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Economic Impact Analysis of Crowley Lease (05/26)

The purpose of this analysis is to identify the economic impacts associated with the annual activity of the proposed Crowley agreement extension. The economic impacts presented in this analysis factor into account anticipated annual cargo volumes – minimum annual guarantee (MAG) container moves in years 11 through 15 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.

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.

- **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 CROWLEY LEASE

The impact of the containerized cargo volume guaranteed by Crowley's lease extension generates significant economic impacts in the regional economy. It is anticipated that based on the new lease term MAGs, Crowley is guaranteed to handle: 138,309 container moves for each year over Year 11 through Year 15. The economic impact of (138,309 container moves) is presented in Exhibit 1.

Exhibit 1
Economic Impact of Crowley Cargo Activity

Impact Category	Years 11-15 138,309 Containers
JOBS	
DIRECT	711
INDUCED	670
INDIRECT	<u>756</u>
TOTAL JOBS	2,137
PERSONAL INCOME (1,000)	
DIRECT	\$46,399
INDUCED	\$111,725
INDIRECT	<u>\$40,888</u>
TOTAL PERSONAL INCOME	\$199,012
BUSINESS SERVICES REVENUE (1,000)	\$261,482
LOCAL PURCHASES (1,000)	\$80,767
STATE & LOCAL TAXES (1,000)	\$20,034