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Economic Impact Analysis of King Ocean Lease (07/25)

The purpose of this analysis is to identify the economic impacts associated with the annual activity of the proposed King Ocean agreement. The economic impacts presented in this analysis factor into account anticipated annual cargo volumes – minimum annual guarantee (MAG) container moves and increases in subsequent years of the lease.

As part of the Port Everglades Master/Vision Plan, Martin Associates was retained by the Broward County Port Everglades Department to measure the local, regional and state economic impacts generated by the marine cargo and cruise industry at Port Everglades. The cargo impact model developed for Port Everglades is designed as a tool to test the sensitivity of impacts to changes in such factors as maritime tonnage levels, seaport productivity and work rules, new seaport facilities development, inland distribution patterns of ocean cargo, number of vessel calls and the introduction of new ocean carrier service. The cargo impact model can also be used to assess the impact of developing a parcel of land as a maritime terminal versus other non-cargo land uses. Finally, the maritime cargo impact model can be used to assess the economic benefits of increased maritime activity due to infrastructure development and the opportunity cost of not undertaking specific maritime investments such as dredging, new terminal development or warehouse development.

The study employs methodology and definitions that have been used by Martin Associates to measure the economic impacts of seaport activity at more than 250 ports in the United States and Canada, and at the leading airports in the United States. It is to be emphasized that only measurable impacts are included in this study. In order to ensure defensibility, the Martin Associates' approach to economic impact analysis is based on data developed through an extensive interview and telephone survey program of the Port's tenants and the firms providing cargo and cruise services at Port Everglades. Specific re-spending models have been developed for the Fort Lauderdale area to reflect the unique economic and consumer profiles of the regional economy. To further underscore the defensibility of the study, standardized impact models, such as the MARAD Port Kit are not used. Instead, the resulting impacts reflect the uniqueness of the individual Port operations, as well as the surrounding regional economy.

1. IMPACT DEFINITIONS

The impacts presented in this analysis are measured in terms of:

- Jobs [direct, induced, indirect and related shipper/consignee (related users)];
- Personal income;
- Business revenue; and
- State and local taxes.

Each impact measurement is described below:

- **Direct, Induced and Indirect jobs - Direct jobs** are those that would not exist if activity at the Port's marine cargo and cruise facilities were to cease. Direct jobs created by maritime cargo and cruise activity at the Port's terminals are those jobs with the firms directly providing cargo and cruise handling and vessel services, including trucking companies, terminal operators and stevedores, members of the

International Longshoremen's Association (ILA) and Teamsters Union, freight forwarders and customhouse brokers, warehouse operators, vessel agents, pilots and tug assist companies.

Induced jobs are jobs created in the Fort Lauderdale area by the purchases of goods and services by those individuals directly employed by each of the Port's lines of business. These jobs are based on the local purchase patterns of Fort Lauderdale area residents. The induced jobs are jobs with grocery stores, restaurants, health care providers, retail stores, local housing/construction industry, and transportation services, as well as with wholesalers providing goods to the retailers.

Indirect jobs are created throughout the Fort Lauderdale area as the result of purchases for goods and services by the firms directly impacted by Port Everglades activity, including the tenants, terminal operators and the firms providing services to cargo and cruise – which includes containerized cargo, petroleum, general cargo, RO/RO and dry bulks and cruise passenger operations. The indirect jobs are measured based on actual local purchase patterns of the directly dependent firms, and occur with such industries as utilities, office supplies, contract service providers, maintenance and repair, and construction.

Related shipper/consignee (related user) jobs are jobs with shippers and consignees (exporters and importers) using the seaport terminals for shipment and receipt of cargo. The majority of Port Everglades shippers and consignees impacts involve the import and export of ocean containerized cargo which creates jobs in the State of Florida's wholesale and distribution industries.

- **Personal income impact** consists of wages and salaries received by those directly employed by Port activity, and includes a respending impact which measures the personal consumption activity in the Fort Lauderdale area of those directly employed as the result of Port Everglades cargo and cruise activity. Indirect personal income measures the wages and salaries received by those indirectly employed.
- **Business revenue** consists of total business receipts by firms providing services in support of the ocean cargo and cruise activity.
- **Local purchases for goods and services** made by the directly impacted firms are also measured. These local purchases by the dependent firms create the indirect impacts.
- **State and local taxes** include taxes paid by individuals as well as firms dependent upon Port Everglades cargo and cruise activity.

2. IMPACT SUMMARY OF KING OCEAN LEASE

The impact of the containerized cargo volume guaranteed by King Ocean's lease extension generates significant economic impacts in the regional economy. It is anticipated that based on the new lease term MAGs, King Ocean is guaranteed to handle:

Exhibit 1

Lease Year	Period	Shipmoves
Contract Year 10.5	4/1/25-9/30/25	53,750
Contract Year 11	2025-2026	107,500
Contract Year 12	2026-2027	107,500
Contract Year 13	2027-2028	107,500
Contract Year 14	2028-2029	107,500
Contract Year 15	2029-2030	107,500
Contract Year 16	2030-2031	110,000
Contract Year 17	2031-2032	112,500
Contract Year 18	2032-2033	115,000
Contract Year 19	2033-2034	117,500
Contract Year 20	2034-2035	120,000

The economic impact of Contract Year 11 (107,500 container moves) is presented in the first column, while the impacts of the moves in year 20 (120,000 moves) are presented in column 2 in Exhibit 2.

Exhibit 2
Economic Impact of King Ocean Cargo Activity

Impact Category	Year 11 107,500 moves	Year 20 120,000 moves
JOBS		
DIRECT	555	618
INDUCED	523	583
INDIRECT	<u>588</u>	<u>656</u>
TOTAL JOBS	1,667	1,858
PERSONAL INCOME (1,000)		
DIRECT	\$36,252	\$40,369
INDUCED	\$87,290	\$97,204
INDIRECT	<u>\$31,780</u>	<u>\$35,475</u>
TOTAL PERSONAL INCOME	\$155,322	\$173,048
BUSINESS SERVICES REVENUE (1,000)	\$203,234	\$226,866
LOCAL PURCHASES (1,000)	\$62,775	\$70,075
STATE & LOCAL TAXES (1,000)	\$15,627	\$17,415