

# SHIPPING and COMMERCE



*LOG EXPORT*



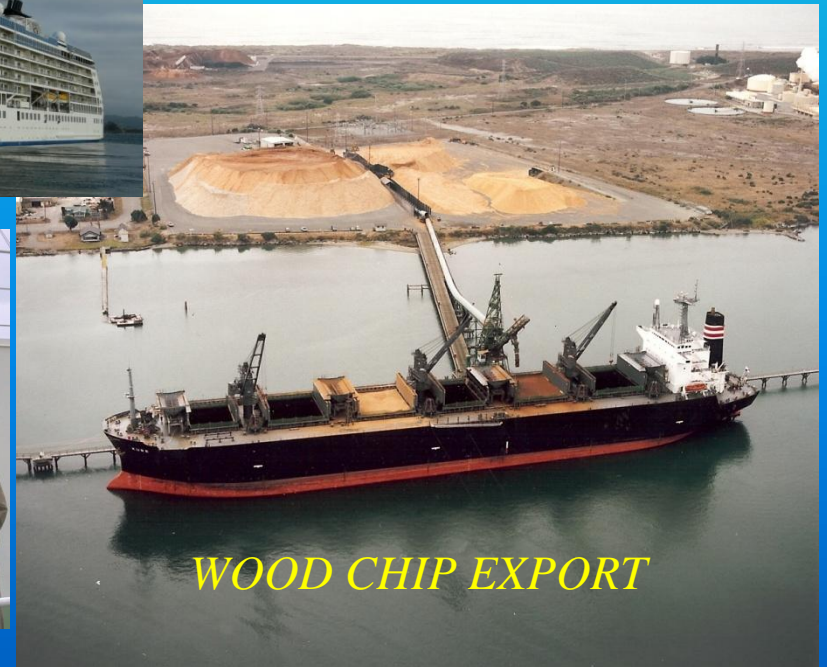
*FUEL BARGE*



*NAVY*



*CRUISE SHIPS*



*WOOD CHIP EXPORT*

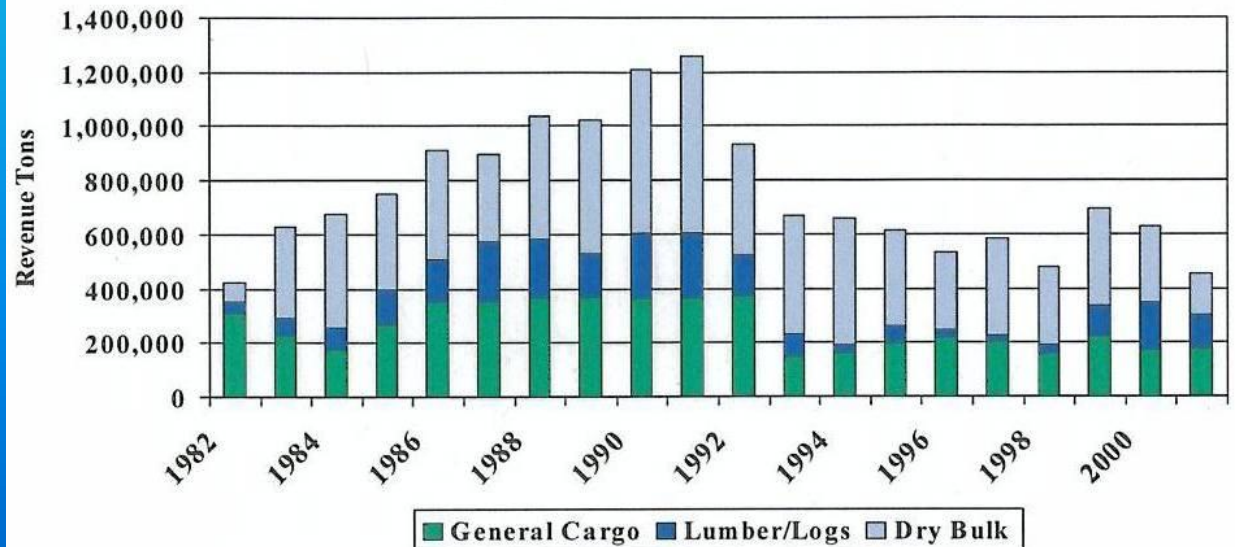
**Cargo Tonnage: 300,000 – 1,200,000 MT/YR**

**Export: logs and wood chips**

**Import: gas/diesel; logs; wood chips**

## Humboldt Bay Cargo Trends

Source: BST Associates using PMA data



# HARBOR IMPROVEMENT SURCHARGE HISTORY

CALENDAR YEAR	IMPROVEMENT SURCHARGE COLLECTED	HARBOR DEEPENING DEBT SERVICE	% OF DEBT SERVICE COLLECTED
2001	\$133,766	\$220,876	60.56%
2002	\$103,559	\$223,788	46.28%
2003	\$122,724	\$221,162	55.49%
2004	\$99,954	\$221,340	45.16%
2005	\$93,542	\$208,023	44.97%
2006	\$96,546	\$217,498	44.39%
2007	\$87,809	\$215,923	44.71%
2008	\$35,046	\$215,977	16.23%
2009	\$27,192	\$214,250	12.69%
2010	\$29,927	\$215,803	13.87%
2011	\$72,071	\$217,123	33.19%
2012	\$71,433	\$211,258	33.81%
	<b>\$973,569</b>	<b>\$2,603,021</b>	<b>37.40%</b>



## PILOTAGE REVENUE AND COSTS 1982-2012

YEAR	TONNAGE	SHIPS	PILOTAGE REVENUE	HARBOR DISTRICT COST
1982	425,000	12	\$36,000	
1983	625,000	17	\$51,000	
1984	700,000	20	\$60,000	
1985	750,000	21	\$105,000	
1986	900,000	25	\$125,000	
1987	875,000	25	\$125,000	
1988	1,025,000	29	\$145,000	
1989	1,015,000	29	\$145,000	
1990	1,215,000	34	\$170,000	
1991	1,300,000	37	\$277,000	
1992	925,000	26	\$195,000	
1993	675,000	19	\$142,000	
1994	660,000	18	\$135,000	
1995	610,000	17	\$127,000	
1996	550,000	15	\$150,000	
1997	590,000	16	\$160,000	
1998	480,000	13	\$130,000	
1999	700,000	20	\$200,000	
2000	667,163	19	\$190,000	
2001	816,569	23	\$230,000	
2002	679,498	19	\$190,000	
2003	839,180	23	\$230,000	
2004	762,887	18	\$180,000	
2005	699,194	19	\$190,000	
2006	705,574	2	\$23,860	\$91,187
2007	583,662	16	\$172,553	\$366,520
2008	439,559	15	\$162,624	\$369,115
2009	316,480	3	\$8,050	\$187,200
2010	339,985	1	\$6,424	\$188,496
2011	542,177	10	\$69,894	\$189,701
2012	451,078	7	\$59,665	\$190,942
<b>TOTALS</b>	<b>21,863,006</b>	<b>568</b>	<b>4,191,070</b>	<b>1,583,161</b>

Average      705,258      18      \$135,196      \$226,166

Since 10/06, the average annual pilotage revenue      \$71,867

Harbor District hired as employees two Bar Pilots on 10/06      \$1,583,161

Pilotage revenue received by the Harbor District.      \$503,070

**COST TO HARBOR DISTRICT 2006-2012      (\$1,080,091)**

# Shipping Cost Since 2001

Harbor Deepening Loan: \$2,965,000

Harbor Improvement Surcharge (2001-2012)

- Revenue: \$973,569
- Expenses (debt service): \$2,603,021

Pilotage (Oct 2006 – 2012)

- Revenue: \$503,070
- Expenses (pilot costs): \$1,583,161

Marketing (Aug 2007 – Apr 2011)

- Revenue: \$0.00
- Expenses (Dir. of Maritime Commerce): \$405,000

2001-2012: The Harbor District has paid out \$3.1 million more than revenue realized.

# CALIFORNIA ASSOCIATION OF PORT AUTHORITIES

## Metric Revenue Tons

### TOTAL TONNAGE FOR 2011-12

Rank	Port	Tonnage	Change From:		Market Share:		
			Last Year	Ten Years Ago	This Year	Last Year	Ten Years Ago
1	Los Angeles	170,904,406	8.0%	15.8%	47.1%	45.0%	48.33%
2	Long Beach	148,609,793	-3.0%	18.3%	40.9%	43.5%	41.15%
3	Oakland	32,287,606	1.9%	45.1%	8.9%	9.0%	7.29%
4	San Diego	2,920,338	0.6%	14.9%	0.8%	0.8%	0.72%
5	Stockton	2,652,153	31.7%	46.5%	0.7%	0.6%	0.59%
6	Redwood City	1,609,237	84.6%	44.8%	0.4%	0.2%	0.36%
7	Hueneme	1,317,717	7.6%	15.0%	0.4%	0.3%	0.38%
8	San Francisco	1,088,272	42.5%	-47.1%	0.3%	0.2%	0.67%
9	West Sacramento	805,536	49.7%	4.7%	0.2%	0.2%	0.25%
10	Humboldt	491,863	59.5%	-41.4%	0.1%	0.1%	0.24%
11	Richmond	235,127	14.0%	182.4%	0.1%	0.1%	0.03%
Total Tonnage		<u>362,922,048</u>	<u>3.1%</u>	<u>18.9%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>
Region:							
	Southern California	323,752,254	2.6%	17.1%	89.2%	89.7%	90.6%
	Northern California	39,169,794	7.6%	36.0%	10.8%	10.3%	9.4%
Size:							
	Large (LB, LA, Oak.)	351,801,805	2.5%	19.1%	96.9%	97.5%	96.8%
	Small (Others)	11,120,243	26.1%	12.4%	3.1%	2.5%	3.2%



# 20 Years Ago





# *Stand-alone Multipurpose Berth*

## Minimum Requirements

- Solid Multipurpose Cargo Dock
- 38' Feet of Water alongside Pier to Channel
- 100 Acres upland Property for Cargo Staging
- Two Access Points Preferred
- Trained Labor Force/Crane Operators



*Container on Barge*



*Cargo Dock*



*Local Bulk/Project Cargo*



## Sierra Pacific Industries

- 3 Approach Ramps
- 475 ft. in Length
- 15 Acres
- Barging Chips only
- Log export restriction



## California Redwood Co.

- 1 Approach Ramp
- 1,346 ft. in Length
- 17+ Acres
- Chip Export only



## Schneider Dock

- 1 Approach Ramp
- 400 ft. in Length
- 16+ Acres
- Log Export



## Fairhaven Terminal

- 1 Approach Ramp
- 500 ft. in Length
- 32 Acres
- Log Export







- 2 Approach Ramps
- 1,064 ft. in Length
- 20 Acres

Redwood Terminal Berth 1



Freshwater Tissue

- 156 Upland Acres

Redwood Terminal Berth 2



- 1 Approach Ramps
- 1,300 ft. in Length
- 0 Acres