



JAXPORT



JAXPORT FACILITIES





JAXPORT OVERVIEW

MISSION

The mission of JAXPORT is to create jobs and opportunity by offering the most competitive environment for the movement of cargo and people.

7-MEMBER GOVERNING BOARD

4 Members appointed by Jacksonville Mayor + 3 Members appointed by Florida Governor

JOHN FALCONETTI - Chairman

JOHN BAKER - Vice Chairman

JAMIE SHELTON - Treasurer

WENDY HAMILTON - Secretary

ED FLEMING - Immediate Past Chairman

DR. JOHN NEWMAN - Member

J. PALMER CLARKSON - Member



EXECUTIVE LEADERSHIP TEAM



**ERIC
GREEN**
CEO



**BETH
McCAGUE**
CFO



**LINDA
WILLIAMS**
CAO



**FRED
WONG**
COO



**KRISTEN
DeMARCO**
CCO

JAXPORT VIDEO



LANDLORD PORT





CREATING JOBS AND OPPORTUNITY

24K

Northeast Florida Jobs

133K

State of Florida Jobs





STRATEGIC INITIATIVES

FINANCIAL STRENGTH

HARBOR DEEPENING

NEW CONTAINER TERMINAL AT BLOUNT ISLAND

PERSONNEL DEVELOPMENT

FACILITIES & SECURITY

BUSINESS DEVELOPMENT

The background features several large, overlapping geometric shapes in shades of teal and dark blue. These shapes are primarily trapezoids and triangles, some pointing upwards and others downwards, creating a dynamic, layered effect. The text is centered in the white space between these shapes.

STRATEGIC PRIORITY

FINANCIAL STRENGTH



BALANCE SHEET HIGHLIGHTS

ASSETS

Cash and Current Assets	\$35.3M
Net Capital Assets (Held for Lease)	\$736.0M
All Other Assets	\$40.1M
TOTAL ASSETS	\$811.4M

LIABILITIES

Current Liabilities	\$30.3M
Bonds and Notes Payable	\$230.4M
All Other Liabilities	\$158.0M
TOTAL LIABILITIES	\$418.7M

NET POSITION

\$392.7M

FitchRatings

“A STABLE”

RATING

MOODY’S

“A2 STABLE”

RATING



FINANCIAL KEY STATISTICS FY 18

CASH FLOW STATEMENT HIGHLIGHTS:

INFLOWS:

Net Cash Flow from Operations (PAYGO)
Grants from FDOT
Shared Revenue (COJ)
New Debt Issued

\$8.0M
\$20.4M
\$2.8M
\$77.2M

TO FUND
CAPITAL
PROJECTS

OUTFLOWS:

Debt Service
Capital Projects Expenditures

(\$20.4M)
(\$84.2M)



INCOME STATEMENT HIGHLIGHTS

REVENUES

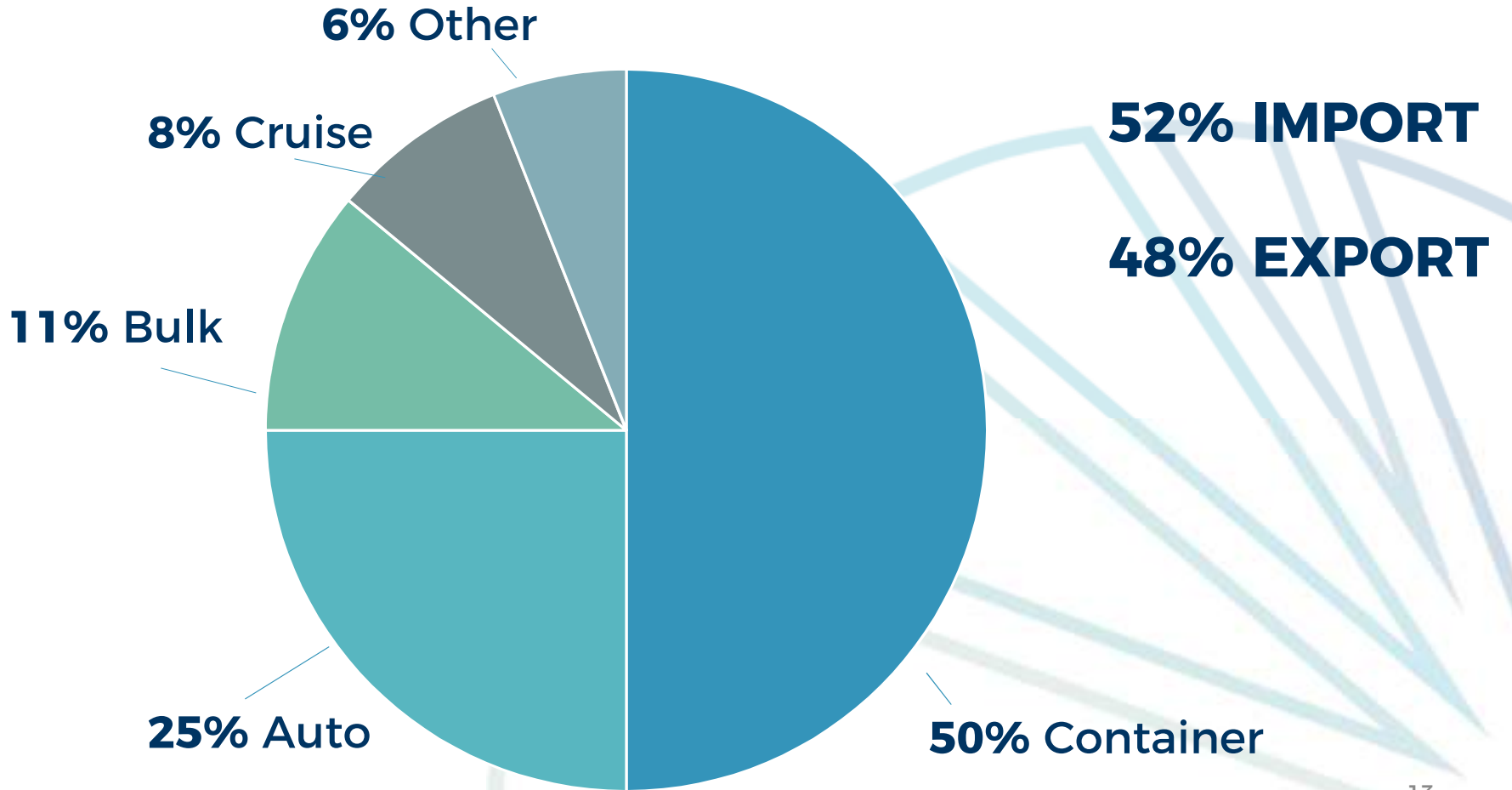
\$68M

EXPENSES:

Salaries and Benefits	\$16.5M
Services & Supplies	\$4.7M
Security Services	\$4.5M
Berth Maintenance Dredging	\$7.7M
Repairs & Maintenance	\$2.4M
Utilities	\$1.1M
All other	\$1.4M
TOTAL EXPENSES	\$38.3M
Debt Service	\$20.5M
All Other Expenses	\$2.1M
Shared Revenue from COJ	\$2.8M
Funds for PAYGO and PAYGO carryover	\$9.9M



CARGO REVENUE FY 18





TENANT AGREEMENTS

	TOTAL	MAG
AUTO	5	\$7,471,322
CONTAINER	6	\$15,398,318
BREKIBULK	2	\$3,220,078
LIQUID BULK	1	\$261,654
DRY BULK	2	\$1,723,781
CRUISE	1	\$3,277,255
OTHER	8	\$295,339
TOTAL	25	\$31,647,747



TOP TENANTS

BY REVENUE

TENANT

CROWLEY

SSA ATLANTIC

TOTE MARITIME

TRAILER BRIDGE

TRAPAC

APS/AMPORTS

HORIZON TERMINAL

JM FAMILY ENTERPRISE

WWS

CARNIVAL CRUISE LINE

CARGO TYPE

CONTAINER

CONTAINER

CONTAINER

CONTAINER

CONTAINER

AUTOS

AUTOS

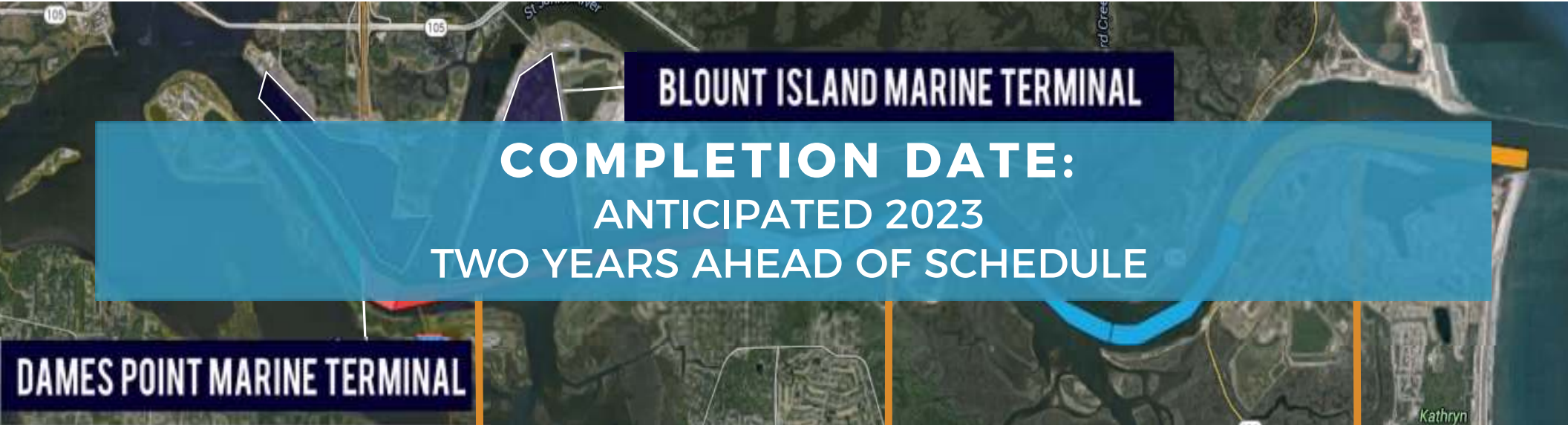
AUTOS

AUTOS

CRUISE



HARBOR DEEPENING PROJECT



BLOUNT ISLAND MARINE TERMINAL

COMPLETION DATE:
ANTICIPATED 2023
TWO YEARS AHEAD OF SCHEDULE

DAMES POINT MARINE TERMINAL

CONTRACT C

Est. Start Date: Sept. 2020

Length: 3 mi.

Cost: \$249M (est.)

CONTRACT B

Start Date: Nov. 2018

Length: 5 mi.

Cost: \$209M

CONTRACT A

Start Date: Feb. 2018

Length: 3 mi.

Cost: \$23M

An aerial view of a massive container ship docked at a port. The ship's deck is covered with a dense stack of multi-colored shipping containers. Several large, blue gantry cranes are positioned along the pier, ready for loading and unloading. The background shows a vast container yard filled with stacks of containers and a parking lot with many cars. The sky is clear and bright.

APRIL 2019

LARGEST CONTAINER SHIP TO CALL JAXPORT
KOTA PEKARANG - 11.9K TEUS



STRATEGIC PRIORITY

SUPER TERMINAL BUILD OUT: BLOUNT ISLAND

EST. COST

- \$276M

IMPROVEMENTS INCLUDE:

- Container Grade Paving, Gates and Lighting
- Gantry Cranes
- Ship to Shore Cranes
- Berth Enhancements



STRATEGIC PRIORITY

PERSONNEL DEVELOPMENT



EMPLOYEE STATISTICS

ORGANIZATION AND DIVERSITY

BUDGET

FTE Authorized

171

CURRENT

Full-time

149

- Veterans

43

Part-time

5

	<u># OF FTE</u>
ASIAN	2 (1%)
BLACK	26 (17%)
HISPANIC	7 (5%)
PACIFIC ISLANDER	1 (1%)
WHITE	112 (75%)
2+ RACES	1 (1%)
<hr/> TOTAL	<hr/> 149



DIVERSITY

SENIOR LEADERSHIP TEAM

TEAM OF FIRSTS:

Chief Executive Officer

1st Black Male

Chief Commercial Officer

1st White Female

Chief Financial Officer

1st White Female

Chief Operating Officer

1st Pacific Islander Male

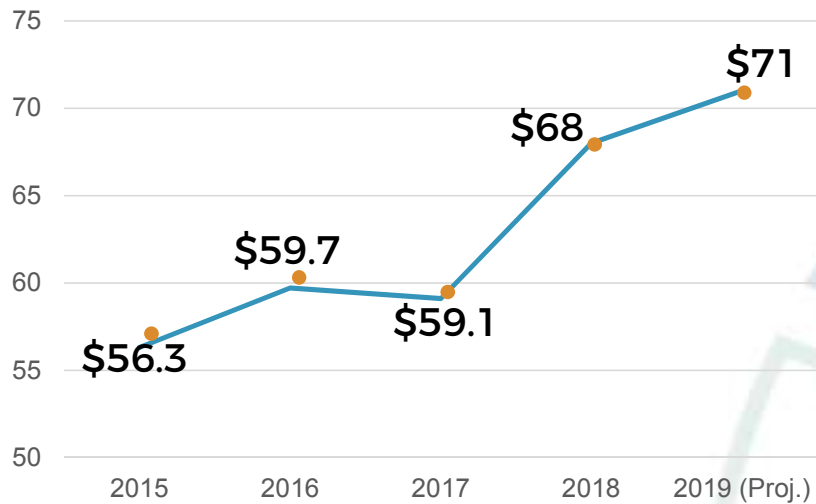
Chief Of Administration

1st Black Female

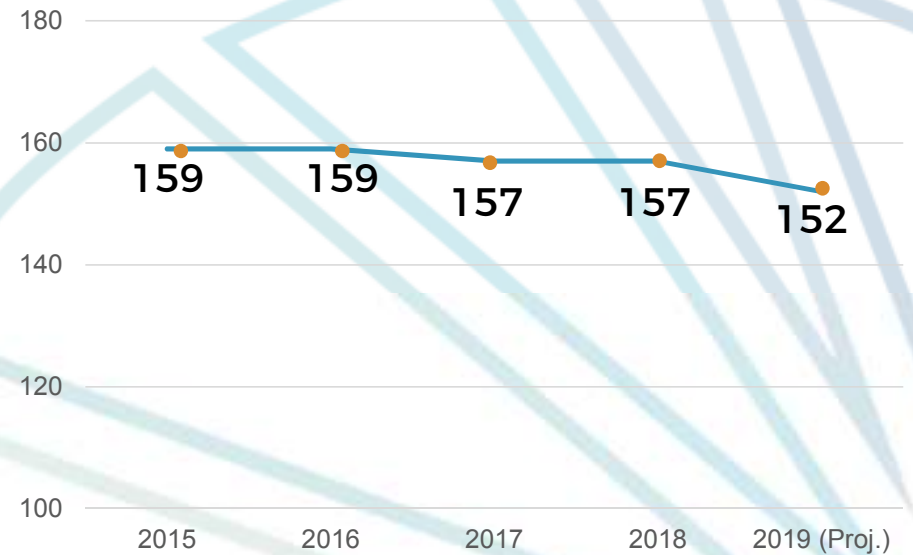


REVENUE GROWTH VS. EMPLOYEES BUDGETED

REVENUE GROWTH (IN MILLIONS)



EMPLOYEES BUDGETED





EMPLOYEE TRAINING AND DEVELOPMENT





STRATEGIC PRIORITY

FACILITIES & SECURITY



BERTH ENHANCEMENTS





NEW CRUISE AGREEMENT





CRUISE TERMINAL UPGRADES





CRUISE TERMINAL UPGRADES



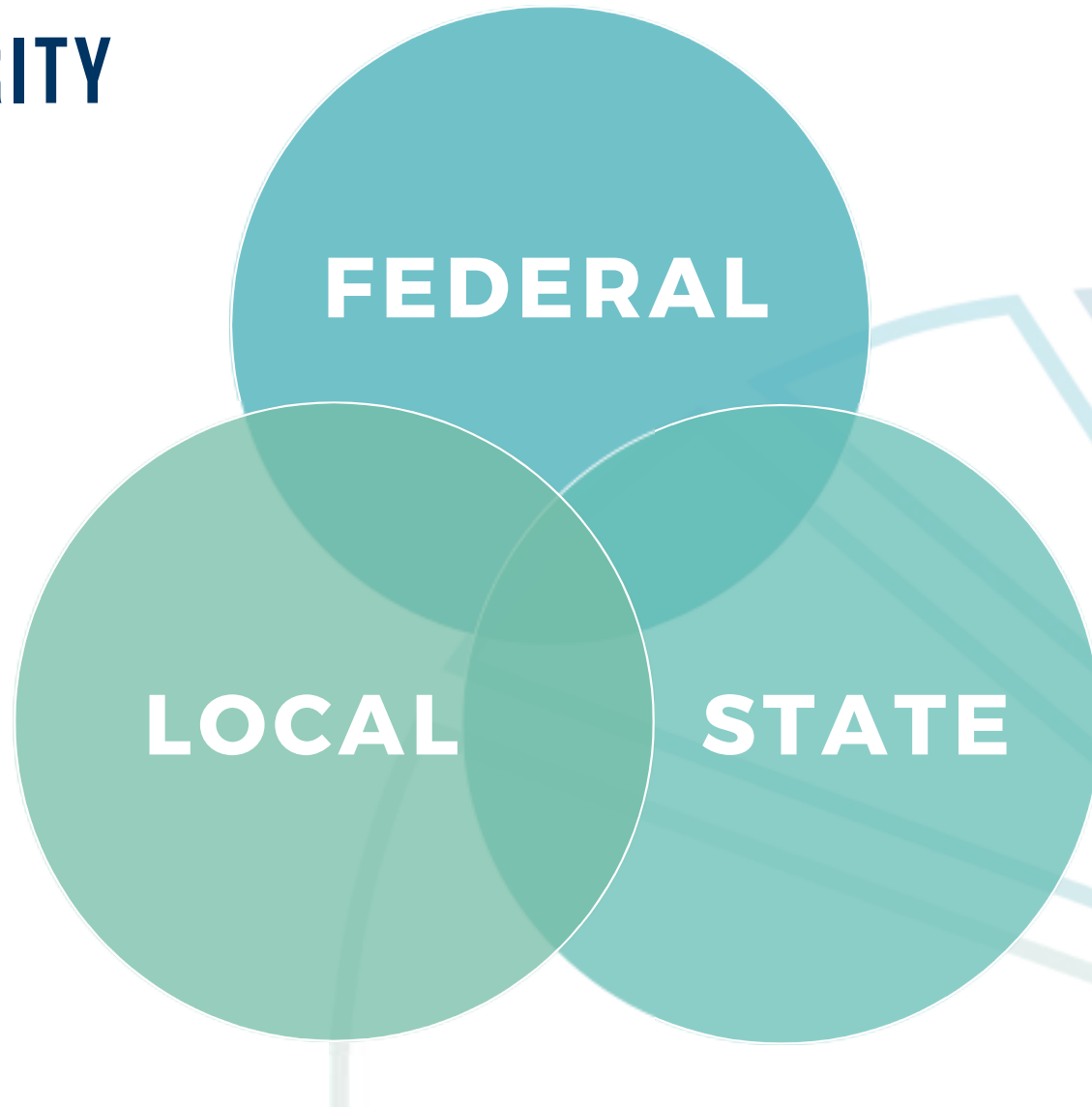


WORLD LEADER IN LIQUEFIED NATURAL GAS





SECURITY





STRATEGIC PRIORITY

BUSINESS DEVELOPMENT



JAXPORT TODAY

FLORIDA'S NO. 1 CONTAINER PORT

JAXPORT TEUs - 1,270,480

Port Everglades TEUs - 1,108,465

Miami TEUs - 1,084,000

Tampa TEUs - 87,526

NO. 10 U.S. PORT FOR CONTAINER HANDLING

NO. 2 U.S. VEHICLE HANDLING PORT

NO. 1 U.S. PORT FOR PUERTO RICAN TRADE

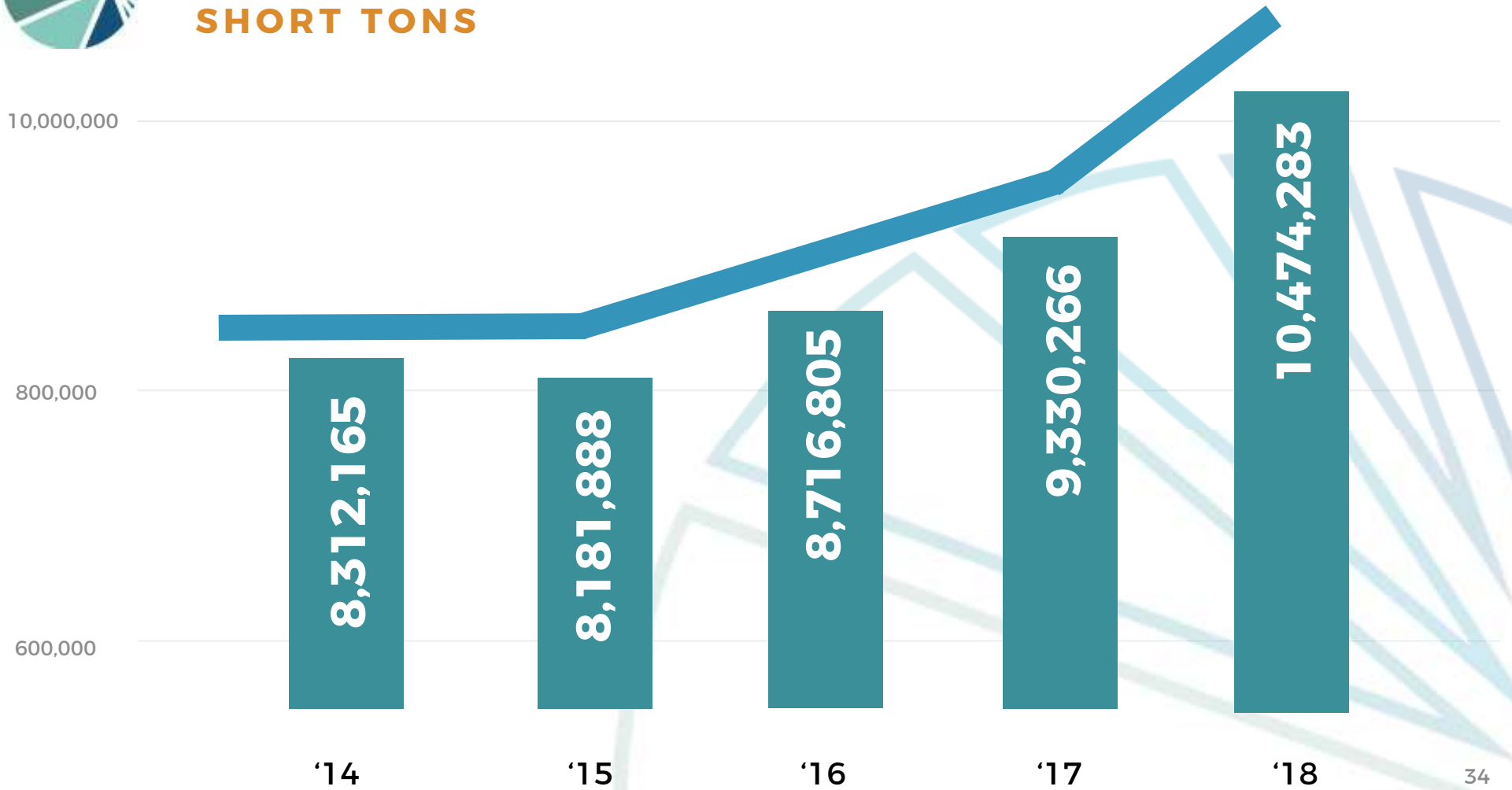
OUR CONNECTIONS





TOTAL TONNAGE

SHORT TONS





CONTAINER GROWTH: KEY PORTS

20-FT. EQUIVALENT UNITS (TEUs)

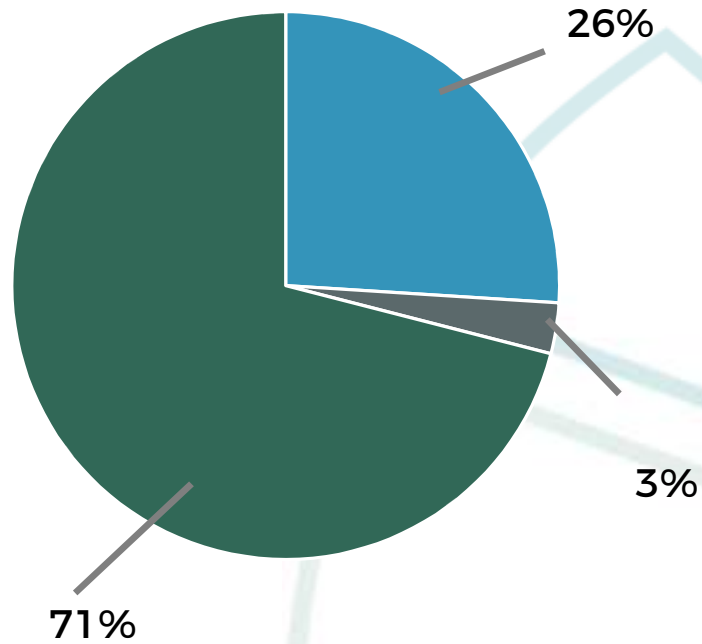
PORT	2008	2018	CHANGE
JACKSONVILLE	697,494	1,270,000	+82%
CHARLESTON	1,307,390	2,316,000	+77%
SAVANNAH	2,086,177	4,320,000	+108%



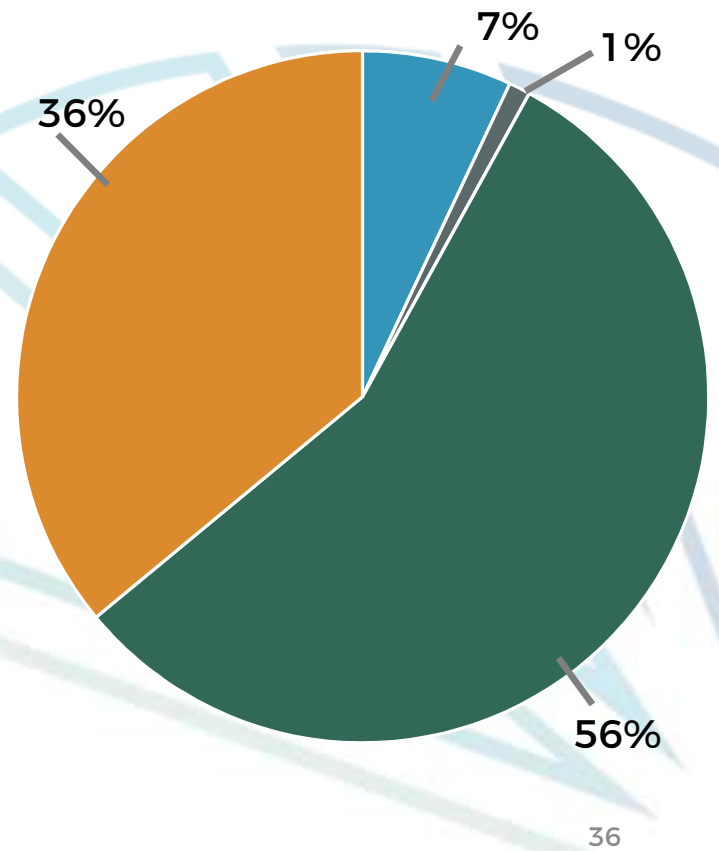
CONTAINER TRADE

- PUERTO RICO
- SOUTH AMERICA
- OTHER
- ASIA

FY 2008 - 697k TEUs



FY 2018 - 1.3M TEUs





SOUTHEAST U.S. POPULATION GROWTH

IN MILLIONS

STATE	2018	2040	PROJ. GROWTH
FL	21.3	28.2	32.4%
GA	10.5	12.8	21.9%
SC	5.1	6.2	21.6%
NC	10.4	12.5	20.2%
VA	8.5	10.2	20.0%
TN	6.8	7.8	14.7%
LA	4.7	5.3	12.8%
AL	4.9	5.1	4.1%



COMPETITIVE FACTORS

INVENTORY SPACE & WORKFORCE

PORT	TOTAL INVENTORY (SQ. FT)	WORKFORCE
JACKSONVILLE	106,017,415	775K
CHARLESTON	56,948,719	187K
SAVANNAH	61,019,598	385K

Source: Cushman and Wakefield, 2018
Source: Bureau of Labor Statistics, 2018



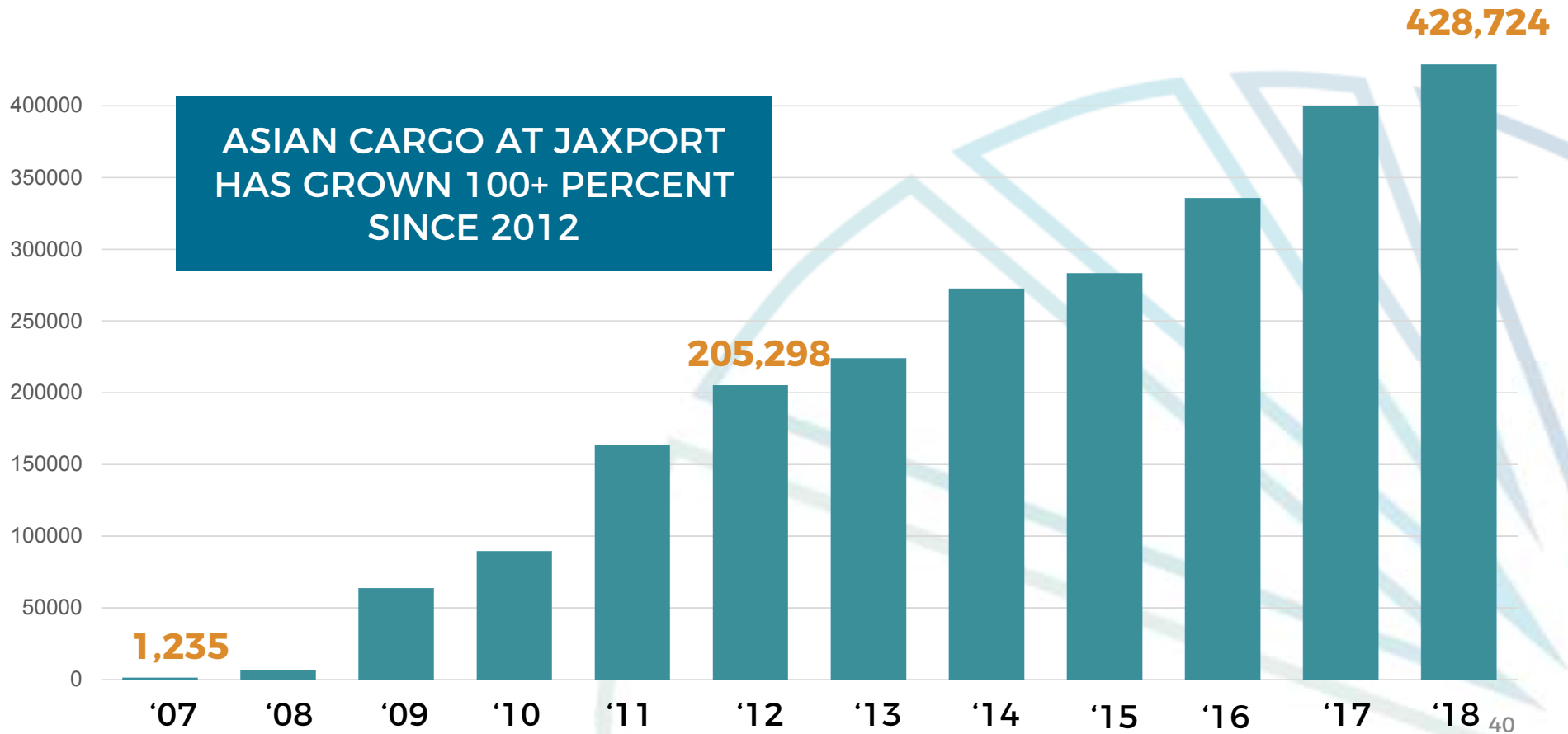
NEW BRAND AND OUTREACH





ASIAN TRADE

20-FT. EQUIVALENT UNITS (TEUs)





TARGETED GROWTH

Increase Container Trade with Asia

Establish New Container Trade with Europe

Grow Automobile and Other “Rolling” Cargoes Globally

Enhance Trade with Latin America

Grow Refrigerated Cargoes and Forest Products

Long-term: Grow Exports of Liquefied Natural Gas



QUESTIONS?