



**The Port
OF Hueneme**

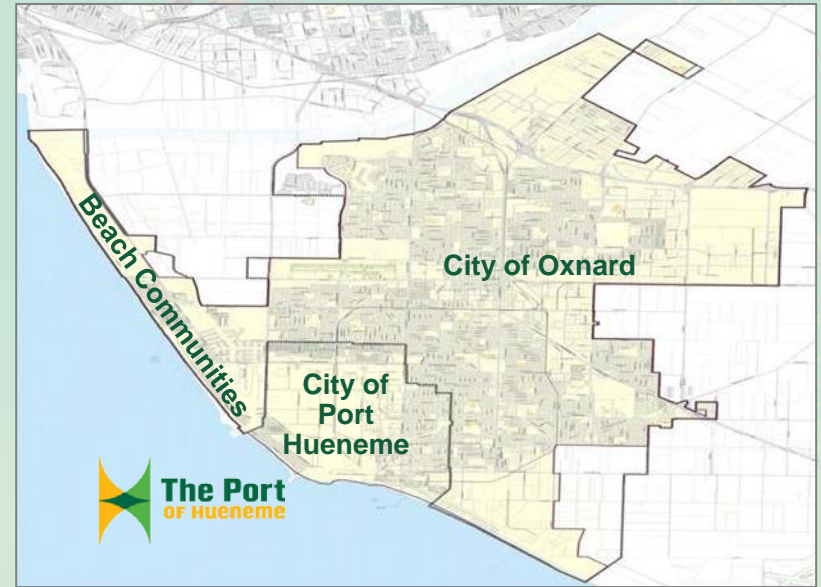
We Make Cargo Move

SUBMITTING COMPETITIVE GRANT APPLICATIONS



PORT GOVERNANCE

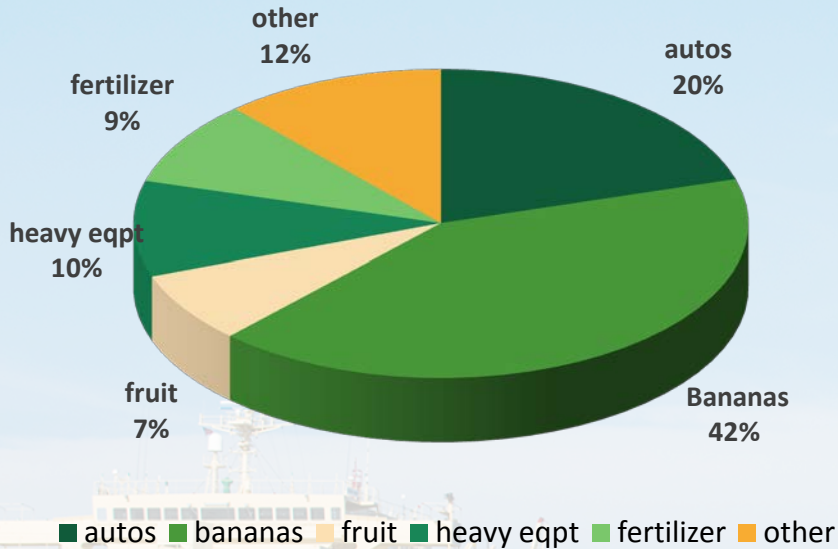
STREAMLINED BUSINESS MODEL



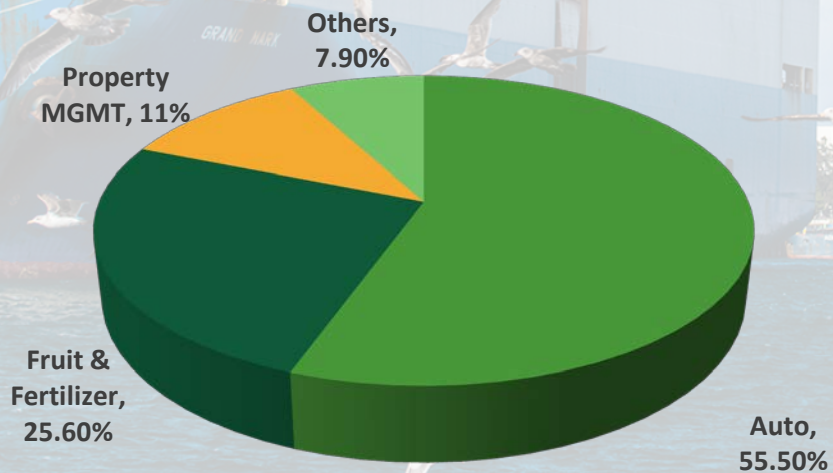
The Port is governed by five locally elected Port Commissioners.

CARGO PERFORMANCE

CARGO TONNAGE BY SEGMENT



REVENUE TONNAGE BY SEGMENT

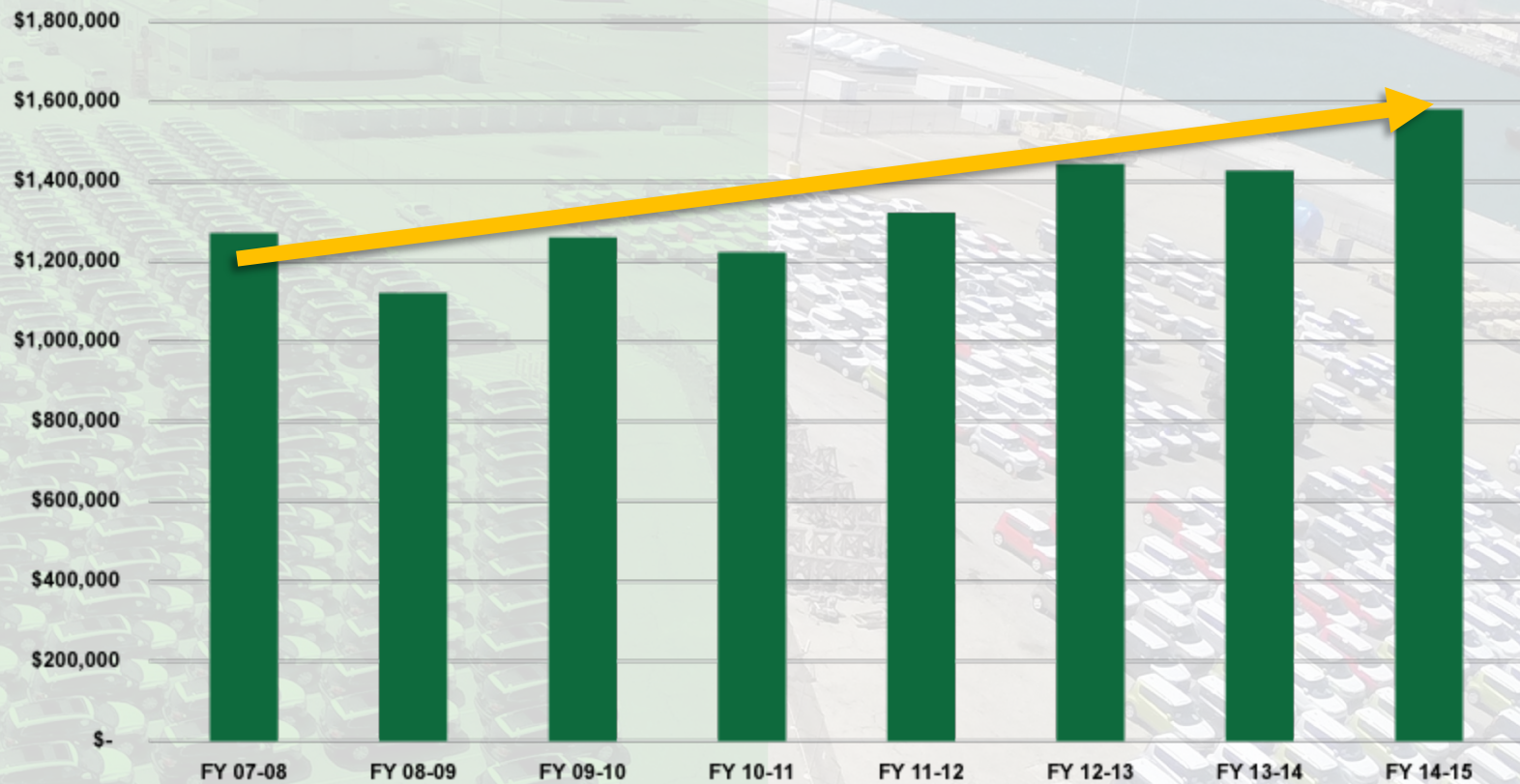


VITAL NICHE
MARKET PORT

CARGO

PERFORMANCE

Holding for FY16



ECONOMIC IMPACTS

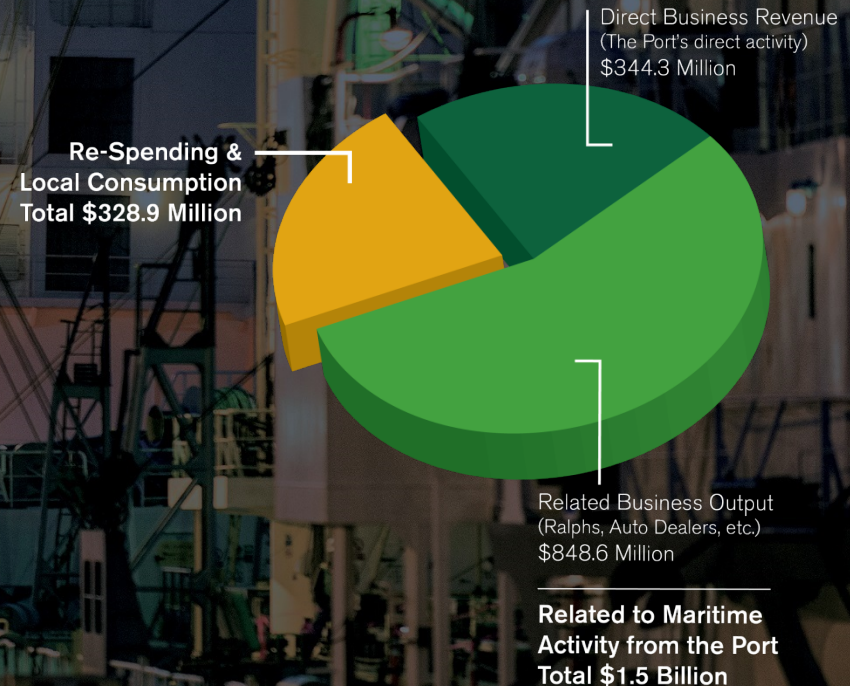
**\$1.5 Billion
Total Economic Activity**

OVERVIEW

- **\$9 Billion in Cargo Throughput**
- **\$1.5 Billion Total Economic Impact**
- **13,633 Total Jobs Related to Port Activity**
- **\$93 Million in State and Local Tax Revenues**

CARGO HANDLING FACTS

- **Over 3,000 Foreign & Domestic Vessel Calls**
- **1,574,903 Metric Tons of Total Cargo**
- **321,083 Autos; 44,358 High & Heavy Units**
- **50,043 Containers**
- **30 Million Boxes Bananas a Year**



Top 11% of US Ports

For containerized
and non-containerized Cargo

A photograph of an American flag flying in front of a classical building with large columns. The flag is positioned on the left side of the frame, and the columns are on the right. The image has a dark overlay at the bottom where the text is located.

NAVIGATING THE **POLITICAL WATERS**

RELATIONSHIPS



SUCCESSFUL COLLABORATION REQUIRES GOOD RELATIONSHIPS

- Key decision makers
 - Local Officials, state/federal staff and officials, legislators, committee chairs, etc.
- Tell your story
- Before the fire!

EDUCATION

A close-up photograph of a hand holding a black telephone receiver. The hand is positioned over a grey telephone keypad. The background is slightly blurred, focusing attention on the hand and the keypad. The overall tone is professional and communicative.

ELECTED OFFICIALS DEAL WITH
A LOT OF ISSUES

- Don't assume
- Stay in regular communication

INFORMED = ENGAGED

DATA



- Reliable data = best possible argument
- Give decision makers the information they need to help you

SPECIFIC ASKS

A close-up photograph of an older man in a dark, patterned suit jacket, a light blue shirt, and a patterned tie. He is looking down at a document on a desk, with his right hand resting on his forehead in a gesture of stress or concentration. His left hand is holding a pen over the document. The background is dark and out of focus.

SIMPLY EDUCATING ELECTED OFFICIALS
ON THE ISSUES IS NOT ENOUGH!

- Elected officials are busy, have specific requests
- “I need a letter”, “Vote this way”, etc.

COALITION BUILDING



- Build local or regional coalitions
- Demonstrate broad support
 - Especially for their constituents
- Consider the federal level



MESSAGE DEVELOPMENT

Develop a message that achieves your goals but is also broad enough to bring in as many stakeholders as possible.

AAPA Examples:

- “Hit the Target”
- “Keep Freight Moving”



POSITIVE PERSISTENCE

- Continuously drive the message
- Keep the coalition engaged and informed

PROFESSIONAL ASSISTANCE

IT IS IMPORTANT TO KNOW WHEN
YOU NEED MORE ASSISTANCE

- In house personnel or professional advocates
- Dedicated to developing relationships to advance your priorities
- Allows you to focus on your day-to-day

TIGER GRANT

RELATIONSHIP

- Federal Delegation
- US DOT Officials
- CAL Trans
- SCAG
- VCTC

THE CHALLENGE:

- *625 Applicants*
- *Asking for \$10B*
- *\$500M Available*



TIGER GRANT

RELATIONSHIP

DATA

***Identify the Metrics
that are compelling
for support***

Economic Benefit

- 563 New Jobs; \$28M Business Revenue; \$4.6 State/Local Tax

Social Benefit:

- Below CA income growth ave (15% CA/ OHD 13%)
- 10 times more families in poverty in OHD compared to West Ventura County

Environmental Benefit

- Reductions of 92% PM, 98% NOx, 55% CO2

TIGER GRANT

RELATIONSHIP

DATA

EDUCATION

TIGER VII: Intermodal Improvement Project Overview



We Make Cargo Move

Project Summary

The Port of Hueneme's **Intermodal Improvement Project** works in partnership with regional stakeholders to grow jobs and services by integrating the waterway channel deepening's forthcoming new capacity with the recent \$50M public/private investments within the county-wide Port Intermodal Corridor (PIC). The Project influences and strengthens the efficiency of the PIC and aligns with the corridor's objectives as defined in the Ventura County Transportation Commission (VCTC), Southern California Association of Governments (SCAG) and CalTrans transportation plans. The Project strengthens Port asset utilization, enhances productivity, responds to customer growth, supports the growth of export and import cargo flows, integrates with the Phase II Shoreside Power Investments improving air quality, and reduces regional congestion by offering efficient modal options. In combination with Port funds and private investments, the TIGER grant would fund the gap, delivering efficient and strategic infrastructure that grows the region's economy.

Grows jobs locally and regionally.
Promotes Ladders of Opportunity.
Cleaner air.
Implements a regional program
delivering intermodal efficiency

New Berthing Capacity:
accommodates larger vessels

Modernized Cargo Facilities:
cold storage, refrigerated
container plugs and paving

On-Dock Rail Spur:
Efficient intermodal connectivity



Wharf and Berth Improvements – Capital investments modernizing the Port's wharf and pier infrastructure allow Port logistics partners to accommodate our existing customer's larger-capacity, deeper draft vessels; utilize heavy-lift cargo handling equipment; enhance resiliency to climate change and reduce emissions during operations. Berth deepening complements adjacent Army Corps of Engineers channel deepening efforts creating a consistent 40-foot water depth from channel to vessel berth.

Modernized Cargo Facilities – To balance the new water-side capacity and maximize the terminal's utilization, the existing cold storage sheds adjacent to the wharf will be upgraded with efficient climate control, lighting and state-of-the-art perishable cargo treatment facilities. Solar panel arrays will provide power to the facility, and new paving will provide save dockside operations for heavy cargo and cargo handling equipment.

On-Dock Rail – Extending rail (currently terminating mid-terminal, with limited function) for on-terminal access and liquid bulk transfer delivers more effective working track lengths to Port customers. The rail spur can also be used for project and breakbulk cargo, further reducing traffic and congestion on the local and regional network.

In 2014, the Port of Hueneme provided:
\$8 billion in goods movement,
\$1.1 billion in economic activity,
10,226 trade-related jobs,
\$69 million in State and Local Taxes

TIGER GRANT

RELATIONSHIP

DATA

EDUCATION

SPECIFIC
ASKS

- Letters of Support
- Asked legislators to make phone calls



TIGER GRANT

RELATIONSHIP

DATA

EDUCATION

SPECIFIC
ASKS

COALITION
BUILDING

40 Letters of Support

- Industry
- Labor
- State, County, Local Gov't



TIGER GRANT

RELATIONSHIP

DATA

EDUCATION

SPECIFIC
ASKS

COALITION
BUILDING

MESSAGE
DEVELOPMENT

Don't Leave VC Behind!

- Jobs
- Ladders of Opportunity
- Environment
- Social Benefit



TIGER GRANT

RELATIONSHIP

DATA

EDUCATION

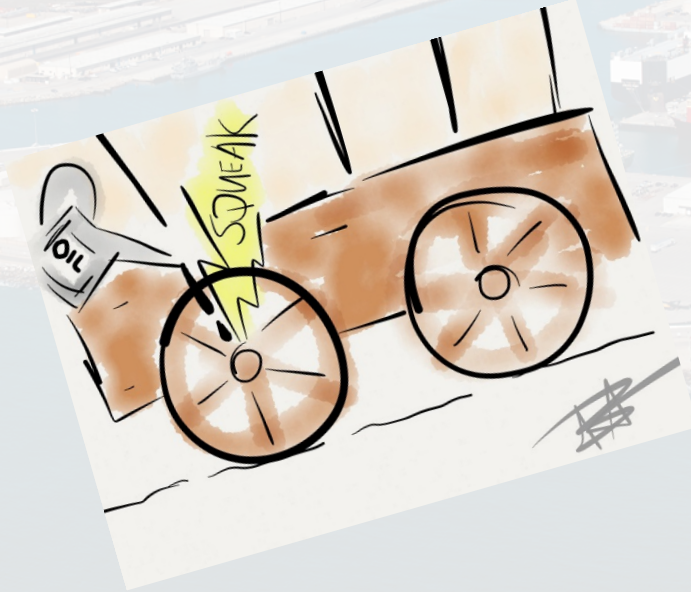
SPECIFIC
ASKS

COALITION
BUILDING

MESSAGE
DEVELOPMENT

POSITIVE
PERSISTENCE

“Squeaky Wheel Approach”



TIGER GRANT

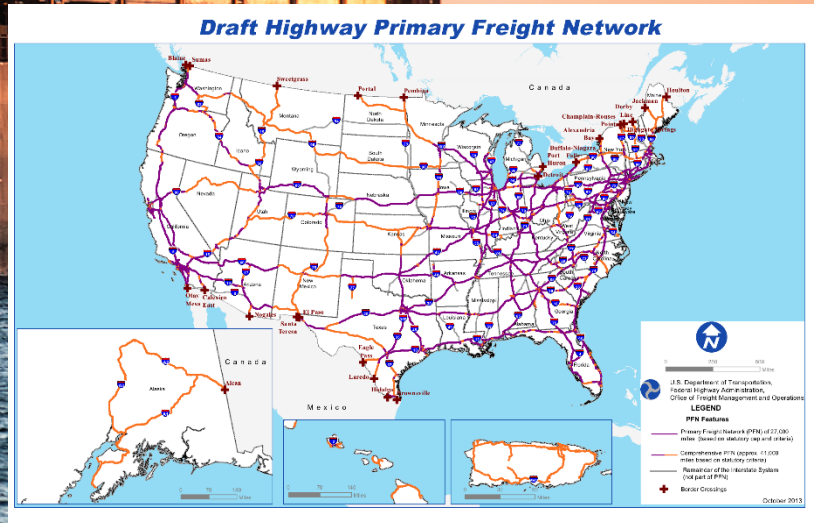
RESULTS



\$12.3 MILLION GRANT

PARTICIPATE / INFLUENCE POLICY

MTSNAC & NFAC



A photograph of four men, likely port workers, standing together on a ship's deck. They are wearing various safety gear including hard hats, sunglasses, and high-visibility vests. The image is split into three vertical color sections: green on the left, blue in the middle, and yellow on the right. The men are smiling and looking towards the camera. The man on the far left is wearing a black hard hat and a black jacket with reflective stripes. The man next to him is wearing a white hard hat and a white jumpsuit with reflective stripes. The man in the center is wearing a black cap, sunglasses, and a yellow high-visibility vest over a blue shirt. The man on the far right is wearing a white hard hat, sunglasses, and a yellow high-visibility jacket. The background shows parts of a ship's structure and a yellow container.

THANK YOU!

805-488-3877

www.portofhueneme.org



The Port
OF Hueneme

Oxnard Harbor District