

# IAPH 2013

The International Association of Ports and Harbors

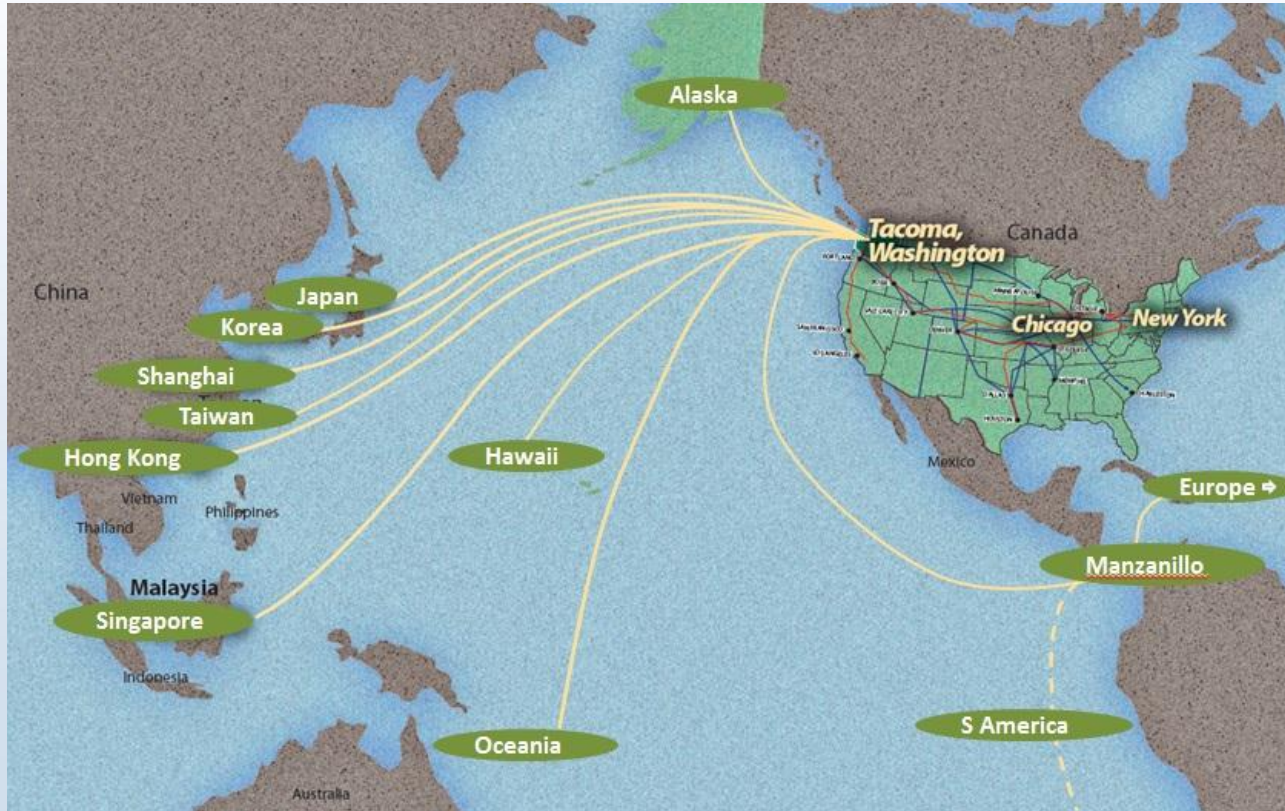
May 6 - 10, 2013

THE PORT  
OF LOS ANGELES 



**John Wolfe**  
**CEO**  
**Port of Tacoma**

## Port of Tacoma: Who we are



## 10 targets in 10 years

- Containers to **3 million** TEUs
- Dry bulk to **12 million** metric tons
- Breakbulk to **200,000** short tons
- Autos to **200,000** units
- Operating margin up **30%**
- Net income up **50%**
- Return on assets up **35%**
- Clean up **200** more acres of Port-owned contaminated property
- Diesel pollutants from cargo operations down **85%**
- Port-related **4,700** direct jobs and **2,000** indirect jobs







Future bulk terminal site



## Investment returns

- Net land cost \$14.4M
  - Net environmental/demo costs \$9.5M
  - Berth, rail development (public) \$55.75M
  - Total \$79.65M
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- Proposed private investment \$80M - \$150M
  - Annual revenue (1<sup>st</sup> full year operation) \$8.6M





