a monthly liner service to the Caribbean including Jamaica, Dominican Republic and Haiti.
- Signed a new agreement for imported steel rebar and wire rod coils.
- Became part of the logistics chain of the Nassau County-based Kraft liner board mill, enhancing its efficiency.
- Attracted a major U.S. lumber exporter to utilize the Port of Fernandina for all of its Caribbean lumber exports.
- Installed a new scale and completed warehouse waterproofing and insulation.
- Working with local, state and Florida Department of Transportation officials, the expansion of A1A/SR200 leading to the port, from four to six lanes, is fully funded and currently in phase II of construction. 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 and Atlanta. 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, at competitive prices.

Trade Partners

Ecuador, Bermuda, Spain, Dominican Republic, Jamaica, Haiti, Trinidad, St. Lucia and Finland. **Exports:** Steel products, Kraft liner board, lumber, machinery, foodstuff and chemicals. **Imports:** Scandinavian oats and steel rebar.
St. Lucie County is exploring strategic options for the Port of Fort Pierce, including development of vessel maintenance and refit operations.

St. Lucie County has recently purchased the former Indian River Terminal and is exploring strategic options for the Port of Fort Pierce, including repurposing the former cargo port into a facility for the maintenance and refit of large marine vessels. St. Lucie County now owns the former Indian River Cargo Terminal and a 20-acre tract known as “Harbour Pointe”.

Goals & Objectives

• Secure, under long-term agreement, a private partner to operate and develop the former Indian River Terminal. It is anticipated that a relationship will be in place before the end of 2018.

• Explore and develop the synergies between the Port of Fort Pierce and the Treasure Coast International Airport, including expansion of Foreign Trade Zone #218 to encompass the Port.

• Update the recently-consolidated Port Master Plan to reflect evolving ownership and opportunities in the port.

Current or Planned Investments

• Former Indian River Terminal: St. Lucie County purchased the Indian River Terminal in early 2018 and is evaluating strategies for its long-term operation and development.

• Fisherman’s Wharf: Design plans are underway for the reconstruction of Fisherman’s Wharf Roadway, which will include upgrading utilities and improvements to the storm water system. The Port of Fort Pierce is also moving forward on the planning effort for the reconstruction of the Fisherman’s Wharf Bulkhead, the Black Pearl Boat Ramp and permitting for the basin dredging, as well as an overall Conceptual Plan for the Fisherman’s Wharf Transition Zone.

• Harbour Pointe: St. Lucie County is evaluating possible development strategies of the 20-acre Harbour Pointe parcel, either as part of the development of the former Indian River Terminal or independently.

• Second Street Reconstruction: Reconstruction of North Second Street, the primary entrance road to the port, has been completed, supporting further port expansion plans. The project included installation of upgraded water, sewer, electrical, and natural gas mains to serve the entire port area.
Accomplishments

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

Hinterland

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

Trade Partners

The Caribbean Basin, Bahamas, Far East and Europe.
The Jacksonville Port Authority (JAXPORT) is an independent agency responsible for the development of public seaport facilities in Jacksonville. It owns three cargo facilities, an intermodal rail terminal and a cruise terminal, and, according to a recent study, generates 132,000 jobs and more than $27 billion in annual economic impact for the northeast Florida region.

Goals & Objectives

- Complete harbor deepening project while further redeveloping JAXPORT’s terminals for intermodal, container, ro/ro, bulk and break-bulk business.
- Intensify international marketing efforts while preserving diversified 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.
- Collaborate with the Florida Department of Transportation to further improve the connector system linking Jacksonville to the interstate road network and rail system.

Current or Planned Investments

- **Harbor Deepening:** The federal project to deepen the Jacksonville shipping channel to 47 feet to accommodate more cargo aboard the largest ships began construction in February 2018. Along with significant state funding already in place, the $484-million project has received $21.5 million in federal funds along with a new start designation making it eligible for further federal dollars. Harbor deepening is projected to create 15,396 direct, indirect and induced jobs in Northeast Florida and add nearly two million TEUs to the port’s container volumes. Recent economic calculations find that every dollar invested in the deepening project will return $24.67 to the regional and state economy.
- **Autos:** In early 2018, JAXPORT began construction of a new automobile processing terminal, the first phase of a multi-year project which will increase the port’s vehicle-handling capacity by 25 percent. Once completed, the facility will add more than 100 acres of processing and storage space at JAXPORT’s Dames Point Marine Terminal and offer vessels direct waterside access for loading and unloading with major interstates less than one mile away (plus rail potential).
• **Other Infrastructure Upgrades**: A wide-ranging effort to enhance infrastructure at Blount Island and Talleyrand terminals continues. Upgrades to wharves, on-dock rail and terminal pavement areas are under way. These capital improvements – made possible by $100 million in federal and state funds – will enable JAXPORT to continue to build the port of the future.

**Accomplishments**

- Achieved record growth in containers, vehicles and overall tonnage. A record-setting 9.3 million tons of cargo moved through the port in 2017, up seven percent over 2016.
- Moved more than one million twenty-foot equivalent units in 2017, a seven percent increase over 2016, which was also a record year in container volumes for the port. The Asian sector now accounts for nearly 40 percent of JAXPORT’s total cargo container business, up from just 24 percent in 2013.
- Moved the most vehicles in its history in 2017 – a record-setting 693,000 total units - maintaining its position as one of the nation’s busiest vehicle handling ports.
- JAXPORT payments for work by certified Jacksonville Small and Emerging Businesses (JSEB) have topped $16.4 million over the past three years, accounting for an average of 23 percent of the port’s overall contract payments per year.
- Began the Jacksonville Harbor Deepening project, allocating the first phase of port funding to the U.S. Army Corps of Engineers for construction.
- Welcomed the 10,100-TEU MOL Brave, the largest container ship to ever visit a Florida port.
- Hans-Mill Corporation, one of the nation’s leading manufacturers of metal and plastic household products, opened a state-of-the-art manufacturing center near JAXPORT’s North Jacksonville marine terminals.

**Hinterland**

JAXPORT’s hinterland is primarily defined as the U.S. Southeast and Midwest. Jacksonville’s geographic location allows JAXPORT inbound cargo to reach 60 million consumers and 60 percent of the U.S. population within a one-day 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.

**Trade Partners**

JAXPORT is the number one partner for commercial trade with Puerto Rico. The port offers worldwide cargo service from more than 40 ocean carriers, including direct service with Asia, Europe, Africa, South America, the Caribbean and other key markets.
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 Margaritaville Key West Resort. This 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 total passengers per year resulting in a local business impact of approximately $85 million. The port provides 1,260 direct and indirect jobs to the 25,000 citizens of Key West and contributes 15 percent of the city’s total tax revenue. Additionally, the port 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.

Goals & Objectives

• Develop and maintain port-of-call facilities to accommodate the needs of the cruise ship industry and its passengers.
• Maximize cruise industry and ferry operation 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.
• Complete construction of a world-class park at the Truman Waterfront, which serves as the gateway between a major cruise berth and the heart of the city.

Current or Planned Investments

• Urban Park: The 33-acre former site of the Key West Naval Base is being redeveloped into an exceptional urban park that will offer residents and visitors alike the opportunity to experience the historical origin of Key West, its waterfront.
• Dolphin Upgrade: The city recently completed the upgrade to the monopile mooring dolphin at the Mallory Square Pier. Plans for additional improvements and expansion of the T-Pier are currently being developed.

Accomplishments

• Completed a retrofit of the T-Pier at Mallory Square with an additional berthing dolphin in order to reduce cruise ship forces on the main pier.
MISSION

To be a powerful catalyst of countywide economic growth and hub of trade related activity, by developing diversified and competitive deep-water shipping facilities and conducting maritime-related activities in a profitable and environmentally responsible manner.

Port Manatee is a multi-purpose deep-water seaport on Tampa Bay handling a variety of bulk, break-bulk, containerized and heavy-lift project cargoes.

With its proximity 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.

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 & Objectives

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

Current or Planned Investments

• North Gate Expansion: The outbound lanes will be doubled at the main gate to securely accommodate increasing cargo volume.
• Maintenance Dredging: Inner harbor dredging.
• Berth Rehabilitation: Continued rehab of selected berths.
• Expansion of the Intermodal Container Yard: Paving of additional acreage contiguous to the existing 10-acre container yard.
• Cold Storage Warehouse and/or Warehouse Improvements: Paving of additional acreage contiguous to the existing 10-acre container yard.
• Roadway Improvements: Port-wide road improvements.
• Purchase of Mobile Harbor Crane.
• Cruise Ferry Terminal.

Accomplishments

• Port Manatee’s Berth 9 is now able to accommodate heavier loads with the completion in June 2017 of a reconstruction project. The fortified 625-foot-long berth can now handle uniform loads of up to 1,000 pounds per square foot.
• An additional 128 refrigerated plugs were installed in the intermodal container yard to accommodate the increase in containerized perishable cargo.
• In Fiscal Year 2017, the port experienced record numbers for container volumes while also reporting its top year for cargo tons moved.
• Operating revenues increased more than nine percent, largely due to an increase of more than a million dollars in waterborne-related revenue.

**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.

**Trade Partners**
Pacific Rim (including China), Canada, Latin America, Caribbean Basin, Europe and Australia.
PortMiami is among America’s busiest cargo ports and is recognized around the globe as the Cruise Capital of the World and Cargo Gateway of the Americas.

It surpassed the five-million mark for cruise passengers during the 2017 cruise season and that figure is expected to increase again in 2018.

Infrastructure improvements for 2017 included the construction of a new cruise terminal A for Royal Caribbean, the award for the construction of a new cruise terminal B for NCL and the completion of the expansion to cruise terminal F to welcome the MSC *Vista*. In 2018 there will be additional cruise terminal expansions, roadway alignments for cruise and cargo traffic, and improvements to cargo yards for eRTGs. The port’s capital program totals more than $1 billion in projects recently completed or nearing completion.

The port can now welcome mega-size cargo ships for the growing trade with Asia using neo-Panamax ships. PortMiami and the Florida East Coast Railway reintroduced the on-dock rail Sunshine Gateway service, connecting the port to the Hialeah Rail Yard with links to the national rail system, which allows shippers to reach 70 percent of the U.S. population in less than four days. The deepening of the harbor and directly connecting the port to rail and highway systems enables PortMiami to increase its cargo and create thousands of new jobs throughout Florida.

PortMiami is home to the world’s leading cruise lines: Aida Cruises, Azamara Club Cruises, Carnival Cruise Lines, Celebrity Cruises, Crystal Cruises, Disney Cruise Line, Fathom, Fred Olsen Cruise Lines, Hapag Lloyd, MSC Cruises, Norwegian Cruise Line, Oceania Cruises, P & O Cruises, Princess Cruises, Regent Seven Seas Cruises, Resorts World Bimini, Royal Caribbean International, Seabourne, TUI and Virgin Cruises. These lines will bring 1,000 cruise vessel calls with 5.3 million passengers to the port. New for the 2017-18 cruise season, the port will welcome the newbuild ship the MSC *Seaside*.

PortMiami contributes more than $41 billion annually to the south Florida economy and helps provide direct and indirect employment for more than 324,000 jobs.

**Goals & Objectives**

- Capture new trade with Asian markets leveraging the -50/-52 foot channel, as well as continue to expand as an important north-south trade hub and to maximize trade opportunities with the growing Latin American markets.

- Expand intermodal infrastructure, in partnership with the state, to include 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.

• Continue to grow as the ‘Perishables Gateway of the Americas’ serving as shippers’ preferred entry point to markets nationwide.

**Current or Planned Investments**

PortMiami is planning for expansion, both in cruise and cargo business. Capital projects needed include: expansion to existing terminals, new cruise terminals and berths, additional intermodal and parking facilities, ferry terminals, additional cargo laydown area, consolidation of warehouse functions, roadway realignments, modernization of cargo terminals through investment in higher efficiency equipment, eRTGs, a new modern gate system, inland terminal area, bulkhead improvements, infrastructure improvements, and procurement of additional super post-Panamax gantry cranes.

**Accomplishments**

• In 2017 the port completed the construction of the expansion to cruise terminal F for the *MSC Seaside*.

**Hinterland**

*East-west Trade:* The south Florida counties of Miami-Dade, Broward, Monroe and Palm Beach throughout the state. *North-south Trade:* All of Florida, extending into the U.S. Southeast, Northeast and Midwest.

**Trade Partners**

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. Established in 1915, the port celebrated 102 years of economic development in 2017.

The port has three slips, 17 berths, and seven ro/ro ramps for 6,500 linear feet of berthing space to accommodate vessels up to 700 feet long and 100 feet wide. The port’s docks are 20-minute transit from the sea buoy. Operating draft is 33 feet MLW. The port has easy access to I-95, Florida’s Turnpike, and the Florida East Coast Railway, allowing for seamless, cost effective cargo movement.

Palm Beach offers 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 6.5 miles of track. The industrial switching operation is capable of handling box, hopper and double-stack rail cars, with 24/7 operations. Rail operations can accommodate 20-axle rail cars, with 450-ton capacity.

The Port of Palm Beach is an important distribution center for commodities shipped all over the world, especially the Caribbean Basin. Operations include containerized, dry bulk, liquid bulk, break-bulk, ro/ro and heavy-lift/project cargoes. Additionally, the port has provided a foreign trade zone to the region since 1987, which encompasses both port and private sector sites. Federal agencies having oversight for international trade and passenger flow are housed in the port’s maritime office complex, located adjacent to a cruise terminal that accommodates day cruises, coastal, multi-day and port-of-call cruises.

**Goals & Objectives**

- Strengthen the port’s revenue stream by striving for diversification in import and export commodities while securing new revenue sources.
- Increase cruise operations, passenger counts and support travel and tourism to Palm Beach County with community partners.
- Increase cargo throughput by continuing to partner with existing tenants and users while also securing additional cargo from new customers.
- Maintain and expand port facilities to ensure the port has adequate capacity and operational efficiencies to accommodate further growth in cargo and passenger services by continuing to implement the port 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 and social media.

Current or Planned Investments

• **Berth 17:** This project will replace the existing 60-year-old sheet pile. It includes improvements to the adjacent upland drainage system, utilities, existing and future tenant loading/unloading facilities and associated work required for the project. A mini slip will be cut into the existing dock, allowing for the stern-in mooring of a 350-foot vessel conducting ro/ro operations. It will expand current business and allow for new business at the site without interrupting the sugar operation located on the south side of Slip 3. This project is fully funded, will have an economic impact of $19 million per year, and will create 60 direct and indirect jobs.

• **On-Port Rail Intermodal Expansion:** The port switched almost 19,000 rail cars this past fiscal year. Phase 1 of this project will replace old light rail of various weights on wooden ties with 136-lb. rail on concrete ties, the same standard used by Florida East Coast Railway. Budgeted at $1.2 million, this phase of the project will be completed by Summer 2018.

• **Waterside Cargo Terminal Redevelopment:** This project will redevelop 3.5 acres of port property by demolishing an existing obsolete office building and adjacent parking lot. The land will be redeveloped as a refrigerated container laydown area with a 140 percent increase in reefer plugs over the current installation. Based just on the capacity percentage increase and historical business percentages, Florida-based companies should see their business increase $434 million. This project is fully funded and should be completed by July 2019.

• **Master Plan Update:** A new Master Plan Update has been introduced to guide ongoing business activity. The plan looks at both existing and potential opportunities. There was significant collaboration with the surrounding communities in the development of the Master Plan Update.

• **Berth 1 Redevelopment:** Berth 1 was completed in 1965 and contains the oldest sheet pile in the port. This project will replace the existing deteriorating sheet pile. The project is currently in the permitting and environmental monitoring stage. Construction is to begin in Fiscal Year 2018/2019 and is fully funded.

Accomplishments

• Fully funded $12-million refurbishment/expansion of Berth 17 and adjacent infrastructure.

• A new secondary metals exporter has been secured, providing a minimum guarantee of $500,000 in annual revenue to the port. This creates new jobs and generates a positive environmental impact in the region.

• In Fiscal Year 2016, the Port of Palm Beach posted its highest net revenue, highest TEU count and highest multi-day passenger count in its 100-year history.

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

Trade Partners
Anguilla, Antigua, Bahamas, Barbados, Cayman Islands, Dominica, Grenada, Guyana, Haiti, Marsh Harbour, Martinique, Netherlands Antilles, Nevis, Providenciales, Puerto Rico, Spain, St. Barts, St. Croix, St. John, St. Kitts, St. Lucia, St. Maarten, St. Thomas, St. Vincent and the Grenadines, Tortola, Trinidad & Tobago, Turkey, Turks & Caicos Islands and United Kingdom.
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 port.

**Goals & Objectives**

- Double port cargo capacity with the development of the new East Terminal.
- Double container trade with Mexico and Central America.
- Expand the port’s warehouse distribution services at the Intermodal Distribution Center.
- Attract port-related manufacturing to the port’s Intermodal Distribution Center.

**Current or Planned Investments**

- **East Terminal**: Construction of a modern forest products terminal on a newly acquired 41-acre deep-water site.
- **Deepen East Channel**: The port is working with the Army Corps of Engineers to deepen the east channel and improve access to the new East Terminal.
- **Expand Bulk Storage**: New storage capacity will be added to the wood pellet terminal.

**Accomplishments**

- Started development of new East Terminal.
- Expanded container handling capacity.
- Completed 100,000-square-foot expansion to Distribution Warehouse.
- Completed construction of Bulk Transfer Facility.

**Hinterland**

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

**Trade Partners**

Mexico, United Kingdom, Chile, Germany, Costa Rica and Panama.
As America’s First Settlement in 1559 and since its formal establishment in 1754, the Port of Pensacola has served as Northwest Florida’s trade and logistics gateway.

From its early shipments of regionally harvested long leaf pine, red snapper, and wooden ship parts, to the locally manufactured paper, steel, and wind energy power generation components being handled today, the Port of Pensacola has always existed, at least in part, to serve local and regional business interests in Northwest Florida and Alabama. With a smaller physical footprint than most of Florida’s other deep-water ports, Pensacola nevertheless provides a tactical solution for national, international and multi-national shippers and tenants who demand unmatched flexibility, capability, and customer service.

In light of the port’s diversification into non-tonnage based business lines such as the offshore vessel services industry, which generates little to no cargo throughput, and wind energy turbine and component 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. Notwithstanding these lines of business, the port also continues to excel at providing bulk and breakbulk cargo operations as it has for hundreds of years. The port’s single biggest advantage is a transit to/from the first sea buoy of only about 1 ½ hours.

Goals & Objectives

- Diversify the port’s business lines and land use in order to attract new business partners that will create jobs and grow local port-related employment opportunities.
- Use existing Port warehouse space and facilities to expand port business lines in order to maximize revenue generation, regional job creation, and economic impact.
- Expand port infrastructure and leverage recent improvements to facilities to meet the operational needs of the port’s business partners, drive customer loyalty, and attract new tenants.
- Evaluate non-traditional port activities, such as partnerships with local educational institutions, universities, and private technology companies to develop marine and subsurface research facilities on port.

Current or Planned Investments

- Warehouse #1 Crane facility: This warehouse modification project scheduled for completion summer of 2018 will include a raised-ceiling ‘high hat’ bay with
30-foot plus hook height to support overhead bridge and low bay cranes. The facility will provide for private-sector job growth in a business sector that represents a non-traditional, diversified use of port facilities.

- **Port land utilization and development plan**: Work with industry, real estate professionals, current tenants and other appropriate experts to seek a growth and job creation port master plan for the future. The plan will balance existing port activities and tenants but potentially include new lines of business or areas for development that could be non-traditional.

- **Berth 6 Rehabilitation**: This multi-phase project is repairing areas of spalling on the Berth 6 substructure by removing loose concrete, rust and mill scale and incorporating new berthing and docking solutions. The rehabilitation will return an existing port berth to full utility, retaining jobs, and creating potential for additional jobs and revenue.

- **Pensacola Bay Ferry Landing**: In partnership with the National Park Service, passenger ferry service supporting Fort Pickens on the Gulf Island National Seashore, and Pensacola Beach, is scheduled to begin service in 2018. The ferries will be homeported at docks and ticketing facilities being constructed at the port to support an estimated 60,000 passengers annually once fully operational.

**Accomplishments**

- In traditional cargo sectors, there are newly established monthly services to the eastern Mediterranean and Central and South America. Also, exports of wind turbine nacelles from GE’s Pensacola manufacturing facility continue along with special project cargo. On the import side, aggregate volume remained steady and is expected to increase.

- Coming online is an expanded existing warehouse facility with 50+ foot ceiling height to accommodate either traditional cargo use or for a light manufacturer or subsea support company. The new facility has fifty percent more square footage to just under 100,000 square feet.

- Floating dock and gangway for passenger operations has been completed for the new National Park Service ferry service accommodating mooring of two 150 passenger ferries. The associated ferry passenger terminal is under construction and expected to handle the first passengers in the spring of 2018.

**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.

**Trade Partners**

Central and South America, Mexico, Caribbean Basin, Mediterranean, Africa, Baltic Region and Asia.
Located in Gulf County, Florida, the Port of Port St. Joe offers a deep-water seaport with nearly 1,900 linear feet of frontage.

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.

Current cargo includes shipping Oyster shells to Mississippi and rock to Tampa.

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. The emerging port anticipates ongoing development, building on established domestic shipments of oyster shells and rock.

**Goals & Objectives**

- Attract appropriate users – port tenants, shippers and manufacturers – to bring job creation and economic development opportunities. Initiate the process of resuming maintenance dredging of the ship channel.
- Enhance the Apalachicola Northern Railway (AN Railway) line that serves the port and connects with the CSXT Class I mainline.

**Current or Planned Investments**

With much of the basic infrastructure in place, the Port Authority and private partner, The St. Joe Company, have marketing efforts under way to ensure additional investment projects align with defined demand and support identified markets.

- **Roadworks:** Road and related improvements will continue on port property and the St. Joe Company mill site for future wood product shipments.
- **Dredging:** Dredging projects are planned for the ship turning basin and the shipping channel. A project to build the dredge material disposal sites is in planning but unfunded.
- **Railworks:** A planned $9-million project to repair the rail connection to the port will include funding from the Florida Department of Transportation, St. Joe Company, and Genesee & Wyoming Railroad.

*www.portofportstjoe.com*
• **New Dry Dock:** A $20-million project will include construction of a floating dry dock to be used by Eastern Ship Building for their Coast Guard contract.

**Accomplishments**

• A permit was issued by the U.S. Army Corps of Engineers to allow for spoil disposal as part of the planned dredging of the port’s navigational channel to the maximum authorized depth of 37 feet.

• The Port Authority has signed a lease with Port St. Joe International Terminal, LLC covering port property. The company plans to use the property to transport timber related products through the port. The St. Joe Company has also signed a license agreement with Port St. Joe International Terminal, LLC to allow use of the deep-water bulkhead, and improvements to provide access are under way.

**Hinterland**

North Florida, Alabama and Georgia.

**Trade Partners**

The recently implemented marketing initiatives are helping identify future Port of Port St. Joe’s trading partners.
PORT ST. PETE
City of St. Petersburg

Port St. Pete, located on Tampa Bay, is a multi-use facility that capitalizes on its unique assets within the city of St. Petersburg.

These include opportunities to attract research vessels, large yachts and other vessels, as well as to attract and enhance the benefits of marine science/research facilities on port property.

Goals & Objectives

• Continue to improve port facilities, including terminal, berths, landscaping, parking and public access, to attract revenue-generating users and to expand potential maritime operations.
• Diversify revenue and similar investment opportunities by creating an atmosphere that will attract research vessels, large yachts and other marine-related businesses.
• 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 nearby (and which comprise the St. Pete 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.

Current or Planned Investments

• Wharf Renovation: A recent, extensive wharf renovation project will allow the port to operate up to its design condition. This project includes the addition of utilities (power pedestals/electric) along the wharf in order to more fully serve visiting vessels. This new amenity is expected to attract business.
• Port Discovery: The port is working with the St. Pete Ocean Team to implement the Port Master Plan concept ‘Port Discovery’ – a marine science/research, educationally focused partnership initiative. ‘Port Discovery’ would utilize the Port Terminal Building and be open to the general public, and have a special focus on classroom visits from local schools.

Accomplishments

• Renovated entire wharf including sheet pile replacement, revetment and installation of utilities (power pedestals) for large visiting vessels.
• Improved port lighting.
• Completed construction of the SRI Research and Development Center.
• Implemented security upgrades, including camera coverage of the port.

www.stpete.org/port
Port Tampa Bay (PTB) is the largest of the Florida ports by tonnage and acreage, and a critical economic engine for all of Central Florida.

Located in the fastest growing region of the state, PTB is a full service port handling all types of cargo, cruise, and other maritime activities including shipbuilding and repair work. Building on a long and rich history as an important bulk port, PTB today handles a broad mix of bulk, break-bulk, container, ro/ro and heavy-lift/project cargo.

Unique to PTB is its vast and growing acreage. Private and public properties comprise 5,000 acres, of which more than 300 are currently available. These land assets are vital in attracting new business and stimulating manufacturing, creating economic value for the region.

The port continues to build its container business to serve central Florida and beyond, providing a more cost-effective alternative for carriers and shippers. PTB is also a vital gateway to Central Florida for energy products and construction/building materials, and, it is an important global distribution point for fertilizer.

**Goals & Objectives**

- Expand and diversify PTB’s business base through executing a supply-chain sales strategy.
- Fulfill Central Florida’s long term energy requirements.
- Optimize Tampa Bay’s vessel access to successfully pursue emerging trade opportunities generated by the Panama Canal expansion.
- Expand and diversify the region’s industrial economy and cargo base.
- Implement the Channelside Master Plan, optimizing cruise capability.
- Partner with the city and county to maximize future growth and development of the region.
- Develop and implement a landside transportation access strategy.

**Current or Planned Investments**

- **Hooker’s Point Developments**: Hooker’s Point is a 40-acre (expandable to 160-acre) multi-phased development that is home to the port’s container terminal, an energy gateway, and break-bulk and bulk berths. Current developments include another berth expansion, laydown space, transit sheds, reefer plugs, gate complex, equipment and upland developments. Future developments will
include refrigerated warehouse (Phase 2), additional berths, intermodal cargo yard expansion, channel/berth deepening and petroleum pipeline.

- **Petroleum Facilities Development:** PTB is the energy gateway for West Central Florida and its ten million residents. The port has invested tens of millions of dollars in the PTB Petroleum Complex (as well as the Tampa Gateway Terminal ethanol unit/train facility). This complex now sets records for deepest draft, most berths, and largest product range capability, and it connects to several of Tampa Bay’s largest petroleum products distributors, including the Central Florida Pipeline.

- **Port Redwing Development/South Bay:** Port Redwing/South Bay, a 270-acre Greenfield site situated south of Tampa and near I-75 and the CSXT rail mainline, provides room for the port to grow its bulk trade and intermodal transportation activities. Recent undertakings include the construction of a new access road connecting to U.S.-41, rail track connecting to the CSXT mainline, utilities, development of the South Bay uplands to facilitate growth of current and new business, construction of a security complex and a new 1000-foot-long steel bulkhead berth (Berth 302).

- **Navigational Improvements:** PTB is the local sponsor for federal work to improve and maintain 40-plus miles of federal channels that provide access to seaports within Tampa Bay. It annually dredges 110,000 cubic yards to maintain and improve 62 deep-water ship berths. This year the Big Bend Channel and turning basin will be enlarged to help optimize landside infrastructure investments at Port Redwing.

**Accomplishments**

- **Reefer:** A 135,000-square-foot on-dock refrigerated warehouse, opened November 2017 by Port Logistics Refrigerated Services, offers 102 reefer plugs, 6,348 racked pallet positions and a 100-ton mobile harbor crane.

- **Cruise:** Holland America and Norwegian Cruise Line introduced newer ships to the port for the 2016-2017 winter season. Carnival extended its commitment to the port through 2021, operating two year-round vessels. Royal Caribbean also expanded its Tampa presence with larger ships and year-round service.

- **Economic Benefits:** An economic impact study released in December 2016 reported the port generates an annual economic impact of $17.2 billion, supporting 85,000 direct, indirect, induced and related jobs.

- **Port Redwing Expansion:** In August 2016, Tampa Tank and Florida Structural Steel broke ground on an $18-million facility expansion plan at Port Redwing and South Bay. In September 2017, PTB and four partners reached an agreement for the deepening of Big Bend Channel and widening of the turning basin to accommodate large ships.

- **Post-Panamax Cranes:** Two post-Panamax cranes were introduced in the summer of 2016.

- **Expanded Facilities:** Acquired 150 acres at South Bay for cargo growth and industrial expansion

- **Industrial Development:** The port reconstructed an access road, creating a new rail spur adjacent to the Puraglobe Florida (formerly NexLube, LLC) site for a 24-million-gallon used-oil recycling facility. It also installed six miles of piping for processing water.

- **Financial:** The port set a record for operating revenues in Fiscal Year 2017 with $55.5 million. It has consistently grown its operating revenues, closely managed its operating expenses, maintained solid operating margins, and generated significant net cash flows for reinvestment.

**Hinterland**

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

**Trade Partners**

Brazil, Mexico, Trinidad and Tobago, Canada, India, Honduras, Japan, Bahamas, Turkey and Columbia.
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