2019 State of the Port
John W. Murray, CEO
2018 Economic Impact

Port Canaveral’s Cruise Business Contributes to Local Tourism

Cruise lines, guests and crew visits generated $1.3 billion in tourism expenditures in Central Florida.

Central Florida Impact

* $1.94 billion direct impact in Central Florida economy
* 17,200 workers in direct employment
* $729 million in wages
* $57 million in state and local tax revenues

Local Impact

* 12,964 regional residents directly employed
* $516.6 million annual wages directly paid

State Impact

* $3.9 billion total economic impact to Florida
* 32,650 total jobs
* $1.3 billion wage income
* $107.2 million state and local tax revenues (sales, use, excise) paid
2018 Economic Impact

**Cruise**
- $2.6 billion total impact
- 23,745 total jobs
- $910.5 million annual wages
- $74 million tax revenue

**Cargo**
- $804 million total impact
- 4,666 total jobs
- $228.8 million annual wages
- $18.6 million tax revenue

**Real Estate**
- $346.3 million total impact
- 3,134 total jobs
- $116.2 million annual wages
- $9.5 million tax revenue

**Recreation**
- $19.3 million total impact
- 213 total jobs
- $7.6 million annual wages
- $615,000 tax revenue
**Fiscal Year 2019 vs. 2018**

- **Total Revenue** – $110M (Up 6%)

**Operating Revenue**
- $106.6M (Up 5%)

**Cruise Revenue**
- $81.9M (Up 5%)

**Cargo Revenue**
- $9.3M (Down 8%)

**Cargo Tonnage**
- 6.5M tons (Up 1%)
Cruise

• 4.6 million multi-day passenger movements in 2019
  • *Harmony of the Seas* replaced *Oasis of the Seas*
  • *Mariner of the Seas* replaced *Enchantment of the Seas*
  • *Carnival Elation* replaced *Carnival Sunshine*
  • New Norwegian port-of-calls
    • *Norwegian Escape*
Cruise

- Cruise Terminal 3
  - Fully operational by end May 2020
  - Grand opening planned July 2020
  - *Mardi Gras* arrives October 2020
    - First LNG powered cruise ship in North America
- New 20-year agreement with Disney Cruise Line
  - Increases to 3 homeported ships
  - New LNG-powered cruise ships
- *Norwegian Breakaway* replaces *Norwegian Epic* for winter season
Cargo

• Central Florida’s growth driving cargo throughput

• 361 ship calls in FY 19 vs. 491 in FY 18

• Tonnage up 1.1%

• $9.3M in revenue
  • Decreased by 8%
Cargo

Cargo Tonnage FY18 vs. FY19

Thousands

<table>
<thead>
<tr>
<th>Cargo Type</th>
<th>FY 2018</th>
<th>FY 2019</th>
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<tbody>
<tr>
<td>Lumber</td>
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<tr>
<td>Petroleum</td>
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</tbody>
</table>

- Lumber up 31%
- Slag up 16.6%
- Salt up 9%
- Petroleum up 1%
Strategic Partnerships

• Support from Central Florida’s Elected Officials
  • Florida House & Senate Members
  • U.S. Senators & U.S. House Members
  • House & Senate Committee/Subcommittee Chairs

• Strong relationships with State and Federal Agencies
  • Florida’s Department of Transportation (FDOT)
  • Department of Economic Opportunity (DEO)
  • U.S. Department of Transportation & related agencies
  • U.S. Department of Homeland Security & related agencies
Strategic Partnerships

• Accomplishments
  • Sand Bypass Project ($18M – U.S. Army Corps)
  • Harbor Maintenance ($1.4M – U.S. Army Corps)
  • New Fireboat
    • $1.5M State Appropriation
    • $1M FEMA Port Security Grant
  • State & Federal Grants for Port Security ($900k)
  • State Grants for Infrastructure Upgrades ($15.6M)
Environmental Stewardship

- Multiple local initiatives
  - Keep Brevard Beautiful Port partnership
  - Indian River Lagoon Community Outreach Program
  - Monthly water quality sampling
- $4.6M for storm water collection and nutrient reduction vault system for new CT3
- Recertified Green Marine
  - Voluntary program
  - One of only two Ports in Florida
- International Maritime Organization (IMO) 2020
Near Term Priorities

• Highest demand for bulkhead in Port’s history
  • Diverse cargo
  • Larger cruise ships
  • Cargo berths for cruise calls
• Increasing requirements for commercial space industry
• Balancing berth utilization with demand
Way Forward

• Measured and financially responsible development

• Strong organic growth through sound business planning

• Add value and provide support to Port business partners

• Protect foundations of success while positioning the Port to meet future demands
Thank you