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JAXPORT

2014 Magazine

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About the cover:

A Liquid Natural Gas crewman during a night-time operation.

JAXPORT CEO Trend Report



Brian Taylor
JAXPORT CEO

Welcome to the Winter Issue of our JAXPORT magazine. While you will find a variety of useful and noteworthy information in these pages, it is our cover story that merits great focus and attention as we usher in 2014.

Toward the end of the last decade, the U.S. was focused on developing port facilities suitable for importing natural gas from international sources, lessening our dependence on foreign oil.

As a result of that flurry of activity and the power of human ingenuity and technology, it's estimated that we now have a supply of natural gas that will last us more than a century. Our focus has now shifted from importing to the development of strategically located production and distribution facilities that will service the maritime transportation sector and eventually be able to export natural gas to nations around the globe.

With a 100-year supply of an energy source that is cost effective as well as environmentally friendly, it's easy to understand why the national dialogue around natural gas, whether liquefied or compressed, has accelerated dramatically and its use is moving toward the "tipping point."

Maritime companies, facing increases in the costs of doing business and striving to be good stewards of the environment, have quickly realized this energy source could be a key to the future. In particular, companies operating in the Environmental Control Area (ECA) zones along the U.S. coasts, currently required to invest in ways to reduce the emissions and particulate matter produced by their ships, are gravitating to liquefied natural gas (LNG).

As ports gear up to serve the early adopters, it is only a matter of time before a significant number of international shipping companies begin moving in the direction of this lower cost, cleaner fuel alternative.

The next logical step in the product life cycle is LNG's expanded use outside of the U.S. Like the early-adopting carriers, those ports and communities that embrace the opportunity before us stand to gain the most—jobs, economic growth and business connectivity with communities around the world.

Already Northeast Florida has emerged as a frontrunner in the commercial benefits of LNG, thanks to groundbreaking decisions by some of our long-time port customers and the innovative spirit of the business and political leadership in our region.

Read on for more details in our cover story (page 12) as well as a profile of our newest port leader (page 18), an introduction to a significant enhancement of our security offerings (page 22) and much more on recent port growth projects and additions to our business offerings.

Please let me know your thoughts on the topics covered in this issue, items you'd like to see in future issues or anything else that's on your mind. I look forward to hearing from you.

A handwritten signature in black ink that reads "Brian Taylor". The signature is fluid and cursive.

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Feature

More than \$1 billion being invested in Northeast Florida road projects

By Paul Scott Abbott

The Florida Department of Transportation (FDOT) is engaging in more than \$1 billion in projects in Northeast Florida during the next five years, a move that will enhance the Port of Jacksonville's already impressive roadway connections.

Currently under construction is a \$23 million ramp project at the I-295/Heckscher Drive interchange, to improve traffic flow in the immediate vicinity of JAXPORT's Dames Point and Blount Island Marine Terminals, tying into the JAXPORT intermodal container transfer facility (ICTF). FDOT is investing \$20 million in the ICTF, to be completed in 2015.

"We understand the impact ports have on our state's economy and that they need good infrastructure to be successful," said James Bennett, Urban Transportation Development Manager for FDOT's District 2, which covers an 18-county area of Northeast Florida.

"A lot of these major operational improvements aren't just about moving cars," he said. "They're about the efficient movement of goods, which is beneficial for Florida's economy."

Bennett noted that the state's recognition of the importance of freight mobility as an economic driver is underscored by FDOT's creation of its Office of Freight, Logistics and Passenger Operations and the deployment of a freight coordinator in each of the department's seven districts.

"We truly enjoy a strong working relationship with the Jacksonville Port Authority," said Bennett, who said District 2 officials meet monthly with JAXPORT counterparts.

FDOT's five-year plan, covering 2015 through 2019, lists more than 100 projects in Duval County alone. Major efforts in in Duval and neighboring counties include:

- Improvements, including the addition of electronically tolled express lanes, to Interstate 295 along a 4.5-mile stretch from Butler Boulevard Bridge to I-95, at \$104 million
- Enhancement of the I-295 east loop, for nearly 5 miles, from J. Turner Butler Boulevard to State Road 9B, at \$175 billion
- Reconstruction of the I-95/I-295 north interchange, at \$180 million, including right-of-way acquisition and environmental and utilities coordination



Aerial view of the Interstate 95 Overland Bridge construction project, which is designed to improve traffic flow along the I-95 corridor just south of the Fuller Warren Bridge in Jacksonville.

- Building of a new interchange of U.S. 17 at I-10 and I-95, at a total of \$130 million
- Ramp construction at I-95 and J. Turner Butler Boulevard, at \$90 million
- New ramps and lane rebuilding at U.S. 301 and I-10 on the Westside of Jacksonville, at \$95 million
- Interchange reconstruction at the connection of State Road 23 and I-10 and U.S. 90, at \$46.5 million
- Expanding Baldwin bypass on U.S. 301/State Road 200 to four lanes, at \$36.5 million
- Reconstruction of State Road 200 in Nassau County, at a total of \$85 million.

The plan also encompasses scores of smaller projects including resurfacing of many roadways. □

Feature

Global Cities offers insights, action plans on exports

By Dolly Penland

The Metro Jacksonville region has been chosen as one of eight inaugural metropolitan areas in the Global Cities Exchange, part of the Brookings Institution and JPMorgan Chase's Global Cities Initiative. These U.S. cities will work together to create plans to increase global trade and grow the economy.

During the four-year Exchange program, leaders from the participating areas will meet for in-person working sessions as well as access, learning and collaboration opportunities through conference calls and webinars.

"We will look at how we create future jobs for our economy through exports and position Jacksonville as an international trade hub," said Ted Carter, Executive Director\CEO, Office of Economic Development, City of Jacksonville. "We are doing research into what the industry segments are and what financial tools are needed to help small businesses in particular."

In December, members of the Metro Jacksonville team representing the seven-county Northeast Florida region gathered with their counterparts from other Exchange areas around the nation for their first meeting in Washington, D.C. to learn the steps for identifying unique regional opportunities and designing a tailored export plan. The goal is to design and implement a regional export plan in 2014.

According to Carter, the Jacksonville plan will start with a market assessment to analyze export strengths and weaknesses, identify viable export markets and determine which industries and businesses can best serve countries on the international market. In addition, the program offers the region access to the expertise of Brookings economists and planners, as well as guidance from leaders in other participating metro regions.

"Collaboration regionally will change the way economic development is thought about with respect to the impact that exports can have on regional economic and job growth, particularly with



Jacksonville Office of Economic Development Exec. Dir./CEO Ted Carter, second from left, listens as Michael Butler, market president for JPMorgan Chase & Co., announces Jacksonville's selection for the Global Cities Exchange. Also pictured are (left to right) Donnie Homer, Jr. and Dr. Rody Borg of Jacksonville University, Jacksonville Mayor Alvin Brown and JAXUSA Partnership President Jerry Mallot.

small and medium enterprises [and the] port will benefit from increased container and trade volume," said Carter. "This is a multiyear strategy which will also include foreign direct investment. Jacksonville ranks 83rd out of the top 100 metro economies in terms of export output growth. The new leadership at the port, the completion of the port strategic master plan and the work being done to deliver a deeper channel make it an ideal time to pursue this initiative for long term growth." □

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Feature

Save the date for State of the Port

The Propeller Club – Port of Jacksonville will hold its annual “State of the Port” luncheon and networking event at 11:30 a.m. on Thursday, Feb. 13 at the University of North Florida’s Adam W. Herbert University Center located at 12000 Alumni Drive, Jacksonville, Fla.

JAXPORT Chief Executive Officer Brian Taylor will deliver the event’s keynote address discussing highlights from the year just ended and look ahead at port projects, plans and strategies for the New Year and beyond.

The cost to attend is \$40. To register, head to propclubjax.com or call (904) 521-9738. □



JAXPORT Executive Vice President and Chief Commercial Officer Roy Schleicher delivers the State of the Port address at last year’s event.



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Feature

Focusing on freight, logistics and the future

By Staff

Northeast Florida's future freight and logistics opportunities will take center stage as state-level transportation representatives and business groups converge on Jacksonville the week of Jan. 27, 2014 for a series of public events meant to inform and involve civic leaders, current and future citizens and all of those interested in recommendations on expanding trade.

The 2nd Annual Florida Department of Transportation Intermodal Logistics Center (ILC) Forum will be held Jan. 27-28 at the JAXPORT Cruise Terminal. Intermodal logistics centers play a significant role in expanding trade and logistics infrastructure by enhancing seaports, airports, railroads, and supporting intermodal highway connectors.

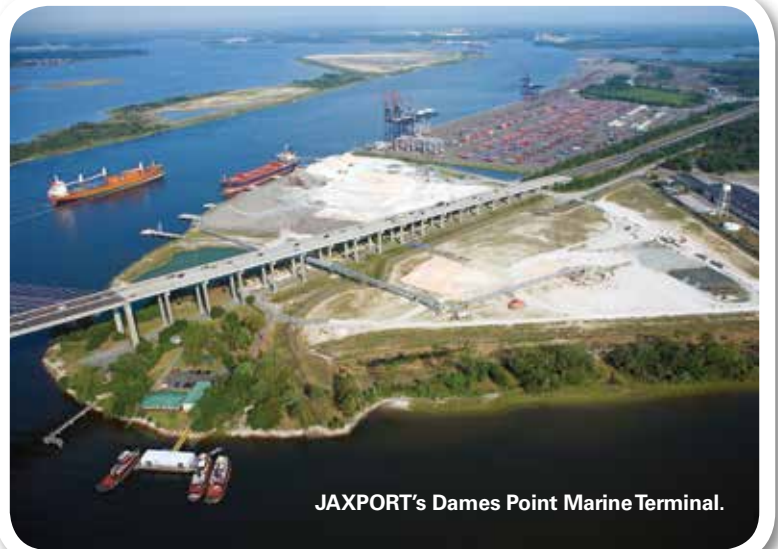
The state of Florida recognized the importance of ILCs in 2012 when legislation was enacted to support ILC development through a new grant program, as well as through the inclusion of ILCs as part of the state's Strategic Intermodal System.

The upcoming Forum will provide an inside view of Florida's opportunities to enhance its freight and logistics system through development and further expansion of intermodal logistics centers. The program will include a review of the ILC program's growth in the last year, looking at where the program is currently, and exploring where the program is headed in the coming year.

For more information, contact Julie Conn at julie.conn@dot.state.fl.us or (850) 414-4534 or head to www.planetreg.com/ILCForum to register.

On Wednesday, Jan. 29, the Florida Chamber of Commerce Foundation will host a day of speakers and panel discussions to provide context on the position of the Jacksonville region in the global marketplace; highlight opportunities to strengthen the region's global economic competitiveness particularly around trade, freight and logistics; and offer insight into how state, regional and local leaders can work together to expand international trade and enhance the prosperity of the region.

The recently released Florida Trade and Logistics Study 2.0 (TL2.0) commissioned by the Florida Chamber Foundation and presented by Bank of America and the Florida Department of



JAXPORT's Dames Point Marine Terminal.

Transportation, builds on Florida's once-in-a-generation opportunity to transform the state's economy into a global hub for trade, logistics and export-oriented manufacturing activities. It identifies a potential of 150,000 new trade and logistics jobs that can be created over the next five years and makes recommendations on reaching the following goals:

- Position Florida as one of the nation's leading states for global trade and investment
- Grow Florida jobs in trade, transportation, logistics, manufacturing, value-added services
- Expand Florida's market share on critical global trade lanes
- Supply more imports through Florida gateways
- Double the value of Florida-made exports during the next five years
- Expand value-added services to trading companies and trading partner.

In addition, JAXPORT leadership will present information on how the port's plans for short-term and long-term growth intersect and support the both the state's ILC programs and the Florida Trade and Logistics Study recommendations.

For more information or to register, contact Leslie Snyder at lsnyder@flchamber.com or (850) 521-1206. □

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Feature

Federal legislation to advance critical Jacksonville harbor projects



U.S. Congresswoman Corrine Brown and U.S. Congressman Ander Crenshaw are joined by local government leaders and port officials in Oct. to announce that the port's two critical harbor improvement projects, Mile Point and deepening, are moving forward.

By Paul Scott Abbott

Federal legislators, including those representing Northeast Florida, continue working toward bipartisan, bicameral approval of a crucial measure to fund critical U.S. harbor projects, such as two undertakings that will allow the Port of Jacksonville to better accommodate larger vessels.

In November, a conference committee with members from both the House and Senate began to seek consensus on legislation to authorize dredging of U.S. port channels. By a 417-to-3 vote, the House on Oct. 23 passed H.R. 3080, the Water Resources Reform and Development Act of 2013, while the Senate passed its related bill, S. 601, the Water Resources Development Act of 2013, in May, by an 83-to-14 margin.

Although water resources reauthorization legislation has tradi-

tionally been approved by Congress every two years, such a measure has not been passed since 2007.

U.S. Rep. Corrine Brown, D-Jacksonville, a member of the conference committee, said, "I pledge to fight to ensure that the provisions that assist the state of Florida are retained in the final conference bill, and will continue to make a concerted attempt to have my language included in the final bill to include projects that receive a [U.S. Army Corps of Engineers] Chief of Engineers report up to one year after enactment of the bill."

At the Port of Jacksonville, a project to bring the St. Johns River harbor to 47-foot depth and another to resolve tidal crosscurrent concerns at Mile Point have gained local, regional and national support, including via President Barack Obama's inclusion of the overall harbor deepening in his "We Can't Wait" Initiative

Feature



U.S. Rep. Nick Rahall, D-W.Va., ranking member of the House Transportation and Infrastructure Committee and member of the Water Resources Reform and Development Act (WRRDA) Conference Committee, received an in-depth briefing on port growth projects critical to Northeast Florida's economy with fellow Conferee Congresswoman Corrine Brown.

expediting critical U.S. infrastructure projects.

U.S. Rep. Nick Rahall, D-W.Va., ranking member of the House Transportation and Infrastructure Committee, expressed support as he toured Jacksonville Port Authority facilities Dec. 2 with Brown and JAXPORT Chief Executive Officer Brian Taylor. In November, the committee's chairman, U.S. Rep. Bill Shuster, R-Pa., visited Jacksonville and spoke with port leaders about the water resources bill and Florida's ports.

U.S. Rep. Ander Crenshaw, R-Jacksonville, Chairman of the House Financial Services and General Government Appropriations Subcommittee, said, "Deepening the St. Johns River means more jobs, more trade and more economic growth for the region; that's why my support for this project remains strong and steady.

"If we do not act quickly, JAXPORT will fall behind competitors on the East Coast," he said, "and the economic engine that has driven this community for the past decade will be put in danger." □



U.S. Rep. Bill Shuster, R-Pa., Chairman, House Transportation and Infrastructure Committee visited with port leaders in Nov.

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On The Cover



Artist's rendering of the LNG fuel system for TOTE Maritime's LNG-powered container ships.

On The Cover

At leading edge of clean fuels revolution, Jacksonville advances LNG on many fronts



Artist's rendering of a TOTE LNG-fueled container ship. Sea Star, a unit of TOTE Inc., plans to deploy two of these vessels for service between Jacksonville and San Juan starting in 2015.

By Paul Scott Abbott

From ships and locomotives powered by liquefied natural gas to electric utility and transit bus reliance upon economical, environmentally friendly fuel sources, Northeast Florida is quickly emerging as natural gas leader in many ways.

With Puerto Rican carriers Sea Star Lines and Crowley Maritime each pioneering the use of LNG as a marine fuel, the focus on LNG comes at an opportune time. Environmental rules are putting increasingly strict limits on the allowable level of pollutants from vessels operating within 200 miles of the U.S. coasts, an area that includes much of the route routinely followed by ships operating between Jacksonville and Puerto Rico.

The regulations require operators to reduce sulfur and nitrogen oxide emissions, a reduction costly to achieve through retrofitting older bunker-fuel burning engines. In December 2012, Sea Star's parent company, TOTE Inc., made the ground-breaking decision to invest in the world's first LNG-powered container ships.

"For us, the reason, first and foremost, is environmental," Anthony Chiarello, president and CEO of TOTE, said at the time. "Having an environmentally friendly solution was the driver from the beginning."

In late 2013, Crowley announced its purchase of two LNG-powered combination container and vehicle (roll-on, roll-off) vessels. "Our investment in these new ships – the first of their kind in the world – is significant on so many fronts," said Tom Crowley, company chairman and CEO. "We named them the Commitment Class of ships because they represent our commitment to our customers and the people of Puerto Rico." (For more on Sea Star and Crowley, see page 16)

JAXPORT Chief Executive Officer Brian Taylor says while the port's most immediate role will be to support the new fueling requirements of these early adopting companies—both long-time customers of the port—he sees great prospects for LNG as an export commodity as well.

"The next logical step in the product life cycle is LNG's expanded use outside of the U.S.," Taylor said. "LNG needs to be a large part of

On The Cover



Artist's rendering of Crowley Maritime's LNG-powered, combination container roll-on/roll-off ConRo ships. Crowley plans to deploy two of the vessels for service between Jacksonville and San Juan by 2017.

our strategic plan to build exports through Northeast Florida and to expand our book of business for the future.”

Adding to Northeast Florida's emergence as a leader in LNG innovation is California-based Clean Energy Fuels Corp's plans to build what will be the first terminal on the eastern seaboard to specifically supply LNG for maritime, heavy-duty trucking and rail industries.

The company plans to have the facility fully operating along the St. Johns River by late 2015. It is the first project to be developed by Eagle LNG Partners, a consortium of Clean Energy, GE Ventures, GE Energy Financial Services and Ferus Natural Gas Fuels to jointly deliver the cleaner-burning, less-costly fuel in the United States.

“Certainly, Jacksonville has a tremendous opportunity to be the first on the East Coast for LNG as a multimode transportation fuel,” said Greg Roche, Vice President of National Accounts and Infrastructure at Clean Energy.

Roche noted that Sea Star and Crowley's LNG-powered vessels, which will serve the Jacksonville-San Juan trade, are among key reasons behind the decision to build the new terminal. Also, Crowley's purchase of Carib Energy positions Crowley to offer a comprehensive suite of LNG services.

“It's ideal to have a waterfront location that can deliver LNG to ships just like they're now getting traditional bunker fuel,” said Roche, who explained that the natural gas will be delivered to Jacksonville via pipeline from any number of the more than 30 U.S. states that produce it.

“This project will put the Port of Jacksonville in the lead on the East Coast,” he said. “They'll be a role model for others to look to.”

In addition to building the waterfront LNG terminal at 1632 Zoo Parkway, Clean Energy has just opened an America's Natural Gas Highway station at Interstate 10 and Lane Avenue, between I-295

About LNG...

LNG is a stable gas that is neither toxic nor corrosive and is lighter than air. It is the cleanest fossil fuel available, netting a 100 percent reduction in sulphur oxide (SO_x) and particulate matter (PM), and a 92 percent reduction in nitrogen oxide (NO_x). LNG also has the ability to significantly reduce carbon dioxide (CO₂), a contributor to greenhouse gas emissions, as compared with conventional fossil fuels.

and I-95, part of what Roche said is to be developed as “a robust network to serve Florida trucks.”

Jeff Sheffield, executive director of the North Florida Transportation Planning Organization, shares in the enthusiasm for LNG.

“The Jacksonville region is really moving in alternative fuels and, specifically, in natural gas,” Sheffield said, citing the four-county TPO's development of a regional plan for such fuels.

Beyond the plans of Clean Energy, Sea Star and Crowley, Sheffield cited several other projects in Northeast Florida building the region's LNG synergies, including:

- The pilot program of Jacksonville-based CSX Corp. and GE Transportation to explore emissions-cutting and efficiency breakthroughs in LNG technology for locomotives
- Jacksonville-based Florida East Coast Railway's plan to test locomotives that can run on LNG
- St. Johns County's commitment to convert 132 public fleet vehicles to run on a related product, compressed natural gas (CNG), backed by Federal Highway Administration Congestion Mitigation and Air Quality Improvement Program and North Florida TPO funds.

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On The Cover

- The Jacksonville Transportation Authority's move toward CNG powering of 75 buses
- Waste Pro USA's commitment to deploy 36 CNG-powered sanitation trucks as part of its contract renewal with the City of Jacksonville
- The prioritization of natural gas, rather than coal, as a generator of electricity by JEA Inc., formerly the Jacksonville Electric Authority.

"Natural gas for fuels is an exciting opportunity for the Jacksonville community," said JEA's Chief Financial Officer Melissa Dykes, noting a recent agreement between the taxpayer-owned utility and

San Diego-based Sempra U.S. Gas & Power LLC to explore several projects.

"Expanded delivery of natural gas to our region remains a top priority for JEA as a way to mitigate environmental risks for our electric utility, ensure low-cost fuel supply and keep rates as low as possible for our customers," she said.

"We're excited," Dykes said, "about the opportunity to expand that scope to include supplying natural gas as a transportation fuel through our relationship with Sempra, and positioning JAXPORT and the Jacksonville community as a continuing leader in logistics." □

Sea Star to deploy LNG vessels in JAXPORT-Puerto Rico trade

Jacksonville-based Sea Star Line is taking a lead role in the emergence of liquefied natural gas as a preferred environmentally friendly fuel source in Northeast Florida.

Sea Star, a unit of TOTE Inc., plans to deploy two new U.S.-built, LNG-powered vessels, each with capacities of 3,100 twenty-foot-equivalent container units, in its Jones Act service between Jacksonville and San Juan, with delivery of these ships scheduled in 2015 and 2016 from General Dynamics NASSCO.

"Our new Marlin class containerships will provide 40 years of service to the people of Puerto Rico," said Peter Keller, who in January transitions from President of Sea Star to Executive Vice President of TOTE.

"Operating from JAXPORT, the new Marlin class vessels will ensure that Jacksonville will have a leadership role in LNG as an environmentally important alternative transportation fuel," Keller said.

"The environmental benefits of LNG are compelling, and Jacksonville is in the forefront of these new developments, not just for maritime, road and rail, but also for local energy generation," he added. "Jacksonville will be a model for others to emulate as we transition to environmentally friendly fuels such as LNG."



Peter Keller
TOTE Maritime

Crowley's LNG-powered ships scheduled for delivery in 2017

By 2017, Jacksonville-based Crowley Maritime Corp. looks to have two ships powered by liquefied natural gas plying waters between Jacksonville and San Juan.

According to a Nov. 25 announcement, the ships are to replace towed triple-deck barge units that have served the U.S.-Puerto Rico trade since the early 1970s.



Matt Jackson
Crowley Maritime

"Crowley's investment in new, liquefied-natural-gas-powered, combination container-roll-on/roll-off ConRo ships for the Jacksonville market is significant not only

because of the environmental benefits, but also because they demonstrate the company's continuing commitment to our customers and the people of Puerto Rico," said Matt Jackson, Vice President for LNG Business Development at Crowley Maritime Corp.

The ConRo ships are being built by VT Halter Marine Inc. of Pascagoula, Miss.

"Powered by LNG, the Crowley Commitment Class ships will set a new standard for environmentally responsible shipping," said Tucker Gilliam, Crowley Maritime Corp's Vice President for Special Projects.

"Operating out of Jacksonville, these Jones Act vessels will offer lower emissions and increased speed, reliability and capacity," Gilliam continued. "Additionally, they will expand our ability to handle 53-foot and refrigerated equipment, upon which many of Crowley's customers have come to rely."

Profile

JAXPORT aligns marketing, sales responsibilities to enhance service

By Paul Scott Abbott



JAXPORT Marketing and Sales Team.

In a move to enhance service to customers, both current and future, the Jacksonville Port Authority has created a realigned Marketing and Sales Department under JAXPORT Executive Vice President and Chief Commercial Officer Roy Schleicher.

The marketing division, led by Director of Marketing Robert Peek, assisted by Marketing Coordinator Jeff Price, is tasked with generating and qualifying leads to turn over to the sales division.

The sales division features Ricardo "Rick" Schiappacasse, newly hired Director of Latin America Sales (see pg. 21); Lisa Wheldon, Director of National Accounts and Container Sales; Lisa Diaz, Manager of Foreign-Trade Zone No. 64 and Florida Sales; Aisha Eccleston, Senior Coordinator for Business Development and Customer Service; and James E. Butcher, Director of Northeast and Roll-on/Roll-off Sales. Bonnie Burton serves as Administrative Secretary for both divisions. □

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Profile

JAXPORT welcomes former U.N. Ambassador to Board of Directors

JAXPORT's Board of Directors recently welcomed experienced foreign policy professional and author Nancy Soderberg following her appointment by Jacksonville Mayor Alvin Brown and confirmation by the Jacksonville City Council.

Soderberg was the third-highest-ranking official at the United States National Security Council from 1993–1997 and served as U.S. Representative for Special Political Affairs at the U.S. Mission to the United Nations with rank of Ambassador.

Soderberg is a Visiting Distinguished Scholar at the University of North Florida in Jacksonville and President and CEO of Soderberg Solutions, an international consulting firm.



Nancy Soderberg
JAXPORT Board Member

JAXPORT Magazine: What skills and experience do you bring to the Board?

Nancy Soderberg: I feel I am very well suited for this board position. My international background and experience in Washington will allow me to help the board navigate federal issues tactically. I am also a strategic thinker who enjoys collaborating and working towards solutions.

JM: What is your vision for the port?

NS: Every time I drive over the Dames Point Bridge, I think about how we should have a bigger, stronger, deeper port. I believe that we can be all of those things and still be an environmentally

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friendly port. We need people to think “Jacksonville” when they think of the shipping hub of the Southeast.

JM: What do we need to do to get there?

NS: We need more involvement from the federal government. Our current state government understands the importance of our

ports, and we should continue to foster and strengthen those relationships. We also need to work on developing our logistics link internationally.

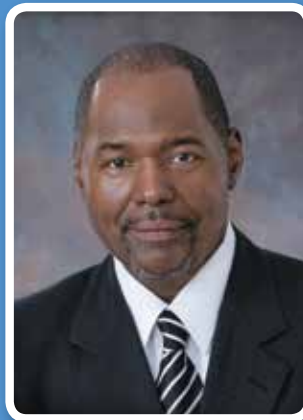
This is a very hands-on board and I am pleased to have a role on it as we continue the work of moving our port forward. □



Joe York
Chairman



John Falconetti
Vice Chairman



Dr. John Newman
Treasurer



Robert Spohrer
Secretary

Board of Directors Update

- At the December board meeting, the JAXPORT Board of Directors elected new officers to serve through June 30. Joe York continues as Chairman, John Falconetti was elected Vice Chairman, Dr. John Newman was named Treasurer and Robert Spohrer will now serve as Secretary.
- Congratulations to JAXPORT Board of Directors Chairman Joe York, who has been named President of AT&T Florida. He most recently served as Vice President — Legislative & Regulatory Affairs for AT&T Florida, where he directed the company’s political, public policy, regulatory, legislative and consumer affairs operations.

As President of AT&T Florida, York will oversee the company’s local, state and federal government relations and business and consumer affairs operations in Florida, Puerto Rico and the U.S. Virgin Islands.

Profile

Small Business Spotlight: Pars Construction Services, LLC

By Dolly Penland

Pars Construction Services LLC, a Northeast Florida general contracting company, has grown 102 percent each year since 2008. In 2011, the Jacksonville Business Journal named the company one of the area's 50 fastest growing private businesses.

Owner Ali Hakimi came to the U.S. from his native Iran in the 1980s on a soccer scholarship, attending college in West Virginia and eventually graduating with a dual major in Civil and Electric Engineering and an MBA.

He then worked for several companies, but credits his experience

with Turner Construction during development of JAXPORT's MOL/TraPac Container Terminal at Dames Point with helping him launch a successful growth company of his own. Hakimi's Pars Construction Services was established in 2007.

"I understand the needs of the port," said Hakimi. "I integrate my projects with their needs to minimize disruptions to port operations. I exceed their expectations."



In 2013, Pars Construction was contracted by JAXPORT to enclose an existing mobile equipment storage facility at Blount Island Marine Terminal.



Ali Hakimi
Owner, Pars Construction

Yetunde Oyewole, Small and Emerging Business Programs Coordinator at JAXPORT, helped Hakimi become certified in the Jacksonville Small and Emerging Business (JSEB) program and the Florida Department of Transportation (FDOT) Disadvantaged Business Enterprise (DBE).

"Because of his experience in private industry and construction, he started bidding on work with us," said Oyewole, adding that Hakimi earns work with other public agencies as well as JAXPORT. "When you are professional and do a good job like Ali does, your reputation spreads by word of mouth. He got references from the project managers here who were very pleased with his work. That is what the small business program is about, helping small business grow to a capacity to bid on work opportunities that are available with JAXPORT and other agencies."

"JAXPORT is one of the main reasons I am where I am now," said Hakimi. "My American dream would never have come true without them." □

Profile

Schiappacasse joins JAXPORT as Director of Latin America Sales

By Paul Scott Abbott

Industry veteran Ricardo "Rick" Schiappacasse is the latest addition to the Jacksonville Port Authority's Sales Department, joining the team as Director of Latin America Sales.

With more than 35 years of experience, including 22 years with the Maryland Port Administration, most recently as Director of Latin America and the Caribbean, Schiappacasse has also held key posts with Maersk Line and Mediterranean Shipping Co. His trade development travels have taken him to nearly 30 countries around the globe.



Rick Schiappacasse
Director of Latin America
Sales. (904) 357-3071
Ricardo.Schiappacasse
@jaxport.com

At JAXPORT, his responsibilities include general, breakbulk, containerized, refrigerated and forest product cargo sectors, in Latin America and the Caribbean.

Schiappacasse currently serves on the executive committee of the International Propeller Club of the United States, and he is that organization's board liaison with the European Association of Propeller Clubs. He is past president of the Propeller Club of Baltimore.

An accomplished photographer, Schiappacasse said he looks forward to applying those talents to shooting images of Northeast Florida wildlife and landscapes. □

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Profile

Security Update: JAXPORT Marine Unit



JAXPORT Facility Security Officer Dave Campion pilots one of the Marine Unit's two dedicated security vessels.

By Dolly Penland and Staff

The JAXPORT Security Marine Unit provides waterside security at all JAXPORT Marine Terminals. Formed in 2007, the Marine Unit directly supports the operations of port tenants, all of whom are regulated under the Maritime Transportation Security Act (MTSA). The MTSA, established after 9/11, requires waterside security capability to mitigate identified risk.

The Marine Unit currently operates two McKee crafts—a 22-foot center-console vessel and a 24-foot all-weather cabin vessel. Both are outfitted with interoperable communications equipment, which

allows the unit to communicate with other local, state and federal agencies, as well as various threat detection sensors, thermal imaging and sonar capability that allows for day/night operations under all conditions.

JAXPORT Security Marine Unit Officers undergo rigorous training which includes completion of the Department of Homeland Security, Federal Law Enforcement Training Center and Inland Boat Operator Training Programs. They must also meet unit level personnel qualification standards.

The Marine Unit provides day-to-day waterside security operations in accordance to the port's approved Facility Security Plan. The unit also works as part of the local area Maritime Joint



Campion steers the JAXPORT Security Marine Unit all-weather cabin vessel along the St. Johns River.

Terrorism Task Force under the direction of the United States Coast Guard, in cooperation with other local, state and federal partners.

“There is no typical day for our Security Marine Unit Officers. They carry-out a diverse mission which might include establishing a security zone for a cruise ship, responding to small pleasure craft attempting to enter a restricted areas, conducting sonar imaging of piers, assisting operations and engineering in ongoing maintenance and rehabilitation projects, as well as checking out a report of stowaway concealed on a calling vessel,” said Charles White, Director of Port Security and Emergency Preparedness. “We call on their full complement of skills each and every day.”

“When I get ready for an assignment, I prepare for the worst and hope for the best,” said Dave Campion, Facility Security Officer with the Marine Unit. “Operating as part of the JAXPORT Marine Unit is one of the most challenging and rewarding aspects

of my job. Where else can you go from conducting waterside security operations one moment, and in the next moment be assisting Florida Fish and Wildlife, Coast Guard, and NOAA officials in protecting a right whale that has ended up in the channel. It’s just amazing.” □

TWIC Info

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JAXPORT’s rigid security standards include the Federal Transportation Worker Identification Credential (TWIC) program, which is administered by the Transportation Security Administration. The TWIC is required for access to all JAXPORT terminals.

Port News

Fly In, Cruise Out!

By Staff

Jacksonville's cruise industry offers the perfect way to relax and recharge year-round. JAXPORT and the Jacksonville International Airport (JAX) make it ultra-easy to get away.

Carnival Cruise Lines offers four-day and five-day cruises from the JAXPORT Cruise Terminal on the city's Northside to the Bahamas and Key West aboard the Carnival Fascination. The ship's Hollywood-themed décor and VIP service make it a favorite of cruise aficionados from around the Southeast and beyond.

Want to party like a rock star during your vacation at sea? How about with some? Join 90s rock band, Weezer, with more than a dozen other special guest artists for "The Weezer Cruise" aboard the Carnival Fascination, Feb. 13-17, 2014. In addition to Carnival's signature entertainment, you'll enjoy live performances on four stages through the day and night, four fun-themed nights, and special activities with the bands.



Don't live nearby? JAX offers a variety of nonstop flights to Jacksonville making it convenient to bring the entire family. Airtran Airways, American Airlines, Delta Air Lines, JetBlue, Silver Airways, Southwest Airlines and United Airlines together operate more than 162 inbound and outbound flights per day.

JAX is located minutes from the cruise terminal with convenient shuttle and taxi service. Find more information at www.carnival.com and www.flyjax.com, or through your travel agent. □

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Port News

JAXPORT terminals moving variety of forest products for import, export



By Paul Scott Abbott

Brazilian eucalyptus pulp imports and containerized exports of Southern yellow pine logs to China are among forest product activities keeping Jacksonville Port Authority terminals busy.

The pulp is being brought in on a bimonthly basis on 6,000- to 8,000-ton-capacity Westfal-Larsen Shipping vessels to Seaonus Holding LLC facilities at JAXPORT's Talleyrand Marine Terminal, headed to customers in the U.S. Southeast.

Fernando Silveira, Logistics Manager at Fort Lauderdale-based Suzano Pulp and Paper America Inc., said he expects U.S. demand for eucalyptus wood pulp as a premium fiber in the making of tissue products will continue to grow.

"The Port of Jacksonville is strategically located with great rail connections and warehouse facilities and the port, Seaonus in particular, has a very professional, customer-service-oriented team," Silveira said.

Rick Sharp, Vice President of Seaonus, formerly ICS Logistics, said he sees volume increasing after Suzano opens a new mill in Brazil that will be capable of producing 1.5 million tons a year of pulp.

Sharp noted that his firm, which has more than 700,000 square feet of JAXPORT warehouse space, has also been handling Suzano

shipments of rolled paper, copy paper and other products for the past five years.

A tremendous future opportunity for JAXPORT, according to Sharp, is seen in the export of wood pellets that are used as an energy source in Europe. Seaonus has been working with Elk Grove Village, Ill.-based Arrows Up Inc. in development of 8-foot-by-8-foot-by-8-foot bins each capable of holding as many as seven tons of wood pellets or related products, plus remote-control-operated spreader bar technology to ensure soft loading of such bins.

Another JAXPORT tenant, SSA Cooper, is also engaged in handling forest products at Blount Island Marine Terminals. Last year SSA moved 375 thousand tons of wood pulp through the port.

Meanwhile, JAXPORT's Blount Island and TraPac Marine Terminals are seeing an increase in forest product cargo, too, as American Log Handlers of Jackson, Miss. recently began exporting Southern yellow pine logs to China through Jacksonville.

Charles Cunnion, Manager of Transportation and Logistics at Foxboro, Mass.-based International Forest Products LLC, said the logs are being shipped in containers via Mitsui O.S.K. Lines, China Shipping Container Lines Co. Ltd. and Hanjin Shipping Co. Ltd.

"Jacksonville offers us the China market, whereas Charleston and Norfolk offer us hurdles getting into China," Cunnion said, citing plans to build up volume to 100 40-foot-long containers per week. "Jacksonville really opens up a huge market for us."

American Log Handlers is pleased with the new operation, according to Leigh B. Allen, the company's President.

"The log export business is a challenging supply chain," Allen said. "It takes tremendous cooperation and attention to detail from the logging woods all the way to the customer. That's why our partners are so critical...It takes a blue chip roster to make it work."

"These ventures are the first steps in our plan to expand JAXPORT's presence in the forestry product business in a significant way during 2014," said JAXPORT Executive Vice President and Chief Commercial Officer Roy Schleicher. "We are pleased to be an essential and efficient partner in the process of growing business opportunities for all of the entities involved." □

Port News

\$6 million in made-in-Northeast Florida jumbo trucks head to Peru



JAXPORT welcomed representatives and guests of Vac-Con, Inc. a Green Cove Springs, Fla.-based manufacturer, for the delivery of the company's 18 new jumbo-sized specialty trucks to be shipped from JAXPORT to Peru.

By Staff

Vac-Con, Inc. a Green Cove Springs, Fla.-based manufacturer of high performance, truck mounted vacuum equipment and hydro excavating machines, recently shipped 18 new jumbo-sized specialty trucks from JAXPORT to Peru. This single shipment represents more than \$6 million in exports.

While Vac-Con's primary business has been focused on building trucks for delivery in North America, exports to other countries continue to grow. This is just the latest example of



Vac-Con manufactures high performance truck mounted vacuum equipment and hydro excavating machines.



The single shipment of trucks to Peru represents more than \$6 million in exports.

Vac-Con's contributions to Northeast Florida's export economy and comes on the heels of a 20-truck shipment to Iraq in 2013.

"Vac-Con is a great representation of what we're trying to do with imports and exports in Florida," said State Rep. Lake Ray, R-Jacksonville. "All of Vac-Con's raw materials are shipped in through this port and the finished product is also shipped out through JAXPORT. Also, nearly every component of the product is made here in Northeast Florida."

Since 1986, Vac-Con has manufactured more than 6,500 custom-built, truck-mounted machines to serve the public and private environmental markets worldwide, and now employs nearly 300 people at its single location in Green Cove Springs, making it one of Clay County's largest employers.

"We have a backlog of more than 100 machines currently, so we're going to be really busy for the next three to four months, and we are anticipating a 10 percent growth in our business and workforce over the next year," said Executive Vice President Todd Masley.

JAXPORT is the nation's No. 1 vehicle export port, exporting more than 350,000 cars, trucks and pieces of heavy equipment internationally in 2013. □

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Port News

JAXPORT enhances critical dredge storage capabilities

By Dolly Penland



Aerial view of the Bartram Island Dredge Disposal facility, where storage capacity has been expanded

Storage capabilities at two of Bartram Island’s Dredge Disposal Cells are being expanded as part of a nearly-completed \$19 million maintenance project.

According to Joe R. Miller, JAXPORT’s Senior Director, Facilities Development, the U.S. Army Corps of Engineers and the port have developed a 20-year Dredge Material Management Plan (DMMP) to ensure there is sufficient dredge material storage capacity. As a result, the partnership developed a project to raise the dike walls at Bartram Island in order to support both the Corps’ federal navigation projects and JAXPORT’s regular dredging of its berths.

One of the key findings of the DMMP report was the need to increase short-term storage capacity at Bartram Island and the

most cost-effective option called for raising the dike walls at Bartram Island for Cells A and B2 from 35 feet to 55 feet.

Once the project is completed, the Jacksonville District, U.S. Army Corps of Engineers will use Cell A to store materials dredged from the federal channel; while JAXPORT will use Cell B2 to store materials dredged from its berths and its tenant berths.

“Bartram Island Cell A will have 5.5 million cubic yards of material capacity; while Cell B2 will have 2.2 million cubic yards of capacity,” according to Miller. “Also as a result of this project, we’ve also created additional storage capabilities at Cells C and F at Bartram Island, by using construction quality materials stored there to raise the walls in A and B2.”

Construction began January 2013 and is currently on-track to be completed in March 2014. □



A dredge material operation in progress at Cell C



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Port News

Zim Lines makes first call on Jacksonville

JAXPORT's TraPac Container Terminal at Dames Point recently welcomed the first ever call in Jacksonville by a Zim Lines vessel on Dec. 11.

The Zim Ontario visited as part of the G6 Alliance rotation, a weekly service calling on TraPac.

The weekly rotation is Xiamen, Kaohsiung, Hong Kong, Yantian, Shanghai, Busan, Kingston, Savannah, Charleston, New York, Norfolk, Jacksonville, Kingston, Manzanillo, Balboa, Busan, Xiamen. □



Orient Spirit welcomed at Talleyrand

Mediterranean Shipping Company vessel Orient Spirit made its first-ever U.S. port call at JAXPORT's Talleyrand Marine Terminal on Dec. 13. The ship is now transporting containers between JAXPORT and the Bahamas.

Randy Anderson, Operations Manager at JAXPORT's Talleyrand Marine Terminal (left) welcomed Capt. Igor Frantszhenko (center) and Marine Consultant Ted Dawson (right). □



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Connections

JAXPORT mentors future logistics leaders



Senior Coordinator of Business Development and Customer Service Aisha Eccleston visits with her mentee, Nola Carter, who participated in a JAXPORT mentoring program with Ribault High School in 2013.

By Dolly Penland

JAXPORT employees are once again regularly dedicating their time, energy and experience as mentors in the Big Brothers Big Sisters of Northeast Florida “Beyond School Walls” program, which allows students to become immersed in a real workplace and learn firsthand about potential careers.

The idea is to get students out of the classroom and give them the opportunity to see what a real workplace is like, allow them to gain knowledge about different career paths from professionals in their own work setting and give them the benefits of a consistent, ongoing mentor-mentee relationship.

In this case, students come to JAXPORT’s facilities for three hours each month to experience career-based learning via group discussions and visits to different divisions from engineering to government affairs. The students also participate in one-on-one sessions with their JAXPORT mentor.

JAXPORT employees mentor students from First Coast High School’s International Trade and Logistics Career and Professional Academy through the “Beyond School Walls” program.

“Getting students interested in trade and logistics at the high school level is a great way to help develop our future workforce and ensure the growth of the logistics industry,” said JAXPORT CEO Brian Taylor, who is serving as a mentor himself.

“The ‘Beyond School Walls’ program offers a unique opportunity for companies to get involved in the community, and I encourage other businesses to consider the value of participating,” Taylor continued. “There is nothing more important than ensuring our youth have the support and encouragement they need to succeed as contributing citizens of this community.”

If you or your organization is interested in becoming involved in a mentoring program, contact Big Brothers, Big Sisters at www.bbbs.org. □

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