

HUENEME DOCK TALK



CUSTOMER SPOTLIGHT

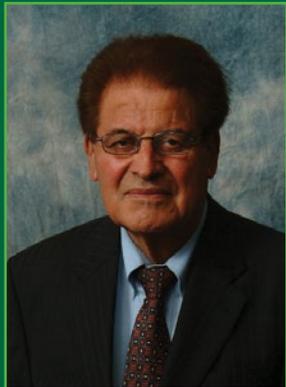
*Michael Wynn Song,
Glovis America*

We Make Cargo Move



2016 SPRING NEWSLETTER

Your Port of Hueneme Commissioners



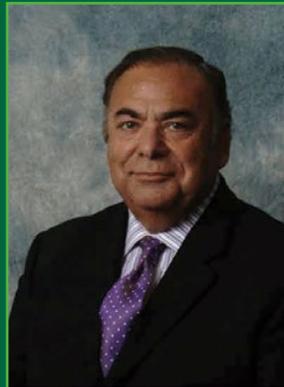
Dr. Manuel Lopez
President



Arlene N. Fraser
Vice President



Jason T. Hodge
Secretary



Jess Herrera
Commissioner



Mary Anne Rooney
Commissioner



Port Overview

The Port of Hueneme is one of the most productive and efficient commercial trade gateways for niche cargo on the West Coast. The Port is governed by five locally elected Port Commissioners. The Port moves \$9 billion in goods each year and consistently ranks among the top 10 U.S. ports for automobiles and fresh produce. Port operations support the community by bringing \$1.1 billion in economic activity and creating over 10,000 trade-related jobs. Trade through The Port of Hueneme generates more than \$69 million in annual state and local taxes which fund vital community services.

We Make Cargo Move

Foreign Trade Zone #205



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Port Hueneme, CA 93044-0608
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Visit our website:
www.portofhueneme.org

Message From The Board President

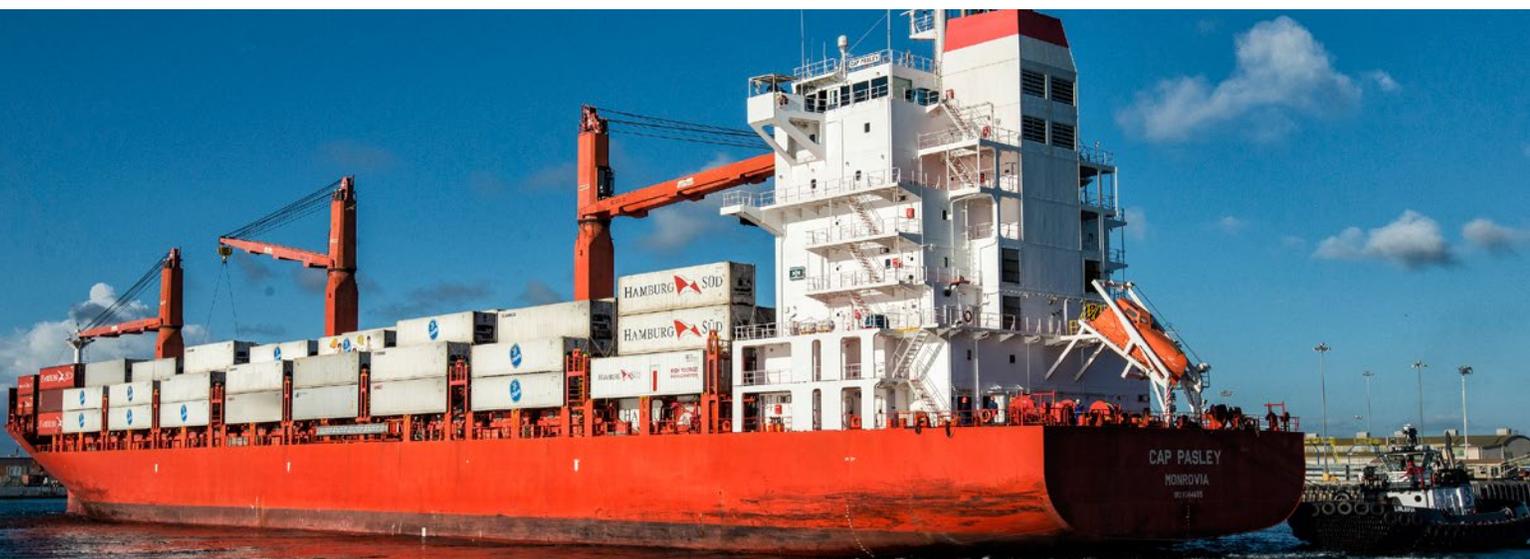
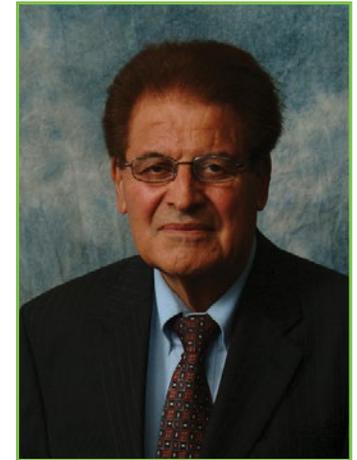
As this year's Harbor Commission President it is a pleasure to share with you some thoughts for this spring edition of our *Dock Talk* newsletter. We are very appreciative of our recent successes and overall growth in cargo and revenue. Over the last four years we've seen our gross revenue grow from a little over \$10 million to over \$16 million today. Any time a business grows by 60% there are natural stresses and demands on infrastructure, the environment, and most of all, staff.

Since joining the Board of Harbor Commissioners I've been struck by the high level of collaboration among our Port staff to successfully manage this level of growth. Having come from a much larger agency with more than a thousand employees and a more than \$200 million budget, I never cease to be amazed by the level of cooperation and efficiency required by smaller

more streamlined organizations. With only 30 port staff it becomes critical for everyone in our organization to take ownership of not only their departmental tasks but also to step up interdepartmentally to help each other in ways just not seen in larger organizations.

I know I speak for the entire Board when I share how much we appreciate our entire port staff for their commitment to working together to make our Port a success.

Dr. Manuel Lopez
President, Board of Harbor Commissioners



Welcome from Port Director Kristin Decas

Greetings to our Port community and welcome to our spring edition of *Dock Talk*, a publication aimed at keeping you all informed of the workings of the Port, our programs and initiatives.

As we enter the final quarter of this fiscal year we are pleased to report that business remains very strong, keeping pace with last year's record performance. We extend our appreciation to our customer base for their investment in our community, creating jobs, and stimulating \$1.1 billion in trade related economic activity on an annual basis. In this edition we feature Michael Wynn Song, of GLOVIS Auto Processing, who has been working with the Port for 20 years. I hope you enjoy reading how he serves our community from both a business and human perspective.

We continue to ramp up our good neighbor programs and environmental agenda. We partnered with the Energy Coalition who in conjunction with Port staff conducted an in-depth energy survey to help us better understand our unique energy needs. Following our Port-wide energy audit we determined the priorities of our energy improvement projects and have been systematically completing the areas of biggest impact. These projects included a complete overhaul of all Port lighting inside and outside. All "lower" lighting fixtures were replaced with more efficient LEDs. A 100-foot high mast light retrofit project that is currently in design phase will be funded through a financing program offered through the California Energy Commission (CEC) partners through their Energy Conservation Assistance Act (ECAA) loan program. Also underway is an HVAC project that will efficiently heat and cool several offices around the Port.

As the Port relies on its revenue streams to support all our day-to-day operations, government grant programs offer a vital tool for us to accomplish high-cost, high-value improvements to port infrastructure. The Port realized huge dividends recently from successful grant applications. The first being a U.S. Department of Commerce EDA (Economic Development Administration) grant totaling \$1.5 million to support on-dock operational and safety traffic repair improvements. We also received a very impressive Transportation Investment Generating Economic Recovery (or TIGER grant) providing \$12.3 million to ready the Port's

wharves and berths for deeper water. These projects complement the U.S. Army Corps of Engineers project to deepen our federal channel from 35 feet to 40 feet. These projects promise to generate 563 jobs, \$33.8 million in economic activity and \$4.6 million in new tax revenues for vital community services.



The Port's final phase of its shore side power project will be completed in April, a system that allows ships to plug in rather than running diesel auxiliary engines. Monies totaling \$500,000 from Environmental Protection Agency in Diesel Emission Reduction Act Funds and \$1.7 Million in Congestion Mitigation Air Quality funds via the Ventura County Transportation Commission helped build this beneficial air quality improvement project.

A resounding thank you to all of the government, community and business leaders that supported and fought tirelessly for our grant applications!

The Port family welcomed two new employees to the Port this month. Michael Collins joins our team in the role of staff accountant. Michael was raised in Port Hueneme and is a graduate of Hueneme High School. He has a bachelor's degree in economics from the University of California at Santa Barbara with an emphasis in accounting. Julie Johnson has come on board as our new receptionist. Julie grew up in San Diego but has called Oxnard home since 2001. She is married to a chief in the Navy Seabees and has two sons.

Our commitment to you is to keep you informed and act openly and transparently. Please visit our 2020 Strategic Plan online (<http://www.portofhueneme.org/2020-strategic-business-plan>) to learn about our goals and priorities. Let us know what you think! Drop a note to info@portofhueneme.org. Enjoy this edition of Dock Talk!

Sincerely,
Kristin Decas
CEO & Port Director

Upcoming Events



Visit portofhueneme.org
for more details!

April 19, 2016 - Ventura County Railway Open Forum

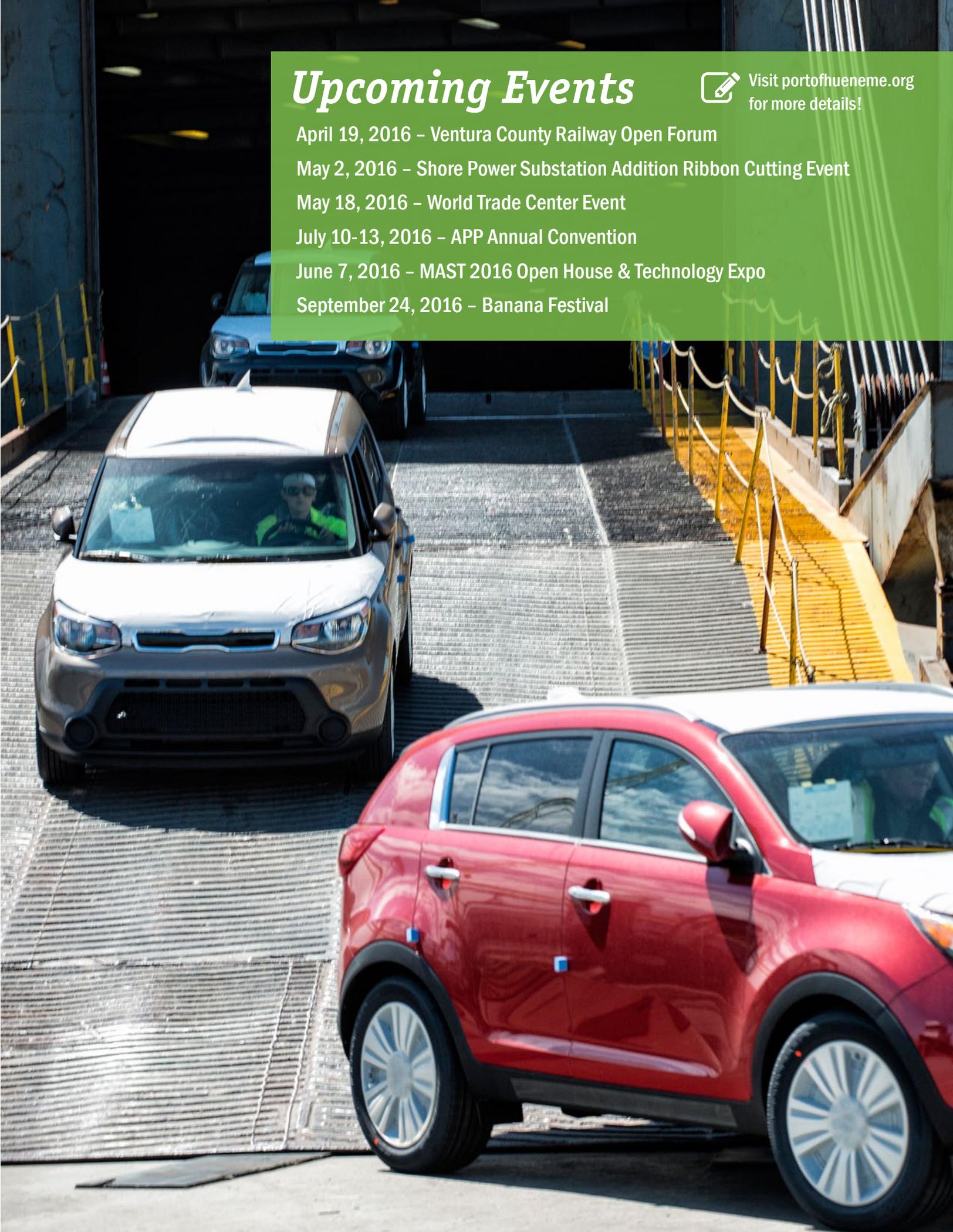
May 2, 2016 - Shore Power Substation Addition Ribbon Cutting Event

May 18, 2016 - World Trade Center Event

July 10-13, 2016 - APP Annual Convention

June 7, 2016 - MAST 2016 Open House & Technology Expo

September 24, 2016 - Banana Festival



Port of Hueneme becomes the first California port to join Green Marine



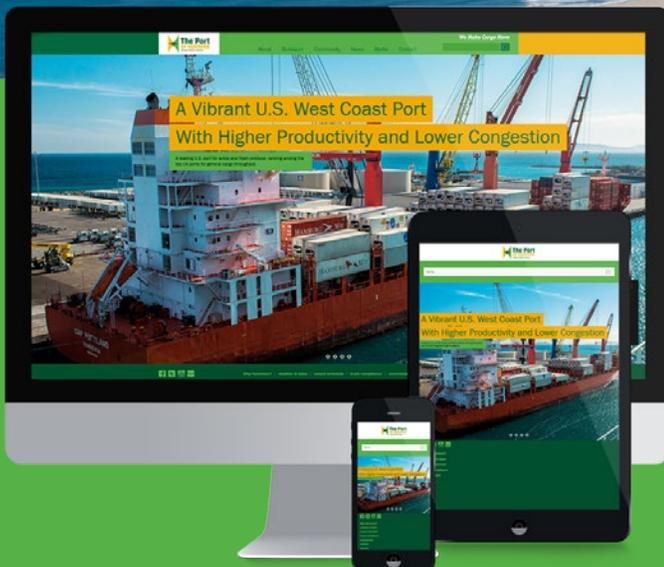
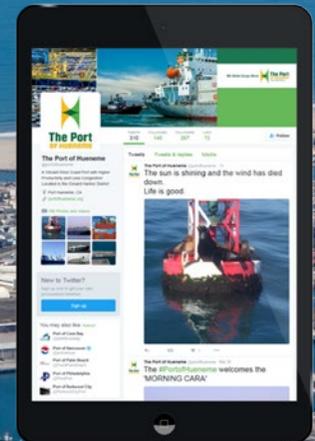
On December 2, 2015, The Port of Hueneme signed on as a participant in Green Marine, the largest voluntary environmental program for the maritime industry in North America.

Green Marine's environmental program makes it possible for ports, terminal operators and shipping lines to voluntarily reduce their environmental footprint through a comprehensive program that addresses key environmental issues and criteria using 11 performance indicators including air emissions, community impacts, environmental leadership and much more.



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Read more on these topics and stay up to date with the Port at www.portofhueneme.org/category/news



Port Establishes Sister Port Relationship with Port of Ensenada

The Port of Hueneme and the Port of Ensenada, Mexico made history last October, embarking on a commitment to work together and to develop a short sea shipping trade program.

This exceptional initiative came as part of a Port of Hueneme trade delegation that visited Mexico on October 15-16, 2015 to explore business opportunities in Baja California. This gathering represented a unique strategy to trade development by laying out a viable roadmap for success.

“The sister port relationship established with the Port of Ensenada promises to grow a short sea shipping route between Hueneme and Ensenada. It aligns with the objectives of the Port’s 2020 Strategic Plan as well as with the Port of Ensenada’s mission,” said CEO & Port Director Kristin Decas. “We look forward to continuing to work with Ensenada to develop an actionable plan to build a sustainable trade corridor.”



Enjoying the morning just before opening time at the 2015 Banana Festival at the Port. Pictured: Sunny Yang, Port Controller Austin Yang, Michael Wynn Song, and Commissioner Mary Anne Rooney



Michael Wynn Song and Congresswoman Julia Brownley at an awards ceremony



Port Hueneme city council member Doug Breeze visits with the PORTUS group



Mike and his wife Diane

**Spring Issue
Customer Spotlight**

Michael Wynn Song Glovis America, Inc.

Michael Wynn Song and Hyundai’s history are inextricably tied – at least at the Port of Hueneme. From processing 24,000 Daewoo cars annually in 1998 at the Naval Base Ventura County, to today’s impressive Glovis America Inc.’s operations which sees more than 130,000 vehicles – the vast majority of them Hyundai/Kia autos – go through its facility, Song has been there from day one.

“Eighteen years ago we were literally operating out of RVs on the Base,” said Song, who serves as senior vice president, in charge of community relations and general affairs for Glovis’ Port of Hueneme operations. “Over the years we have gained a wealth of knowledge and experience on our own and today we are a national company that creates synergy through a sense of togetherness

that is fostered by mutual communication and cooperation within the company and with business partners here at the Port.”

After going through two acquisitions, the company has continued to grow and is now part of a national logistic provider and subsidiary of Hyundai that supports various areas in the supply chain management process. Glovis currently processes vehicles in four locations across America. They opened their first vehicle processing facility in Port Hueneme almost two decades ago and have since expanded to three additional locations including in Philadelphia and two inland facilities – one adjacent to Hyundai Motor Manufacturing Alabama in Montgomery, Ala., and another adjacent to Kia Motors Manufacturing in West Point,

Ga. Song is seeing the benefits and combined effect of shared resources and best practices.

“We’re part of a company that has a proud history and state-of-the-art facilities worldwide and everything from a national logistics to management techniques,” said Song. “Our family of employees is our greatest asset. Glovis’ success here in Hueneme is only possible because of our close relationship with the Navy, the Port and the community.”

SYNERGIES BETWEEN GLOVIS, THE PORT AND THE BASE

Glovis shares a unique business relationship with both the Port of Hueneme and the local Naval base. In addition to working daily with all of the maritime-oriented logistic operators at the Port,

the company is also intricately tied with a number of groups at the Base to run the “land” or auto processing part of its business. The processing facility is responsible for preparing and allocating more than 10,000 vehicles a month on average for transport via truck to dealership locations all over Southern California from San Diego to Santa Maria, and as far as Arizona and New Mexico and via rail to Texas. The facility also handles approximately 15,000 export vehicles annually to Asia.

Glovis in Port Hueneme employs approximately 300 full-time and temporary employees at its processing facility, the large majority of whom are local community members. Song calls the company’s relationship with the Base and the community a “win-win.”

“Funds generated here, stay here at the Base and in its surrounding community,” said Song, who explained that the company’s rent monies to the Base are used directly for long term maintenance projects which Glovis handles. “Projects can range from repairing a runway at Point Mugu to work on San Nicholas Island and other areas in the region.”

This means in addition to working with the general manager of operations at Glovis America’s Hueneme processing facility, Song is also project manager for maintenance projects for the Navy, working regularly with government planners, engineers and general contractors to manage everything from initial conceptual design and bidding through the construction of projects.

According to Song, at this point in time, Glovis has reached maximum storage capacity at the Base. It’s currently also storing vehicles in a number of other off-site locations in the county including the Camarillo and Oxnard Airports, California State University Channel Islands, and other facilities in the City of Oxnard and Ventura, generating additional funds for all of these locations.

*“As a company,
we believe
community and
business are
interconnected
and inseparable.”*



PART OF THE LOCAL COMMUNITY

In addition to providing jobs in the area, Glovis is also an avid contributor to the local community. Song serves as a director of PORTUS, a Port of Hueneme Business Alliance which is a coalition of 20 port-dependent businesses committed to working collaboratively with community leaders, municipalities, state legislatures, and the community at large to inform, educate, develop home grown job growth and promote economic development in the local economy.

“As a company, we believe community and business are interconnected and inseparable,” said Song. “I consider our company champions of community involvement and part of our Glovis’ corporate culture is focused on helping to promote positive change in our local community.”

Glovis also supports Oxnard’s Boys & Girls Club, Friends of the Bard Mansion, and a number of Naval events and activities as well as working regularly with the local Chamber of Commerce and its numerous endeavors.

“Economic prosperity comes when a company and the community are involved with each other,” said Song.

HOME AND BACK AGAIN: A NATURAL PROGRESSION AND A PERFECT MATCH

Song’s relationship with Hyundai stems from his long history with the country of South Korea itself. Song – who is of Irish/German descent – was born Michael Wynn and raised in California and later

Texas. At the age of 18, he was drafted during the Vietnam War, but as Nixon was in the process of pulling troops out of the area, was sent to South Korea instead.

“I didn’t even know where South Korea was,” admitted Song, who was given the surname Song after a brotherhood relationship developed within a Korean family. Since then, Song has spent decades living in Korea and Korean communities in the U.S. as well as working with Korean organizations.

Living overseas, Song became proficient in both the Korean language as well as its culture and customs, receiving his first college degree in Korea at Yonsei University, Korean Language Institute (KLI). He even wrote a book on mnemonics focused on helping Koreans learn English. After moving back to the States, he worked as a liaison for American companies working overseas and vice versa. He later studied international trade at Brookhaven College and the University of Texas at Dallas.

When P&Y Enterprises hired him to assist with the import of Daewoo cars into the Port of Hueneme, it all seemed to fit, recalled Song.

“I didn’t have an automobile background, but cars were a commodity and I knew the import/export business,” said Song. “I understood the parent company’s culture and could communicate with everyone there.”

Song met and married his wife, Diana, in the United States and

“This is a great place to live and work and my family loves it here.”

has three children. A longtime resident of Ventura County, he and his wife moved from Simi Valley to Oxnard five years ago. When asked what he likes best about working and living in the area, his answer was simple.

“The commute,” Song said with a chuckle, explaining his drive is about eight minutes long. “I love the Mediterranean climate, the beautiful coastal setting, the open agricultural spaces and the hometown hospitality of the friendly people in the community.”

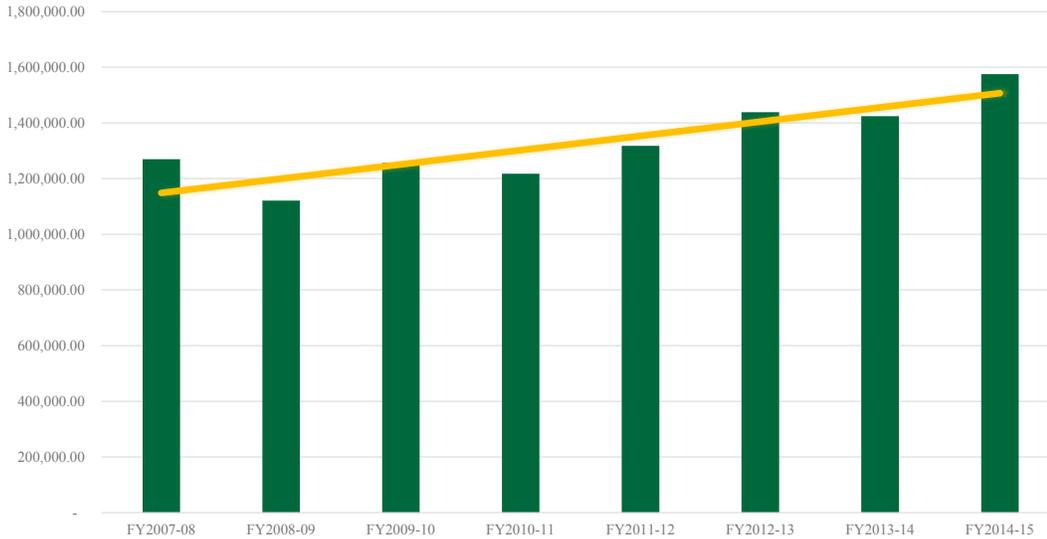
Song imbibes in the favorable year-round weather and takes advantage of it in his free time by enjoying swimming and golfing.

“Sometimes I just like to go out there and watch the surfers,” said Song. “This is a great place to live and work and my family loves it here.”

FY 2014-2015 Cargo Numbers



Cargo FY 2014-2015



Total Cargo Increased by 10.6% to 1,574,903 Measurement Tons, a new record.

Auto Traffic increased by a healthy

11%



Fresh fruits and vegetables grew by a significant

5%



General Cargo (non-perishable and non-auto) was up by an explosive

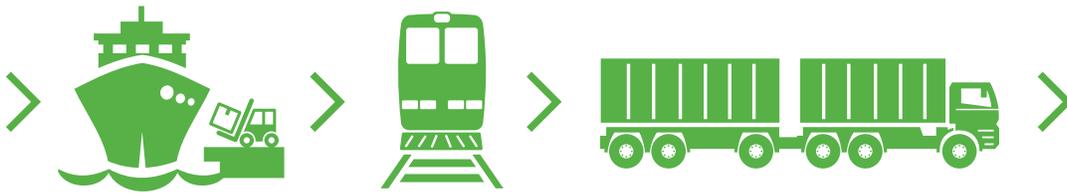
54%





Local Youth participate in Global Trade & Logistics Class

Hands on learning with maritime careers



Port staff is gearing up for the seventh semester of its award-winning Global Trade and Logistics class in partnership with the Oxnard Union High School District. Since spring 2013, Port staff have hosted more than 100 local students interested in learning about career opportunities in the maritime industry. This program is designed to provide a challenging, interactive, hands-on introduction to the world of freight movement as experienced at the Port of Hueneme.

The class is broken down into a 13-week course with classes such as *The Import and Processing of Foreign Made Automobiles*; *The Ocean Shipping Industry and the Business of Moving Cargo Internationally*, and *Long Term and Daily Port Maintenance and Security Operations*.

Classes are taught by Port departmental heads and Port customers including Del Monte Fresh Inc., Wallenius Wilhelmsen Logistics, BMW of North America and Ryder Logistics, the Department of Homeland Security (CBP), Rincon Environmental Services, Pacific Ro-Ro Stevedoring and the ILWU. Presentations are taken directly from corporate presentations prepared for industry professionals.

Following a final exam with pizza and soda, The Port selects one of the students for an internship during the next semester.





Port and US Army Corps Sign Agreement to Kick Off Harbor Deepening Project

More Business, More Jobs

Paving the way forward for a bright future, in February the Board of Harbor Commissioners unanimously approved the signing of a Project Partnership Agreement (PPA) with the United States Army Corps of Engineers (USACE) to deepen the Port's general navigation areas to 40 feet Mean Lower Low Water (MLLW). The Port is currently at a control depth of 35 feet MLLW. The PPA starts the process to finalize the design, engineering and environmental reviews, providing the building blocks that will lead to the construction phase of the deepening project scheduled to begin later this year. The PPA sets a mutual commitment of both parties to advance the project for which the Port contributes 35% of the cost and the USACE funds the balance of the approximate \$8 million project.

"Moving forward with the deepening project will enhance the Port of Hueneme's competitiveness, help to bring in new business, and ultimately boost Ventura County's economy and create jobs in our region," said Congresswoman Julia Brownley. "I am so pleased to support this critical infrastructure project, and look forward to continuing to work with Kristin Decas and the Port of Hueneme commissioners."

Harbor Commissioner Manual Lopez spoke to the community benefits of the project stating, "We are pleased to advance this project that promises to bring prosperity to the constituents we serve. This project is particularly important because sand from the dredging, if it meets the environmental conditions, can be used for beach nourishment to protect our vital shoreline."

Deepening the general navigation areas of the Port will improve efficiency and allow ocean carriers to more fully utilize the cargo capacity of their vessels. US Army Corps Deputy Engineer for the Los Angeles District, Dave Van Dorpe commented, "The signing of this agreement is a very sweet moment for the Corps and the Port. We can now commence with the deepening project that will rev the economic engine of the Nation."

The deepening and associated wharf enforcement projects are estimated to create hundreds of new jobs, creating a positive economic impact on our community and businesses. In addition, the projects will attract new class vessels with increased capacities that are estimated to result in more than 200,000 tons annually in more cargo.

Kristin Decas, CEO and Port Director, noted the economic gains associated with the deepening project. "Bringing the Port to 40 feet marks a significant game changer for the Port. Additional economic benefits include 563 new direct and indirect jobs for the region and \$28 million in positive revenue impacts along with \$4.6 million more in taxes for vital community services." The Port retained an expert maritime economist, Martin & Associates, to determine these economic returns.

Fun Facts About The Port of Hueneme



40% of California's squid comes through The Port of Hueneme.



14% of California's energy comes from 30 offshore oil rigs.



If you lined up all of the bananas that come through The Port each year, it would be enough to go 12½ times around the globe.



One standard 600 ft. liquid bulk fertilizer ship holds 40-50,000 metric tons that can fertilize 100,000 acres in Ventura County.



A standard 650 foot x 100 foot auto carrier can accommodate from 5,000 to 7,500 autos.



Brusco tug boats have (2) 2,000 HP low sulfur diesel engines equaling 4,000 HP = 100,000 lbs. of thrust.





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