



**PORT OF OAKLAND
SEAPORT**

Bay Planning Coalition Workshop:
Economic Challenges to Port Competitiveness

October 29, 2015

- Overview of the Port
- Goals and Priorities
- Our “economic profile”
- Key projects
- Opportunities
- Challenges

Overview

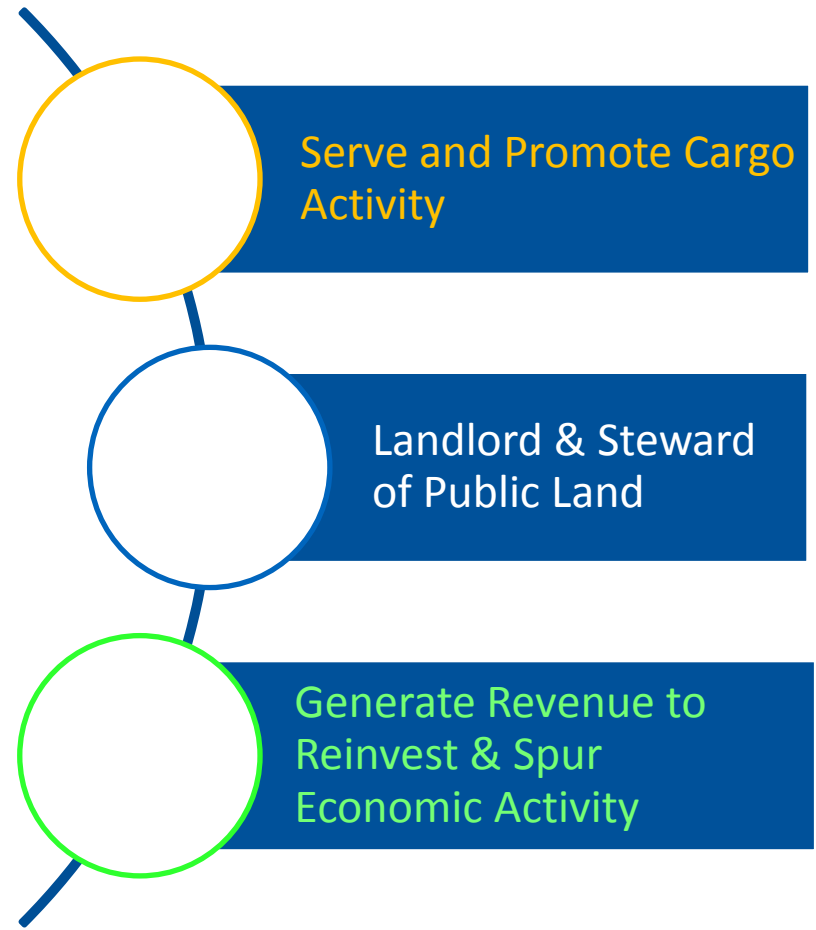
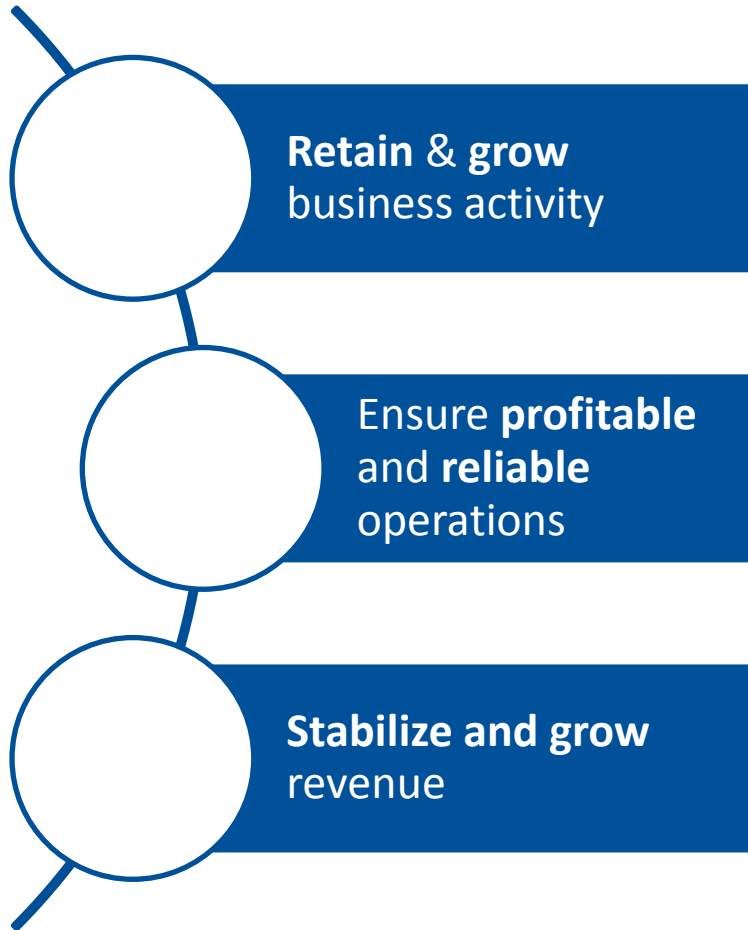


- Only major seaport for Northern California, handling **99% of regional containerized goods**
- 2.4m TEUs (twenty foot equivalent units), totaling more than **\$40B goods** in 2014
- Top **Import Commodities** (by volume): furniture, glass and glassware, machinery & equipment
- Top **Export Commodities** (by volume): wood pulp, fruits and nuts, refrigerated meat, beverages and spirits



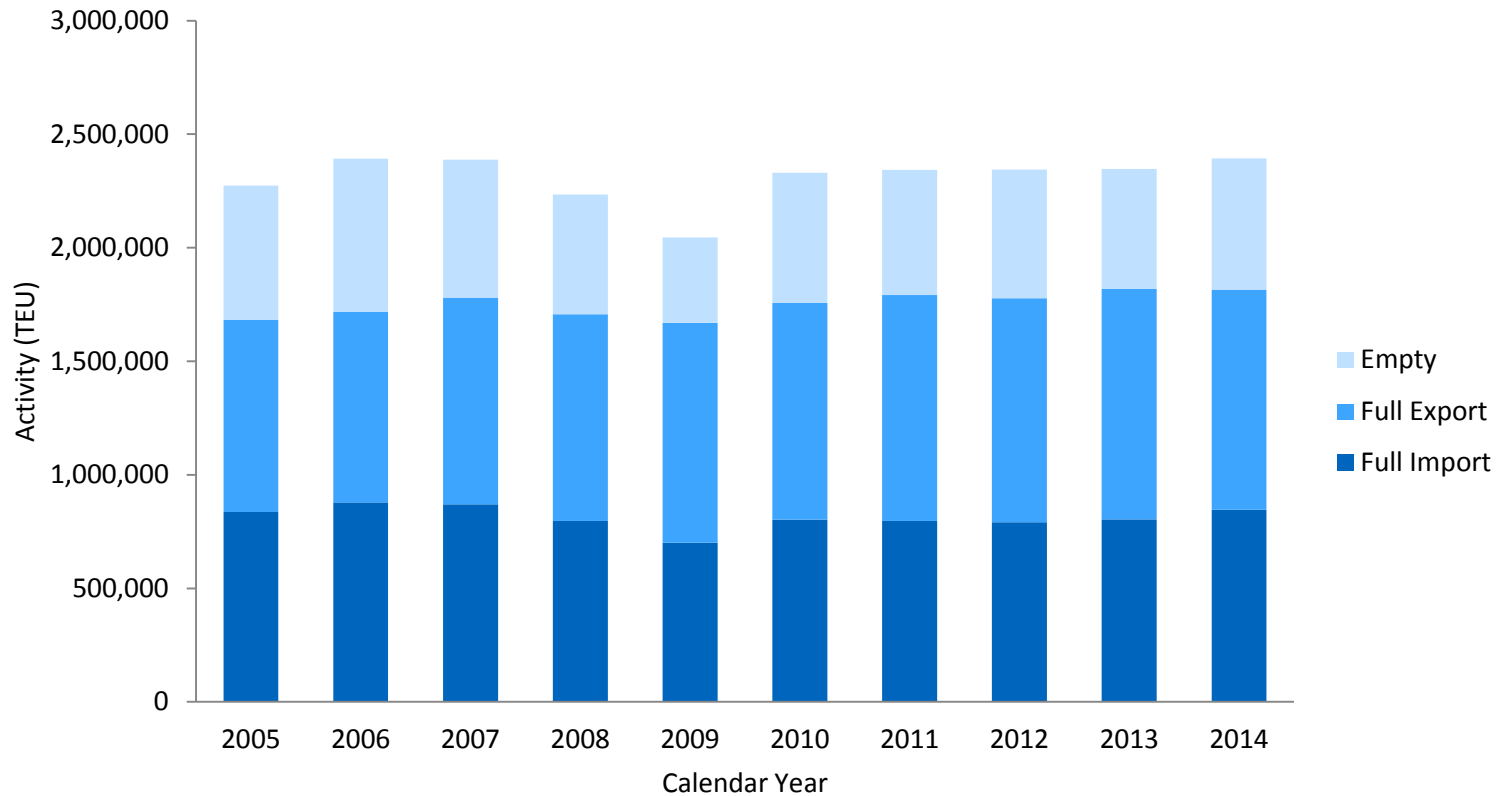
- Generate about **50% of Port-wide revenues** (\$140m)
- Powers nearly **40% of the 73,565 regional jobs** generated by the Port
- 20 full time employees

What We Do



Cargo Activity History

Cargo activity has been relatively flat over last 10 years



Recent Cargo Activity



Container Activity (TEU)	3-Months Ending Sept 2015	Comparison to 3-Months Ending Sept 2014 Actual Better/(Worse)	
Full Imports	235,625	18,374	8.5%
Full Exports	221,994	(9,620)	(4.2%)
Total Full	457,619	8,754	2%
Total Empty	162,298	(4,434)	(2.7%)
Total	619,917	4,320	0.7%

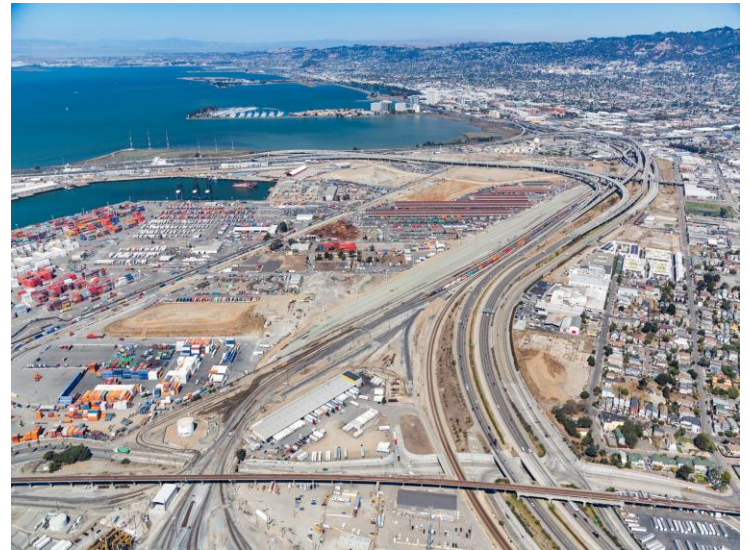
U.S. West Coast labor disruptions led to major declines in 2015 vs. 2014

	January 2015	February 2015	April 2015	June 2015	September 2015
Full TEUs	(33%)	(34%)	(6%)	(3%)	(6%)
Empty TEUs	(21%)	(21%)	29%	5%	(2%)
Vessel Calls	(53%)	(54%)	(35%)	(14%)	(12%)

- 7 marine terminal leases
- 1 rail terminal lease
- About 80% of maritime revenues are generated from 7 marine terminal leases
 - 5 marine terminals
 - About \$126m/yr
 - MAGs are about 75% of total maritime revenue
 - Concentration of revenue creates risk
- Any single lease has a big impact on revenues
 - Largest: \$30m/yr min rent
 - 3rd largest: \$22m/yr min rent

- Oakland Logistics Park (former Oakland Army Base)
 - Rail storage yards (phase 1)
 - Rail intermodal tracks (phase 2)
 - Logistics – transload/crossdock – facilities (parallel phase)
- Temperature-Controlled Facilities
- Crane Raising
- Terminal Efficiency Initiatives
- Security

Logistics Center Highlights



Logistics Center Highlights



- Approx. 170 acres of land available for development
 - Close proximity to marine & rail terminals
 - Efficiencies & synergies to be gained inside Port area
- Other land available for development
 - Grain transloading
 - Bulk/break-bulk/auto operations
 - Ancillary facilities to support logistics
- First port of call services
- Expiring leases provide options (and risk)

- Capital-intensive sector
- Funding
 - Sources
 - Tradeoffs
- Cost of “doing business”
- Port’s place in supply chain
 - Influence vs. control
 - Changing role of port authority



PORT OF OAKLAND SEAPORT