



## 2021-2022 Florida Job Growth Grant Fund Public Infrastructure Grant Proposal

Proposal Instructions: Please read this document carefully and provide the information requested below. Some questions may request that a separate narrative be completed. If additional space is needed, attach a word document with your entire answer.

### Governmental Entity Information

Name of Governmental Entity: Manatee County Port Authority

Government Federal Employer Identification Number: [REDACTED]

Primary Contact Name: Denise Stufflebeam

Title: Senior Director of Business Administration & Finance

Mailing Address: 300 Tampa Bay Way, Suite 1  
Palmetto, FL 34221

Phone Number: (941) 721-2329

Email: dstufflebeam@seaportmanatee.com

Secondary Contact Name: Dave Sanford

Title: Deputy Executive Port Director

Phone Number: (941) 721-2333 ; dsanford@seaportmanatee.com

### Public Infrastructure Grant Eligibility

Pursuant to section 288.101, F.S., the Florida Job Growth Grant Fund was created to promote economic opportunity by improving public infrastructure and enhancing workforce training. Eligible entities that wish to access this grant fund must submit public infrastructure proposals that:

- Promote economic recovery in specific regions of the state, economic diversification or economic enhancement in a targeted industry. ([View Florida's Targeted Industries here.](#))
- Are not for the exclusive benefit of any single company, corporation or business entity.
- Are for infrastructure that is owned by the public and is for public use or predominately benefits the Public.

## 1. Program Requirements:

(If additional space is needed, attach a word document with your entire answer.)

Each proposal must include the following information describing how the project satisfies eligibility requirements listed on page 1.

**A. Provide a detailed description of the public infrastructure improvements.**

Project rehabilitates Berth 4 docking facilities, extending the berth 600 feet northward, restoring the ability of the public seaport to handle two large vessels simultaneously at both Berth 4 and Berth 5. Note: For an entire answer, please see the attached document.

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**B. Provide location of public infrastructure, including physical address and county of project.**

Seaport Manatee, 300 Tampa Bay Way, Suite 1, Palmetto, FL 34221, Manatee County. Approximate latitude / longitude of the project location is 27°38'19.0"N 82°33'47.0"W.

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**C. Is this infrastructure currently owned by the public?**

Yes  No

If no, is there a current option to purchase or right of way provided to the County?

Infrastructure location is currently owned by the public.

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**D. Provide current property owner.**

Manatee County Port Authority is the current property owner.

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**E. Is this infrastructure for public use or does it predominately benefit the public?**

Yes  No

Yes, public infrastructure will be owned by Manatee County Port Authority, and wholly benefit the public.

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**F. Will the public infrastructure improvements be for the exclusive benefit of any single company, corporation, or business entity?**

Yes  No

The public infrastructure improvements will be a multi-user facility. Depending on cargo type and the duration of individual vessel loading / unloading periods, approximately 2 to 3 different entities will use the facility on a weekly basis. The mix of entities is likely to change annually over the 50 year design life of the public facility.

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**G.** Provide a detailed description of, and quantitative evidence demonstrating, how the proposed public infrastructure project will promote:

- Economic recovery in specific regions of the state;
- Economic diversification; or
- Economic enhancement of a Targeted Industry ([View Florida's Targeted Industries here.](#))
  - Describe how the project will promote specific job growth. Include the number of jobs that will be retained or created, and in which industry(ies) the new net jobs will be created using the North American Industry Classification System ([NAICS](#)) codes. Where applicable, you may list specific businesses that will retain or create jobs or make capital investment.
  - Provide a detailed explanation of how the public infrastructure improvements will connect to a broader economic development vision for the community and benefit additional current or future businesses.

For an entire answer, please see the attached document.

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## 2. Additional Information:

(If additional space is needed, attach a word document with your entire answer.)

**A.** Provide the proposed commencement date and number of days required to complete construction of the public infrastructure project.

Construction of the project is scheduled to begin on or after September 1, 2022, with substantial completion anticipated to occur after approximately 730 days (i.e., 2 years of construction).

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**B.** What permits are necessary for the public infrastructure project?

Federal Section 404 Individual Permit from the U.S. Army Corps of Engineers (USACE); State of Florida Environmental Resource Permit from Florida Department of Environmental Protection (FDEP); National Pollutant Discharge Elimination System (NPDES) construction permit from FDEP; and, Manatee County Utilities Department approval.

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- C. Detail whether required permits have been secured, and if not, detail the timeline for securing these permits. Additionally, if any required permits are local permits, will these permits be prioritized?

As of March 2022, all of the permits are in the final stages of the application, except for NPDES construction permit. The NPDES construction permit will require a short application period, and occur late in the process. All permits are expected to be issued by late July 2022. Local permits have been prioritized.

- D. What is the future land use and zoning designation on the proposed site of the infrastructure improvements, and will the improvements conform to those uses?

The current and future land use and zoning designation on the proposed site is "8600; County (1555)." The improvements will conform to the current and future land use and zoning designation.

- E. Will an amendment to the local comprehensive plan or a development order be required on the site of the proposed project or on adjacent property to accommodate the infrastructure and potential current or future job creation opportunities? If yes, please detail the timeline.

Yes  No

Not applicable.

- F. Is the project ready to commence upon grant fund approval and contract execution? If no, please explain.

Yes  No

Construction of the project is scheduled to begin on or after September 1, 2022. As needed, Florida Job Growth Grant funds can be drawn down first.

- G. Does this project have a local match amount?  Yes  No

If yes, please describe the entity providing the match and the amount.

Per Florida Department of Transportation Strategic Intermodal System Funding Eligibility and Sec. 311.07(3)(a), F.S., berth rehabilitation projects require a 25% match of local funds. Reconstruction cost is expected to exceed \$43,237,203, and require a \$10,809,301 local match. Manatee County Port Authority will provide local match.

- H. Provide any additional information or attachments to be considered for this proposal. Maps and other supporting documents are encouraged.

For an entire answer, please see the attached document.

### 3. Program Budget

(If additional space is needed, attach a word document with your entire answer.)

**Estimated Costs and Sources of Funding:** Include all applicable public infrastructure costs and other funding sources available to support the proposal.

**1.) Total Amount Requested**      \$ 18,084,904.00  
 Florida Job Growth Grant Fund

**A. Other Public Infrastructure Project Funding Sources:**

City/County                      \$ 10,809,301.00  
 Private Sources                 \$ 0.00

Other (grants, etc.)            \$ 14,342,998.00  
**Total Other Funding**       \$ 14,342,998.00

FDOT  
 Please Specify: \_\_\_\_\_

**B. Public Infrastructure Project Costs:**

Construction                    \$ 0.00  
 Reconstruction                 \$ 43,237,203.00  
 Design & Engineering        \$ 0.00  
 Land Acquisition               \$ 0.00  
 Land Improvement              \$ 0.00

Other                                \$ 0.00  
**Total Project Costs**         \$ 43,237,203.00

Please Specify: \_\_\_\_\_

**Note:** The total amount requested must be calculated by subtracting the total other public infrastructure project funding sources in A. from the total public infrastructure project costs in B.

- C. Provide a detailed budget narrative, including the timing and steps necessary to obtain the funding and any other pertinent budget-related information.

All funding will need to be secured prior to executing vendor reconstruction contract. Local match will be obtained from local reserves. The majority of allocated FDOT funding (i.e., \$9,342,998, state fiscal year 2019) is tied to grant agreement G1946, with the balance of funding (i.e., \$5,000,000; state fiscal year 2022) will be encumbered to a grant agreement before June 30, 2022. Although this current application is for state fiscal year 2022 Florida Job Growth Grant Funds, consideration of fiscal year 2023 funds is also appreciated, and any level of funding or combination of funding (e.g., fiscal year 2022 \$10 M and fiscal year 2023 \$8 M) would make the project a success. Thank you.

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#### 4. Approvals and Authority

(If additional space is needed, attach a word document with your entire answer.)

- A. If the governmental entity is awarded grant funds based on this proposal, what approvals must be obtained before it can execute a grant agreement with the Florida Department of Economic Opportunity (e.g., approval of a board, commission or council)?

Manatee County Port Authority approves execution of grant agreements at their monthly board meetings.

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If board authorization is not required, who is authorized to sign?

Not applicable.

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- B. If approval of a board, commission, council or other group is needed prior to execution of an agreement between the governmental entity and the Florida Department of Economic Opportunity:

- i. Provide the schedule of upcoming meetings for the group for a period of at least six months.
- ii. State whether entity is willing and able to hold special meetings, and if so, upon how many days' notice.

Upcoming meetings include: 4/21/2022; 5/19/2022; 6/16/2022; 7/21/2022; 8/18/2022 and 9/15/2022. The Manatee County Port Authority is willing and able to hold special meetings, and needs seven days' notice.

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- C. Attach evidence that the undersigned has all necessary authority to execute this proposal on behalf of the governmental entity. This evidence may take a variety of forms, including but not limited to: a delegation of authority, citation to relevant laws or codes, policy documents, etc.

Persuant to Chapter 2003-351, Laws of Florida, Manatee County Port Authority and its own officers are authorized and empowered to do all acts and things and to enter into all contracts and agreements necessary or convenient to carry out the purposes of the law, including accepting grants of money at any time from the State.

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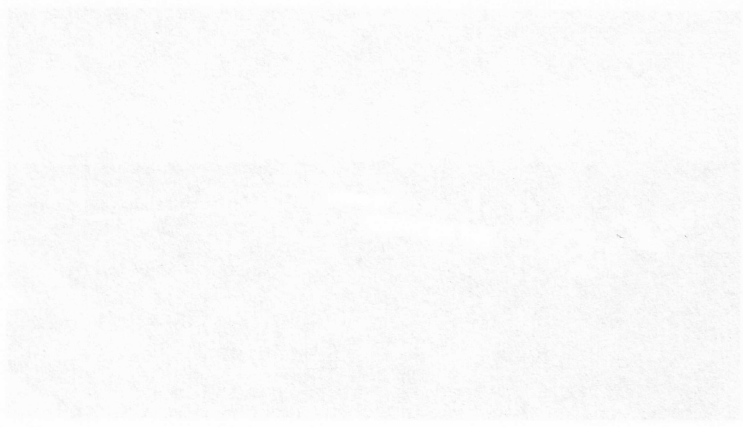
I, the undersigned, do hereby certify that I have express authority to sign this proposal on behalf of the above-described entity and to the best of my knowledge, that all data and information submitted in proposal is truthful and accurate and no material fact has been omitted.

Name of Governmental Entity: Manatee County Port Authority

Name and Title of Authorized Representative: Dave Sanford, Deputy Executive Port Director

Representative Signature: *Dave Sanford*

Signature Date: 3/18/2022



## 1.A. Detailed Description of the Public Infrastructure Improvements

### Request

SeaPort Manatee request Florida Job Growth Grant Funds to leverage local funding and maximize long-term positive economic impacts in central and southwest Florida.

### Seaport Background

- **Location.** Closest U.S. deep-water seaport to the Panama Canal, and a quick 38-minutes from ocean to dock.
- **History.** Port started receiving ships in 1970 and original infrastructure has been creating jobs for 50 years.
- **Economic Impact.** \$3.9 billion in annual economic impacts and more than 27,000 direct and indirect jobs.
- **Counties of observed primary and secondary impact.** Charlotte, Collier, DeSoto, Glades, Hardee, Hendry, Highlands, Hillsborough, Lee, Manatee, Pasco, Okeechobee, Pinellas, Polk, and Sarasota.
- **Tertiary impacts.** Eastern seaboard of the United States benefits from cargo moved through SeaPort Manatee.
- **Containers.** In 2021, traded 135,600 shipping containers (TEUs) with Latin America and South America.
- **Petroleum.** Distributes gasoline and diesel for eleven (11) counties in Southwest and Central Florida.
- **Cargo.** Perishables, consumer goods, building supplies, wood products, salt, formed metals, and aggregates.

### Project

- **History.** Berths 4 and 5 are adjacent and were originally built to handle two (2) vessels simultaneously.
- **Panama Canal.** Completion of the Panama Canal expansion in 2016 has increased the global average ship size.
- **Current situation.** Due to increasing vessel sizes, only one (1) vessel can use both Berth 4 and 5.
- **Project.** The project extends Berth 4 by 600 feet northward and deepens adjacent waterways.
- **Restore capacity.** Project restores ability to handle two (2) large vessels simultaneously at Berths 4 and 5.
- **Promote additional investments.** Capacity will allow port to take other facilities out of service for rehab.
- **Multi-generational.** Infrastructure will last 50 years and create multi-generational positive economic impacts.

### Leveraging Funding

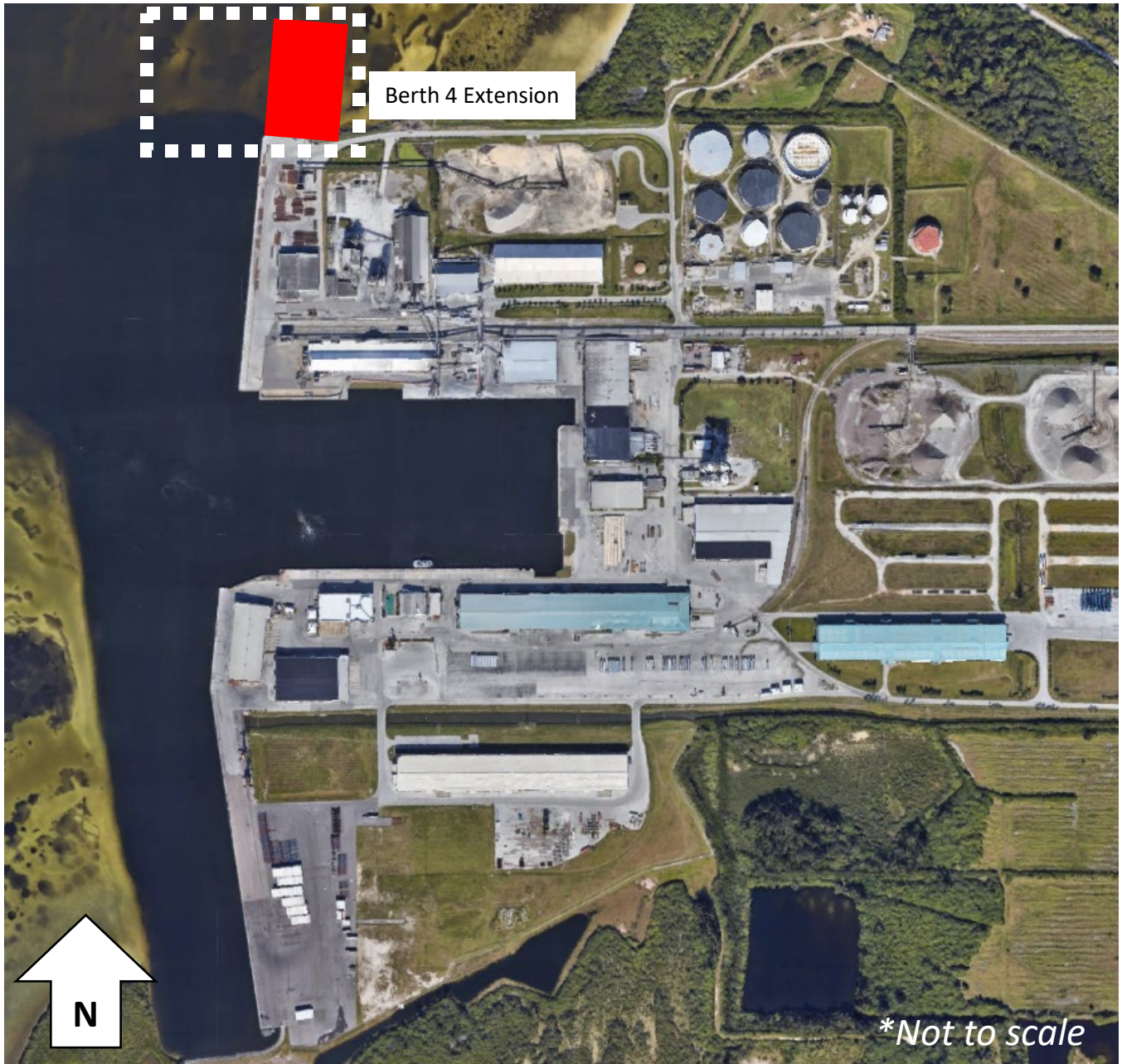
- **Operating revenues.** Self-sustaining SeaPort Manatee collects revenues from the use of public infrastructure.
- **Reinvest revenues.** SeaPort Manatee reinvest revenues to maintain public infrastructure and build capacity.
- **We create more economic activity when we work together.** SeaPort revenues that are 'freed up' by state grant funds will immediately be used to make other Florida public infrastructure improvements.
- **Return on Investment.** The ROI for reconstruction of Berth 4 is conservatively projected to exceed 3.4 to 1 (i.e., for every \$1 invested, there is a \$3.4 return to the public sector in the form of state and local taxes).
- **Domino effect.** A Florida Job Growth Grant will proportionately allow SeaPort Manatee to start other public economic impact projects sooner in the future.





## 1.A. & 2.H. Map – Public Infrastructure Improvement Location

2021-2022 Florida Job Growth Grant Fund | Public Infrastructure Grant Proposal  
Manatee County Port Authority | SeaPort Manatee | Berth 4 Docking Facilities Rehabilitation



## 1.G. Project Economic Impact

### 1. Economic Enhancement of a Targeted Industry – Headquarters

- **Description.** The proposed public infrastructure project will increase the capacity of SeaPort Manatee to support the supply chains of international businesses interested in expanding into the United States.
- **International Trade Hub.** The International Trade Hub at SeaPort Manatee was founded in 2014 and serves as an incubator for international companies. The Hub provides international companies with:
  - Mailing Address – United States / Florida
  - Telephone
  - Office / Warehouse Space
  - Technical Advice
- **Quantitative evidence.** Since 2014, more than 80 companies have utilized SeaPort Manatee’s International Trade Hub to setup their United States’ headquarters in Florida.
- **Website.** <https://www.internationalhubportmanatee.com/>

### 2. Economic Enhancement of a Targeted Industry – Logistics and Distribution

- **Description.** The proposed public infrastructure project will increase the capacity of SeaPort Manatee to handle 20 percent more ships, resulting in additional cargo movements, and a proportional increase in demand for services from Florida’s logistics and distribution industries.
- **Quantitative evidence.** Once completed, ship handling and cargo movements will conservatively create at least 100 direct, induced and indirect jobs in the logistics and distribution industries. Based on cargo type handled, direct jobs created would be about 50 (e.g., 40 to 50), and induced and indirect jobs would exceed 50 (e.g., 50 to 70). The ramp up time for creation of jobs is approximately 18 months after construction is complete. These jobs would be retained for the design life of the facility, approximately 50 years.
- **Created jobs, construction.** During construction, the project will support more than 100 construction jobs.
- **Specific businesses, retain or create jobs.** Berths 4, 5, 6 and 7 are primarily used to handle bulk cargo (i.e., unpackaged cargo transported in large quantities). Direct employers include: Carver Maritime LLC, Citrosuco North America Inc., Federal Marine Terminals Inc., Kinder Morgan, Logistec Gulf Coast LLC, Logistec USA Inc., Louis Dreyfus Commodities, Marine Towing of Tampa LLC, Martin Marietta Inc., Mosaic Company, and, Seabulk Towing.
- **Net jobs, NAICS codes.** The North American Industry Classification System (NAICS) codes for the new net jobs include:
  - 483111 Deep Sea Freight Transportation
  - 482111 Line-Haul Railroads
  - 482112 Short Line Railroads
  - 484110 General Freight Trucking, Local
  - 484121 General Freight Trucking, Long-Distance, Truckload
  - 488310 Port and Harbor Operations
  - 488320 Marine Cargo Handling
  - 488330 Navigational Services to Shipping
  - 493110 General Warehousing and Storage
  - 493190 Other Warehousing and Storage

### 3. Economic Enhancement of a Targeted Industry – Manufacturing

- **Description.** The proposed public infrastructure project will increase the capacity of SeaPort Manatee to handle 20 percent more ships, resulting in additional cargo movements, and a proportional increase in ability to handle imports of raw materials for manufacturing and international export capacity to efficiently handle goods manufactured in Florida.

- **Raw materials.** SeaPort Manatee imports raw materials that are used in Florida manufacturing. These materials include agricultural products, raw formed metals (e.g., aluminum), aggregates (e.g., salt, rock, minerals), and wood products (e.g., pulp).
- **Exports of Florida manufactured goods.** SeaPort Manatee also exports goods that are manufactured in Florida, these include industrial equipment, juice products and soil nutrient products.
- **Quantitative evidence, manufacturing exports.** A good example of a Florida manufacture that benefits from SeaPort Manatee’s export abilities is Air Products and Chemicals, Inc., which manufactures multi-million-dollar pieces of equipment for the global energy sector. Originally, these very-large pieces of equipment were manufactured in Allentown, Pennsylvania and broken into pieces for ease of transport on northeast roadways. In 2014, Air Products and Chemicals Inc. began manufacturing in Florida, directly across from SeaPort Manatee and now employs over 300 Florida manufacturers at the company’s Palmetto Florida location.



*International export from Florida manufacturer, Air Products and Chemicals, Inc., March 18, 2022*

- **Specific businesses, retain or create jobs.** Berths 4, 5, 6 and 7 are primarily used to handle bulk cargo (i.e., unpackaged cargo transported in large quantities). A non-exhaustive list of direct Florida manufacturing employers include: AshGrove, Air Products and Chemicals Inc., Allied New Technologies 2, Aluare, Ajax, Cemex, Citrosuco, The Coca-Cola Company, Cutrale, Florida Natural, Georgia Pacific, Kimberly-Clark, Lambeth Groves, LDC Juice, Mayo Fertilizer, Mosaic Company, Natalie's Juice Company, Peace River Citrus Products Inc., Premier Fertilizer, Proctor Gamble, Sofidel, Tata Group, and Tropicana Products.
- **Retained or created jobs, NAICS codes.** The North American Industry Classification System (NAICS) codes for the retained or created jobs include:
  - 311 Food Manufacturing
  - 311411 Frozen Fruit, Juice, & Vegetable Manufacturing
  - 322211 Corrugated & Solid Fiber Box Manufacturing
  - 322212 Folding Paperboard Box Manufacturing
  - 322291 Sanitary Paper Product Manufacturing
  - 32412 Asphalt Paving, Roofing, & Saturated Materials Manufacturing
  - 325120 Industrial Gas Manufacturing
  - 325311 Nitrogenous Fertilizer Manufacturing
  - 325312 Phosphatic Fertilizer Manufacturing
  - 325314 Fertilizer (Mixing Only) Manufacturing
  - 325920 Explosives Manufacturing
  - 327310 Cement Manufacturing
  - 327331 Concrete Block & Brick Manufacturing
  - 327332 Concrete Pipe Manufacturing
  - 331210 Iron & Steel Pipe and Tube Manufacturing from Purchased Steel
  - 331315 Aluminum Sheet, Plate, & Foil Manufacturing
  - 331314 Secondary Smelting & Alloying of Aluminum
  - 331318 Other Aluminum Rolling, Drawing, & Extruding
  - 332111 Iron and Steel Forging
  - 332911 Industrial Valve Manufacturing
  - 332999 All Other Miscellaneous Fabricated Metal Product Manufacturing
  - 333310 Commercial & Service Industry Machinery Manufacturing
  - 333912 Air & Gas Compressor Manufacturing

## 4. Broader Economic Development Vision

### Overview

- **Mission.** The mission of SeaPort Manatee is to be a catalyst of economic growth.
- **Results.** \$3.9 billion in annual positive economic impact and more than 27,000 direct and indirect jobs.
- **Reinvest revenues.** SeaPort Manatee reinvest revenues to maintain public infrastructure and build capacity.

### Asset Management – Strategic plan for investing in vessel docking facilities

- **Inner harbor berths.** Many of SeaPort Manatee’s inner harbor vessel berths were developed in the 1970s and have approached the end of their design life.
- **Reconstruction disrupts operations.** In order to take docking facilities (i.e., berth(s)) out of service for 18 months of reconstruction, SeaPort Manatee needs another functional berth for customers to use.
- **Strategic order of reconstruction.** SeaPort Manatee has developed a plan to minimize disruption of customer operations during the reconstruction of Berths 4, 9 & 10 and 6.
  - **Limit economic activity disruptions – start with Berth 4.** Berth 4 reconstruction area is not currently being used, which means that construction activities will not disrupt operations of existing customers.
- **Berth 4 reconstruction.** Berth 4 reconstruction restores full capacity of the berth and also provides the port with enough capacity to take another berth out of service for reconstruction.
- **Berths 10 and 11 reconstructions.** Following the completion of Berth 4, SeaPort Manatee will take Berths 10 and 11 out of service, and fully rebuild both berths.
  - **Creation of a linear wharf.** Berth 11 will be straightened out, creating a linear wharf extending from Berth 11 southward to Berth 14, increasing SeaPort Manatee’s capacity to handle simultaneous large container vessels.
  - **Extension of berth allows longer vessels.** Berth 10 will be extended westward, allowing Berth 10 to handle larger vessels, and reduce scheduling conflicts with both Berth 9 and Berth 8. For example, currently – when a small vessel is docked at Berth 10, docking a vessel at Berth 9 requires part of the vessel to be parked in the southern portion of Berth 8, reducing the size of vessels that can be simultaneously parked at Berth 8.
  - Berth 10 and 11 will be designed to handle Mobile Harbor Cranes (MHC), allowing heavy MHCs to safely travel from Berth 9 to 14 – and increase economic opportunities at these facilities.
- **Berth 6 reconstruction.** Following the completion of Berths 10 and 11, Seaport Manatee will take Berth 6 out of service, and fully rebuild the berth. During construction, a gap in the wharf will be filled-in to create a continuous wharf from Berth 4 in the north to Berth 14 in the south. Berth 6 will be designed to handle Mobile Harbor Cranes (MHC).

### Asset Management – Strategic plan for investing in storage to optimize port operations and supply chains

- **Record growth.** In 2021, SeaPort Manatee experienced a 53.3% increase in container growth, and forecast continue record growth in 2022.
- **Phased expansion.** SeaPort Manatee is in the middle of a multi-phased build out a 33-acre container yard.
- **Status.** As of March 2022, Phase 1 of the expansion project is almost complete – and was already filled to approximately 95% capacity in November 2021 (i.e., already being fully utilized prior to official completion). Phase 2 of the project will begin in the next six months, and Phase 3 is projected to begin in July 2023.
- **Vision.** Completion of the 33-acre container yard will allow SeaPort Manatee to store all shipping containers in one place, and free-up other parts of the port for critical near-berth cargo laydown areas (i.e., upland of Berths 10 & 11) – which will maximize economic opportunities at these facilities.

### Domino effect of economic impact activity

**It ALL starts with Berth 4.** Completion of Berth 4 will result in a ‘domino effect’ of economic impact activity - providing additional capacity for SeaPort Manatee to take other docking facilities out of service for reconstruction (i.e., Berths 10 & 11, and eventually Berth 6) and increase the efficiency of vessel scheduling and upland cargo handling – optimizing Florida supply chains for American businesses.

# 1.G. Map – Broader Economic Development Vision

2021-2022 Florida Job Growth Grant Fund | Public Infrastructure Grant Proposal  
Manatee County Port Authority | SeaPort Manatee | Berth 4 Docking Facilities Rehabilitation

